

# Comparison of Region Based on Sales

## By Pradeep Yadav

### DESCRIPTION

The director of a leading organization wants to compare the sales between two regions. He has asked each region operators to record the sales data to compare by region. The upper management wants to visualize the sales data using a dashboard to understand the performance between them and suggest the necessary improvements.

**Objective:** Help the organization by creating a dashboard to visualize the sales comparison between two selected regions.

**Datasets:** Sample Superstore

### Steps to Perform:

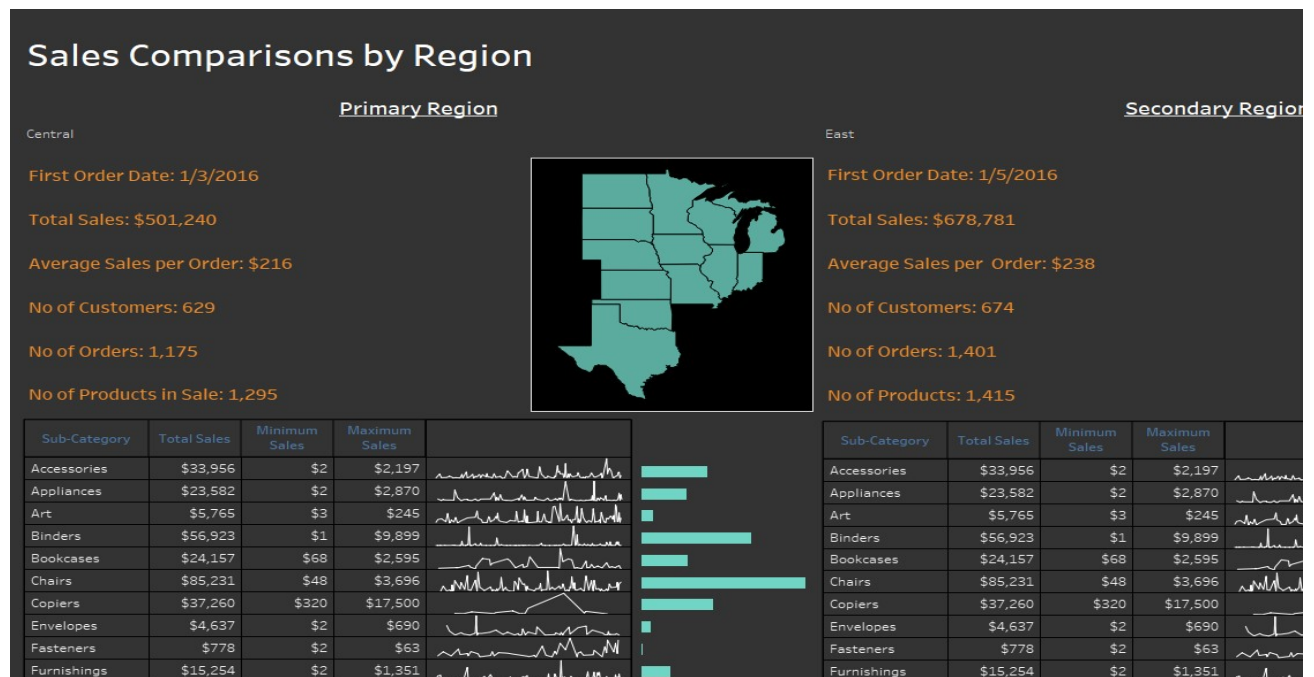
1. Select Sample Superstore as Dataset
1. Use Sample Superstore Dataset
2. Select Data
3. Use Group by from Data Source Table on a Folder to create a folder to segregate the required data for Customer Name and Order ID in order to organize the data thoroughly.
2. Create a hierarchy called Location for the variable Country.
3. Create two parameters: Primary Region and Secondary Region with all regions listed in them. Here, primary and secondary region are the two regions where the sales are being compared.
0. Create Parameters for Primary Region and Secondary Region
1. Create a Calculated Field for both Primary Region and Secondary Region
4. Create a First Order Date
0. Create a Calculated Field and name it as the First Order Date
5. Create a dashboard
0. Align all sheets in the dashboard

6. Partition the dashboard to display the below details of Primary Region and Secondary Region

- First Order Date
- Total Sales
- Average Sales per Order
- No. of Customers
- No. of Orders
- No. of Products in Sale

**Sample Output:**

(Explain the line graph and bar graph)



# Steps Followed For Project Completion

1. Extracting Data from the given Dataset i.e. sample superstore into the Tableau & then drag orders from the sheets & drop into table's area.

Tableau Public - Comparison of Region Based on Sales (Project)

File Data Window Help

Connections [Add](#)

Sample - Superstore (2)  
Microsoft Excel

Sheets [p](#)

- Orders
- People
- Returns
- New Union

Orders (Sample - Superstore (2))

Filters 0 | [Add](#)

Orders

Need more data?  
Drag tables here to relate them. [Learn more](#)

Orders 22 fields 9994 rows 100 rows

Name	Orders
Orders	

Type	Field Name	Physical Table	Remote File...
#	Row ID	Orders	Row ID
Abc	Order ID	Orders	Order ID
Cal	Order Date	Orders	Order Date

#	Orders	Abc	Orders	Cal	Orders	Abc	Orders	Abc	Orders
Row ID	Order ID	Order Date	Ship Date	Ship Mode	Customer ID	Customer Name			
1	CA-2016-152156	08-11-2016	11-11-2016	Second Class	CG-12520	Claire Gute			
2	CA-2016-152156	08-11-2016	11-11-2016	Second Class	CG-12520	Claire Gute			
3	CA-2016-138688	12-06-2016	16-06-2016	Second Class	DV-13045	Darrin Van Huff			
4	US-2015-108966	11-10-2015	18-10-2015	Standard Class	SO-20335	Sean O'Donnell			
5	US-2015-108966	11-10-2015	18-10-2015	Standard Class	SO-20335	Sean O'Donnell			
6	CA-2014-115812	09-06-2014	14-06-2014	Standard Class	BH-11710	Brosina Hoffman			
7	CA-2014-115812	09-06-2014	14-06-2014	Standard Class	BH-11710	Brosina Hoffman			

