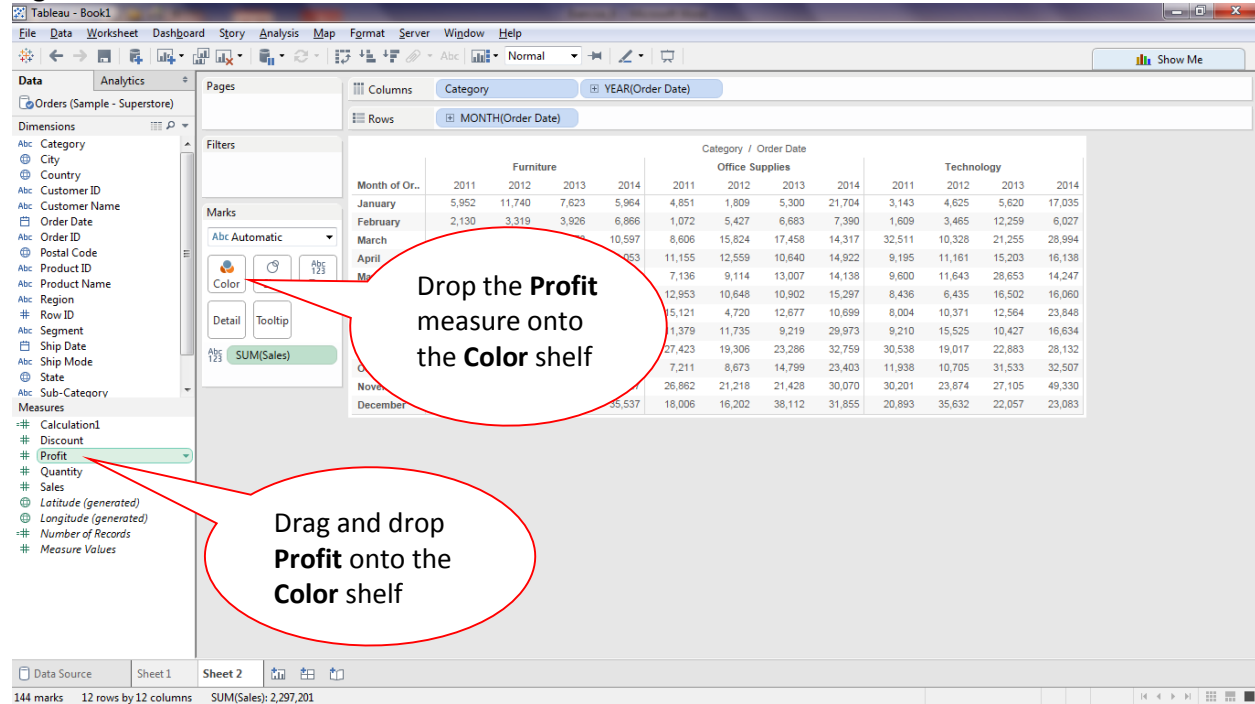**Objective:** This exercise will demonstrate how to highlight the display

