This is a Microsoft Excel Analysis of the dataset of a fictitious super market. The objective of this analysis is to explore sales volume and patterns.

**Data Source**

The dataset was obtained from [*Harkernoon*](https://hackernoon.com/15-excel-datasets-for-data-analytics-beginners).

**Data Structure**

**Orders Sheet**

1. Row ID
2. Order Priority
3. Discount
4. Unit Price
5. Shipping Cost
6. Customer Id
7. Customer Name
8. Ship Mode
9. Customer Segment
10. Product Category
11. Product Sub-category
12. Product Container
13. Product Name
14. Product Base Margin
15. Country
16. Region
17. State or Province
18. City
19. Postal Code
20. Order Date
21. Ship Date
22. Profit
23. Quantity ordered new
24. Sales
25. Order Id

**Returns Sheet**

1. Order Id
2. Status

**Users Sheet**

1. Region
2. Manager

**Breakdown of Relevant Variables**

* Order ID - A unique identifier for each order.
* Customer ID - A unique identifier for each customer.
* Order Date - The date of the order placement.
* Ship Date - The date the order was shipped.
* Ship Mode - The shipping mode for the order (e.g. standard, same-day).
* Segment - The customer segment (e.g. Consumer, Corporate, Home Office).
* Region - The region where the customer is located (e.g. West, Central, East).
* Category - The category of the product purchased (e.g. Furniture, Technology, Office Supplies).
* Sub-Category - The sub-category of the product purchased (e.g. Chairs, Desktops, Paper).
* Product Name - The name of the product purchased.
* Sales - The sales revenue for the product purchased.
* Quantity - The number of units of the product purchased.
* Discount - The discount applied to the product purchased.
* Profit -The profit generated by the product purchased.

**Data Processing**

**Data Cleaning**

* Removed column “Row Id’ as it held no statistical relevance and added to data size.
* Moved column “Order Id” to A.
* Converted Sheet Ranges into tables.
* Formatted each column data type.
* Conducted basic exploratory data analysis using filters to better sus out data set.

**Data Transformation**

* Created Pivot tables

**Findings**

**Managers Analysis**

* South Region was consistently found to have the lowest total sales, total quantity of orders and subsequently total profits.