Comparison of Region Based on Sales by Thato Tladi

Course-end Project 1

Description

The director of a leading organization wants to compare the sales between two regions. He has asked each region operators to record the sales data to compare by region. The upper management wants to visualize the sales data using a dashboard to understand the performance between them and suggest the necessary improvements.

Objective: Help the organization by creating a dashboard to visualize the sales comparison between two selected regions.

Datasets: Sample Superstore

Steps to Perform:

1. Select Sample Superstore as Dataset

   Use Sample Superstore Dataset

   Select Data

   Use Group by from Data Source Table on a Folder to create a folder to segregate the required data for Customer Name and Order ID in order to organize the data thoroughly.
2. Create a hierarchy called Location for the variable Country.
3. Create two parameters: Primary Region and Secondary Region with all regions listed in them. Here, primary and secondary region are the two regions where the sales are being compared.

   Create Parameters for Primary Region and Secondary Region

   Create a Calculated Field for both Primary Region and Secondary Region
4. Create a First Order Date

   Create a Calculated Field and name it as the First Order Date
5. Create a dashboard

   Align all sheets in the dashboard
6. Partition the dashboard to display the below details of Primary Region and Secondary Region
   - First Order Date
   - Total Sales
   - Average Sales per Order
   - No. of Customers
   - No. of Orders
   - No. of Products in Sale