We will start this exercise with Figure 1 which displays cross-tab data.
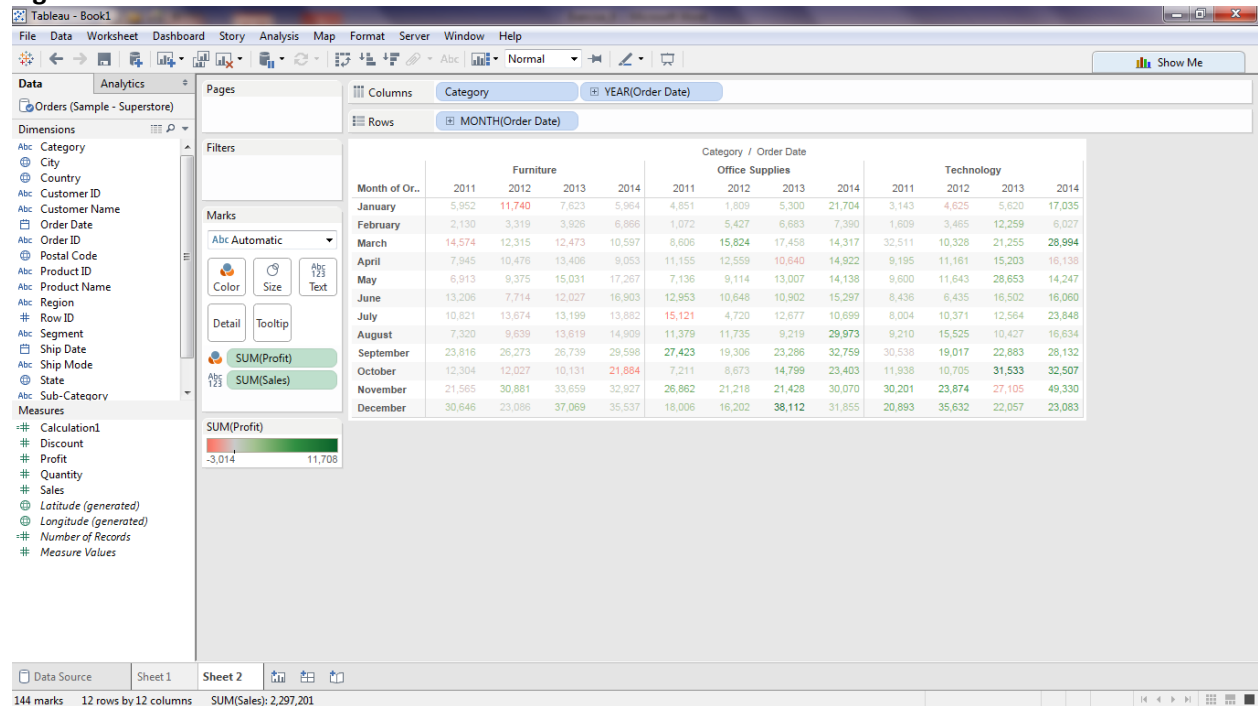
Figure 1

To analyze the profits:
- Drag and drop **Profit** onto the **Color** shelf in the **Marks Card** as shown on Figure 1, which will lead to the display on Figure 2
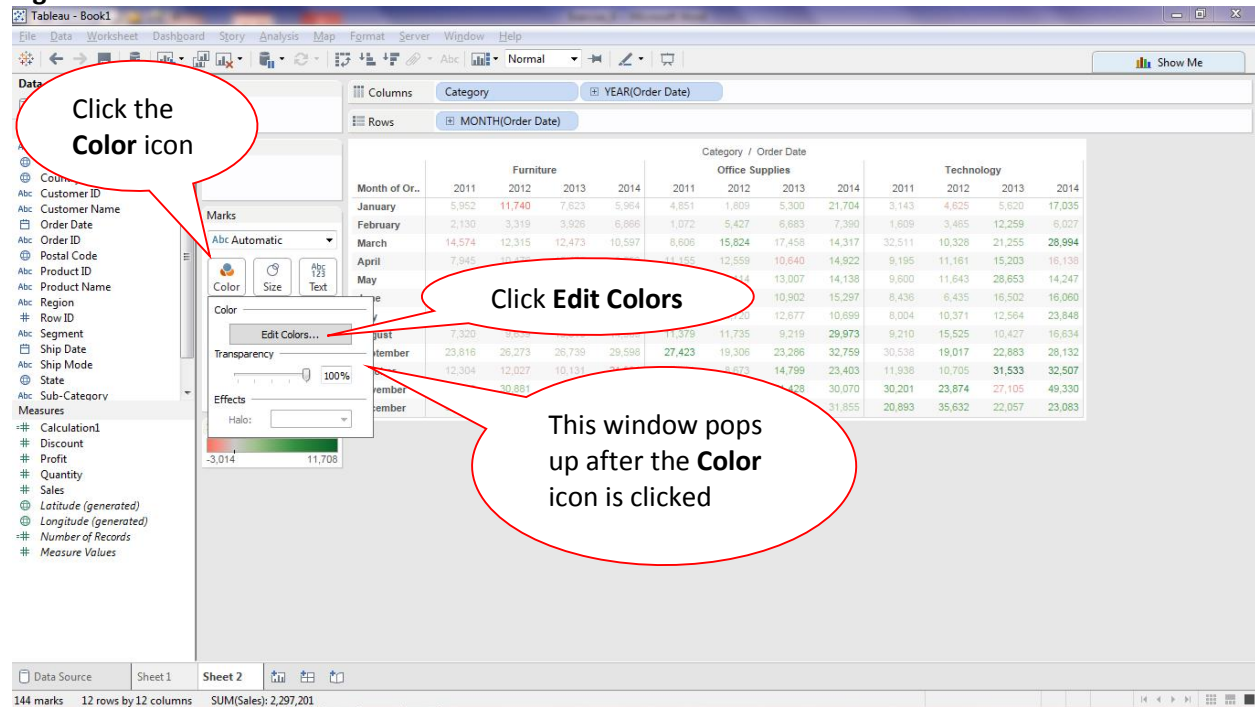
Figure 2

