

Data Technician Week 1 Introduction to Data & Excel

Name: Al Amin

Course Date: 27/01/2025 to 30/01/2025

Table of contents

| Day 1: Task 1 | 3 |
|---------------------------------|----|
| Day 2: Task 1 | 8 |
| Day 2: Task 2 | 9 |
| Day 2: Task 3 | 10 |
| Day 3: Task 1 | 10 |
| Day 3: Task 2 | 11 |
| Dataset: | 11 |
| Step 1: Create a Pivot Table | 12 |
| Step 2: Use the SWITCH Function | 12 |
| Submission: | 12 |
| Day 3: Task 3 | 13 |
| Day 4: Task 1 | 14 |
| Course Notes | 17 |
| Additional Information | 17 |

Day 1: Task 1

Please complete the below boxes on commons laws and regulations that must be followed when working with customers data, use the below bulleted list to support your answers.

- What is it
- Why is it important
- Provide a real-world example of how you can follow it
- How does it impact working with data
- What could happen if you breached it

The Data Protection Act (DPA) is a law that regulates the processing of personal data, ensuring that individuals' information is handled fairly, lawfully, and securely. It protects people and lays down rules about how data about people can be used by organisations, businesses or the government.

Importance of Data Protection Act:

- 1. Protects individuals' rights and freedoms, particularly their right to privacy.
- 2. Promotes transparency and accountability in data handling practices.
- 3. Helps prevent data breaches and cyber-attacks.
- 4. Ensures that organizations handle personal data in a responsible and secure manner.

Data Protection Act

Real-world example how to follow Data Protection Act:

Suppose you're a marketing manager at a company, and you're collecting email addresses from customers to send newsletters. To follow the DPA, you would:

- 1. Clearly inform customers that you're collecting their email addresses and explain how you'll use them.
- 2. Obtain explicit consent from customers before sending them newsletters.
- 3. Provide an easy way for customers to opt-out of receiving newsletters.
- 4. Store the email addresses securely and only share them with authorized personnel.

The DPA has a significant impact on working with data, as it requires organizations to:

- 1. Implement robust data protection policies and procedures.
- 2. Conduct regular data audits and risk assessments.
- 3. Train employees on data protection best practices.
- 4. Use secure technologies and encryption methods to protect personal data.
- 5. Respond promptly to data breaches and notify affected individuals.

Consequences of breaching the DPA:

If an organization breaches the DPA, it can face:

- 1. Significant fines: Up to £17 million or 4% of the organization's global annual turnover.
- 2. Reputation damage: Loss of customer trust and damage to the organization's reputation.
- 3. Legal action: Individuals can take legal action against the organization for damages.
- 4. Regulatory action: The relevant data protection authority can take enforcement action, including audits and inspections.

The General Data Protection Regulation (GDPR) is a legal framework that sets guidelines for the collection and processing of personal information from individuals who live in and outside of the European Union (EU). Although the UK has left the EU, the GDPR has been incorporated into UK law as the UK GDPR.

Importance of GDPR:

- 1. Protects individuals' personal data and rights.
- 2. Promotes transparency and accountability in data handling practices.
- 3. Helps prevent data breaches and cyber-attacks.
- 4. Ensures that organizations handle personal data in a responsible and secure manner.

Real-world example how to follow GDPR:

Suppose you're a UK-based charity that collects donations and stores donor information. To follow UK GDPR, you would:

- 1. Clearly inform donors about the personal data you collect (e.g., names, addresses, phone numbers) and explain how you'll use it.
- 2. Obtain explicit consent from donors before collecting and processing their personal data.

GDPR

- 3. Provide donors with easy access to their personal data and allow them to correct or delete it.
- 4. Implement robust security measures to protect donor data, such as encryption and secure payment processing.

UK GDPR has a significant impact on working with data, as it requires organizations to:

- 1. Conduct data protection impact assessments to identify and mitigate data protection risks.
- 2. Implement data protection by design and by default, ensuring that data protection is integrated into all processes and systems.
- 3. Appoint a Data Protection Officer (DPO) to oversee data protection compliance.
- 4. Establish clear data retention and deletion policies.
- 5. Use secure technologies and encryption methods to protect personal data.

