

1. Executive Summary

Analyze this dataset and provide an executive summary of the business performance, including total sales, total profit, top-performing categories, and any key insights.

2. Find Key Trends

Identify the most important sales and profit trends over time. Highlight any months or years with unusual growth or decline.

3. Regional Performance

Compare sales and profit across all regions. Explain which regions perform best and which require attention.

4. Customer Analysis

Identify the top 10 customers by sales and profit. Also identify customers with high sales but low profitability.

5. Create Visualizations Automatically

Create charts that best visualize sales trends, profit by category, and regional performance.

6. Forecast Future Sales

Based on historical sales data, forecast sales for the next six months and visualize the forecast.

7. Detect Business Problems

Identify areas of concern in this dataset, including unprofitable products, regions, customers, or discount practices.

8. Create KPIs

Create a KPI dashboard summary including Total Sales, Total Profit, Profit Margin, Number of Orders, Average Order Value, and Top Category.

9. Segment Customers

Group customers into High Value, Medium Value, and Low Value segments based on sales and profit contribution.

10. Explain the Data Like a Consultant

Act as a business consultant and provide three strategic recommendations to improve profitability based on this dataset.

11. Find Hidden Insights

Identify five insights in this dataset that management should know about related to profit.

12. Create a Pivot Table Automatically

Create a PivotTable showing Sales and Profit by Category, Sub-Category, and Region.