The red and green colors indicate the relative profitability or loss for the relevant item.

The displayed colors are not bright and some enhancement is desired. To enhance the colors:
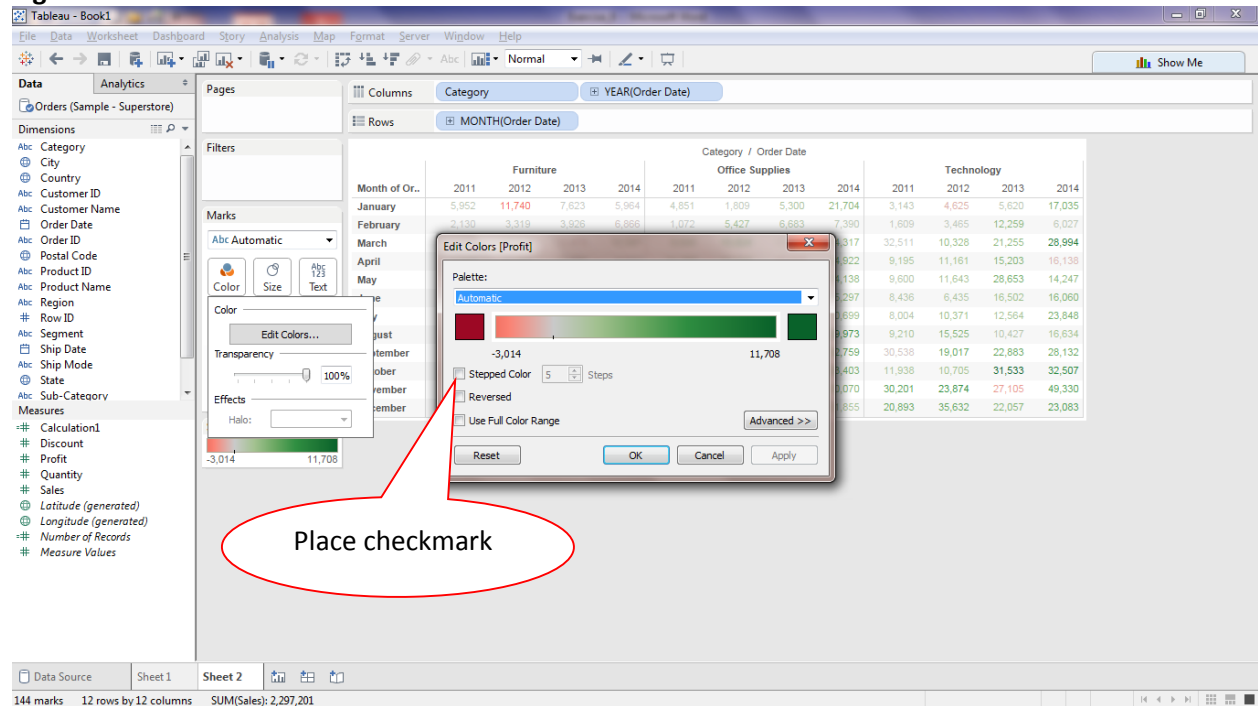- Click the **Color** icon in the **Marks Card,** which will popup the window displayed on Figure 3

