

# Comparison of Region Based on Sales

## 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.

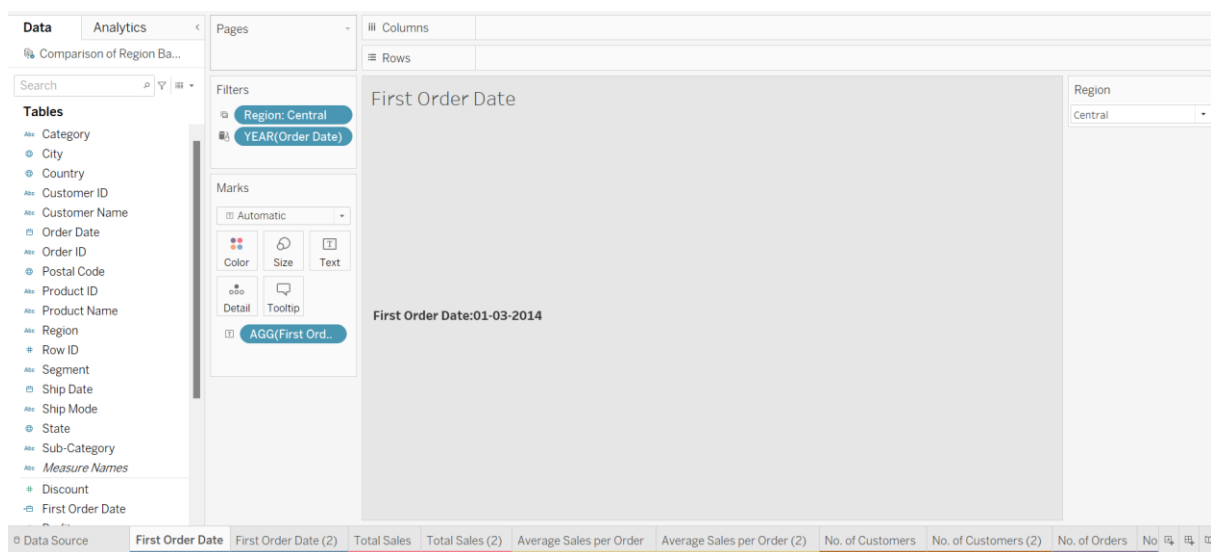
**Datasets:** Sample Superstore

Steps:

Create First Order Date worksheet.

Customer format the Date as: "First Order Date:" mm-dd-yyy

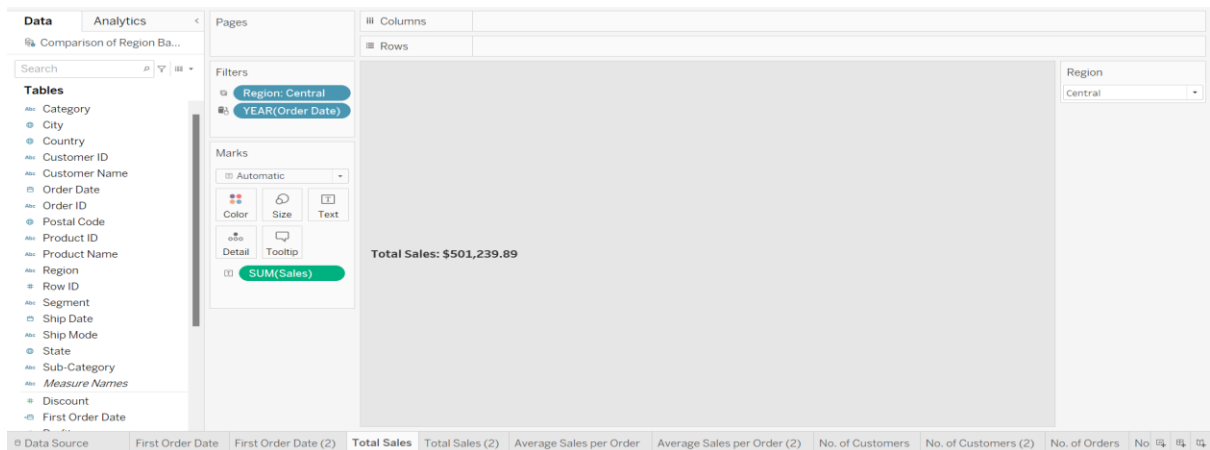
Create a duplicate worksheet.



Create Total Sales worksheet.