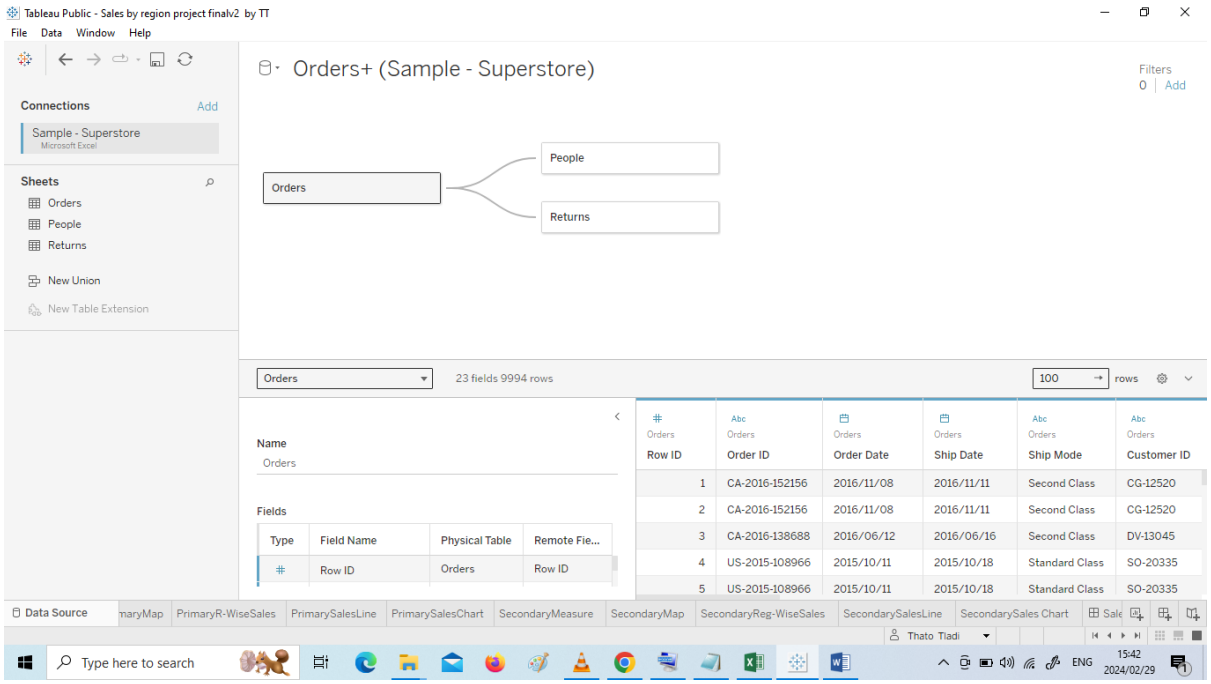
Step 1

1. Select Sample Superstore as Dataset

   Use Sample Superstore Dataset

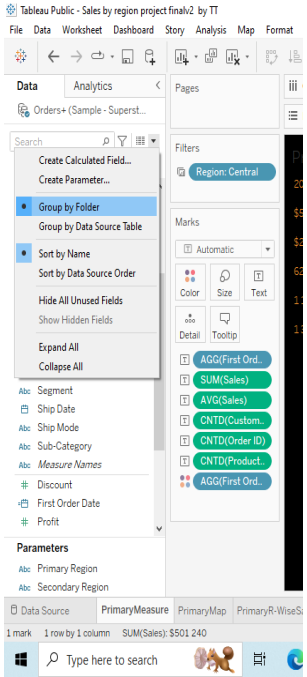
   Select data

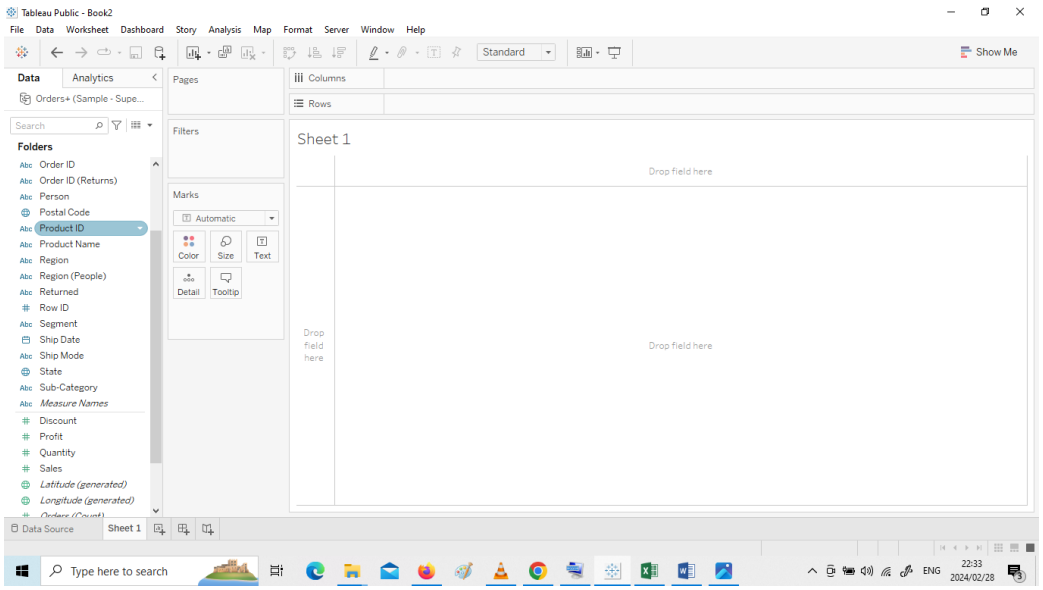
   Output:



Step 2

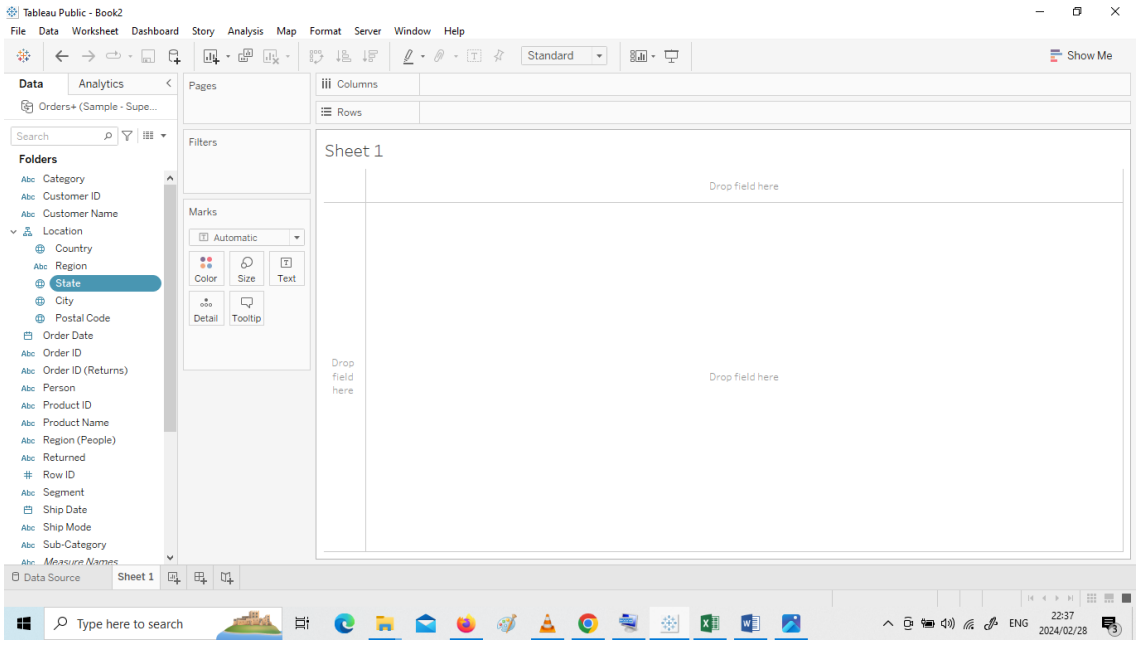
Use Group by from Data Source Table on a Folder to create a folder to segregate the required data for Customer Name and Order ID in order to organize the data thoroughly.





