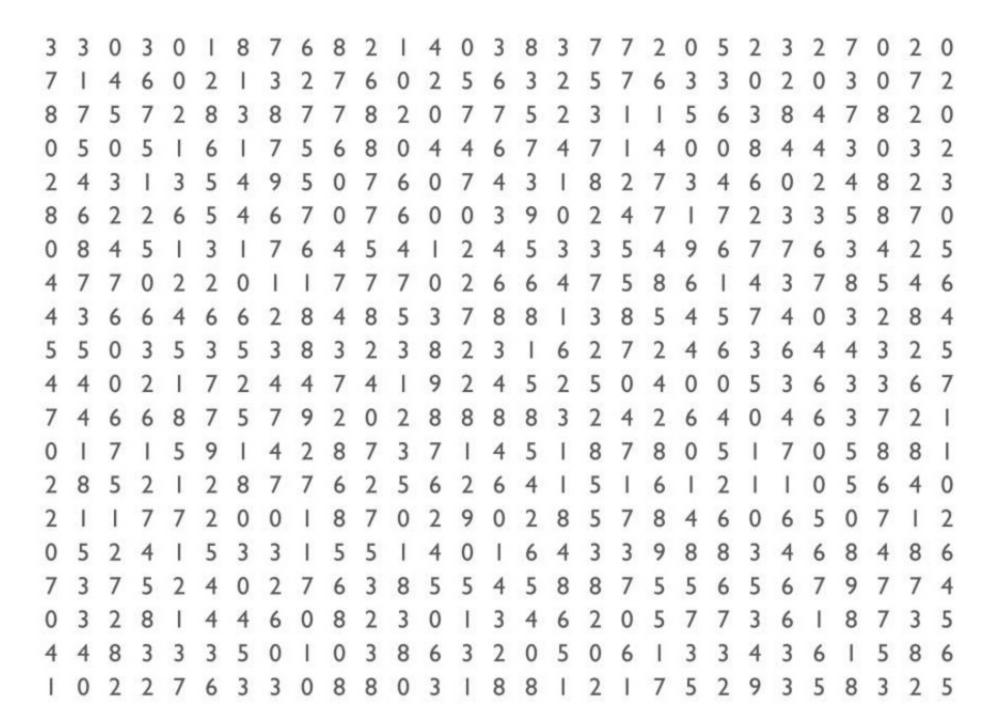
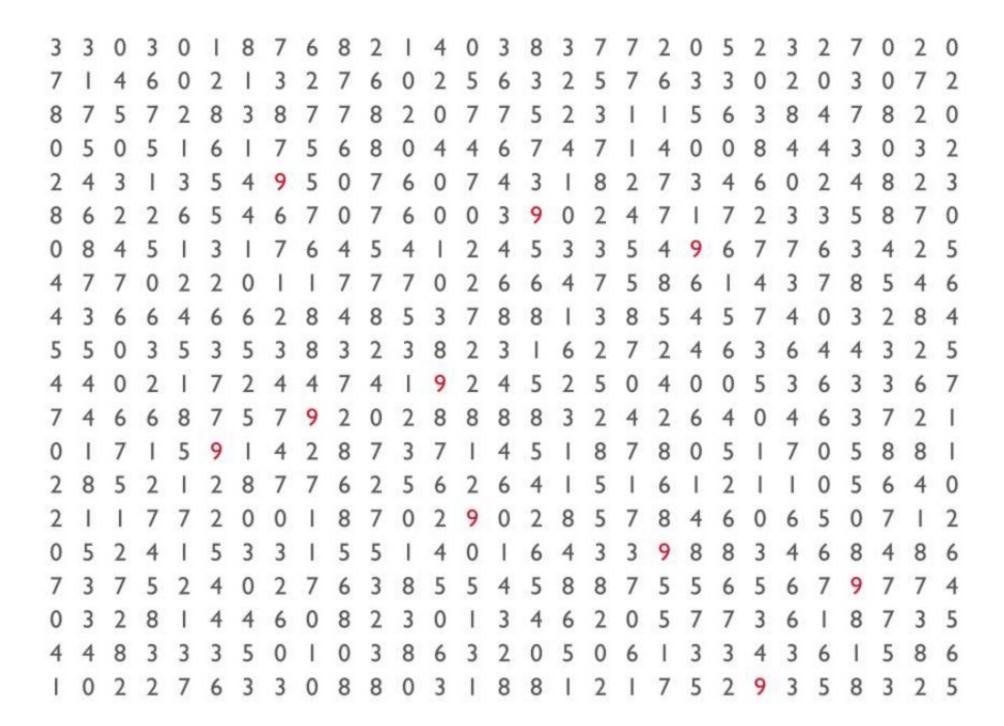


THIS IS YOUR BRAIN ON

VISUAL DATA

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Marketing
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What is

VISUAL ANALYTICS?

