

Sales Data Sheet

There are 3 related datasets from a fictitious audit client that distributes bath bombs and cowbells (my daughter's favorite toys when she was 5 years old 😊). These datasets include:

- shipping_data – data obtained directly the company's shipping carrier (e.g., UPS). Each observation represents a shipment.
 - shipping_date - date the shipment was picked up from the distribution center by the carrier
 - delivery_date - date the shipment was delivered by the carrier
 - shipping_num - tracking number used by the carrier
 - customer_id_invoice - customer identifier combined with invoice number for the shipped goods
 - shipping_weight - total weight for all goods shipped (in pounds)
- customer_orders – data obtained from the company's sales division. Each observation represents a customer order received by the sales team.
 - customer_order - order identifier assigned to each customer order
 - customer_order_date - date the customer order was received by the sales team
 - cbls - number of cowbells ordered by the customer
 - btbms - number of bath bombs ordered by the customer
- invoices – data from the company's accounting system including all invoices. The company's system records a sale (i.e., a journal entry!) the instant an invoice is issued to the customer. Each observation represents a specific item sold in each invoice.
 - invoice_date - the date the invoice was created and issued to the customer
 - customer_id - identifier for each customer
 - invoice_num - invoice number
 - invoice_amount - total amount billed to the customer (in dollars)
 - terms - shipping terms of the sale
 - customer_order - order identifier assigned to each customer order
 - item - item type ordered (cowbells or bath bombs)
 - amount - number of items ordered