



Storytelling & Power BI

Creating reports that connect
with different audiences





**SPENT HOURS
BUILDING AN
AWESOME
REPORT**



**NO ONE
USES IT**





Special thanks to Fabric and Power BI Team at



This Summit presented to you by





Valerie Junk

Data Analytics & Visualization

Data Storytelling

BI Standardization

Process Improvement



Storytelling

- A narrative
- Structure
- Know what to expect
- Engaging
- Different stories for different audiences



Storytelling Benefits



Easy to follow and understand



Engaging

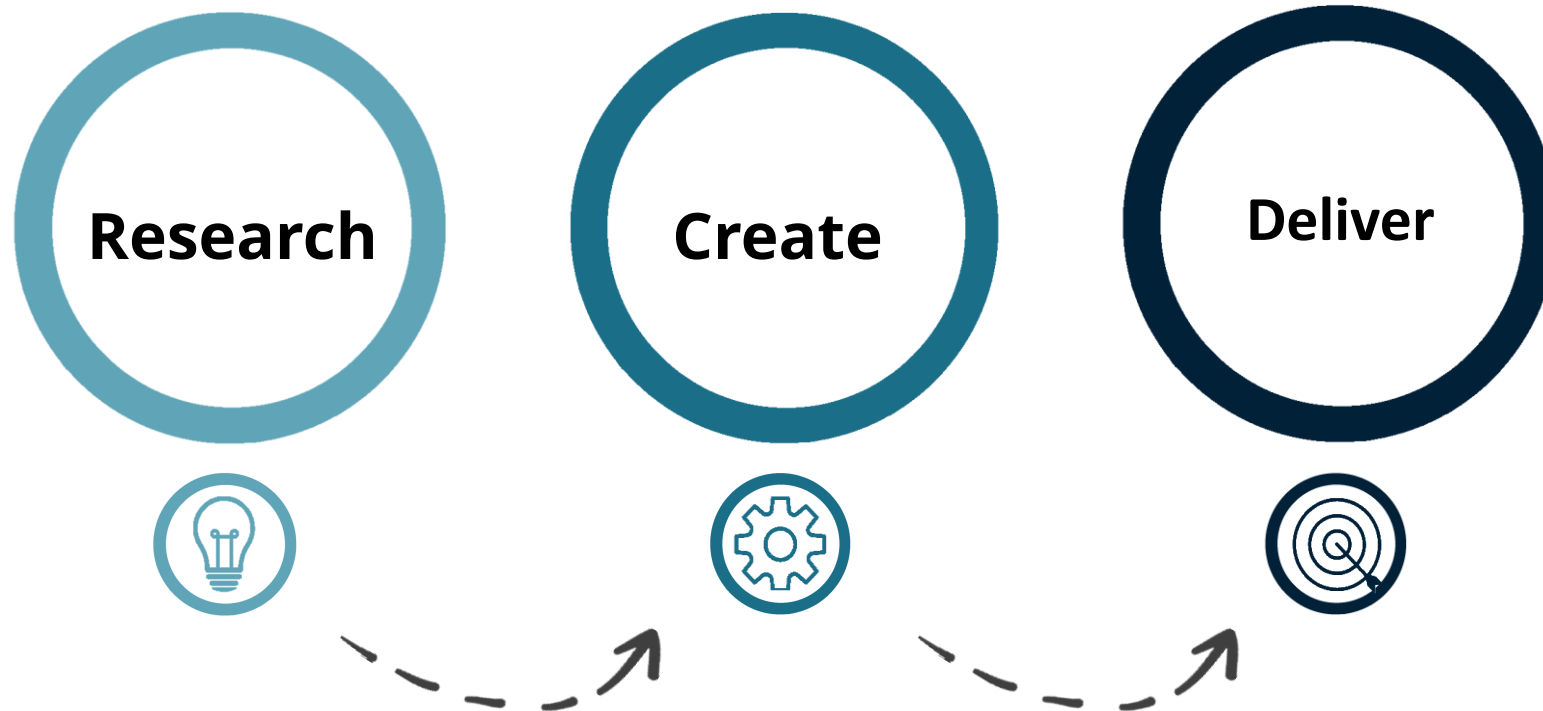


Time-saving





3 steps to use Storytelling





Research

Audience, content & key message





The Audience



- Who is the audience?
- What motivates (or scares) them? -> Actions
- How much detail do they need?
- How do they access & consume information?