Step 3:

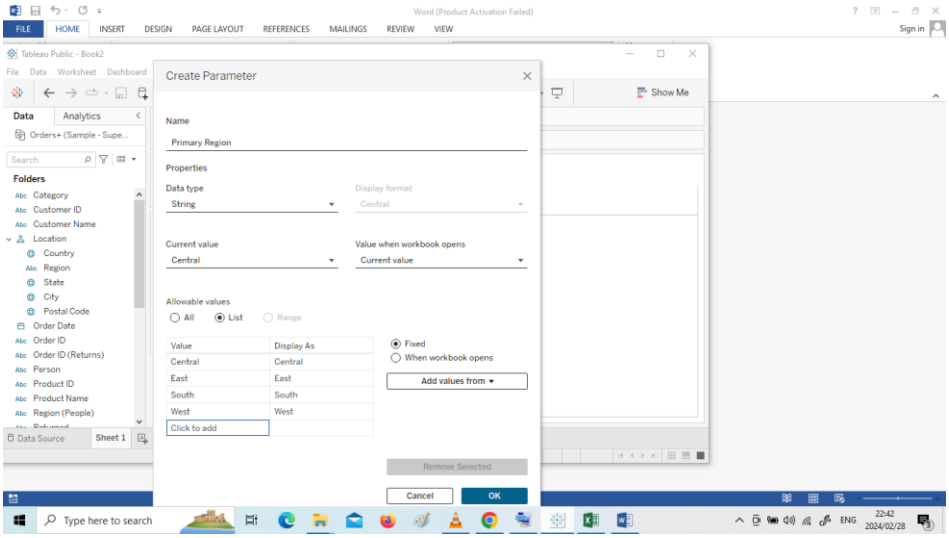
Create a hierarchy called Location for the variable Country.

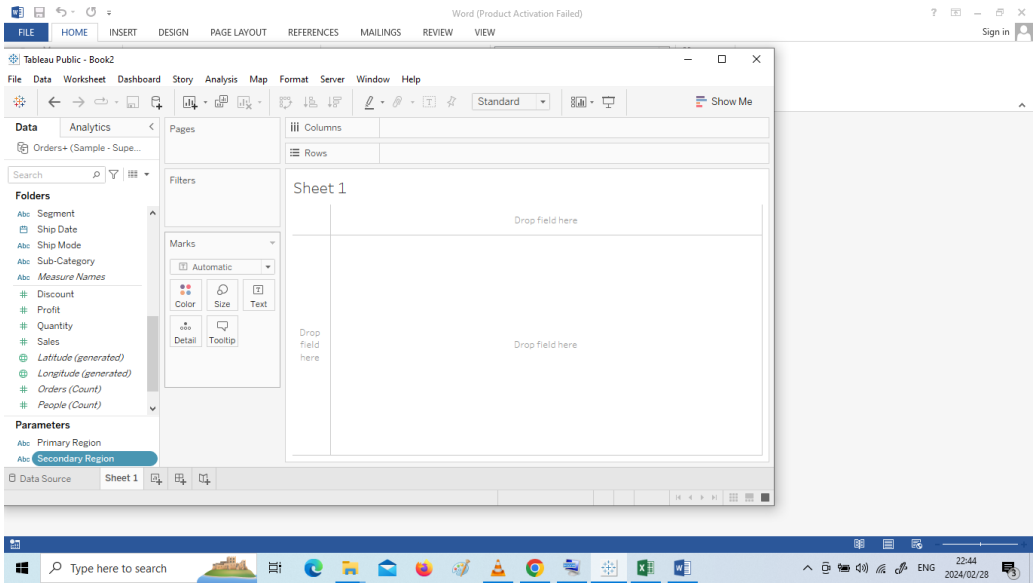


Step 4

Create two parameters: Primary Region and Secondary Region with all regions listed in them. Here, primary and secondary region are the two regions where the sales are being compared.