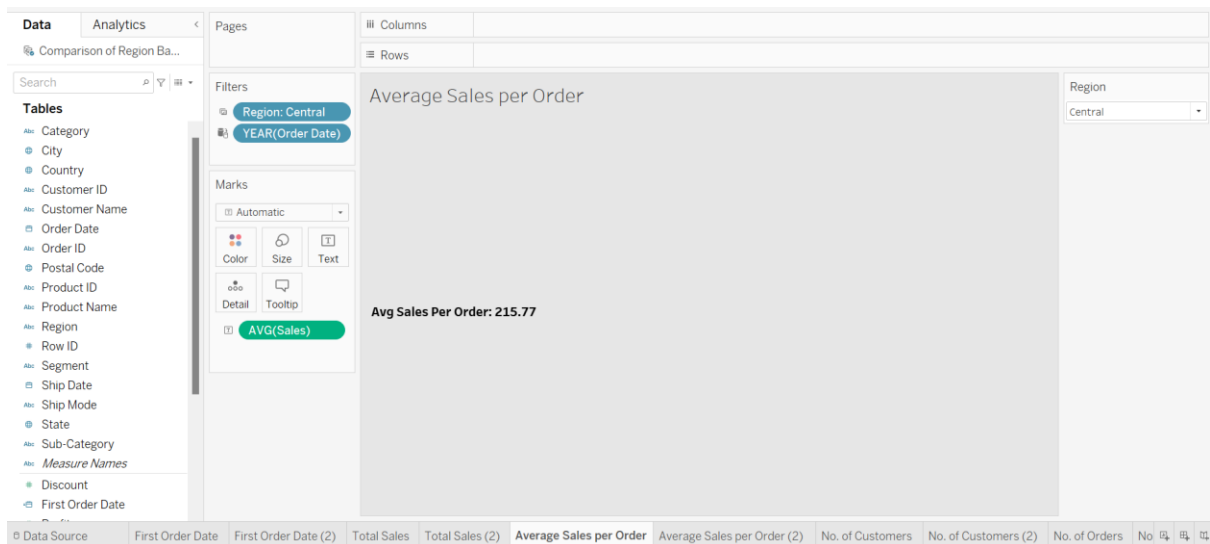
Customer format the Sales

Create a duplicate worksheet.



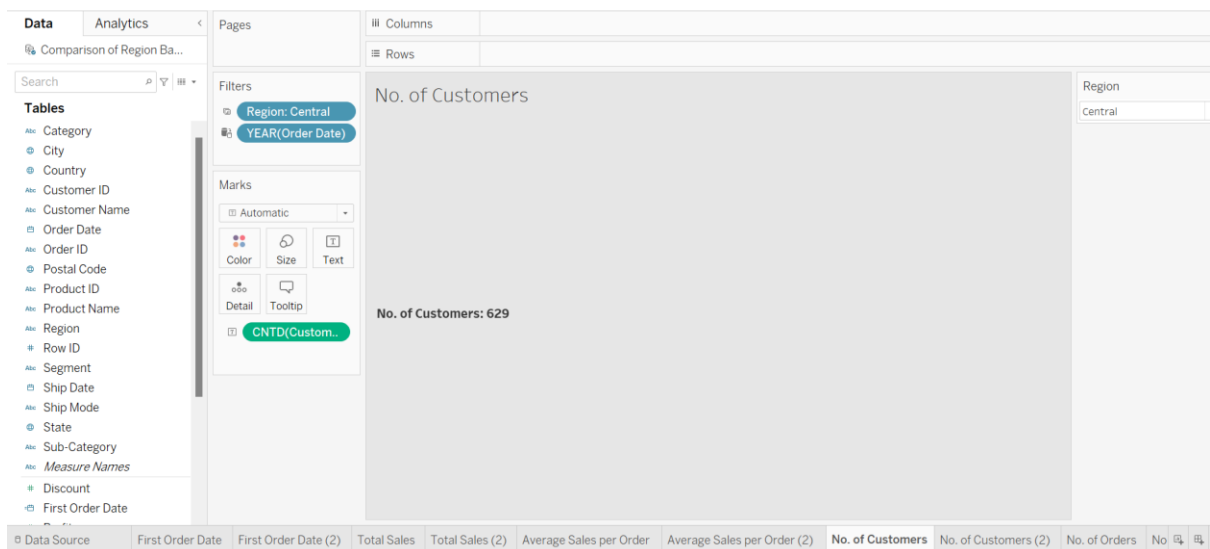
Create Average Sales per Order worksheet.