714602132760256325763 375728387782077523115

"Visual analytics is the representation and presentation of data that EXPLOITS OUR VISUAL PERCEPTION ABILITIES in order to AMPLIFY COGNITION."

- Andy Kirk, author of "Data Visualization: a successful design process"

Human perception and cognition



Humans are slow at math

34 × 72

We're Faster When We Use

the World

```
34
× 72
68
23<sup>1</sup>80
2448
```

We're faster when we can

SEE DATA

		Customer Segment			
Category	Sub-Category (group)	Consumer	Corporate	Home Office	Small Business
Furniture	Bookcases	-63.02	-9,305.76	-16,610.95	-7,602.40
	Chairs & Chairmats	42,942.97	39,370.10	41,686.28	25,650.38
	Office Furnishings	12,099.80	27,374.47	42,196.25	18,757.40
	Tables	-12,251.51	-35,430.73	-43,292.40	-8,087.89
Office Supplies	Appliances	15,501.48	50,095.94	25,343.06	6,217.58
	Binders and Binder Ac	48,035.27	125,811.27	71,674.19	61,892.69
	Envelopes, Labels, Pa	16,907.52	31,230.67	25,508.13	33,476.65
	Pens & Art Supplies	2,621.68	1,670.40	1,580.82	1,691.88
	Rubber Bands	271.85	-353.54	-93.12	72.14
	Scissors, Rulers and	-558.10	-3,330.62	-2,844.06	-1,066.47
	Storage & Organization	5,752.65	-2,086.83	-23.24	3,021.57
Technology	Computer Peripherals	14,152.79	45,092.93	17,771.05	17,270.71
	Copiers and Fax	41,310.35	28,654.48	29,283.14	68,113.50
	Office Machines	51,454.78	180,356.22	39,386.23	36,515.70
	Telephones and Com	49,781.48	120,596.92	86,788.72	59,784.52

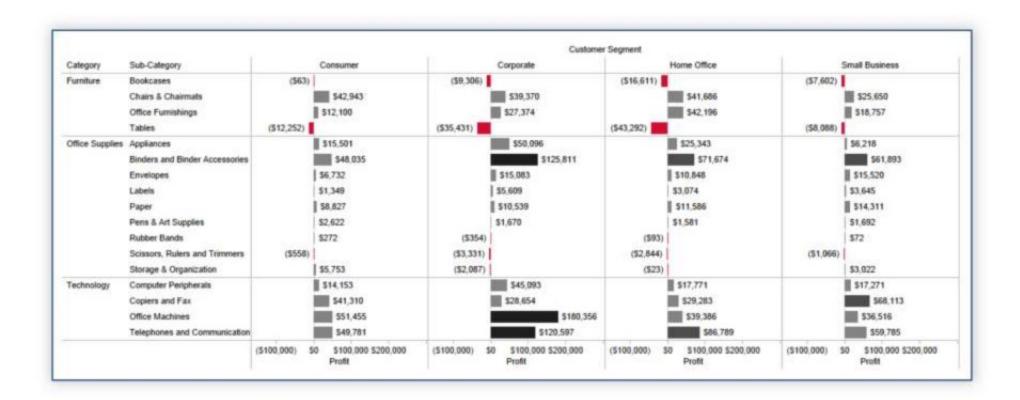
We're faster when we can

SEE DATA

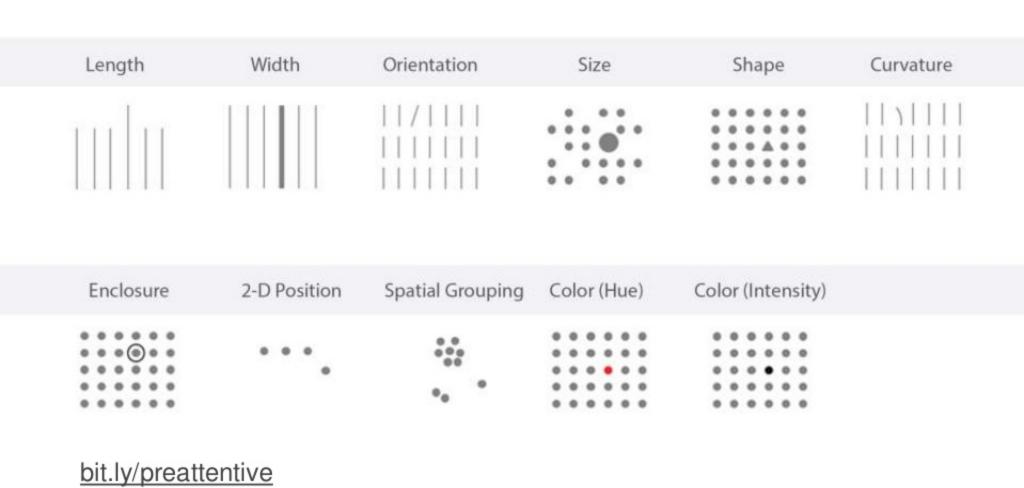
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We're faster when we can

