

ANALYSIS OF SALES DATA

In this case we are analysing dataset that contains sales transactions for a retail store. The Dataset contains the variable: **TransactionID**, **Date**, **ProductID**, **QuantitySold**, and **UnitPrice**.

Reporting:

Descriptive Statistics:

Descriptive Statistics:

	Mean	Median	Max	Min
QuantitySold	1.75	2	4	1
UnitPrice	15.20	15.10	22.75	9.5
TotalSales	25.70	21.25	64	10.5

If we compare the mean and median of the **QuantitySold** we can clearly see that median is more than mean, it suggests that the distribution of the data is **Right Skewed**, meaning that there are few high values that are pulling the median higher than the mean

If we compare the mean and median of the **UnitPrice** we can see that both has **not much** of difference which means that there are not much of the low values that are pulling median.

If we compare the mean and median of the **TotalSales (25.79 ~ 21.25)** we can see that Mean is more than median, it suggests that the distribution of the data is **Left Skewed**, meaning that there are some low values that are pulling the median lower than the mean.

Inferences:

Top 5 Products by TotalSales

ProductID	TotalSales
A101	64.00
B205	45.63
D408	45.00
D408	45.00
B205	30.00

From the above table we can see the top 5 products that are sold, Product id A101 has the total sales compared to other sales but if we see the products clearly D408 products soled 2 times which means that the product id D408 was the one which soled higher

Sales Summary by Date

Date	TotalSalesAmount	TotalTransactions
01/03/2024	36.75	2
02/03/2024	52.50	2
03/03/2024	52.75	2
04/03/2024	30.00	2
05/03/2024	60.00	2
06/03/2024	34.21	2
07/03/2024	57.75	2
08/03/2024	67.13	2
09/03/2024	84.50	2
10/03/2024	38.50	2

From the above table we can understand that on which date how many transactions has done in this case we can clearly see that the 10 days there is constantly 2 transactions has done, but the total sales amount on each day was different on the day 6, day 8 & day 9 the total sales amount is increased

But, increase in total sales amount doesn't depend on the date but it might be differ if we have that contains for an entire year or more,