Figure 3

- Click **Edit Colors** as shown on Figure 3, which will lead to the display on Figure 4
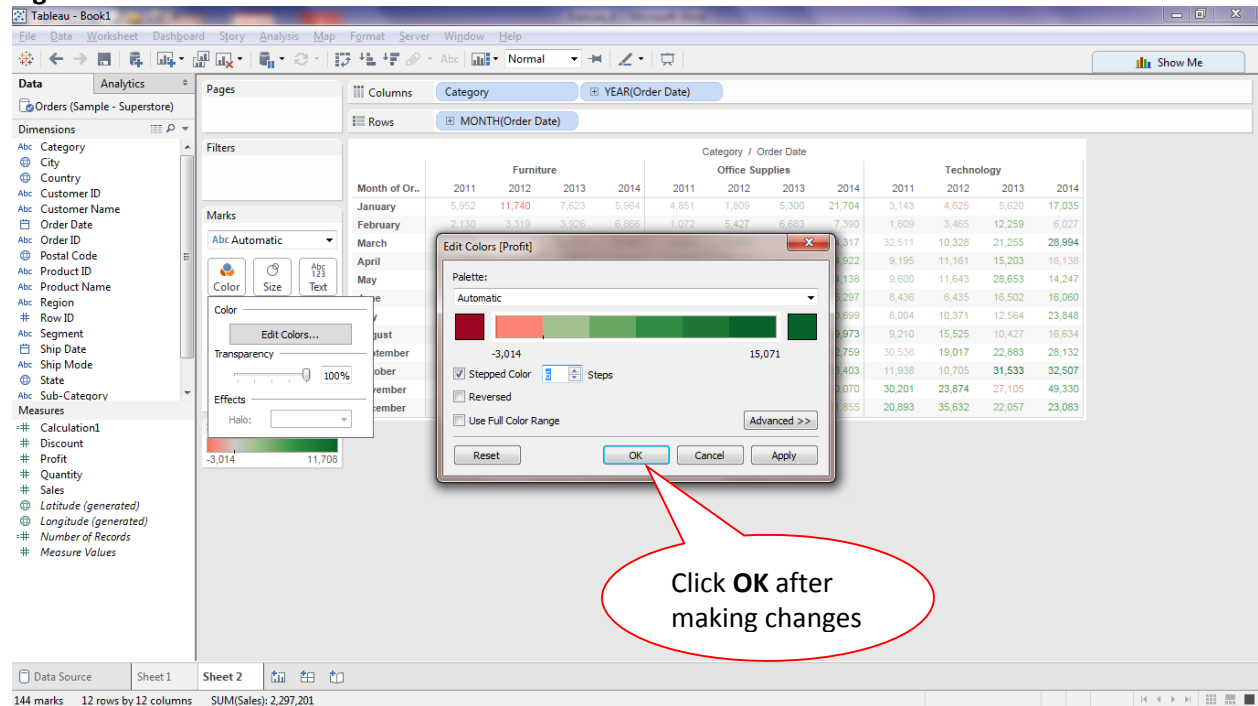
Figure 4