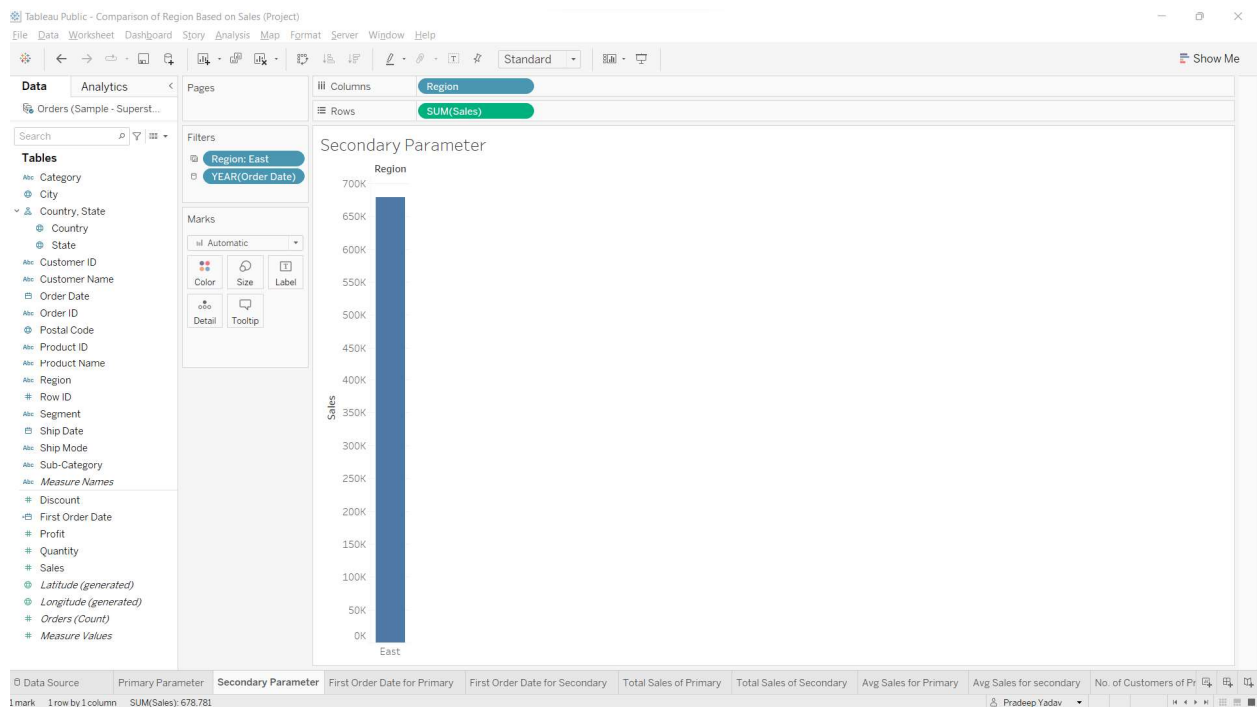
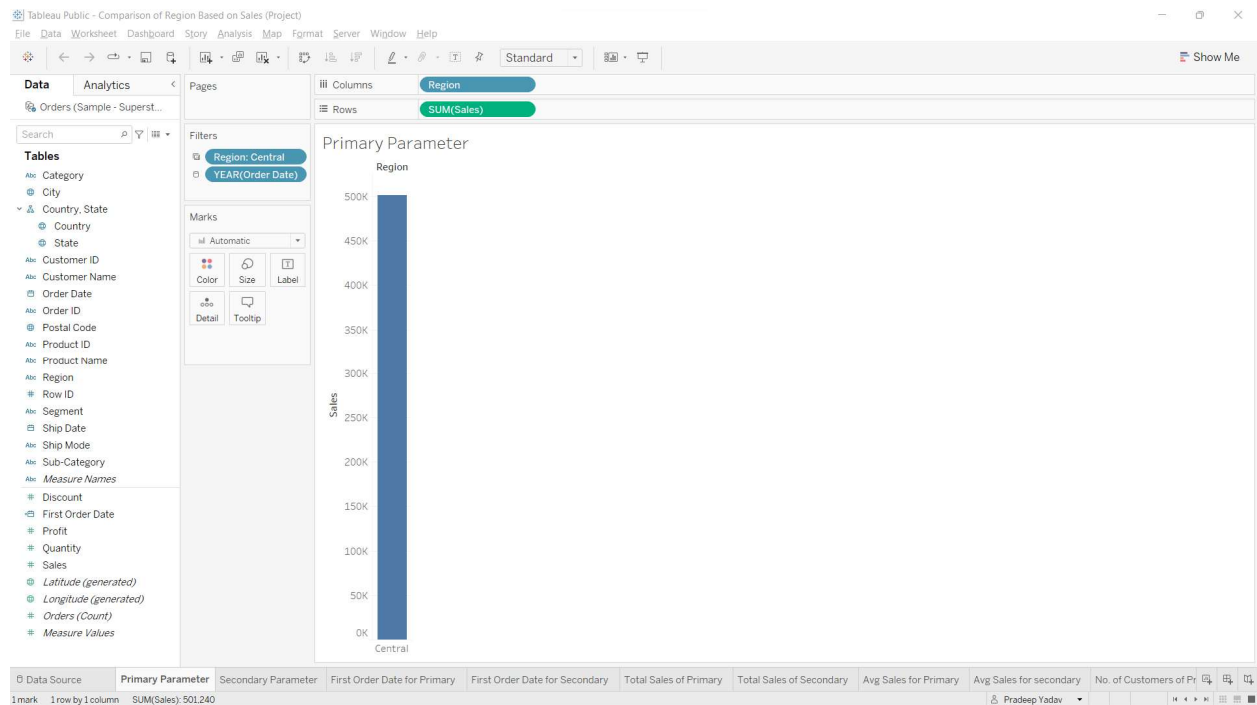
0 Data Source Primary Parameter Secondary Parameter First Order Date for Primary First Order Date for Secondary Total Sales of Primary Total Sales of Secondary Avg Sales for Primary Avg Sales for secondary No. of Customers of Primary

Pradeep Yadav

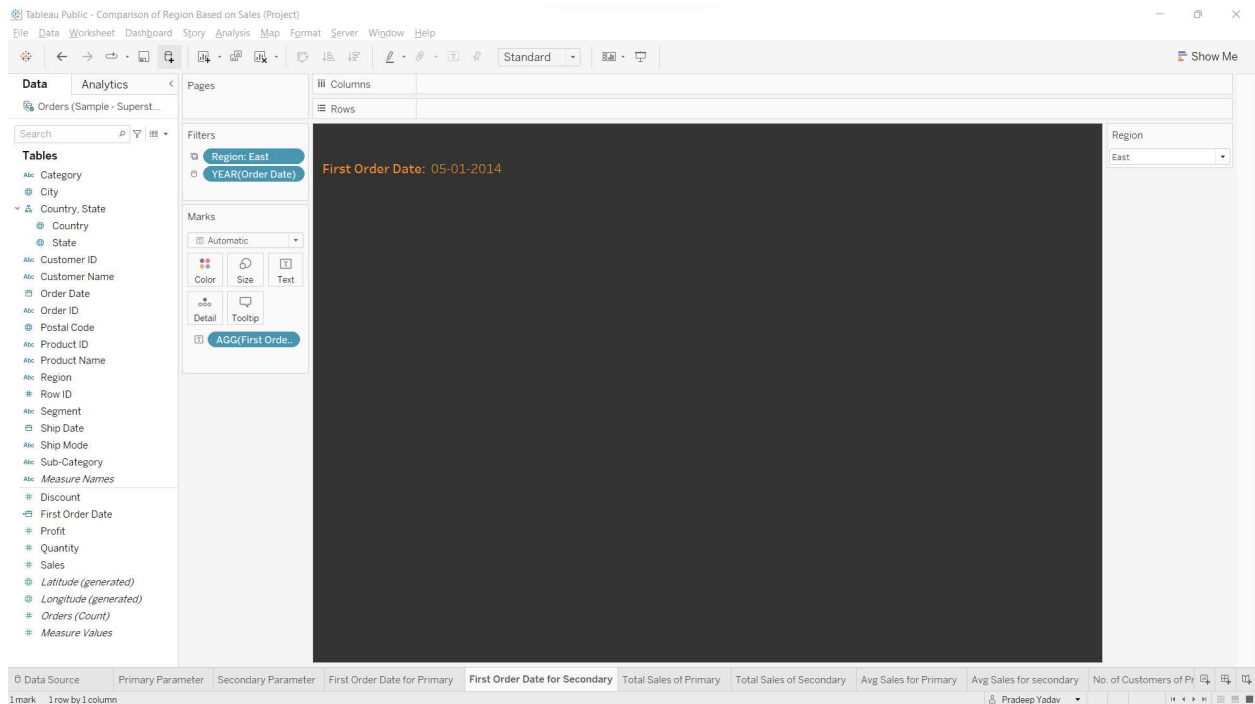
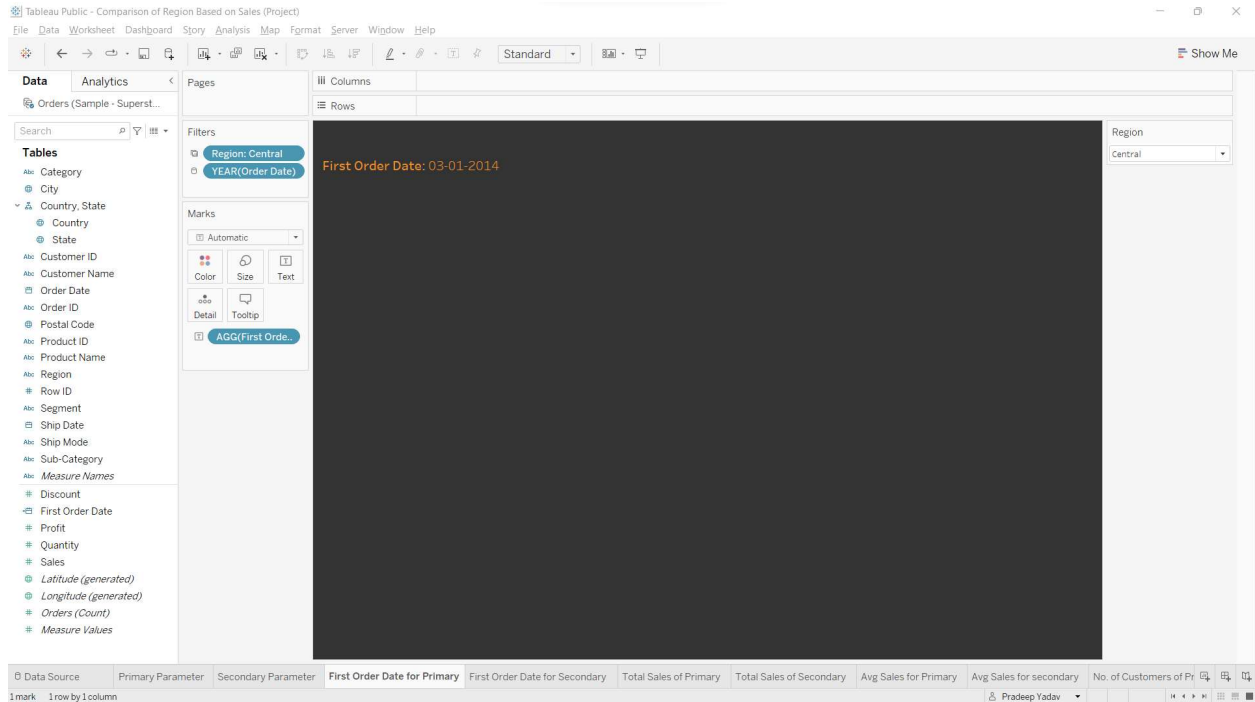
The screenshot shows the Tableau Public interface. The main view is a calculation card for 'First Order Date' with the formula `MIN([Order Date])`. A tooltip is displayed for the `ABS` function, showing its syntax `ABS(number)` and an example: `ABS(-7) = 7`. The interface includes a sidebar with 'Data' and 'Analytics' tabs, a 'Columns' shelf, and a 'Rows' shelf. The 'Marks' shelf is set to 'Automatic'. The 'Filters' shelf contains 'Region: Central' and 'YEAR(Order Date)'. The 'Marks' shelf contains 'AGG(First Order Date)'. The 'Columns' shelf is empty. The 'Rows' shelf is empty. The 'Marks' shelf is set to 'Automatic'. The 'Filters' shelf contains 'Region: Central' and 'YEAR(Order Date)'. The 'Marks' shelf contains 'AGG(First Order Date)'. The 'Columns' shelf is empty. The 'Rows' shelf is empty.