SEE DATA



Pre-attentive visual attributes



Visualization best practices



Types of data

Qualitative (categorical)

Arizona, New York, Texas Sarah, John, Maria Coors, Bud Light, Stella Artois

Qualitative (ordinal)

Gold, silver, bronze
Excellent health, good health, poor health
Love it, like it, hate it

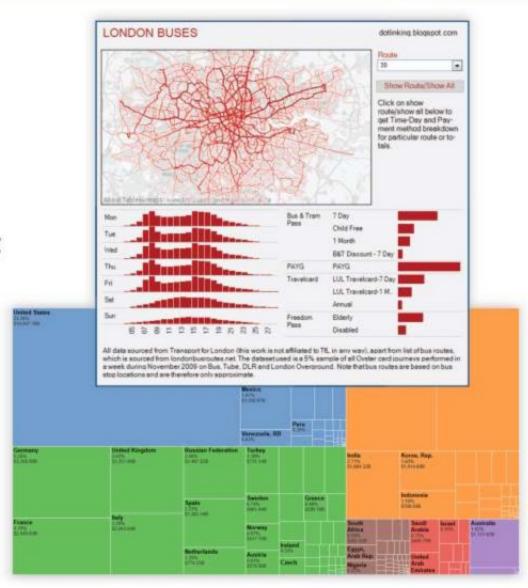
Quantitative

Weight (10 lbs, 20 lbs, 5000 lbs) Cost (\$50, \$100, \$0.05) Discount (5%, 10%, 12.8%)

QUANTITIVE	ORDINAL	CATEGORICAL	
Position	Position	Position	
Length	Size	Shape	
Size	Color Intensity	Different Colors	
Color Intensity	Different Colors		
	Shape		



- Time: on an x-axis
- Location: on a map
- Comparing values:bar chart
- Exploring relationships: scatter plot
- Relative proportions: treemap



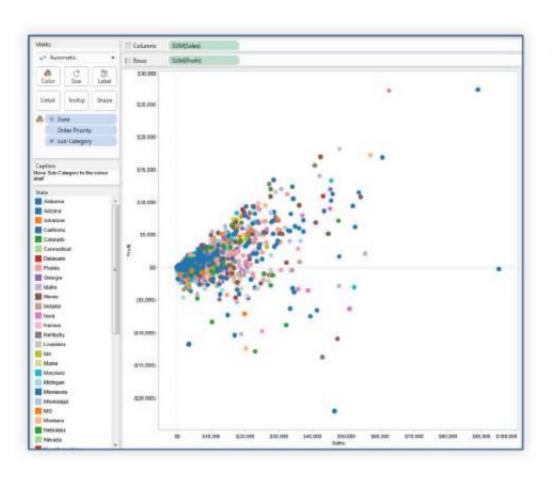
Orient data so people can read it easily





Color me impressed

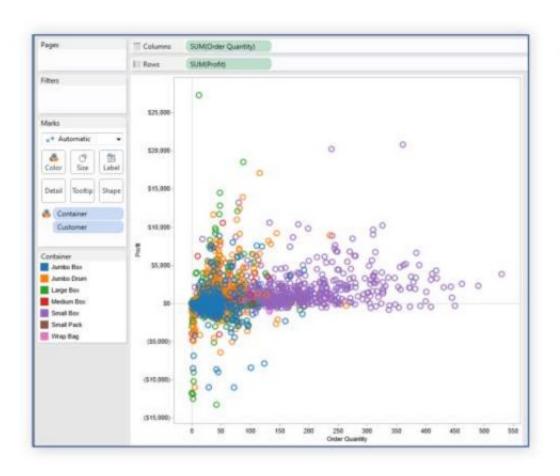
Humans can only distinguish ~8 colors



This is not helpful.

Color me impressed

Humans can only distinguish ~8 colors



This is helpful.