- Place a checkmark in the checkbox located to the left of **Stepped Color**, as shown on Figure 4
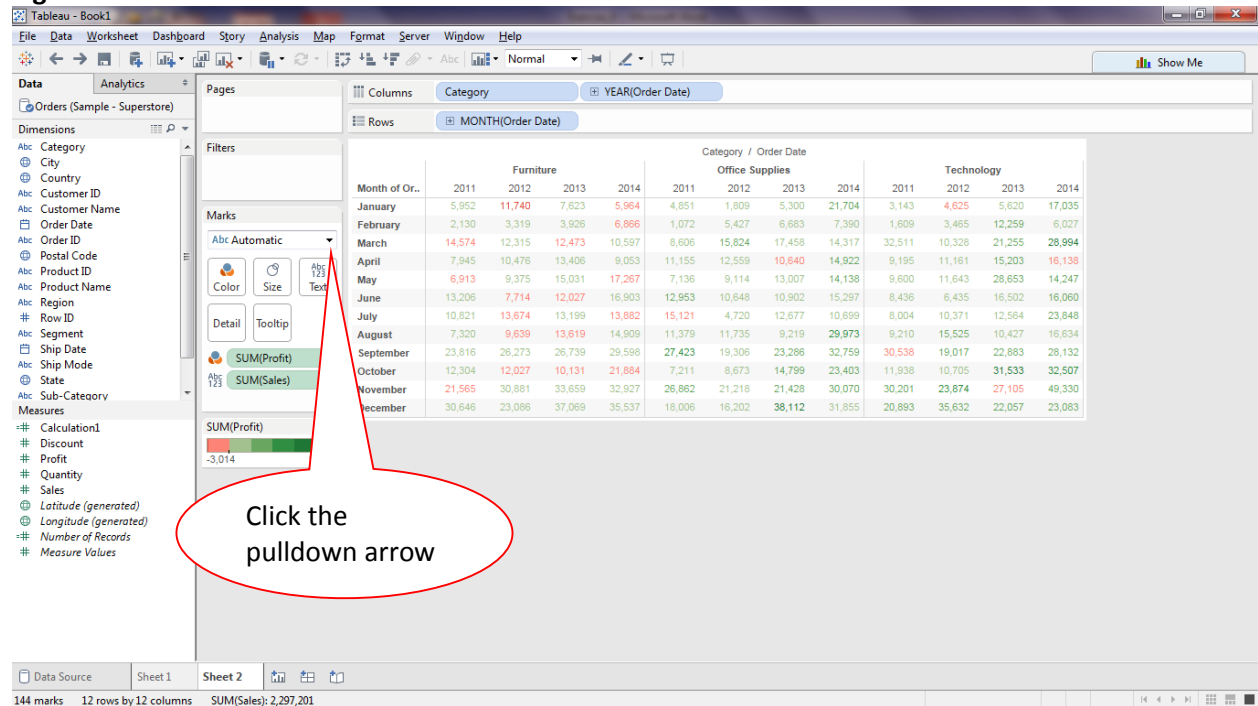- Increase **Steps** from 5 to 6

