**Data Source :**

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**Sales Quantity and Inventory on Last Day of Period for every month of 2009 (Columns) and across every category hierarchy (Rows)**

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**Socks to Sales Ratio of different Product Category**

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**To analyze stock to sales ratio trends of different products within the Audio/Bluetooth headphone subcategory**

To analyze stock to sales ratio of individual product in subcategory Bluetooth headphones lets drill down as shown and pick 3 products under Bluetooth headphones. Generally, the stock to sales ratio is expected to increase at the beginning of November, as the retail stores stock up on the product and then trend downward towards the end of December as inventory is depleted. But few products show deviation in stock to sales ratio, trends for 3 such products are captured below. For NT Blue tooth Active Headphone E202 Black, ratio is 0.4 at end of October (i.e., beginning of November). In this case we can see sales quantity is too high compared to the inventory in stock, that is why we see ratio curve increasing and reaching 0.9 by end of December. For NT Wireless Bluetooth Stereo Headphones E102 black, the stock to sales ratio not much changing as the season flows. We can see that here the product is not stocked up much before the beginning of the season, also throughout. in the meantime, sales quantity is also high and consistent. This tends to keep ratio as shown on tableau view. NT wireless Bluetooth Stereo Headphones E302 Yellow also deviates the trend as it does not have much stock up in the beginning of the season and there seen stocking up in the later part of the season by considering the sales trend.

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