Consequences of breaching UK GDPR:

If an organization breaches UK GDPR, it can face:

- 1. Significant fines: Up to £17 million or 4% of the organization's global annual turnover.
- 2. Reputation damage: Loss of customer trust and damage to the organization's reputation.
- 3. Legal action: Individuals can take legal action against the organization for damages.
- 4. Regulatory action: The Information Commissioner's Office (ICO) can take enforcement action, including audits and inspections.
- 5. Suspension or ban on data processing: In severe cases, the ICO can suspend or ban data processing activities.

The Freedom of Information Act (FOIA) is a law that allows individuals to access information held by public authorities, such as government departments, local councils, and other public bodies. The FOIA aims to promote transparency, accountability, and openness in government.

Freedom of Information Act

Importance of Freedom of Information Act:

- 1. Promotes transparency: **FOIA** allows citizens to access information, enabling them to hold public authorities accountable for their actions.
- 2. Encourages accountability: By providing access to information, **FOIA** helps to prevent corruption, mismanagement, and abuse of power.
- 3. Supports informed decision-making: **FOIA** enables citizens to make informed decisions by providing access to relevant information.

Real-world example how to follow FOIA:

Suppose you're a journalist investigating a local council's decision to develop a new housing project. To follow the FOIA, you would:



- 1. Submit a written request to the council, specifying the information you're seeking.
- 2. Clearly state your name and contact details.
- 3. Be prepared to pay a fee (if applicable) for the council to process your request.
- 4. Receive a response from the council within 20 working days, either providing the requested information or explaining why it cannot be disclosed.

- 1. Data disclosure: Public authorities must disclose information upon request, unless exemptions apply.
- 2. Data management: Public authorities must maintain accurate and upto-date records to facilitate information disclosure.
- 3. Transparency: **FOIA** promotes a culture of transparency, encouraging public authorities to be more open and accountable.

Consequences of breaching the FOIA:

- 1. Financial penalties: Public authorities may face fines or penalties for failing to comply with **FOIA** requests.
- 2. Reputation damage: Non-compliance can damage the reputation of public authorities and erode trust.
- 3. Investigations and enforcement: The Information Commissioner's Office (ICO) can investigate and enforce compliance with the **FOIA**.
- 4. Court action: Individuals can take court action against public authorities for failing to comply with **FOIA** requests.

The Computer Misuse Act (CMA) is a law in the United Kingdom that makes it a criminal offense to access or modify computer systems or data without authorization. The CMA aims to prevent and punish unauthorized access, use, or interference with computer systems, networks, and data.

Importance of Computer Misuse Act (CMA):

Computer Misuse Act

- 1. Protects computer systems and data: The **CMA** helps prevent unauthorized access, theft, or damage to computer systems and data.
- 2. Deters cybercrime: By making unauthorized access a criminal offense, the **CMA** deters individuals and organizations from engaging in cybercrime.
- 3. Promotes cybersecurity: The **CMA** encourages organizations to implement robust security measures to protect their computer systems and data.

Real-world example how to follow CMA:

Suppose you're an IT administrator at a company, and you need to access a colleague's computer to troubleshoot an issue. To follow the **CMA**, you would:

- 1. Obtain explicit permission from your colleague or supervisor before accessing the computer.
- 2. Ensure you have the necessary authorization and credentials to access the computer.
- 3. Only access the computer for the specific purpose of troubleshooting and avoid accessing any unauthorized data.
- 4. Document the access and any actions taken, including the reason for access and the outcome.

- 1. Authorization and access controls: Organizations must implement robust access controls and ensure that only authorized personnel can access computer systems and data.
- 2. Data protection: The **CMA** emphasizes the importance of protecting data from unauthorized access, theft, or damage.
- 3. Incident response: Organizations must have incident response plans in place to respond to unauthorized access or other security incidents.

Consequences of breaching the CMA:

- 1. Criminal prosecution: Individuals who breach the **CMA** can face criminal prosecution, fines, and imprisonment.
- 2. Civil liability: Organizations can face civil liability for damages resulting from unauthorized access or other security incidents.
- 3. Reputation damage: Breaches of the **CMA** can damage an organization's reputation and erode trust with customers and partners.
- 4. Regulatory action: Regulators can take enforcement action against organizations that breach the **CMA**, including fines and penalties.