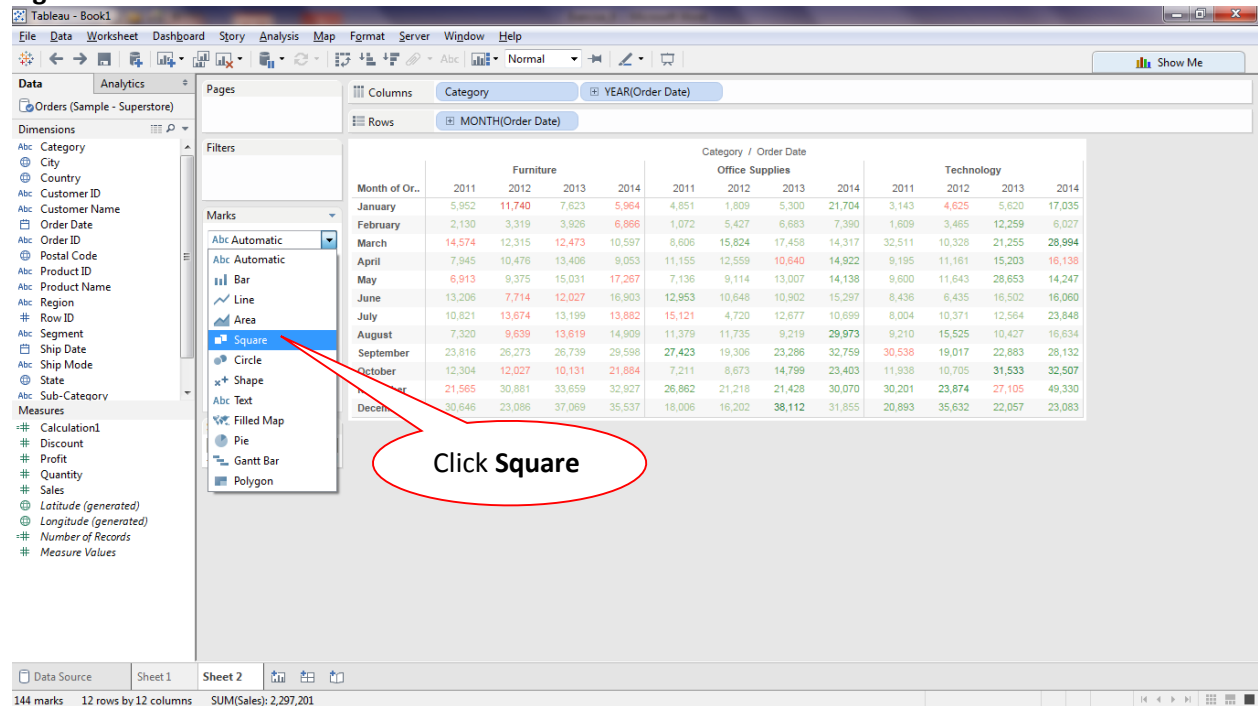The display after the changes have been made is shown on Figure 5.

Figure 5

- Click **OK** as shown on Figure 5, which will lead to Figure 6 where the changed highlighting is displayed
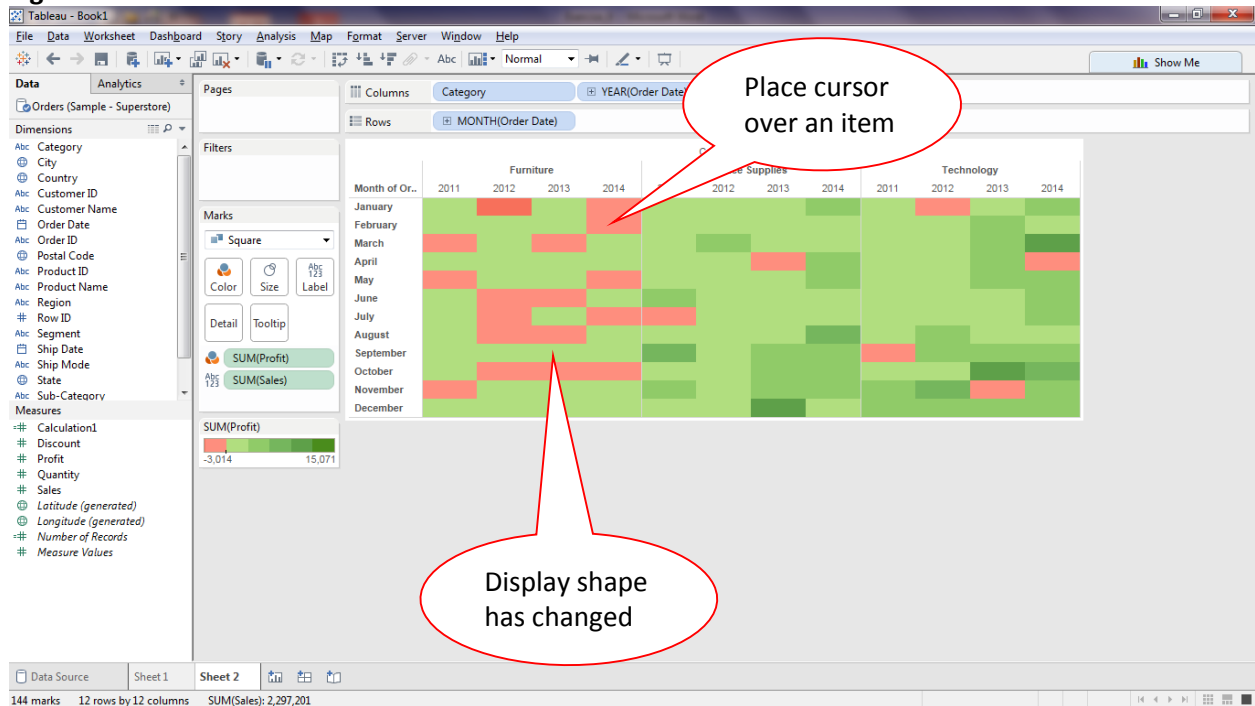
Figure 6

