**#Abhishek Malga**

**#U82138357**

**Tableau 1\_Part 2**

**To the Data Owners:**

Q1. Difference between countries in terms of average sales price and average cost

price.

Chart, bar chart

Description automatically generated

Formula used in calculated field: (AVG([Sale Price])-AVG([Cost Price]))

* The formula used above is for profit and loss. I.e. if the sales price is higher than the cost price.
* As we can see in the above graph ‘X’ axis is taken as make & country, and in the ‘Y’ axis as average cost price and average sales price.
* This is important because the companies need to stop selling these makes to avoid losses.
* As seen in the graph ‘Jaguar’ and ‘TVR’ are the two makes that is going through loss in France, Germany, Spain, Switzerland, United Kingdom & USA (United States of America). when compared to other competitors TVR is in more losses.
* Average sales price of Jaguar and TVR is less than average cost price in some countries and the production of these makes must be stopped in the above listed countries as per the data visualization I have worked on.

Q2. Average spare parts sales by make overall and within a country for each make. Considering outsourcing of spare parts for countries with less than $500 average sales.

Chart, bar chart, histogram

Description automatically generated

* The graph above shows the spare part sales as the storage of spare parts is expensive and average cost price by taking country by make.
* As we can see in the above graph ‘X’ axis is taken as countries, and in the ‘Y’ axis as average spare part sales.
* Compared to other makes in other countries there are countries whose make is very less and that is the main part that must be focused on.
* In the graph above we can see that ‘Jaguar’, ‘MGB’, ‘Triumph’, ‘TVR’ has an average of make or make in country less than $500, Considering these makes need the outsourcing of spare parts.

Q3. Finding the proportion of sales and spare parts in each country.

Chart, pie chart

Description automatically generated

* As we can see the above pie chart the proportion of sales and spares generated in each country, in this we can observe that Spain and Germany is very less in terms of sales and spares proportion.
* Exiting Spain and Germany is the conclusion according to the data visualization I have worked above.

**To Professor:**

Q1. Why I have chosen this graph and determining difference between countries in terms of average sales price and average cost price.

Chart, bar chart

Description automatically generated

* In here I have used calculated field to check the ‘P/L’ (Profit/Loss).

(AVG([Sale Price])-AVG([Cost Price])). Here I have taken average of sales of sales price subtracting it with average cost price.

* I have chosen bar graph because it clearly shows the profit and loss with comparison. In bar graph it allows me to calculate the aggregate.

Q3. Average spare parts sales by make overall and within a country for each make. Considering outsourcing of spare parts for countries with less than $500 average sales.

Chart, bar chart, histogram

Description automatically generated

* I have chosen bar graph because it clearly shows the profit and loss with comparison. In bar graph it allows me to calculate the aggregate.
* Above to indicate the loss the limit I have taken a constant line with $500.
* And using this I have color coded the bar for the better understanding of profit and loss cluster.

Q3. Finding the proportion of sales and spare parts in each country. Why did I choose Pie chart?

Chart, pie chart

Description automatically generated

* As I have very less entities, I have chosen pie chart. Also, I have added percentages to this chart.
* I used quick table calculation to show total percentage of each country.
* In the end I have used dashboard to combine both the visualizations so that will be better suitable for comparison.