SALES DATA ANALYSIS

REPORT

* The data is about the sales report of sales of different product in three different year that is from year 2011 to 2013.
* Sales data has the following categories:
* Product Name
* Temperature
* Poduct Category
* Sales for three years
* On exploring the data , we conclude the followings:
* On compairing all the categories , with the help of column chart we conclude that the **food** category has the highest sale and **Hygeine** category has the lowest sale.
* On examining closely it is found that the **sales** tends to **increase** from year 2011 to 2013, there is the highest sale in year 2013 as compared to 2011 and 2012.
* There is the highest sale of **Cold** products in all the years and the lowest sale is of **Neutral** products**.**
* **October** is the highest sailing month in all the year and **July** is the least one.
* Below is the Descriptive Analysis for three years.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Total 2011 Sales** |  | **Total 2012 Sales** |  | **Total 2013 Sales** |  |
|  |  |  |  |  |  |
| Mean | 15464.91 | Mean | 15619.61 | Mean | 15920.82 |
| Standard Error | 1027.626 | Standard Error | 1037.900743 | Standard Error | 1058.568 |
| Median | 15206 | Median | 15357.5 | Median | 15636.5 |
| Mode | 4117 | Mode | 4159 | Mode | 4231 |
| Standard Deviation | 10276.26 | Standard Deviation | 10379.00743 | Standard Deviation | 10585.68 |
| Sample Variance | 1.06E+08 | Sample Variance | 107723795.3 | Sample Variance | 1.12E+08 |
| Kurtosis | -0.521543 | Kurtosis | -0.521535349 | Kurtosis | -0.5253 |
| Skewness | 0.317674 | Skewness | 0.317699814 | Skewness | 0.317405 |
| Range | 47647 | Range | 48122 | Range | 49050 |
| Minimum | 591 | Minimum | 598 | Minimum | 613 |
| Maximum | 48238 | Maximum | 48720 | Maximum | 49663 |
| Sum | 1546491 | Sum | 1561961 | Sum | 1592082 |
| Count | 100 | Count | 100 | Count | 100 |
| Confidence Level(95.0%) | 2039.033 | Confidence Level(95.0%) | 2059.420249 | Confidence Level(95.0%) | 2100.428 |