Lester McPherson Sales Analysis Write up:

1. Load Data into Tableau:
2. Open Tableau Desktop and connect to the data source (Excel, Database, etc.).
3. Load the relevant data tables (Orders Data and Orders Return) into Tableau.
4. Data Cleaning and Preparation
   1. Check for any data inconsistencies, missing values, or formatting issues.
   2. Blend the data from the Orders and Orders Return sheets if necessary.
5. Create calculated fields if needed, like Profit Ratio.
6. Create Individual Sheets for Analysis:
7. Use different visualization types (line chart, area chart, packed bubbles, tree map, scatter plot, highlight table, stacked bar chart, etc.) to create individual sheets that analyze different aspects of the data.
8. For each sheet, drag the relevant dimensions and measures to the Rows and Columns shelves, and use the Marks card to customize the visualization.
9. Apply filters, sorting, or additional formatting as needed.
10. Creating Bins and Histogram:
11. For the histogram, create bins for the Quantity field.
12. Create a new sheet, and drag the created bins to Columns and Count of Quantity to Rows.
13. Change the mark type to Bar.
14. Creating Top N Filters:
    1. For analysis of the top 5 products or customers, use the "Top" filter on the Product or Customer Name fields.
15. Create a Dashboard:
    1. Create a new dashboard by clicking on the New Dashboard button.
    2. Drag the sheets created earlier onto the dashboard canvas.
    3. Arrange the sheets aesthetically and resize as necessary.
    4. Add interactive elements such as filters or highlight actions.
16. Create a Story:
    1. Create a new story by clicking on the New Story button.
    2. Drag sheets or dashboard to the story canvas.
17. Add captions or text descriptions to each story point.
18. Format and Finalize:
    1. Go through the dashboard and story to finalize formats, labels, titles, and aesthetics.
    2. Use dashboard formatting options to ensure consistency across visuals.
19. Test and Validate:
    1. Interact with the dashboard and story to make sure all elements work as intended.
    2. Validate the numbers and visuals with the raw data to ensure accuracy.