

## EXPLORE THE DATA WITH PIVOT TABLES

1. Insert a pivot table on a new tab to show opportunities won by quarter
2. Add another pivot table (on the same sheet) to break down the percentage of won & lost opportunities by quarter
3. Create a final pivot table that shows the opportunities won by quarter for each sales agent, and sort the sales agents in descending order by opportunities won
4. Restructure the first two pivot tables so they have the quarters as pivot table columns (not rows), and sort them so the most recent quarter always comes first

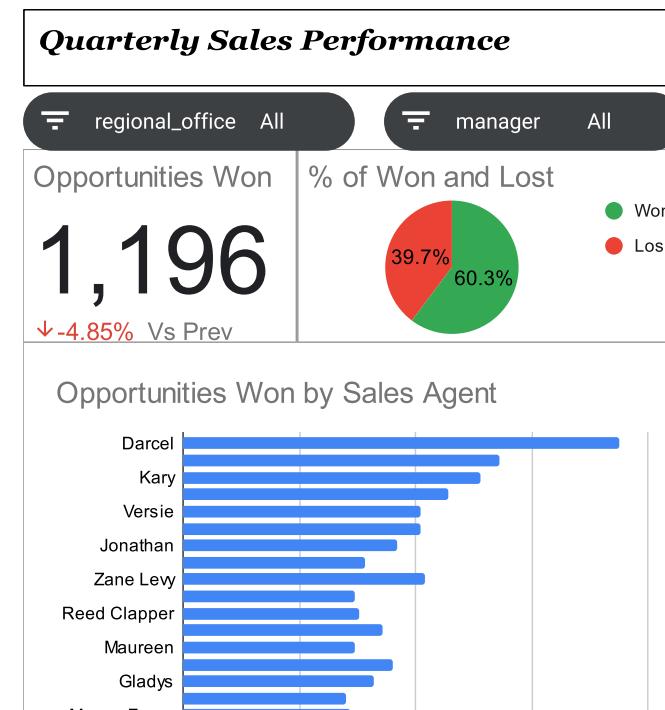
close_date - Year-Quarter		2017-Q4	2017-Q3	2017-Q2	2017-Q1	Grand Total
COUNTA	of opportunity_id	1,196	1,257	1,254	531	4,238

close_date - Year-Quarter		2017-Q4	2017-Q3	2017-Q2	2017-Q1	Grand Total
COUNTA	of opportunity_id	1,196	1,257	1,254	531	4,238
deal_stage	Won	1,196	1,257	1,254	531	4,238
Lost	789	790	778	116	2,473	

close_date - Year-Quarter		2017-Q4	2017-Q3	2017-Q2	2017-Q1	Grand Total
COUNTA	of opportunity_id	94	115	96	44	349
sales_agent	Darcel Schlecht	94	115	96	44	349
Vicki Laflamme	68	63	57	33	221	
Kary Hendrixson	64	54	55	36	209	
Anna Snelling	57	55	71	25	208	
Versie Hillebrand	51	47	52	26	176	

## BUILD A DYNAMIC DASHBOARD

1. Insert a scorecard chart visual to show the opportunities won for the most recent quarter (2017-Q4) compared to the previous one (2017-Q3)
2. Use a pie chart to show the percentage of opportunities won & lost in the most recent quarter
3. Use a bar chart to visualize the opportunities won by sales agent for the most recent quarter
4. Add slicers for the regional\_office and manager fields
5. Finish things off by arranging the visuals into a dashboard and adding a title



Kami Bicknell	51	44	53	26	174
Jonathan Berthelot	46	54	57	14	171
Cassey Cress	39	53	48	23	163
Zane Levy	52	41	50	18	161
Donn Cantrell	37	58	44	19	158
Reed Clapper	38	49	49	19	155
Corliss Cosme	43	48	36	23	150
Maureen Marcano	37	48	42	22	149
James Ascencio	45	35	39	16	135
Gladys Colclough	41	42	34	18	135
Markita Hansen	35	41	39	15	130
Moses Frase	36	35	43	15	129
Lajuana Vencill	36	36	39	16	127
Violet Mclelland	35	36	34	17	122
Marty Freudenburg	39	38	33	12	122
Daniell Hammack	27	29	47	11	114
Hayden Neloms	32	29	36	10	107
Cecily Lampkin	33	33	31	10	107
Niesha Huffines	23	39	31	12	105
Boris Faz	34	31	29	7	101
Elease Gluck	23	20	26	11	80
Rosie Papadopoulos	21	23	26	8	78
Garret Kinder	16	24	22	13	75
Rosalina Dieter	21	21	21	9	72
Wilburn Farren	22	16	14	3	55