Custom format the sale, create a duplicate worksheet.

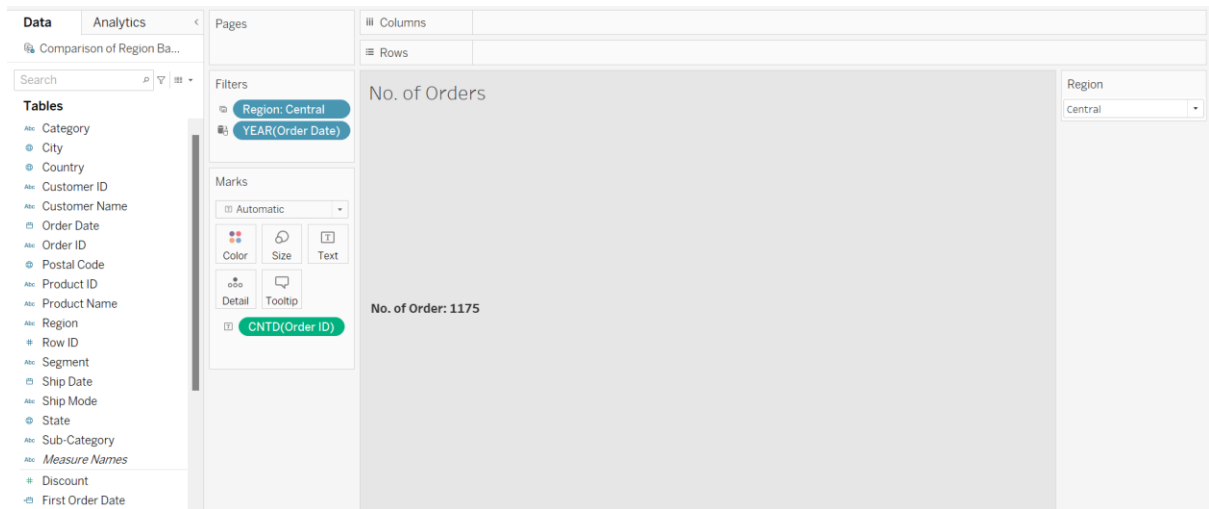


Create a new worksheet No. of customer, custom format

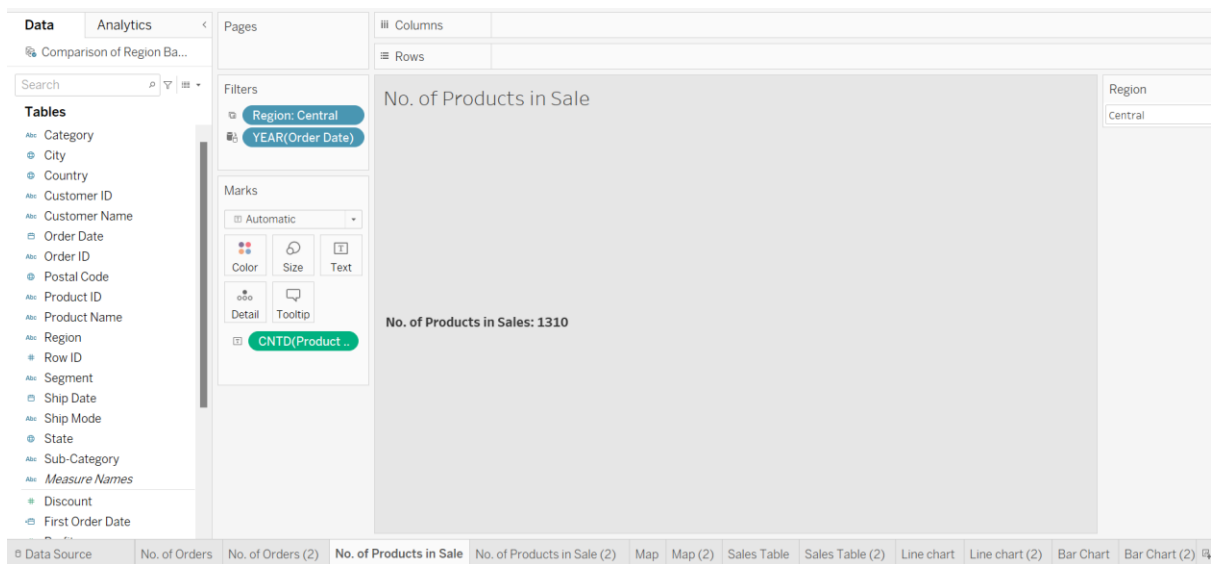
Create a duplicate worksheet.