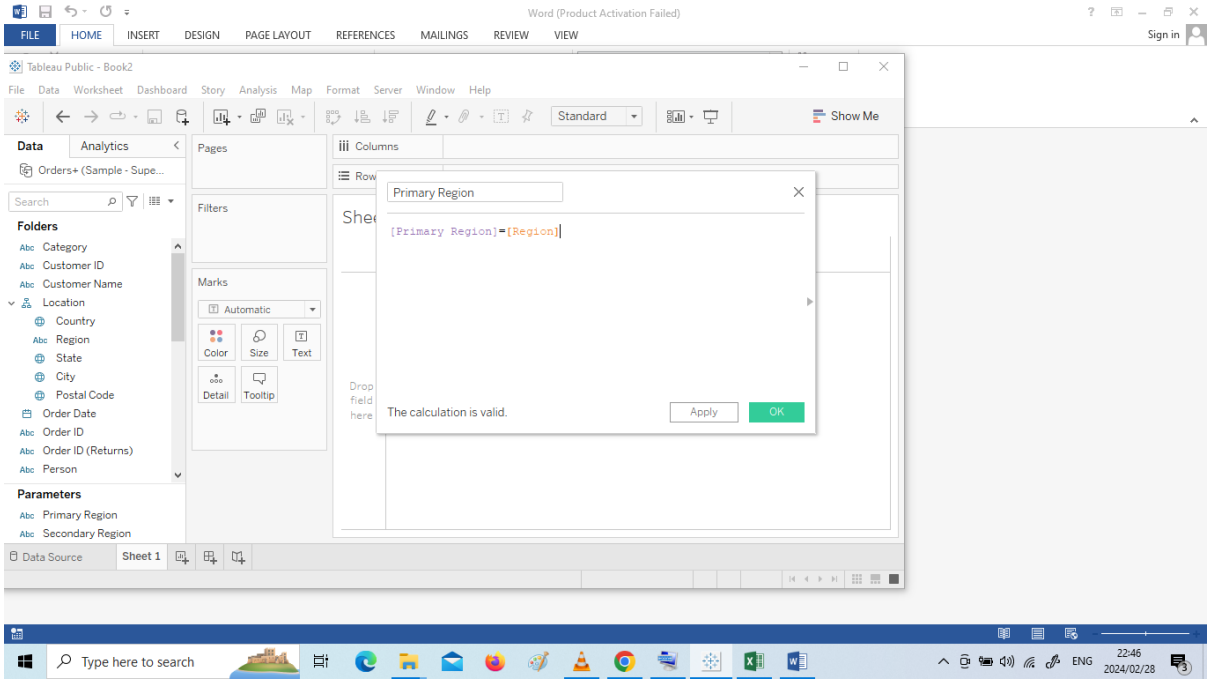
Create Parameters for Primary Region and Secondary Region