**4.** Then we have to fix our filter table with Year (Order Date) applying use all & Central Region for all primary sheets & East Region for secondary sheets.

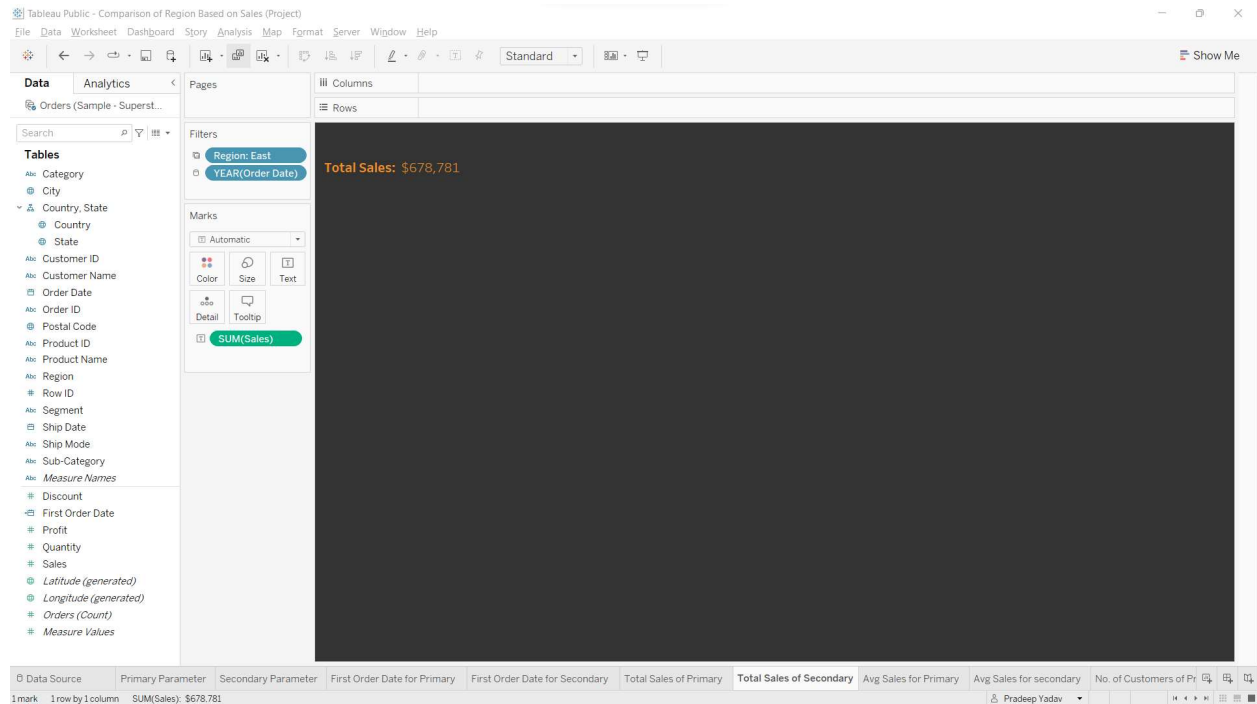
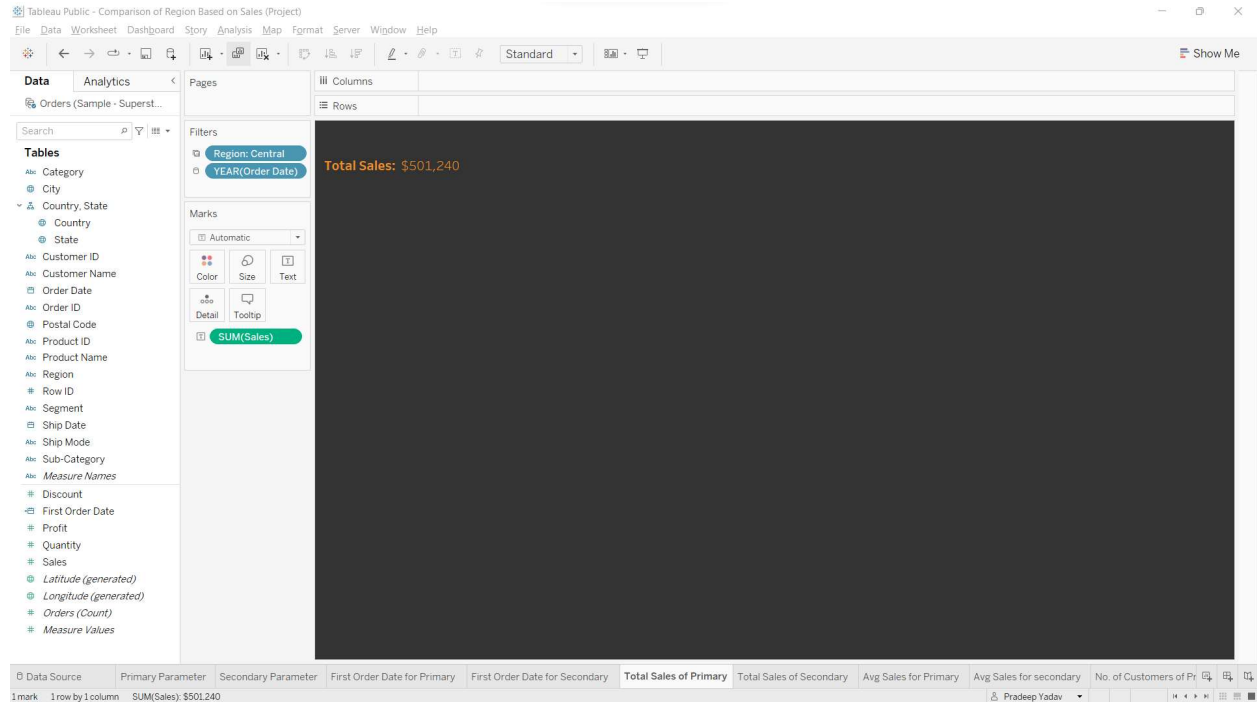
**5.** To create Primary & Secondary Parameter sheet, Drag Region into columns and sales into rows.



