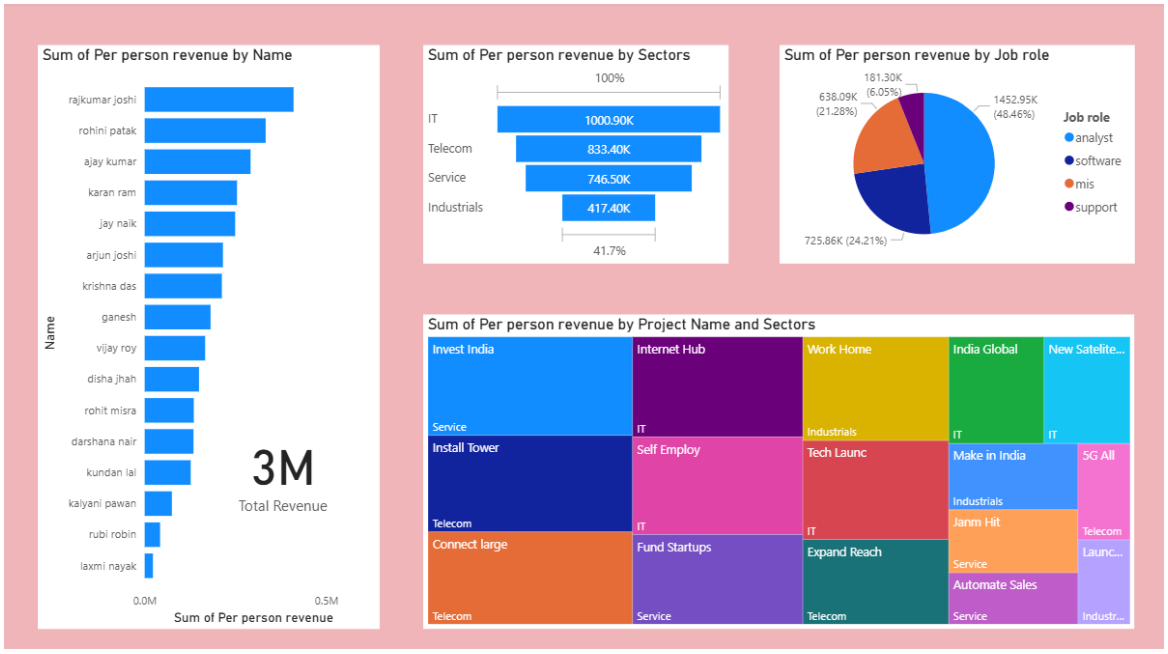
Date:12-11-2025



1.Bar Chart – Sum of Per Person Revenue by Name

□ Insights:

- **Rajkumar Joshi** generated the highest revenue contribution among all employees.
- **Rohini Patak** and **Ajay Kumar** follow as strong performers.
- The gap between top and bottom contributors suggests **performance imbalance**.
- **Total revenue ≈ 3M**, indicating overall project success but uneven distribution.
- Can be used to identify **top performers** and **underperformers** for feedback or incentive planning.

⚙ Steps:

1. Load dataset containing *Name* and *Per Person Revenue*.
2. Open **Transform Data** (Power Query) to clean and merge datasets if needed.
3. Create a **Bar Chart** visualization.
4. Drag **Name** → *Y-axis*, **Per Person Revenue (Sum)** → *X-axis*.
5. Sort by descending order, apply color and data labels.
6. Add a **Card visual** to show *Total Revenue (3M)* for context.

🖱 Interactions:

- Clicking on a **specific name** filters all other visuals (sector, job role, project) to show that person's contribution across sectors or roles.

- Hovering shows **tooltips** with exact revenue values.
- Use **multi-select** (Ctrl+Click) to compare 2–3 individuals simultaneously.

2.Funnel Chart – Sum of Per Person Revenue by Sectors

 Insights:

- The **IT sector** leads with the highest revenue (≈ 1,000.9K).
- Followed by **Telecom** (≈ 833.4K), **Service** (≈ 746.5K), and **Industrials** (≈ 417.4K).
- Revenue gradually decreases down the funnel, showing **sector strength order**.
- Indicates potential focus areas — IT is performing well, Industrials may need strategy review.

⚙ **Steps:**

1. In **Transform Data**, ensure "Sector" and "Per Person Revenue" columns are clean.
2. Insert **Funnel Chart** visualization.
3. Drag **Sector** → *Category*, **Per Person Revenue (Sum)** → *Values*.
4. Sort descending to show largest on top.
5. Enable *Data Labels* and *Percentages*.
6. Format with distinct color shades for visibility.

🖱 **Interactions:**

- Clicking a **sector (e.g., IT)** filters the **Tree Map** and **Job Role Pie Chart** to show projects and roles within that sector.
- Hover displays each sector's total and percentage of total revenue.
- Helps users analyze **sector-wise impact** interactively.

3.Pie Chart – Revenue by Job Role

 Insights:

- **Analysts** contribute the largest share (≈ 48.46%), driving overall performance.
- **MIS** and **Software** roles together contribute about 45%.
- **Support** staff have the smallest share (≈ 6%), showing limited direct revenue generation.
- Highlights the criticality of **analytical and technical roles** to company income.

⚙ **Steps:**

1. In **Transform Data**, validate "Job Role" entries and revenue values.

2. Choose **Pie Chart** visualization.
3. Drag **Job Role** → *Legend* and **Sum of Per Person Revenue** → *Values*.
4. Turn on *Data Labels* (values + percentages).
5. Customize color palette by role (e.g., Analyst = Blue, MIS = Navy, etc.).

🖱 **Interactions:**

- Selecting a **specific job role** (e.g., "Analyst") filters the **Bar Chart** and **Tree Map** to show which individuals or projects are linked to that role.
- Hover to view **role-specific contribution** and percentage values.
- Allows **drill-down** into the role's sector contribution when cross-filtered.

4.Tree Map – Revenue by Project Name and Sector

 Insights:

- **Top projects:** "Invest India", "Internet Hub", and "Install Tower" yield the most revenue.
- **IT** and **Telecom** dominate the project landscape, confirming earlier insights.
- **Industrials** projects like "Work Home" and "Make in India" contribute moderately.
- Shows which **projects drive each sector's growth** and how balanced the revenue spread is.
- Reveals diversification — not all revenue is concentrated in one project.

⚙ **Steps:**

1. Open **Transform Data**, ensure "Project Name," "Sector," and "Revenue" are properly merged.
2. Choose **Tree Map** visualization.
3. Drag **Project Name** → *Group*, **Sector** → *Details*, and **Per Person Revenue (Sum)** → *Values*.
4. Enable *Data Labels* and *Category Name*.
5. Use distinct color codes for sectors (e.g., IT – Blue, Telecom – Purple, Service – Green).

🖱 **Interactions:**

- Clicking a **specific project** filters the bar and funnel charts to display contributors and related sectors.
- Hover reveals **project revenue** and **associated sector**.
- Allows users to explore **sector–project–person links** interactively.