- Click the pulldown arrow for **Automatic** as shown on Figure 6, which will lead to Figure 7 where the available options are displayed

Figure 7

- Click **Square** as shown on Figure 7, which will lead to the display on Figure 8
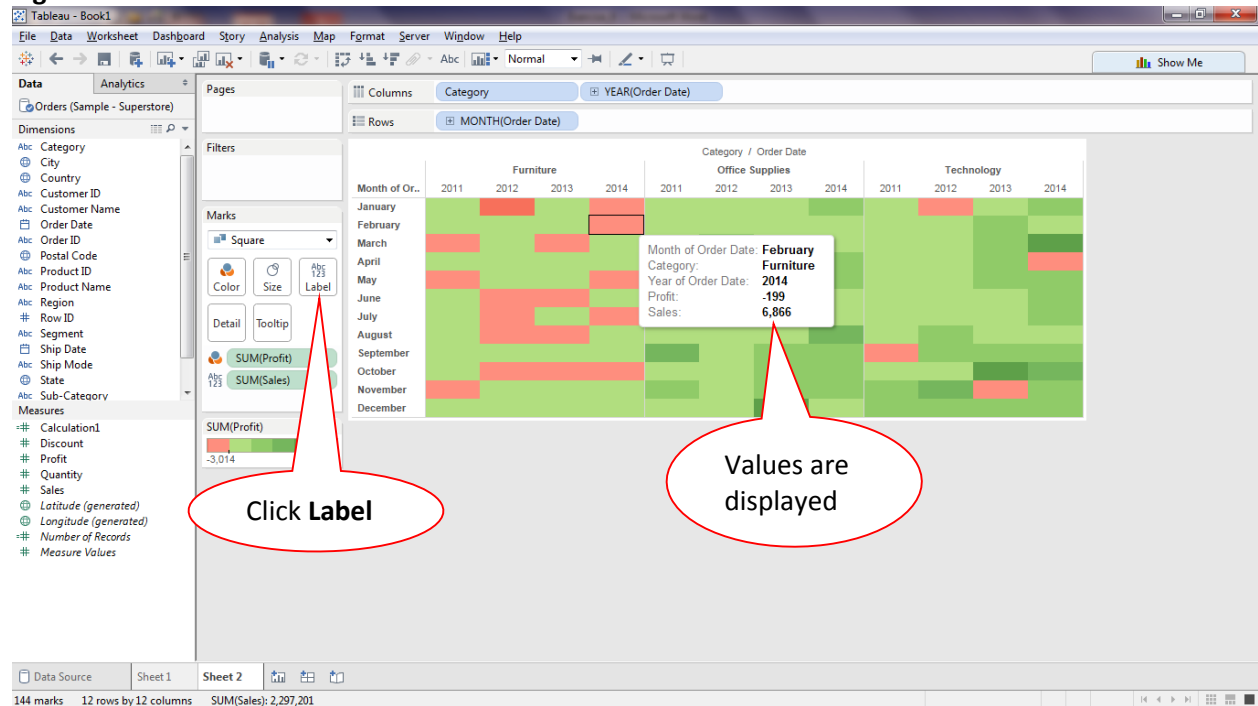
Figure 8