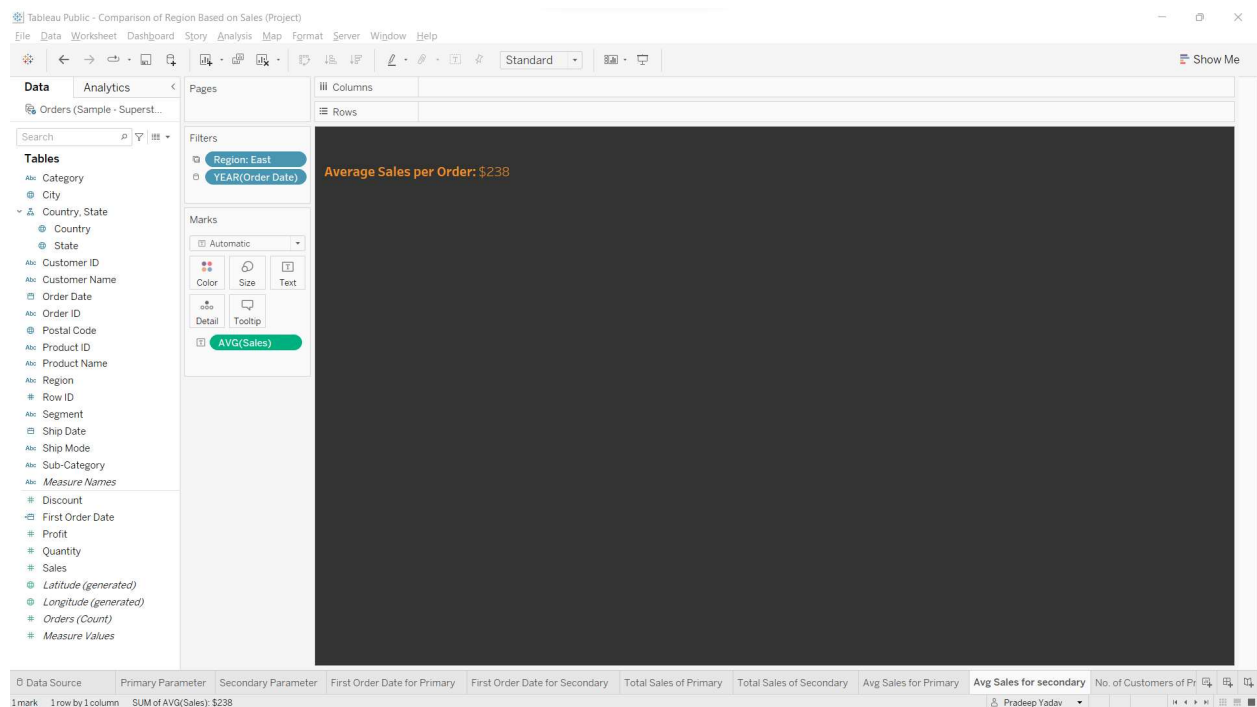
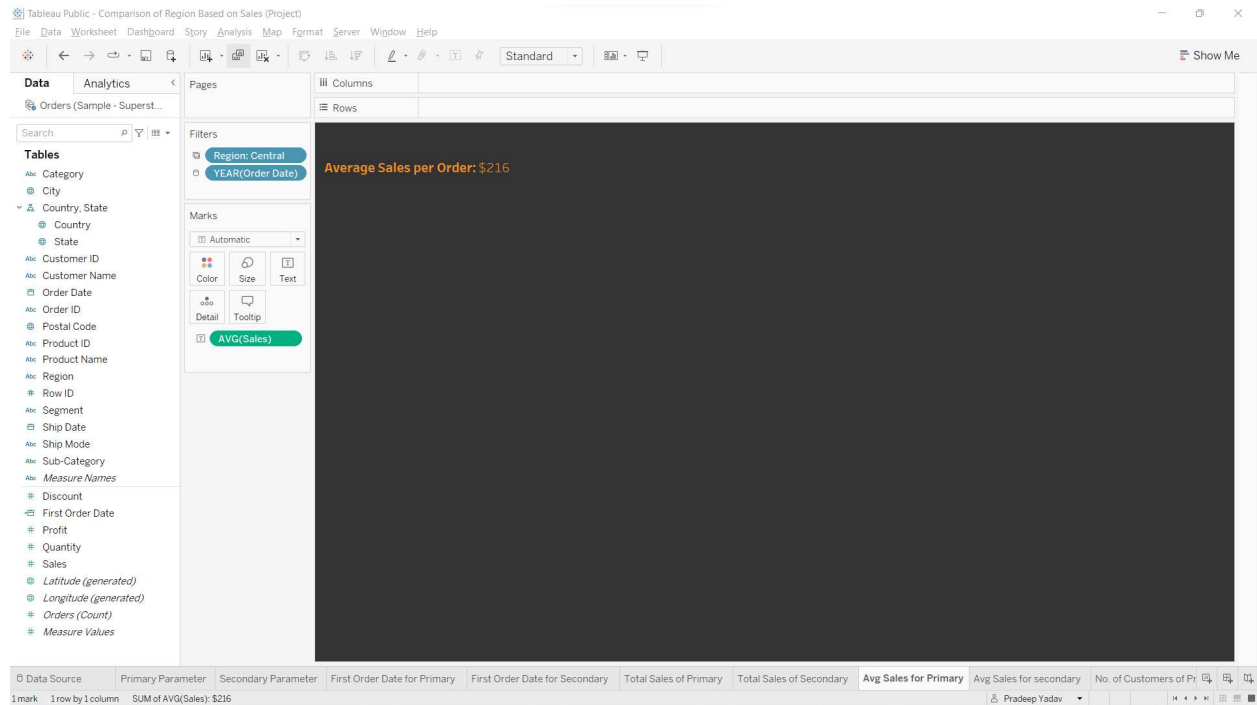
## 6. Create calculated field to First Order Date.



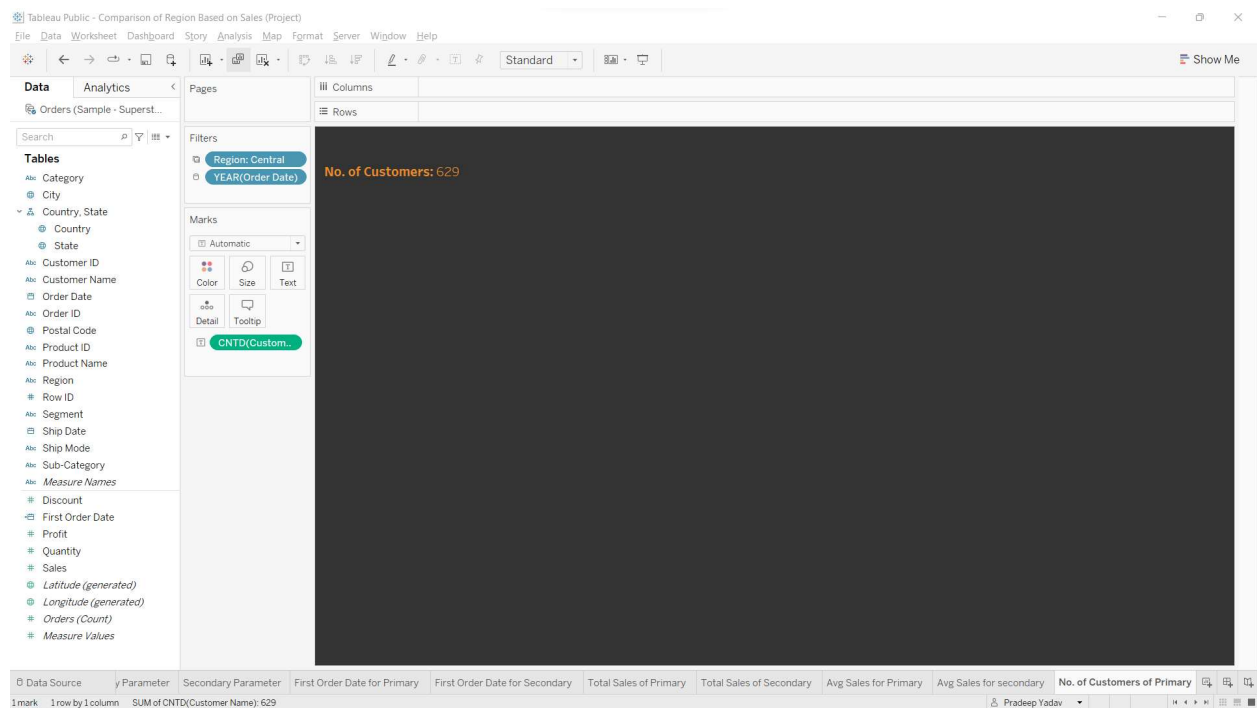
## 7. Drag Sales to Text.