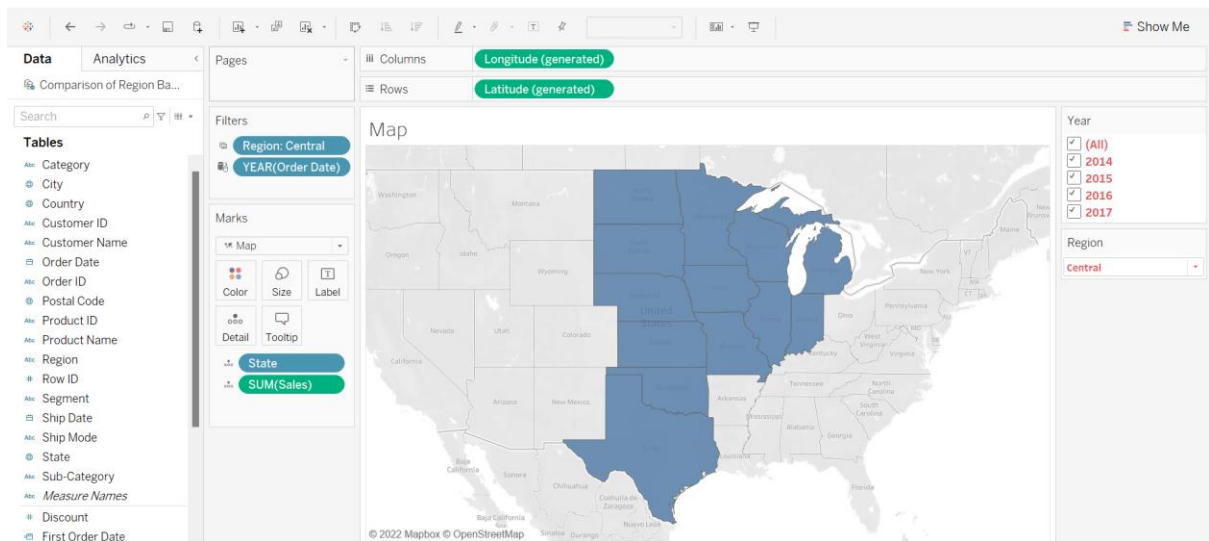
Create New worksheet “No. of Order”, custom format & create a duplicate worksheet.



Create New worksheet “No. of Products in Sales”, custom format & create a duplicate worksheet.



Create a Map chart. Make a duplicate worksheet



Make a sales table. Format the table with lines.

Create a duplicate worksheet.

Comparison of Region Ba...

Search

**Tables**

- Category
- City
- Country
- Customer ID
- Customer Name
- Order Date
- Order ID
- Postal Code
- Product ID
- Product Name
- Region
- Row ID
- Segment
- Ship Date
- Ship Mode
- State
- Sub-Category
- Measure Names
- Discount
- First Order Date

**Filters**

- Region: Central
- Measure Names
- YEAR(Order Date)

**Marks**

Automatic

Color Size Text

Detail Tooltip

Measure Values

- SUM(Sales)
- MIN(Sales min)
- MAX(Sales max)