Creating Personas



- Fictional representation of the audience
- Needs & wishes
- Similarities and difference
- Don't make assumptions





What's the message?

1 key message (sentence)



CONTEXT



INFORMATION



ACTIONS TO TAKE





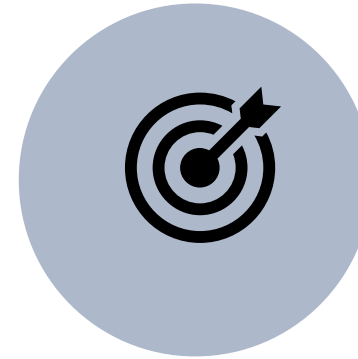
Not a Key Message..



CONTEXT
SALES INSIGHTS



INFORMATION
ALL




ACTIONS TO TAKE
TBD





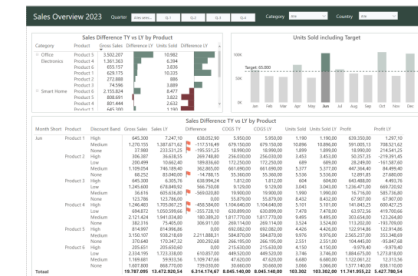
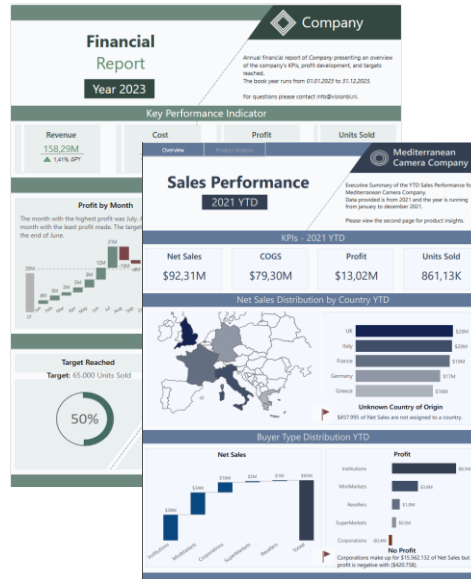
3 Examples

- 
- Each **year** we share **information** with the **whole company** what our **key** sales results are (profit, costs, margin, difference LY).
 - As **MT** we **evaluate monthly** the **key** sales results, the **performance** of our account managers (€ vs target) and the **best/worst products**.
 - Our **data analysts** daily dig through **all the data** to **investigate** hidden **trends** and **anomaly's**.





Different message = Different Design





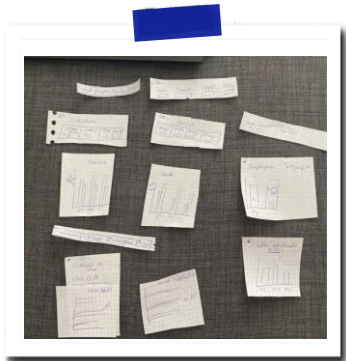
Create

Storyboard, Templates & Visuals





Storyboards & Mock-ups

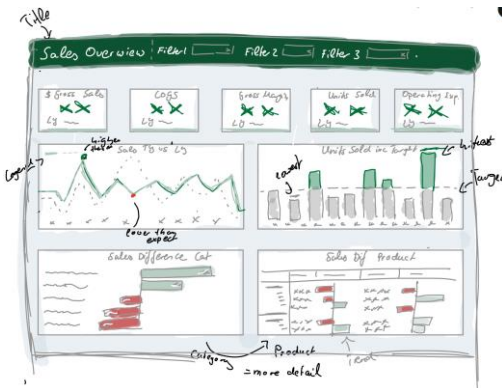


Gather all the information

- Sticky Notes (easy to rearrange)