To display the value associated with any item on the displayed visualization:
- Place cursor over the item as shown on Figure 8, which will display its value as displayed on Figure 9
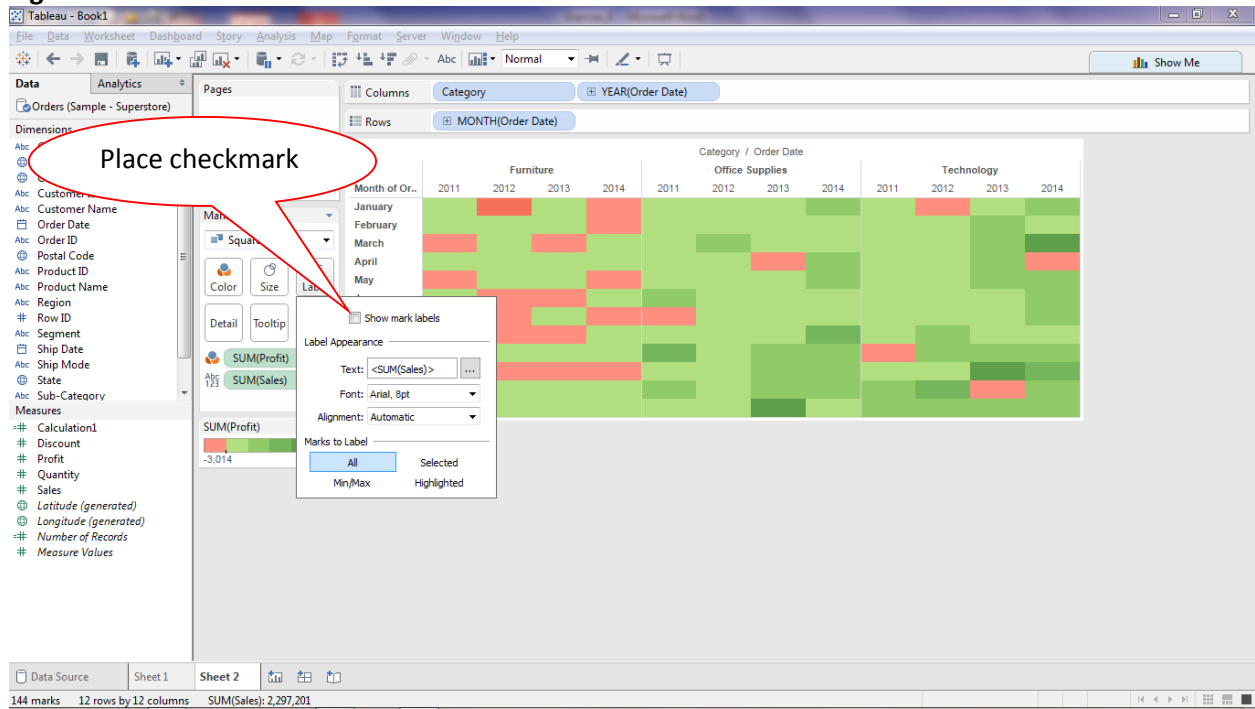
Figure 9

On Figure 9, the visualization is graphic in nature and the associated values are not displayed. To enhance the display by adding numeric values:

- Click the **Label** icon as shown on Figure 9, which will popup the window displayed on Figure 10

Figure 10

- Place a checkmark next to **Show mark labels** as shown on Figure 10, which will lead to Figure 11 where the values are displayed

Figure 11