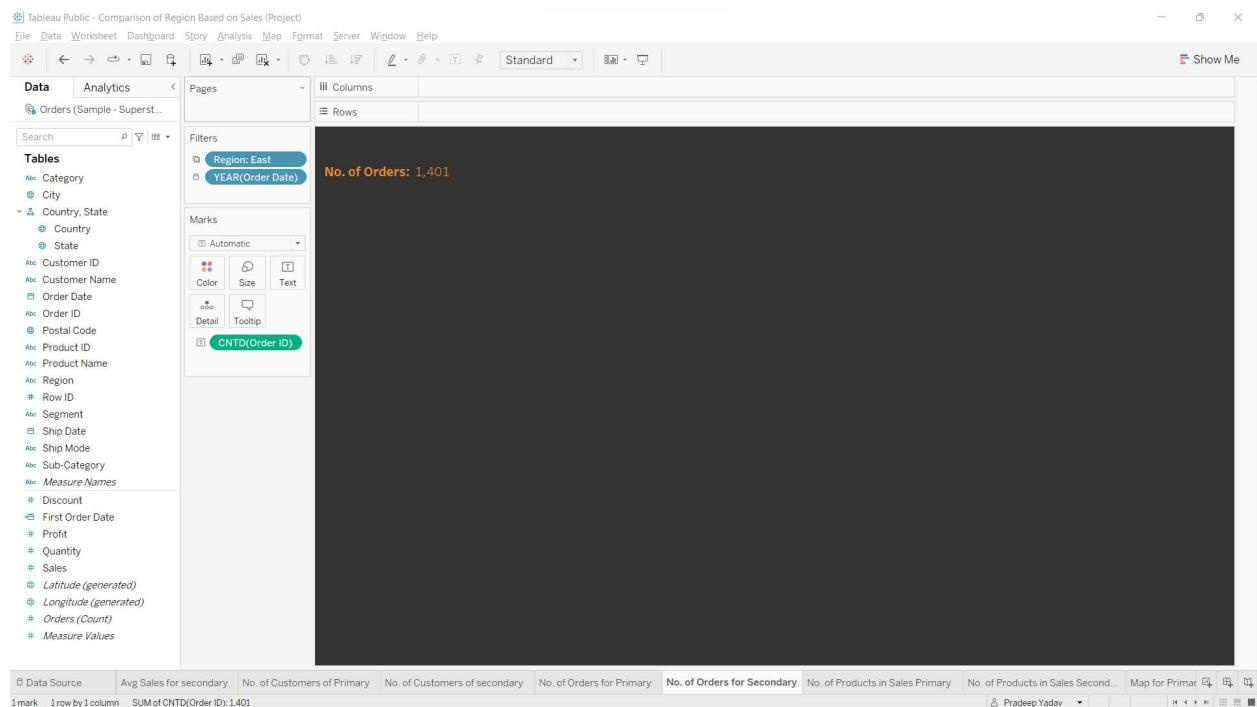
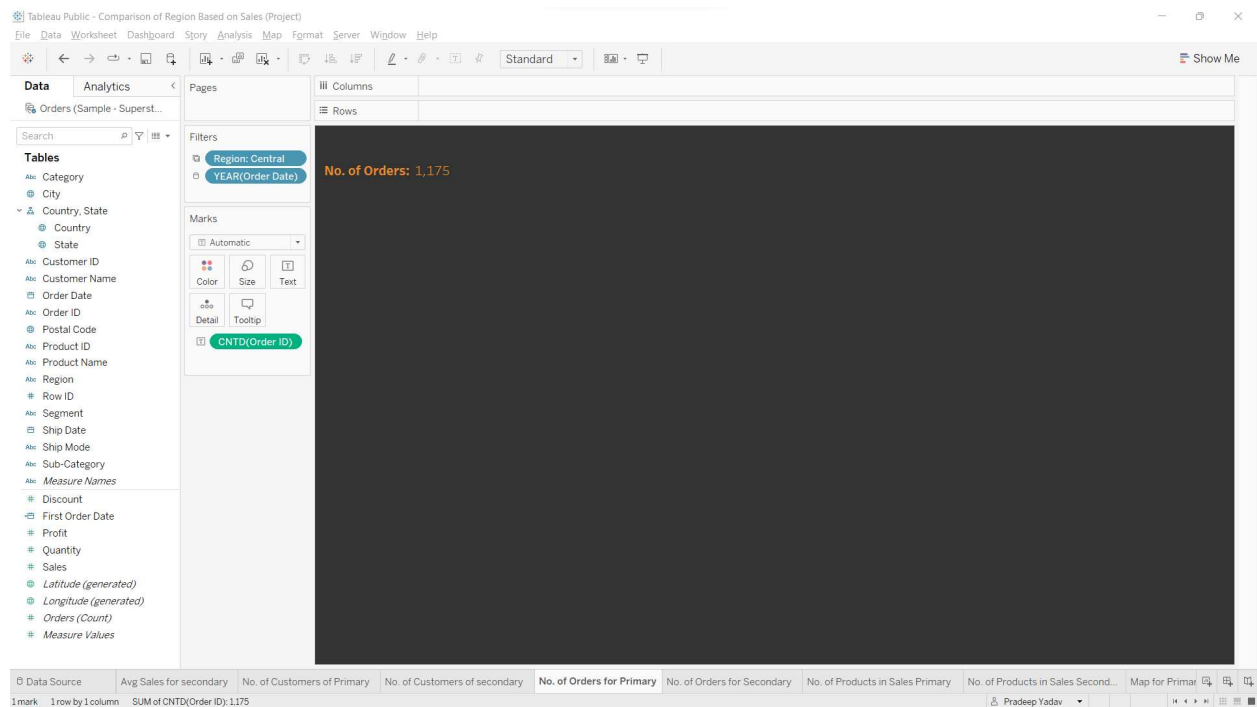


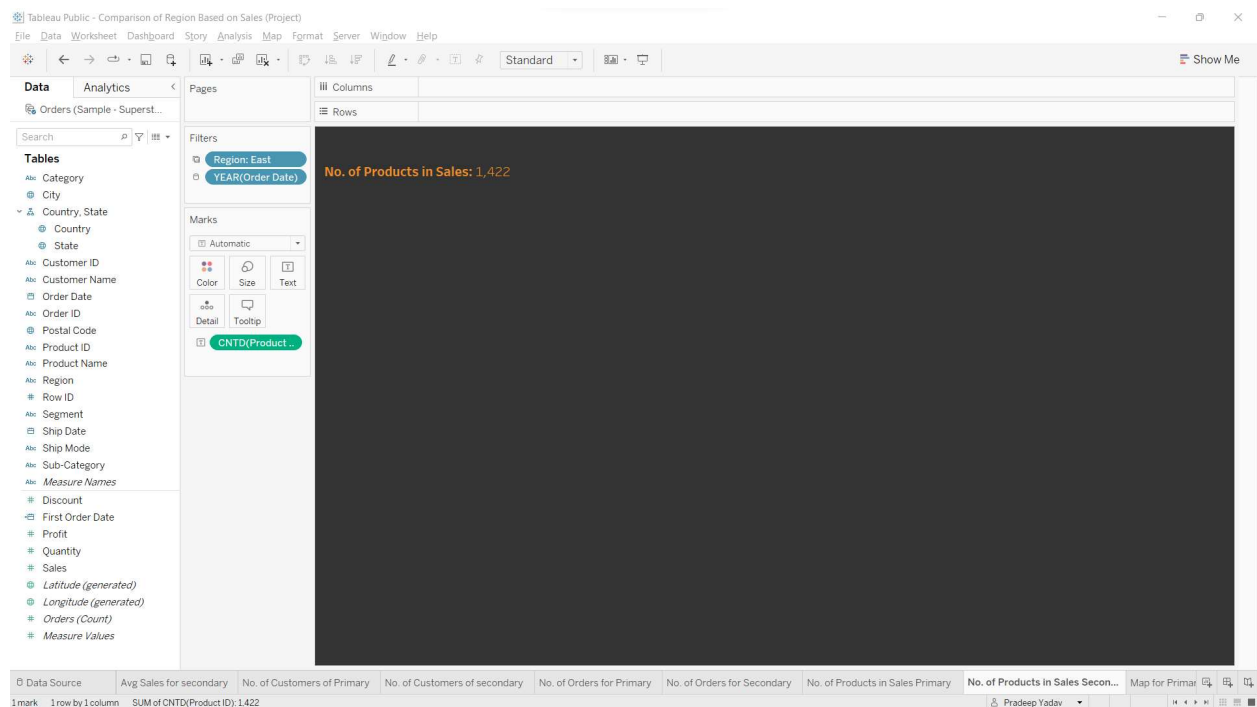
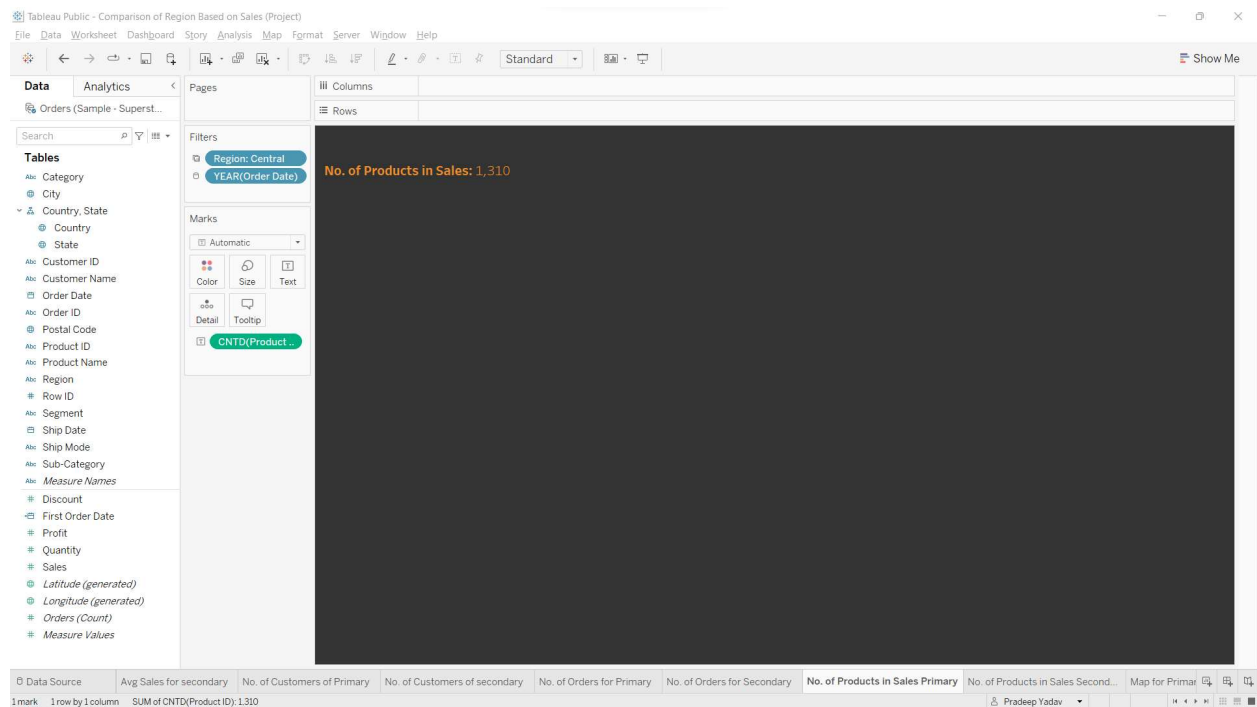
8. We Drag Sales, Customer ID, Order ID, Product ID to Text to get Total Sales, Average Sales, No. of Customers, No. of Orders, No. of Products respectively.