Day 2: Task 1

Please research and complete the following tasks within the retail-sales_dataset.xlsx document, paste a print screen into the provided boxes below:

- 1. In the sheet 'retail_sales_dataset' add all available data between columns **A H** into a 'table'
- 2. Using the 'filter' function, filter 'Age' to 'largest to smallest'
- 3. Using the 'SUM' function, show me the commission total in cell 'P10'
- 4. Using the 'AVERAGE' function, show me the average commission in cell 'P11'

| | ansaction ID ▼ Date ▼ Customer ID | ▼ Gender ▼ | Age | ▼ Quantity ▼ Price | per Unit 🕆 Tot | al Sales 🕆 | Commission 2023 |
|------------------|--|------------------------|---------------------------------------|----------------------|----------------|---------------------|-----------------|
| | 14 17/01/2023 CUST014 | Male | 64 Clothing | 4 | 30 | £120.00 | £1. |
| | 25 26/12/2023 CUST025 | Female | 64 Beauty | 1 | 50 | £50.00 | £0. |
| | 80 10/12/2023 CUST080 | Female | 64 Clothing 64 Electronics | 2 | 30 | £60.00 | £0. |
| | 122 03/10/2023 CUST122 161 22/03/2023 CUST161 | Male Male | 64 Beauty | 2 | 30 500 | £1,000.00 | £1.5 |
| | 163 02/01/2023 CUST163 | Female | 64 Clothing | 3 | 50 | £150.00 | £2.: |
| | 173 08/11/2023 CUST173 | Male | 64 Electronics | 4 | 30 | £120.00 | £1.5 |
| | 187 07/06/2023 CUST187 | Female | 64 Clothing | 2 | 50 | £100.00 | £1. |
| | 191 18/10/2023 CUST191 | Male | 64 Beauty | 1 | 25 | £25.00 | £0. |
| | 218 22/09/2023 CUST218 | Male | 64 Beauty | 3 | 30 | £90.00 | £1. |
| | 220 03/03/2023 CUST220 | Male | 64 Beauty | 1 | 500 | £500.00 | £7. |
| | 223 02/02/2023 CUST223 | Female | 64 Clothing | 1 | 25 | £25.00 | £0. |
| | 282 25/08/2023 CUST282 | Female | 64 Electronics | 4 | 50 | £200.00 | £3.0 |
| | 363 03/06/2023 CUST363 | Male | 64 Beauty | 1 | 25 | £25.00 | £0. |
| | 376 16/05/2023 CUST376 | Female | 64 Beauty | 1 | 30 | £30.00 | £0.4 |
| | 399 01/03/2023 CUST399 | Female | 64 Beauty | 2 | 30 | £60.00 | £0. |
| Dulast sousces 4 | 408 15/04/2023 CUST408 | Female | 64 Beauty | 1 | 500 | £500.00 | £7 |
| Print screen 1 | 429 28/12/2023 CUST429 | Male | 64 Electronics | 2 | 25 | £50.00 | £0. |
| | 440 26/10/2023 CUST440 | Male | 64 Clothing | 2 | 300 50 | £600.00 | £9.0 |
| | 473 25/02/2023 CUST473 | Female | 64 Beauty | 4 | 30 | £50.00 £120.00 | £0. |
| | 532 19/06/2023 CUST532 561 27/05/2023 CUST561 | Female | 64 Clothing 64 Clothing | 4 | 500 | £2,000.00 | £30.0 |
| | 566 02/12/2023 CUST566 | Female | 64 Clothing | 1 | 30 | £30.00 | £0. |
| | 596 07/02/2023 CUST596 | Female | 64 Electronics | 1 | 300 | £300.00 | £4. |
| | 692 07/09/2023 CUST692 | Female | 64 Clothing | 2 | 50 | £100.00 | £1. |
| | 698 19/07/2023 CUST698 | Female | 64 Electronics | 1 | 300 | £300.00 | £4. |
| | 735 04/10/2023 CUST735 | Female | 64 Clothing | 4 | 500 | £2,000.00 | £30. |
| | 758 12/05/2023 CUST758 | Male | 64 Clothing | 4 | 25 | £100.00 | £1. |
| | 830 22/06/2023 CUST830 | Female | 64 Clothing | 3 | 50 | £150.00 | £2. |
| | 882 06/06/2023 CUST882 | Female | 64 Electronics | 2 | 25 | £50.00 | £0. |
| | 897 26/09/2023 CUST897 | Female | 64 Electronics | 2 | 50 | £100.00 | £1. |
| | 9 13/12/2023 CUST009 | Male | 63 Electronics | 2 | 300 | £600.00 | £9. |