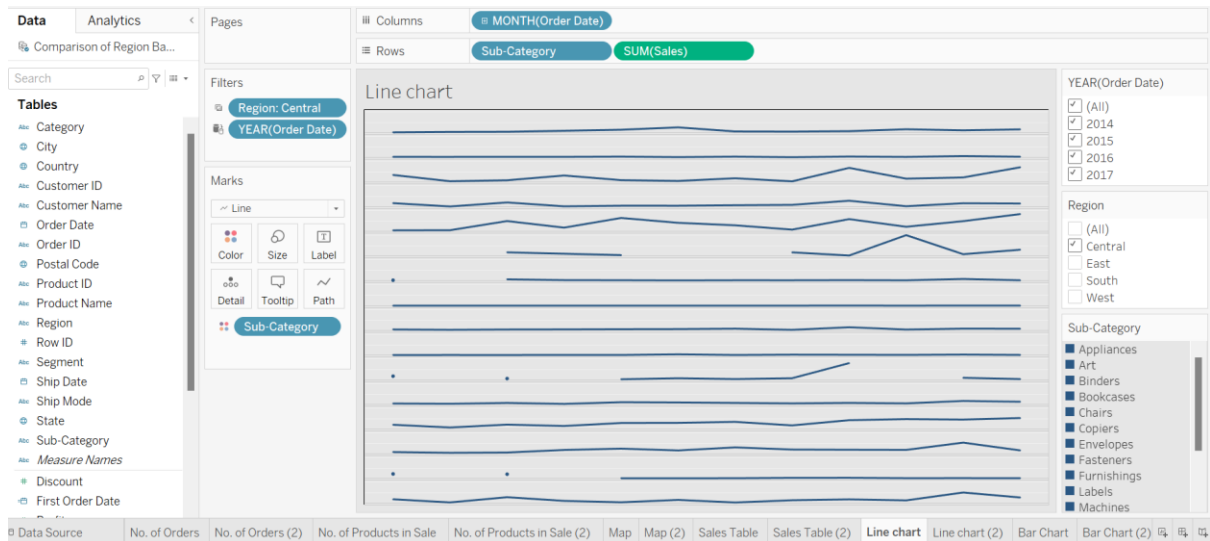
**Sales Table**

Sub-Catego..	Sales	Min. Sal..	Max. Sa..
Accessories	33,956	2	1,929
Appliances	23,582	0	2,405
Art	5,765	1	210
Binders	56,923	1	9,893
Bookcases	24,157	68	2,396
Chairs	85,231	27	3,505
Copiers	37,260	320	17,500
Envelopes	4,637	2	605
Fasteners	778	2	58
Furnishings	15,254	2	1,336
Labels	2,451	2	492
Machines	26,797	84	8,160
Paper	17,492	4	629
Phones	72,403	6	2,736
Storage	45,930	9	1,555
Supplies	9,467	2	4,164
Tables	39,155	67	2,679

Data Source   No. of Orders   No. of Orders (2)   No. of Products in Sale   No. of Products in Sale (2)   Map   Map (2)   **Sales Table**   Sales Table (2)   Line chart   Line chart (2)

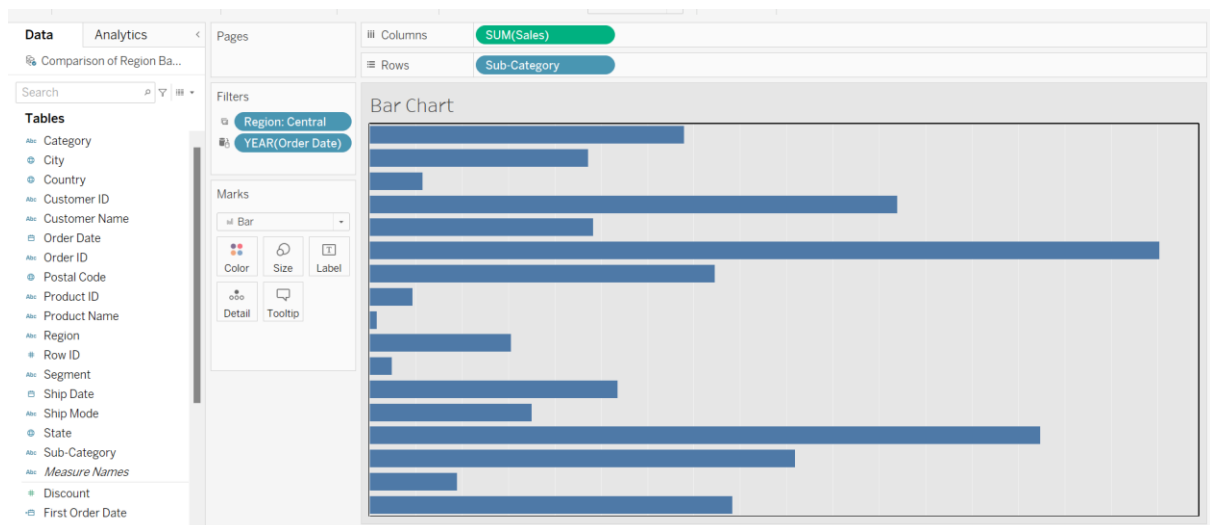
Create line chart.

To Remove X & Y axis, Create a duplicate worksheet.



Create a Horizontal bar chart for sales. Remove the X & Y axis.

Create a duplicate worksheet.



Create the dash board

Dash board has two section Primary Region and secondary region.

The dashboard has all the worksheets created above.