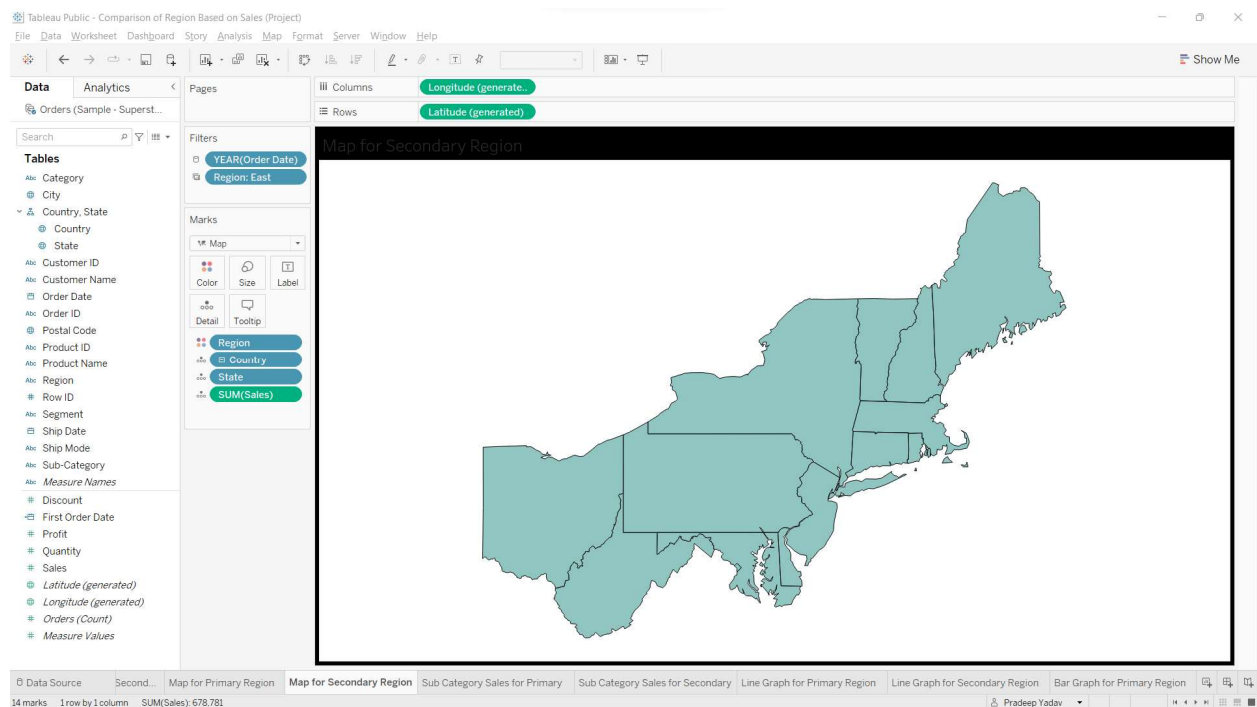
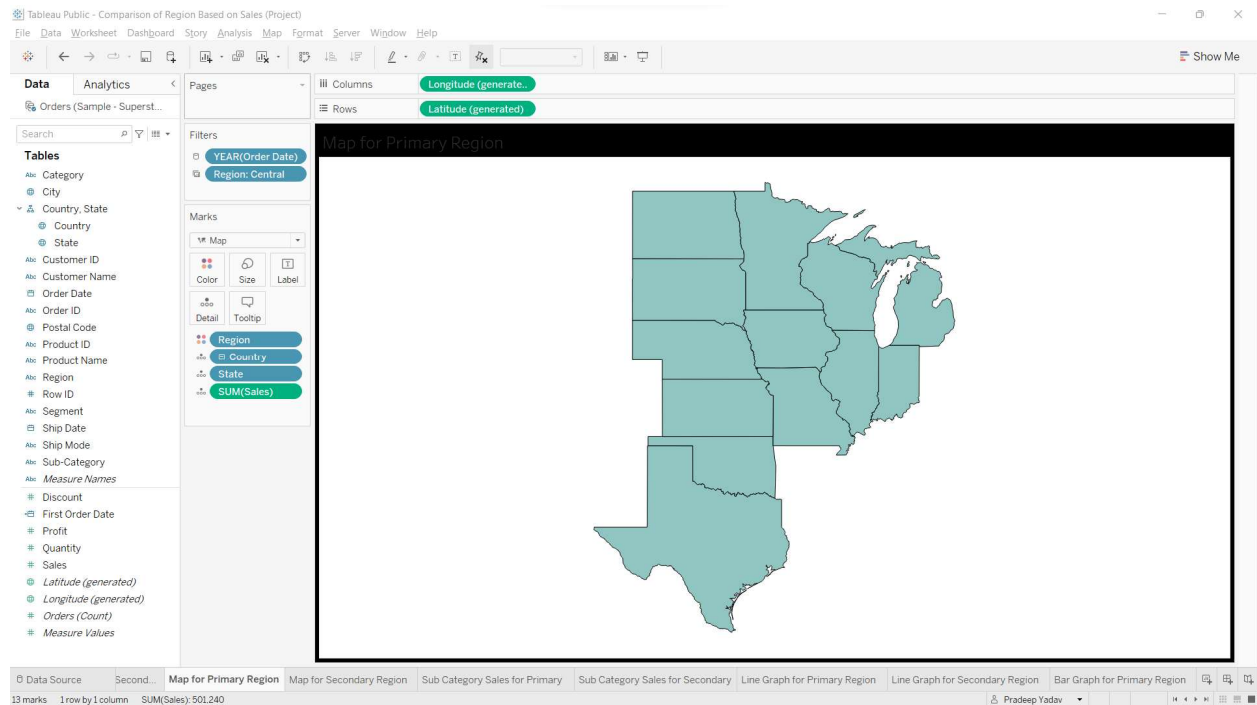