Translate pieces to design

- Each piece tells a part of the story
- Check your story



Keep it simple





Templates & Consistency

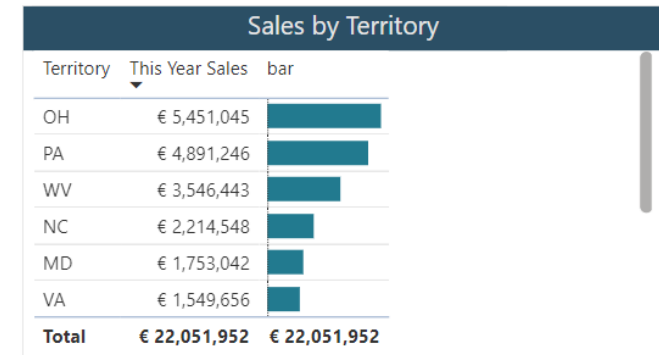
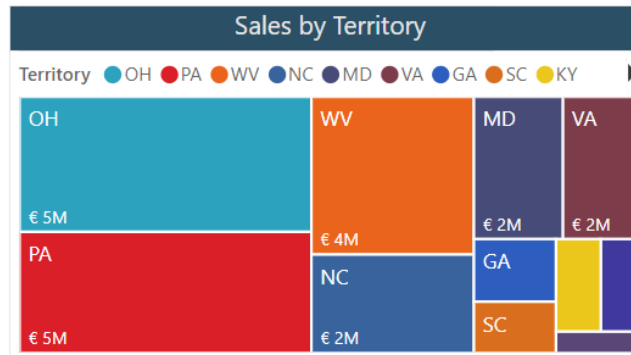
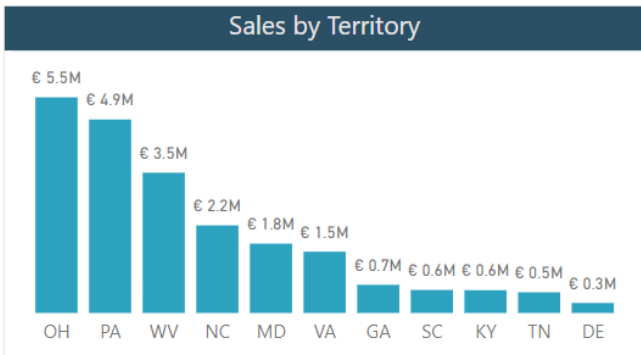
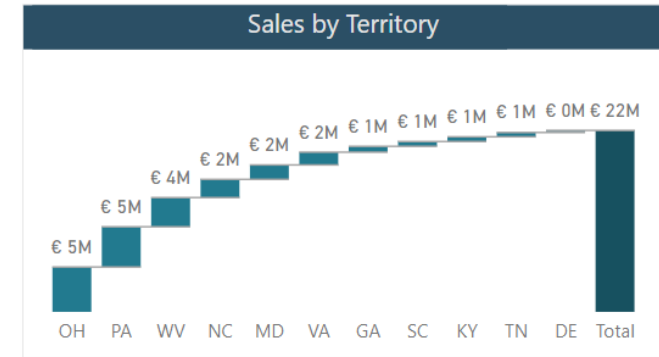
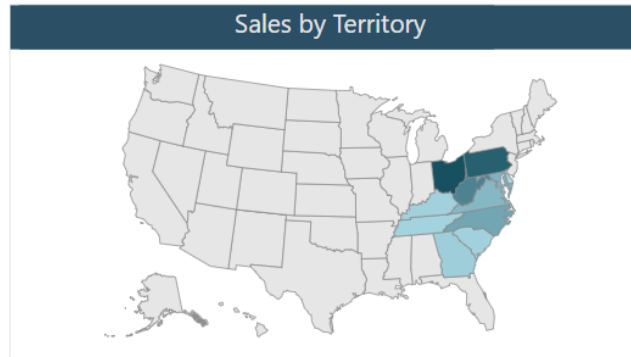
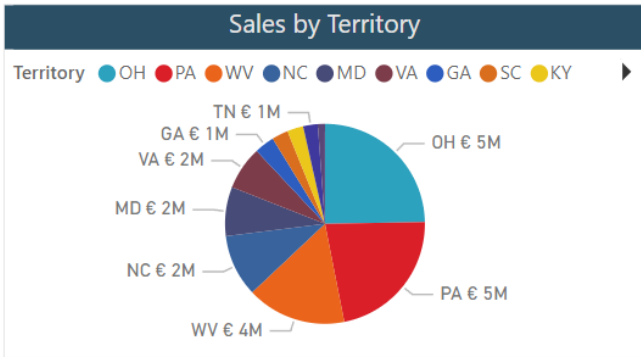
Expectation Management & ease of use