| | 57 18/11/2023 CUST057 | Female | 63 Beauty | 1 | 30 | £30.00 | £0. |
| | 153 16/12/2023 CUST153 | Male | 63 Electronics | 2 | | £1,000.00 | £15. |
| | 189 30/01/2023 CUST189 | Male | 63 Beauty | 1 | 50 | £50.00 | £0. |
| | 431 15/10/2023 CUST431 | Male | 63 Flectronics | 4 | 300 | £1.200.00 | f18. |
| | | | | | | | |
| | 14 17/01/2023 CUST014 | ✓ Gender ✓ Male | Age → Product Category 64 Clothing | Quantity Price | 30 | £120.00 | £1 |
| | 25 26/12/2023 CUST025 | Female | 64 Beauty | 1 | 50 | £50.00 | £0 |
| | 80 10/12/2023 CUST080 | Female | 64 Clothing | 2 | 30 | £60.00 | £0. |
| | 122 03/10/2023 CUST122 | Male | 64 Electronics | 4 | 30 | £120.00 | £1. |
| | 161 22/03/2023 CUST161 | Male | 64 Beauty | 2 | 500 | £1,000.00 | £15. |
| | 163 02/01/2023 CUST163 | Female | 64 Clothing | 3 | 50 | £150.00 | £2. |
| | 173 08/11/2023 CUST173 | Male | 64 Electronics | 4 | 30 | £120.00 | £1 |
| | 187 07/06/2023 CUST187 | Female | 64 Clothing | 2 | 50 | £100.00 | £1 |
| | 191 18/10/2023 CUST191 | Male | 64 Beauty | 1 | 25 | £25.00 | £0 |
| | 218 22/09/2023 CUST218 | Male | 64 Beauty | 3 | 30 | £90.00 | £1 |
| | 220 03/03/2023 CUST220 | Male | 64 Beauty | 1 | 500 | £500.00 | £7. |
| | 223 02/02/2023 CUST223 | Female | 64 Clothing | 1 | 25 | £25.00 | £0 |
| | 282 25/08/2023 CUST282 | Female | 64 Electronics | 4 | 50 | £200.00 | £3 |
| | 363 03/06/2023 CUST363 | Male | 64 Beauty | 1 | 25 | £25.00 | £0 |
| | 376 16/05/2023 CUST376 | Female | 64 Beauty | 1 | 30 | £30.00 | £0 |
| D : | 399 01/03/2023 CUST399 408 15/04/2023 CUST408 | Female | 64 Beauty | 2 | 30 500 | £60.00 | £0 |
| Print screen 2 | 408 15/04/2023 CUST408 429 28/12/2023 CUST429 | Female Male | 64 Beauty 64 Electronics | 1 2 | 25 | £500.00 | £0 |
| | 440 26/10/2023 CUST440 | Male | 64 Clothing | 2 | 300 | £600.00 | £9 |
| | 473 25/02/2023 CUST473 | Male | 64 Beauty | 1 | 500 | £50.00 | £C |
| | 532 19/06/2023 CUST532 | Female | 64 Clothing | 4 | 30 | £120.00 | £1 |
| | 561 27/05/2023 CUST561 | Female | 64 Clothing | 4 | | £2,000.00 | £30 |
| | 566 02/12/2023 CUST566 | Female | 64 Clothing | 1 | 30 | £30.00 | £0 |
| | 596 07/02/2023 CUST596 | Female | 64 Electronics | 1 | 300 | £300.00 | £ |
| | 692 07/09/2023 CUST692 | Female | 64 Clothing | 2 | 50 | £100.00 | £ |
| | 698 19/07/2023 CUST698 | Female | 64 Electronics | 1 | 300 | £300.00 | £4 |
| | 735 04/10/2023 CUST735 | Female | 64 Clothing | 4 | 500 | £2,000.00 | £30 |
| | 758 12/05/2023 CUST758 | Male | 64 Clothing | 4 | 25 | £100.00 | £ |
| | 830 22/06/2023 CUST830 | Female | 64 Clothing | 3 | 50 | £150.00 | £2 |
| | 882 06/06/2023 CUST882 | Female | 64 Electronics | 2 | 25 | £50.00 | £0 |
| | 897 26/09/2023 CUST897 | Female | 64 Electronics | 2 | 50 | £100.00 | £1 |
| | 9 13/12/2023 CUST009 | Male | 63 Electronics | 2 | 300 | £600.00 | £ |
| | 57 18/11/2023 CUST057 | Female | 63 Beauty | 1 | 30 | £30.00 | £0 |
| | 153 16/12/2023 CUST153 | Male | 63 Electronics | 2 | | £1,000.00 | £15 |
| | 189 30/01/2023 CUST189 431 15/10/2023 CUST431 | Male | 63 Beauty 63 Electronics | 1 4 | 50 300 | £50.00 £1.200.00 | £0 |
| Print screen 3 | Total Commission | | £6,840.00 | - | . NAT | 11.500.00 | |
| Print screen 4 | Average Commiss | ion | £6.84 | | | | |
| | | | | | | | |