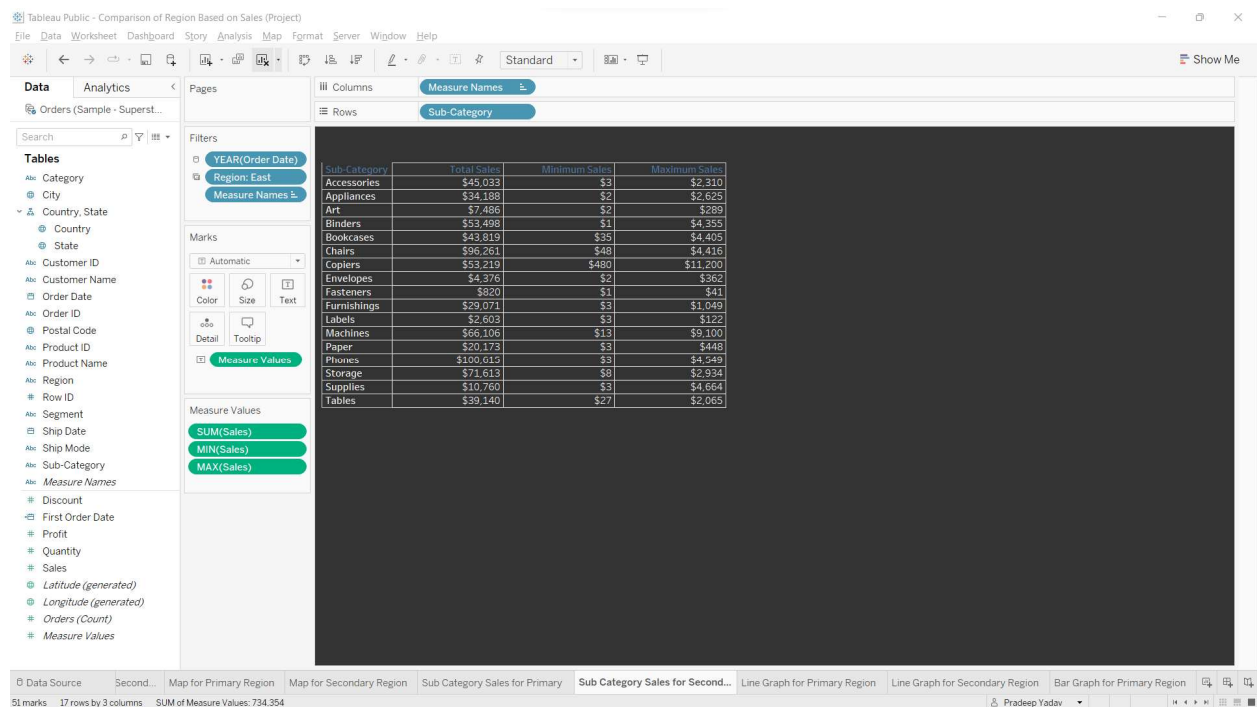
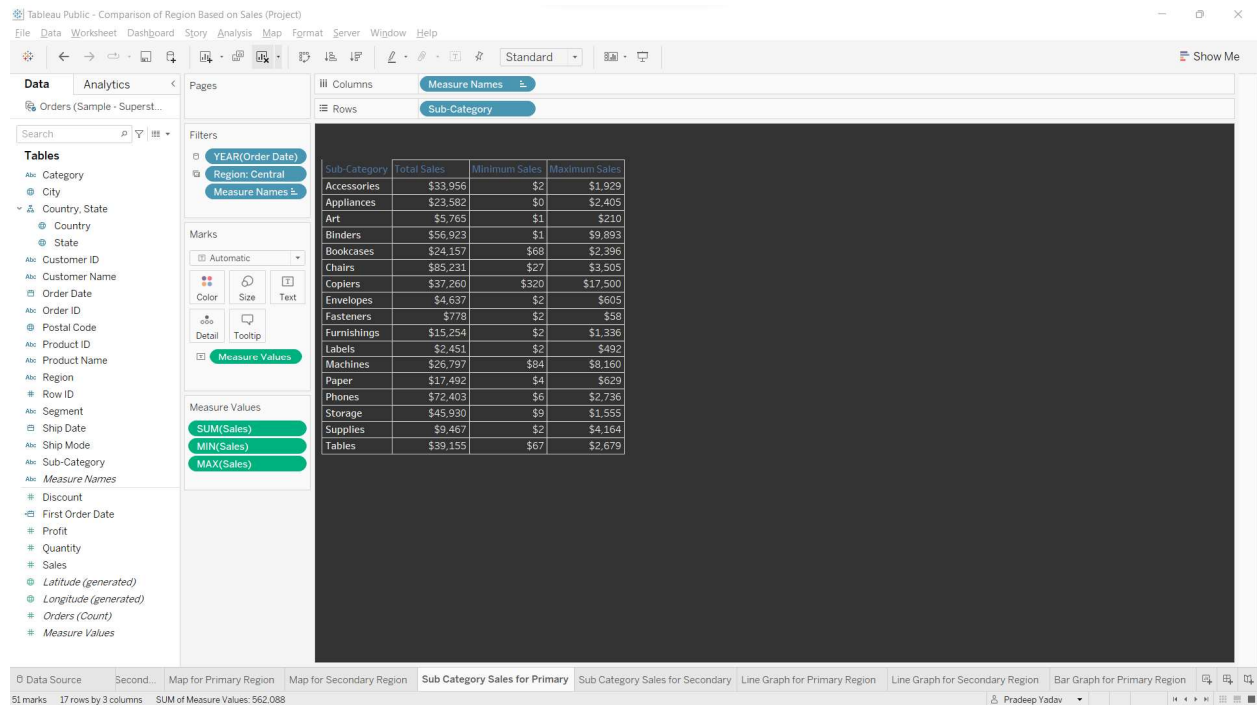




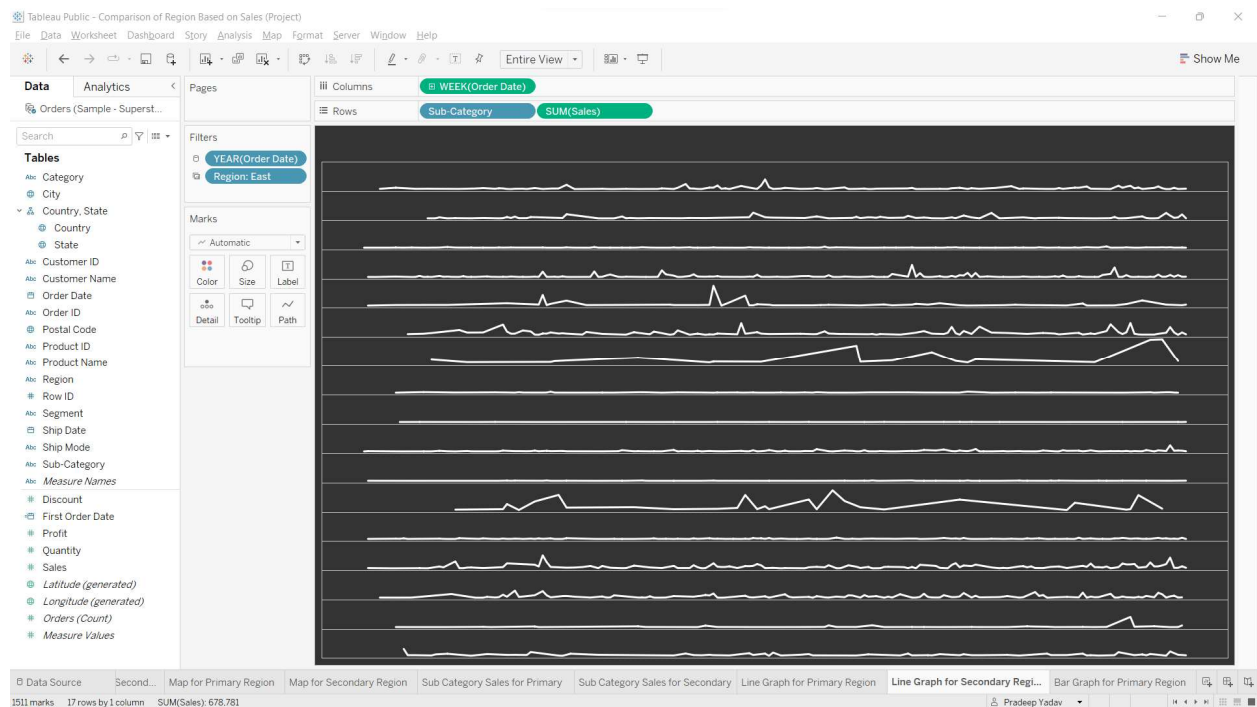
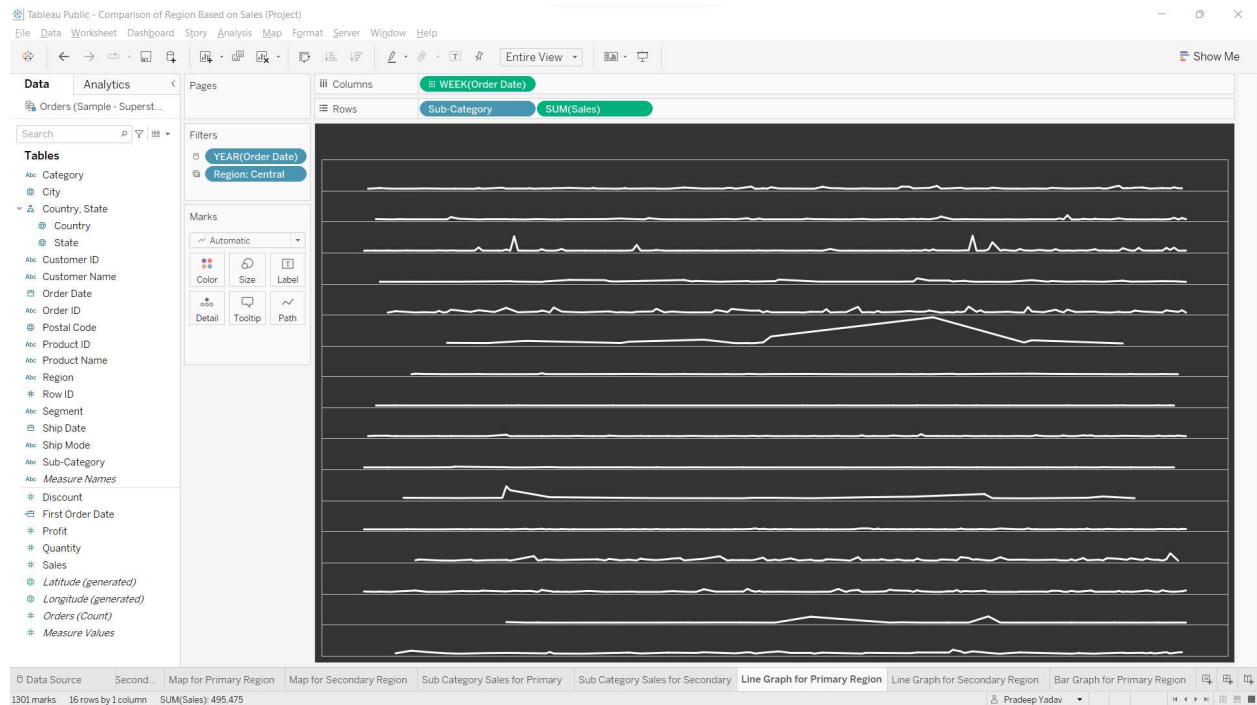
9. Then using hierarchy we locate map on the sheet after that we need to drag region to colors & sales to details.



