■ MIS Project Guide: Sales & Performance Dashboard

1. Project Overview

This project demonstrates end-to-end MIS reporting and automation using MySQL, Excel/Google Sheets, and Power BI. We will analyze sales, employees, and customers data to create a fully automated dashboard.

2. Raw Data

Three datasets are used:
- Sales Data (orders, revenue)
- Employees Data (targets vs achieved)
- Customers Data (profile details).

3. Step 1 – Import Data into MySQL

Create 3 tables (Sales, Employees, Customers) and load CSV data.
Example SQL:

```
CREATE TABLE Sales (
OrderID INT,
Date DATE,
Region VARCHAR(50),
Product VARCHAR(50),
Quantity INT,
Amount DECIMAL(10,2),
CustomerID VARCHAR(10)
);
```

4. Step 2 – Data Cleaning in Excel/Google Sheets

Use formulas to clean and analyze data:
- SUMIFS → Region-wise sales
- VLOOKUP/XLOOKUP → Fetch customer names
- Pivot Tables → Monthly trends

5. Step 3 – Dashboard in Power BI

Connect Power BI to MySQL or CSV files. Create DAX measures:
Total Sales = SUM(Sales[Amount])
Avg Order Value = AVERAGE(Sales[Amount])
Sales vs Target = SUM(Employees[SalesAchieved]) - SUM(Employees[Target])

6. Step 4 – Automation

Schedule refresh in Power BI Service, share dashboard link, and set alerts (e.g., if sales < target → send email).

7. Final Deliverables

■ Raw CSV files (Sales, Employees, Customers)
■ MySQL SQL Queries
■ Excel/Google Sheets Reports
■ Power BI Dashboard
■ This PDF Guide (case study for LinkedIn showcase).