- Templates
- Color Schemes
- Way of Working





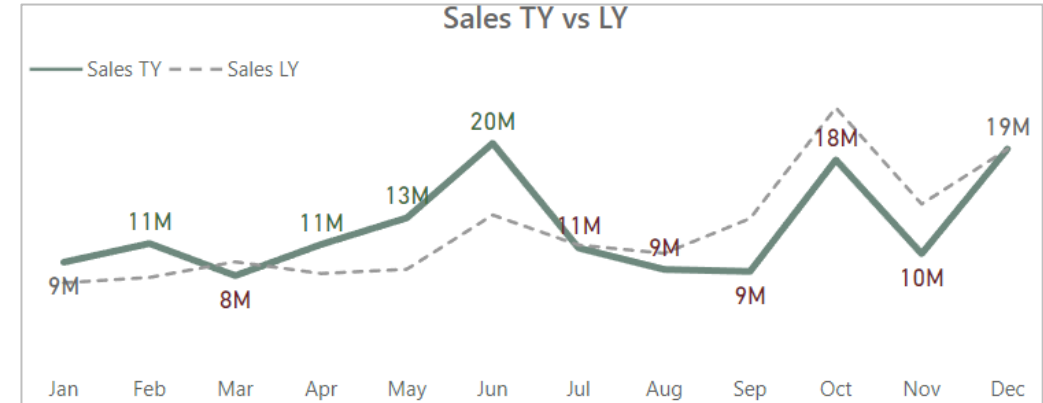
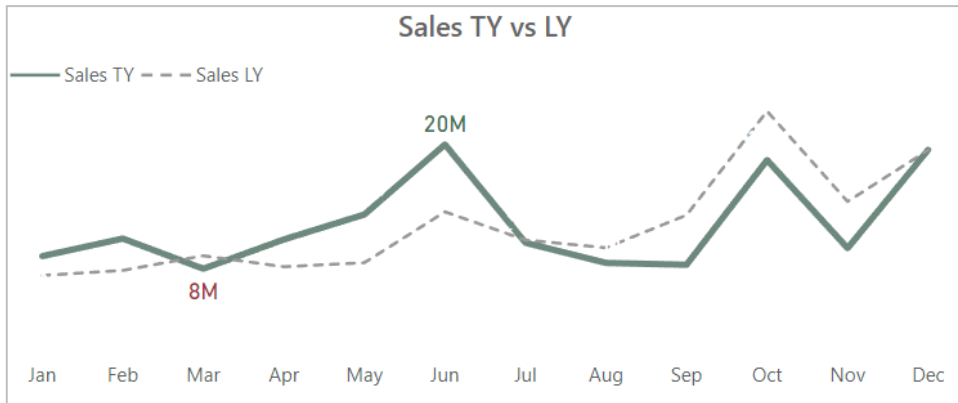
Choosing the Visual





Declutter & Enrich

What information & how much guidance is needed?