Day 2: Task 2

Please research and complete the following tasks within the retail-sales_dataset.xlsx document in Task 2 worksheet, paste print screens into the provided box below:

| Student name | English | Mathematic | Science | Average | Highest score |
|--------------|---------|------------|---------|---------|---------------|
| Carol | 75 | 85 | 85 | | |
| Ted | 80 | 75 | 90 | | |
| Khan | 85 | 75 | 80 | | |
| Harry | 80 | 70 | 80 | | |
| Sarah | 80 | 70 | 80 | | |
| John | 65 | 80 | 70 | | |
| Linda | 90 | 50 | 70 | | |
| Edward | 55 | 80 | 60 | | |
| Mary | 55 | 70 | 65 | | |
| Thomas | 55 | 30 | 65 | | |
| | | | | | |
| | | | | | |
| Task | | | | | |

- 1) Apply filter and sorting to show the best students in each subject.
- 2) Calculate the average for all students and fill into Column E. (Use formula)
- 3) Using the =MAX fucntion, tell me what the students highest score was in column F.
- 4) Apply filter and sorting to show the best student in this classroom by average.
- 5) Apply filter and sorting to show the best student in this classroom by highest score.
- 6) Use conditional formatting to clearly identify the highest and lowest average scores

| Drint | ccroon | 1 |
|-------|--------|---|

| Student name | English ~ | Mathematic ~ | Scienc ~ | Average ↓ ↓ | Highest scon | |
|--------------|-----------|--------------|----------|------------------|--------------|--|
| Ted | 80 | 75 | 90 | 81.67 | 90 | |
| Carol | 75 | 85 | 85 | 81.67 | 85 | |
| Khan | 85 | 75 | 80 | 80.00 | 85 | |
| Harry | 80 | 70 | 80 | 76.67 | 80 | |
| Sarah | 80 | 70 | 80 | 76.67 | 80 | |
| John | 65 | 80 | 70 | 71.67 | 80 | |
| Linda | 90 | 50 | 70 | 70.00 | 90 | |
| Edward | 55 | 80 | 60 | 65.00 | 80 | |
| Mary | 55 | 70 | 65 | 63.33 | 70 | |
| Thomas | 55 | 30 | 65 | 50.00 | 65, | |
| | | | | | | |

- 1) Apply filter and sorting to show the best students in each subject.
- 2) Calculate the average for all students and fill into Column E. (Use formula)
- 3) Using the =MAX fucntion, tell me what the students highest score was in column F.
- 4) Apply filter and sorting to show the best student in this classroom by average.
- 5) Apply filter and sorting to show the best student in this classroom by highest score.
- Use conditional formatting to clearly identify the highest and lowest average scores

Day 2: Task 3

Using the skills developed today, have some fun with the data set you have imported. Paste your work below and enjoy! Pivot Table and Slicers