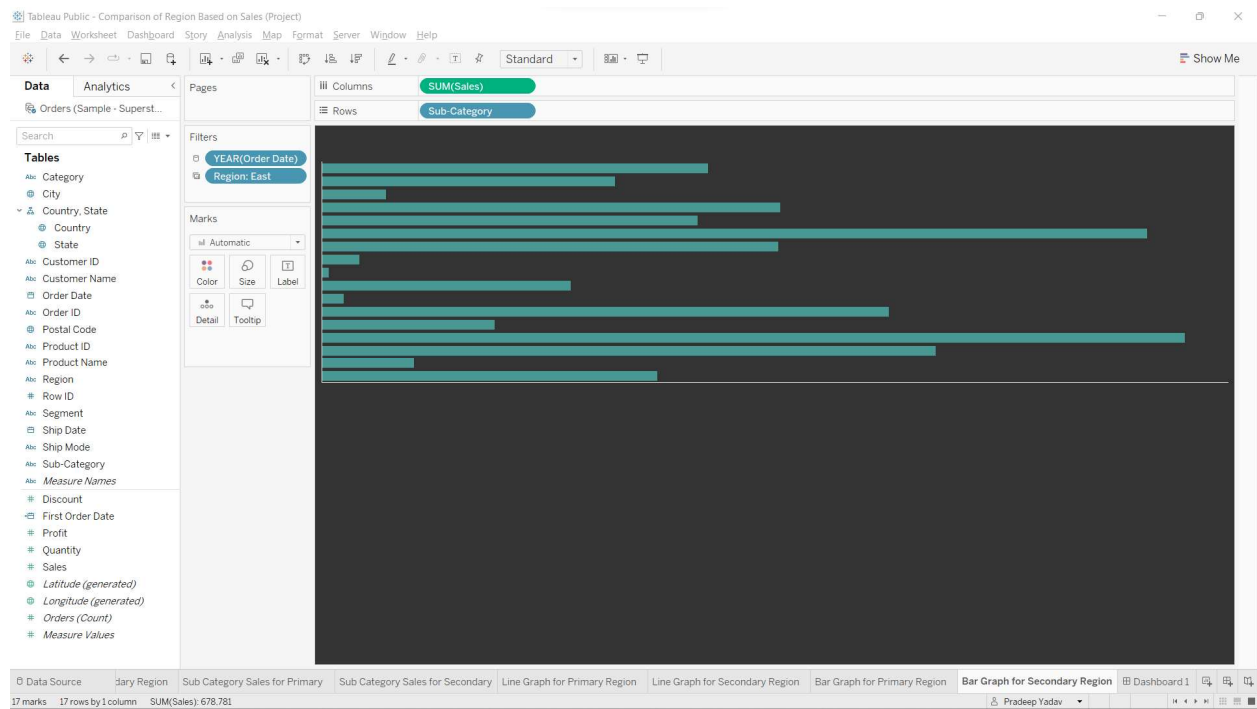
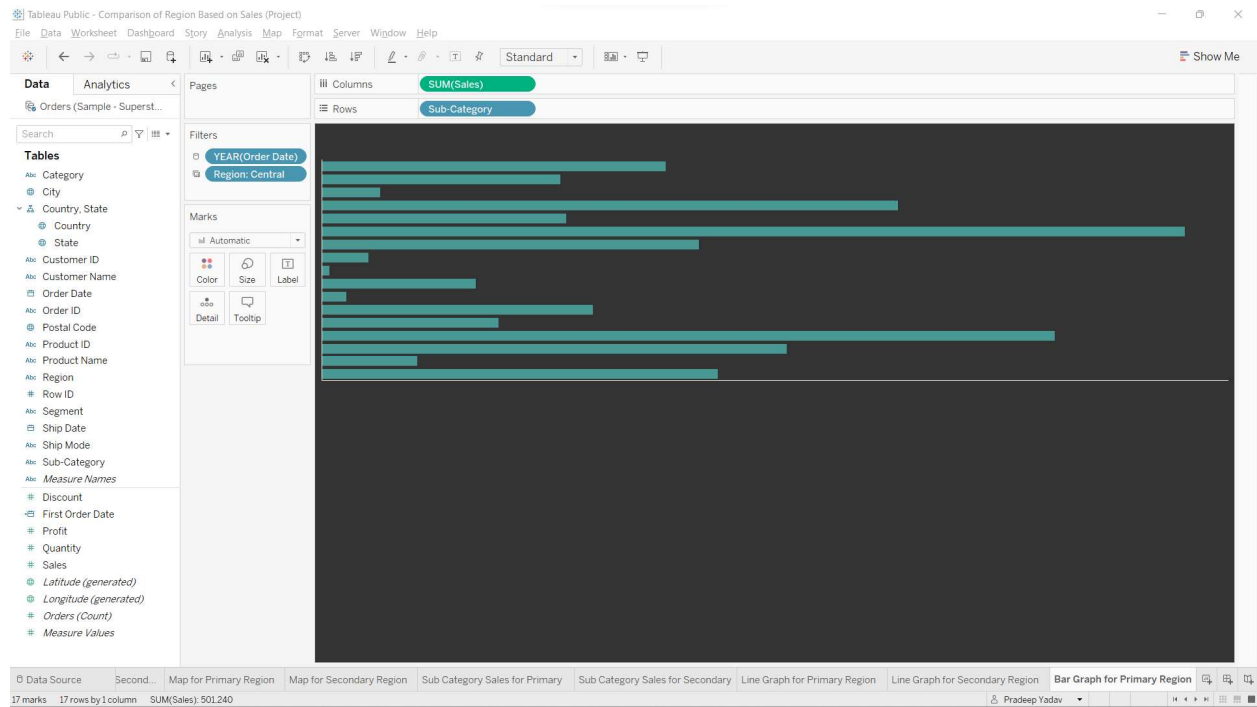
**10. To create Sub-Category Sales, Drag Measure Names to column & Sub-Category to rows. Then drag measure to filter.**



## 11. To create Line graph, Drag Order Date to columns & changes into week(order date) then drag sub-category & sales to rows.



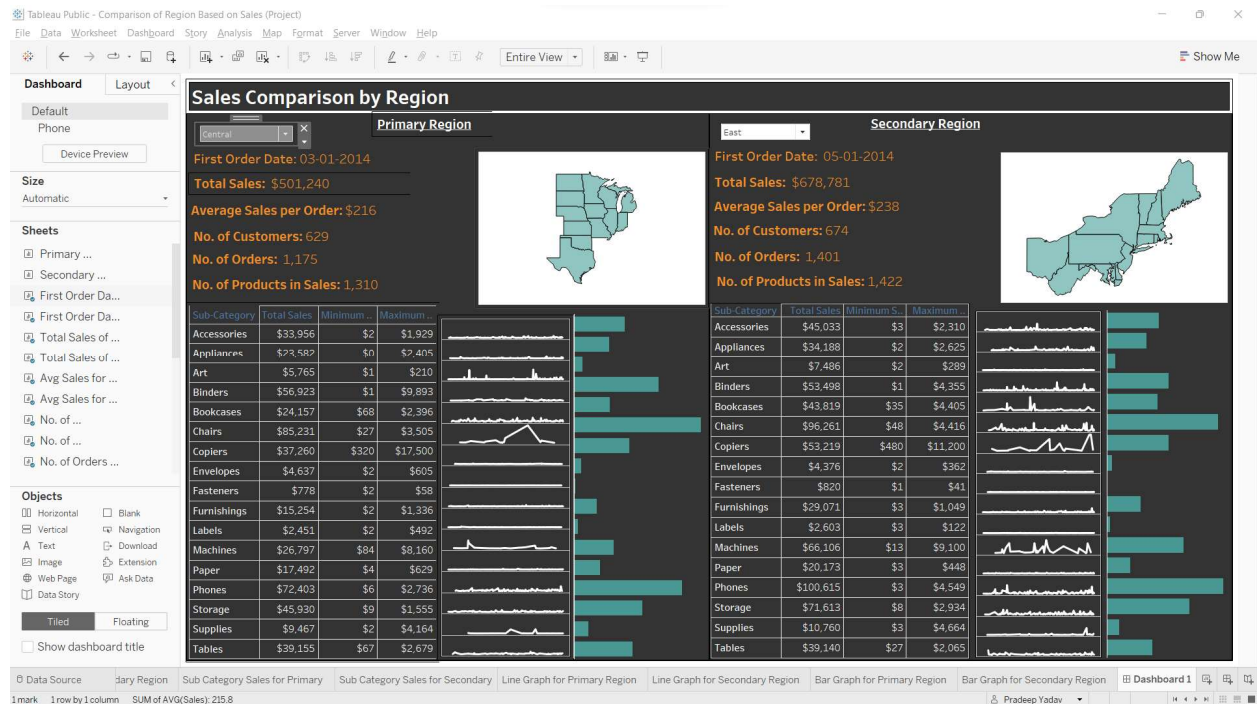
## 12. To Create Bar Graph, Drag sales to column & sub-category to rows.





**13. Create a Dashboard:** Click on the dashboard button.

**14.** We need to create a dashboard according to the sample output given in the project & then we can drag sheets, create floating sheets also were we need according to the assessment.



**15. Dashboard is ready.**