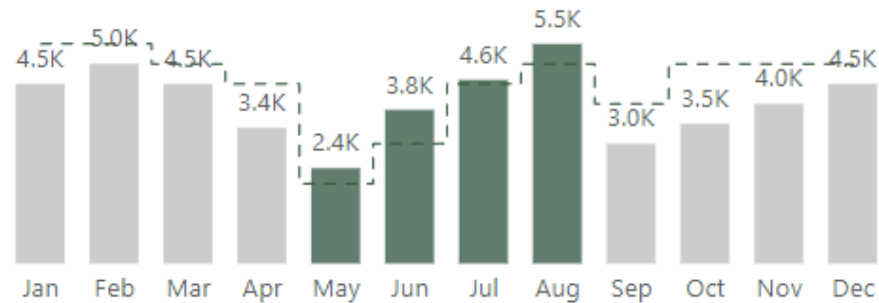




Add Context

Dynamic title & color coding

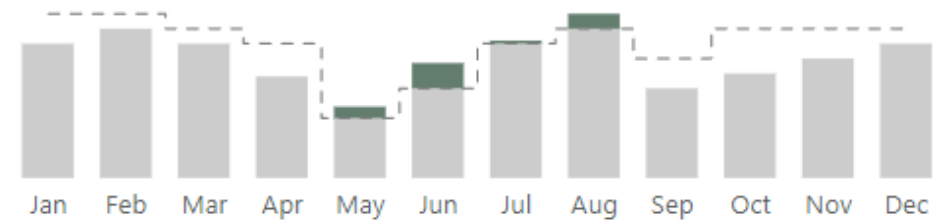
Sales quota by month with target



Sales target hit 4 times in 2023

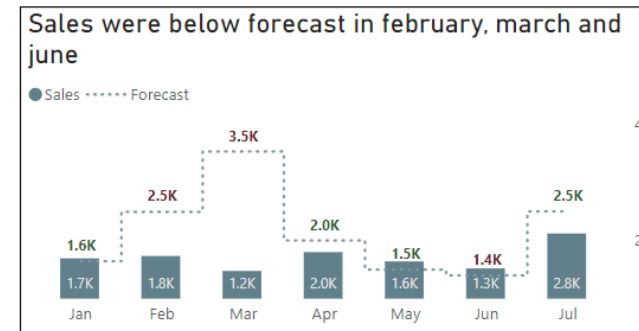
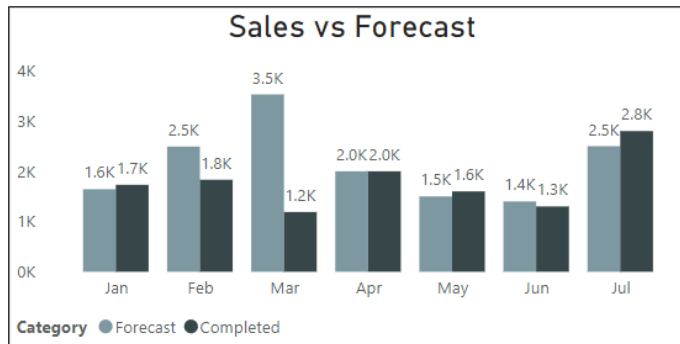
Achieving more than expected in may, june, july and august

Below target Above target Target



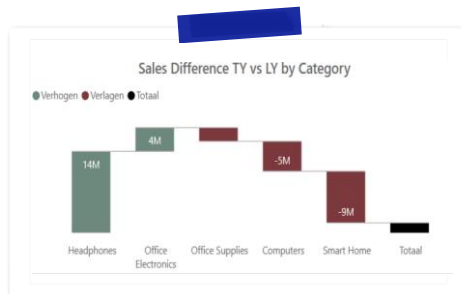
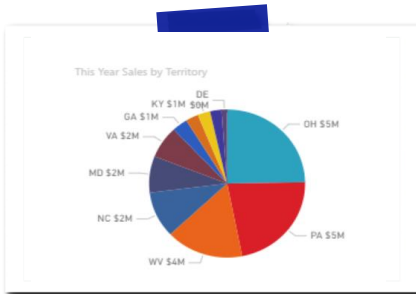


Simplify



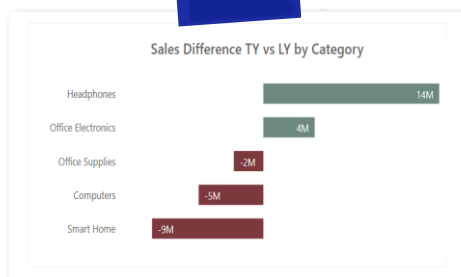
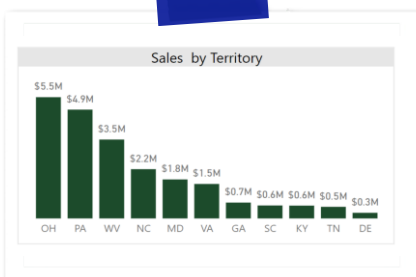
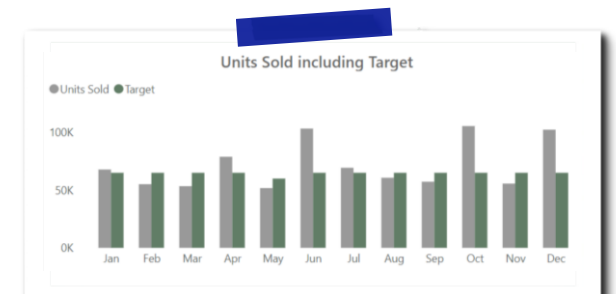


Check every visual



Sales Difference TY vs LY by Product

Category	Product	Gross Sales	Difference LY	Units Sold	Difference LY
Office Electronics	Product 4	15,468,394.40	-583,396.53	88,790.00	-31,303.00
Office Electronics	Product 6	12,043,158.08	1,804,151.16	40,982.50	-15,084.50
Office Electronics	Product 5	10,276,638.44	5,093,043.05	51,090.50	-2,640.50
Headphones	Product 4	9,216,325.30	1,011,620.77	66,659.50	14,232.00
Office Supplies	Product 4	8,592,488.50	2,584,096.88	27,705.00	-5,007.00
Headphones	Product 1	8,318,254.37	3,318,314.67	40,525.50	12,470.50
Headphones	Product 6	7,796,253.92	3,730,122.58	36,423.00	13,603.00
Office Electronics	Product 1	7,302,442.70	-502,078.43	47,291.00	-8,067.50
Total		147,771,511.24	1,702,062.57	861,132.00	-264,674.00



