



SUPER-STORE SALES **ANALYSIS**



Business Requirements

1. Total Sales by payment mode:

Objective: Analyse the impact of payment mode on total sales.

Additional KPI Metrics: Assess how other KPIs (Orders, Profit, Sales, Delivery day) vary with payment method.

Chart Type: Donut Chart.

2. Total Sales by Region:

Objective: Analyse the impact of region on total sales.

Additional KPI Metrics: Assess how other KPIs (Orders, Profit, Sales, Delivery day) vary with region.

Chart Type: Donut Chart.

Bussiness Requirements

3. Total Sales by segment:

Objective: Analyse the impact of segment on total sales.

Additional KPI Metrics: Assess how other KPIs (Orders, Profit, Sales, Delivery day) vary with segment.

Chart Type: Donut Chart.

4. Total Sales by Month:

Objective: How total sales vary across months over two years.

Chart Type: Area Chart.

Bussiness Requirements

5. Total Sales by profit:

Objective: Analyse the correlation between profit and total sales over two years.

Chart Type: Area Chart.

6. Sales by Ship-mode:

Objective: Analyse the impact of ship-mode on total sales.

Additional KPI Metrics: Assess how other KPIs (Orders, Profit, Sales, Delivery day) vary with ship-mode.

Chart Type: Stacked Bar Chart.

7 Sales by Sub-Category:

Objective: Analyse the impact of sub-category on total sales.

Additional KPI Metrics: Assess how other KPIs (Orders, Profit, Sales, Delivery day) vary with sub-category.

Chart Type: Stacked Bar Chart

Bussiness Requirements

8. Sales by Category:

Objective: Analyse total sales by top 4 category.

Additional KPI Metrics: Assess how other KPIs (Orders, Profit, Sales, Delivery day) vary with category.

Chart Type: Stacked Bar Chart.

9.Sales and profit by State:

Objective: Analyse total sales and profit by region on a map.

Chart Type: Map.

Bussiness Requirements

10.Region filter:

Objective: Provide a comprehensive view of all key metrics (Orders, Profit, Sales, Delivery day) broken down by different region

Chart Type: slicer.