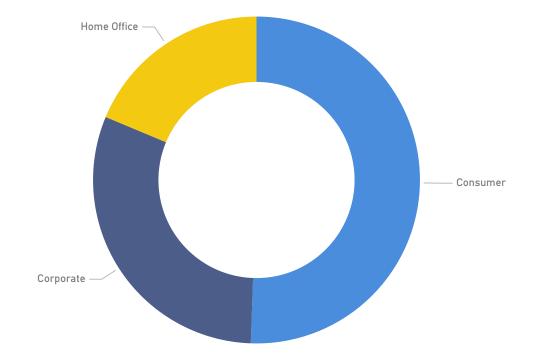
i) Measures were not included in the analysis because a unique identifier could not be found for SampleSuperstore. Learn more 37 Key influencers Top segments What influences Sales to Increase 2.0M ....the average of Sales When...  $\leftarrow$  Sales is more likely to increase when increases by Sum of Profit is more than 109.7208 than otherwise (on average). Sum of Profit is more than 109.7208 1,400 1.5M Sub-Category is Tables 1,200 432.7 1,000 Sum of Profit is -46.797 or 402.6 less 800 Sub-Category is Chairs 322.4 1.0M 600 Category is Technology 273.4 400 200 Sum of Profit is 64.2 -199.8 0.5M 109.7208 Sub-Category is Phones 155.2 Sum of Profit (bins) 0.0M

Shows the key influence of the store



sales by segment

First Class

Same Day

Monthly Sales Trends

Second Class

Standard Class

0K

Top-performing segments include Consumer and Corporate, which together contribute the majority of total revenue. Analysis of ship modes reveals that the Standard Class is the most preferred shipping option, offering the best balance between cost and delivery time. The West region stands out as the most profitable, led by states such as California and Washington. Among all categories, Technology generates the highest profit margin, especially through subcategories like Phones and Accessories.

Furniture contributes significantly to sales but suffers from low profitability, Office Supplies maintains steady performance, with products like Binders and Paper offering consistent returns.