Sales Difference TY vs LY by Product

Category	Product	Gross Sales	Difference LY	Units Sold	Difference LY
Office Electronics	Product 4	15,468,394	-583,396	88,790	-31,303
	Product 6	12,043,158	1,804,151	40,983	-15,084
	Product 5	10,276,638	5,093,043	51,091	-2,640
	Product 1	7,302,443	-502,078	47,291	-8,067
	Product 2	7,082,499		30,822	
Headphones	Product 3	5,204,885		33,837	
	Product 4	9,216,325	1,011,620	66,660	14,232
	Product 1	8,318,254	3,318,314	40,526	12,470
	Product 6	7,796,254	3,730,122	36,423	13,603





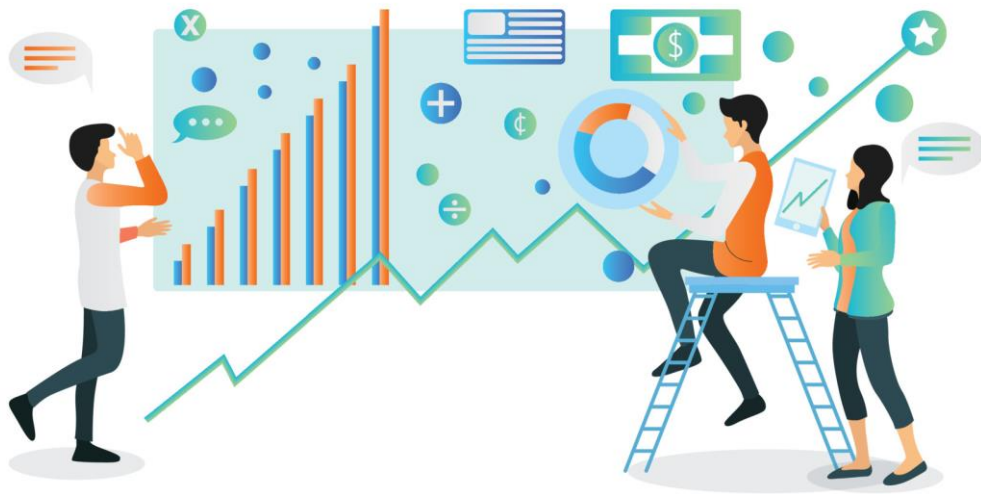
Deliver

Evaluate & Test





Evaluate & Test



- Continuous testing
- User evaluation
- Reflect & Feedback
- Usage Report



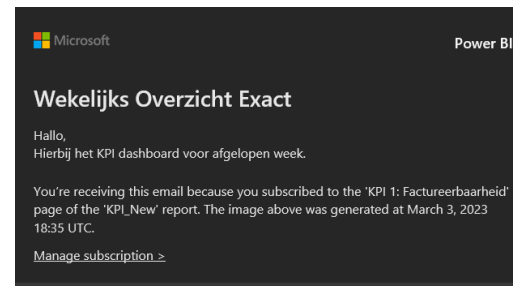


Deliver

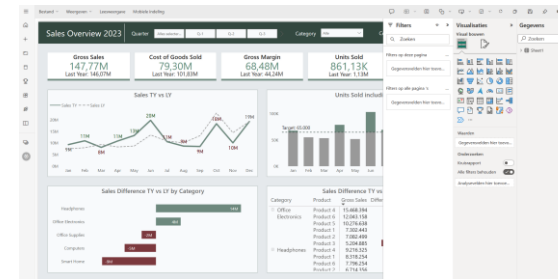
Consider, discuss and check the different ways of data consumption.
Some examples:



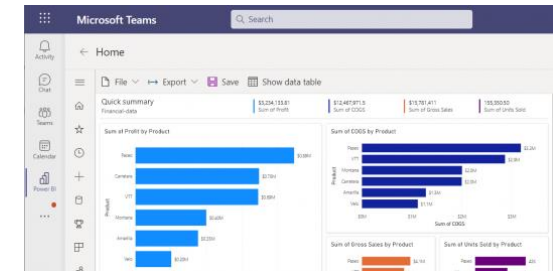
App



Mail (PDF)



Workspace



Teams





Takeaway

- Consider your audience
- 1 key message
- Use a Storyboard & Templates
- Evaluate
- Keep it simple





Stay online for my live Q&A sessions!

Contact



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