**Documentation of the Sales\_Insight Power BI Project**

**Data Analysis Using Power BI**

1. Filtering rows in sales markets table (removing blank rows)
   * = Table.SelectRows(sales\_markets, each ([zone] <> ""))
2. Filtering rows in sales transactions table (removing sales\_amount<=0)

* = Table.SelectRows(sales\_transactions, each ([sales\_amount] <> -1 and [sales\_amount] <> 0))

1. Cleaning up duplicate data

* #Has INR and INR\r (keep INR\r) because we have many data from it
* #Has USD and USD\r (keep USD\r)
* = Table.SelectRows(#"Remove <=0 from sales\_amount", each ([currency] = "INR#(cr)" or [currency] = "USD#(cr)"))

1. Converting USD currency to INR

* #There we have to create a new column
* = Table.AddColumn(#"Filtered Rows", "Normalized\_sales\_amount", each if [currency] = "USD#(cr)" then [sales\_amount]\*75 else [sales\_amount])

**Building the dashboard**

1. Create a table called BaseMeasures
2. Add a new measure

* Revenue = SUM('sales transactions'[Normalized\_sales\_amount])

1. Another new measure

* Sales Qty = SUM('sales transactions'[sales\_qty])

1. Drag and drop the Revenue and Sales Qty to create the visual

* #By default, it gives the visualization as a bar chart.

1. Sales by year
   * #We can verify the values given by Power BI using SQL Queries.
   * Eg :-

* Total revenue in year 2020

*SELECT SUM(transactions.sales\_amount) FROM transactions INNER JOIN date ON transactions.order\_date=date.date where date.year=2020 and transactions.currency="INR\r" or transactions.currency="USD\r";*

1. Sales by month

* #I changed the format of the cy\_date column to [mmm yy] format in sales\_data table.
* #We can verify the values given by Power BI using SQL Queries.
* Eg :-
  + Total revenue in year 2020, January Month

*SELECT SUM(transactions.sales\_amount) FROM transactions INNER JOIN date ON transactions.order\_date=date.date where date.year=2020 and and date.month\_name="January" and (transactions.currency="INR\r" or transactions.currency="USD\r");*

1. Top 5 customers
2. Top 5 markets
3. Revenue trend
4. Creating the mobile layout of the dashboard.