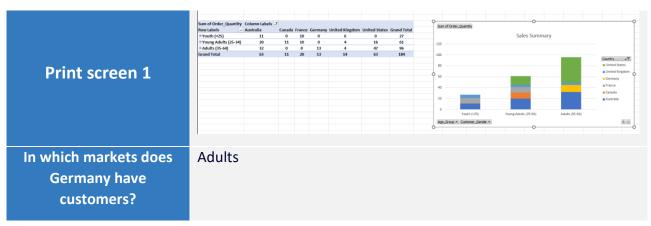
| | Title | Price ~ | Column3 - | Column4 - |
|----------------|-----------------------------------|---------|-----------|---------------|
| | A Light in the | 51.77 | In stock | Add to basket |
| | Tipping the Velvet | 53.74 | In stock | Add to basket |
| | Soumission | 50.1 | In stock | Add to basket |
| | Sharp Objects | 47.82 | In stock | Add to basket |
| | Sapiens: A Brief History | 54.23 | In stock | Add to basket |
| | The Requiem Red | 22.65 | In stock | Add to basket |
| | The Dirty Little Secrets | 33.34 | In stock | Add to basket |
| | The Coming Woman: A | 17.93 | In stock | Add to basket |
| | The Boys in the | 22.6 | In stock | Add to basket |
| Print screen 1 | The Black Maria | 52.15 | In stock | Add to basket |
| | Starving Hearts (Triangular Trade | 13.99 | In stock | Add to basket |
| | Shakespeare's Sonnets | 20.66 | In stock | Add to basket |
| | Set Me Free | 17.46 | In stock | Add to basket |
| | Scott Pilgrim's Precious Little | 52.29 | In stock | Add to basket |
| | Rip it Up and | 35.02 | In stock | Add to basket |
| | Our Band Could Be | 57.25 | In stock | Add to basket |
| | Olio | 23.88 | In stock | Add to basket |
| | Mesaerion: The Best Science | 37.59 | In stock | Add to basket |
| | Libertarianism for Beginners | 51.33 | In stock | Add to basket |
| | It's Only the Himalayas | 45.17 | In stock | Add to basket |
| | | | | |

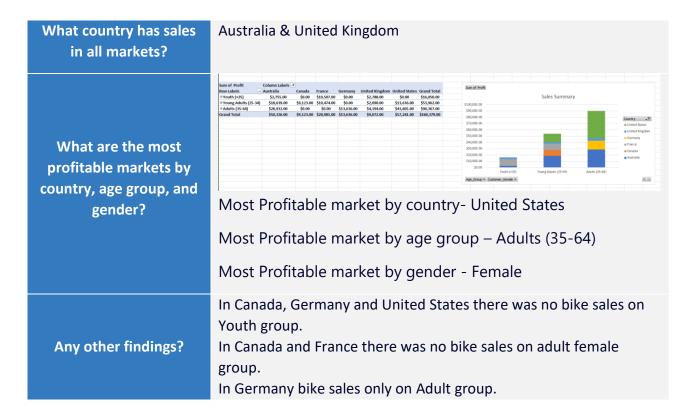
Day 3: Task 1

Please download the dataset 'Day_3_Task_1_Bike_Sales_Pivot_Lab.xlsx' from here.

The lab instructions can be found <u>here</u>. Do not worry if you do not complete the lab, just working with data and playing with the pivot table will be good experience.

Please paste your final pivot table below and complete the reflection questions:





Day 3: Task 2

The dataset below tracks the sales performance of different products in various counties in England. Please paste the dataset into a blank Excel workbook. Your task is to:

- Create a Pivot Table to summarise the data by county and product.
- Use the SWITCH function to categorise products based on their sales volume.

Dataset:

| County | Product | Sales Volume |
|--------------------|-------------|--------------|
| Yorkshire | Laptops | 500 |
| Yorkshire | Smartphones | 200 |
| Cornwall | Laptops | 700 |
| Cornwall | Printers | 400 |
| Lancashire | Smartphones | 150 |
| Lancashire | Laptops | 600 |
| Essex | Printers | 800 |
| Essex | Smartphones | 300 |
| Durham | Laptops | 250 |
| Durham | Printers | 300 |
| Greater Manchester | Smartphones | 600 |
| Greater Manchester | Laptops | 400 |

Step 1: Create a Pivot Table

- Select the dataset (columns A to C).
- Insert a Pivot Table to summarise the data by **County** in the rows and **Products** in the columns. Use **Sales Volume** as the value to be summarised.

Step 2: Use the SWITCH Function

In a new column next to your data, use the SWITCH function to categorise products based on **Sales Volume** as follows:

- o For sales greater than 600: "High"
- For sales between 300 and 600: "Medium"
- For sales less than 300: "Low"

SWITCH Function Example:

=SWITCH(TRUE, C2 > 600, "High", C2 >= 300, "Medium", "Low") Apply this formula to each row, and check if the products are categorised correctly.

Submission:

- A completed Pivot Table summarising sales by county and product.
- A new column in the dataset categorising products by sales volume using the SWITCH function.
 - o Please paste your completed work below





Day 3: Task 3

Please download the dataset 'Day_3_Task_3_Bike_Sales_Visualisations_Lab.xlsx' from here.

