

## Numberjack Queries

### **Q1. Why are certain sales figures zero when there are volumes present?**

This is possible in real case scenario - Sales at discounted price/zero price

### **Q2. Why are certain volume figures zero when sales are present?**

Cases where there is payments against a purchase which has been paid later. It has to be invoiced against a purchase

### **Q3. Why are certain values of location, SKU catalog, Channel value not present when for some, both the values of sales and volumes with zero are present?**

Like mentioned, the data sometimes have errors, bad invoices, blank invoicing etc. Such cases should be considered statistically invalid.

## Meanings of the data columns

**Salesmonth\_max** - Month of sale of a product in a location through a channel

**Salesyear\_Max** - Year of sale of a product in a location through a channel

**Netvaluesum** - Total monthly sales (month as indicated by the previous two columns) of a product in a location through a channel

**Volume\_sum** - Corresponding volume sales quantity in a month of a product in a location through a channel