The lab instructions can be found <u>here</u>. Do not worry if you do not complete the lab, just working with data and playing with the charts will be good experience.

Please paste your results below:



Day 4: Task 1

You have been asked to deliver your analysis findings to the board of directors, within your analysis you have identified that customers are leaving your company at the 12-month point, this is typically when they receive their renewal price.

Conduct research and complete the below questions:

| How would you prepare for the | -Clearly determine the purpose of your presentation. |
|---------------------------------------|--|
| | -Know your audience and their needs and interests. |
| | -Structure your presentation with logical flow. |
| delivery? | -Design clear, concise and visually appealing slides. |
| | -Practise your delivery, observe your body language and make adjustments. |
| | -PowerPoint Slides |
| What tools would | -Simplified notes |
| you use for the delivery? | -Data visualisation charts |
| | -Interactive Quizzes |
| | Prospecting means process of identifying and qualifying potential customers or clients for a product, service or idea. Prospecting involves researching. |
| | Importance of Prospecting before delivery: |
| What is prospecting and why would you | -Understanding the audience, their needs and interests. |
| complete this | -Develop a relevant and engaging message. |
| before your delivery? | -Build Credibility and trust. |
| | -Identify potential objection. |
| | -Personalize the presentation. |
| | |
| | |

| | -Know your audience. |
|--|--|
| | -Define your objective. |
| | -Prepare your content. |
| Tell me best | -Use visual aids. |
| practices for public | -Keep it simple. |
| speaking and providing updates | Consider more when presenting to senior leaders |
| to senior leaders | -Be respectful and professional. |
| | -Be prepared to address tough questions. |
| | -Show enthusiasm and passion. |
| | -Follow-up and Dissemination. |
| | Key information that demonstrates your expertise, highlights the benefits of your proposal and address potential concerns. |
| What will you show | -Introduction and Context |
| the board in your | -Key findings and insights. |
| delivery? | -Proposal and recommendation. |
| | -Implementation and timeline. |
| | -Conclusion and next steps |
| How will you articulate the changes that are needed? | Clearly communicating the reasons, benefits and specifics of the proposed changes also taking structured approach to articulate the changes. |
| | - Ted Talks |
| Provide a list of | -Free online textbook "The art of public speaking" |
| online resources and videos that will support your preparation for public speaking | -YouTube videos. |
| | -Public speaking simulator apps |
| | -Online courses "Coursera- Public speaking Specialization" |
| | |
| | |



Involves assessing their features, functionality and effectiveness in communicating insights and Data.

Data Connectivity: various data sources such as spreadsheets, databases.

Data visualisation: Charts, Table, Maps

Tableau is a leading data visualisation platform with connectivity, customisation strong data and interactivity features.

Power BI is a business analytics service by Microsoft offering strong data visualisation, reporting and business intelligence capabilities.

Evaluate tools that provide visualisation.

Excel is a powerful tool for data visualisations like charts, table, maps. Wide range of users are already familiar with Excel. Also, its cost effective.

Tell me what they

I will choose PowerPoint for presentation.

are.

-PowerPoint allows you to add images, videos, and animations to make your presentation more engaging and interactive.

Tell me what you would choose when delivering your presentation and why

PowerPoint helps you organize your thoughts and structure your presentation in a logical and coherent manner.

- -PowerPoint enables you to break down complex information into easily digestible chunks, using charts, graphs, and other visual aids.
- -PowerPoint offers a wide range of templates, themes, and design elements, allowing you to customize your presentation to suit your needs and brand.
- -PowerPoint allows multiple users to collaborate on a presentation, making it easier to work with team members and stakeholders.
- -PowerPoint presentations can be easily reused and updated, saving you time and effort.
- -PowerPoint presentations can be easily shared and transported, making it easy to present on-the-go.
- -A well-designed PowerPoint presentation can enhance your credibility and professionalism, making a positive impression on your audience.

Course Notes

It is recommended to take notes from the course, use the space below to do so, or use the revision guide shared with the class:

We have included a range of additional links to further resources and information that you may find useful, these can be found within your revision guide.

END OF WORKBOOK

Please check through your work thoroughly before submitting and update the table of contents if required.

Please send your completed work booklet to your trainer by submitting in MS Teams Assignment page.