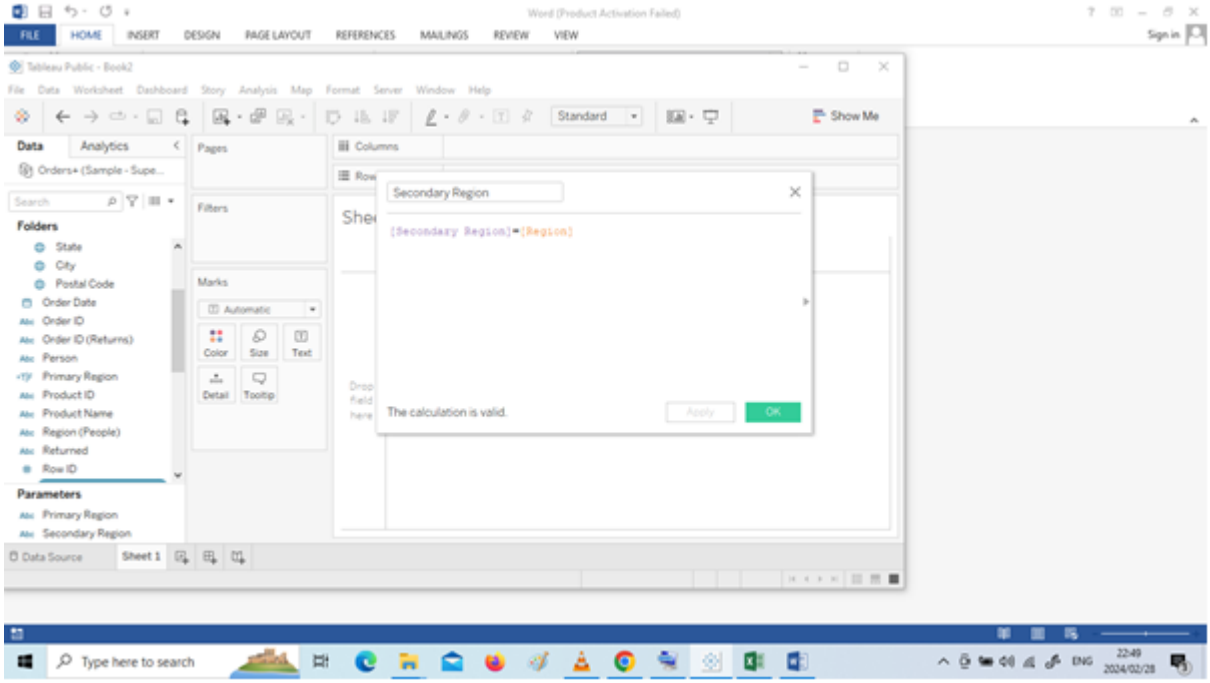




Step 5:

Create a Calculated Field for both Primary Region and Secondary Region

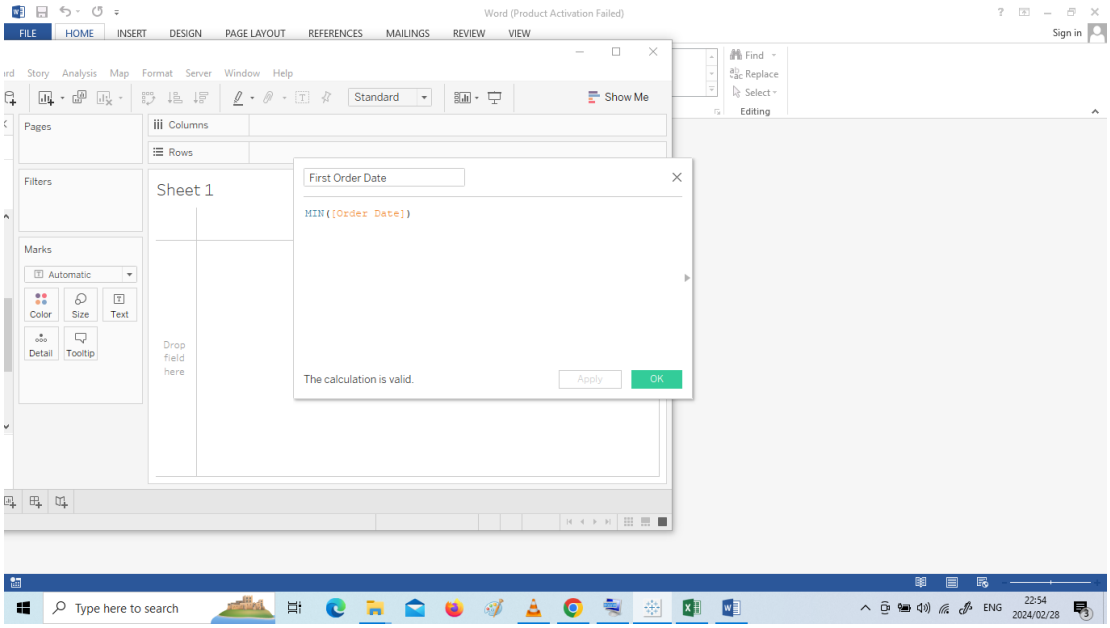




Step 6:

Create a First Order Date

Create a Calculated Field and name it as the First Order Date



Step 7 :

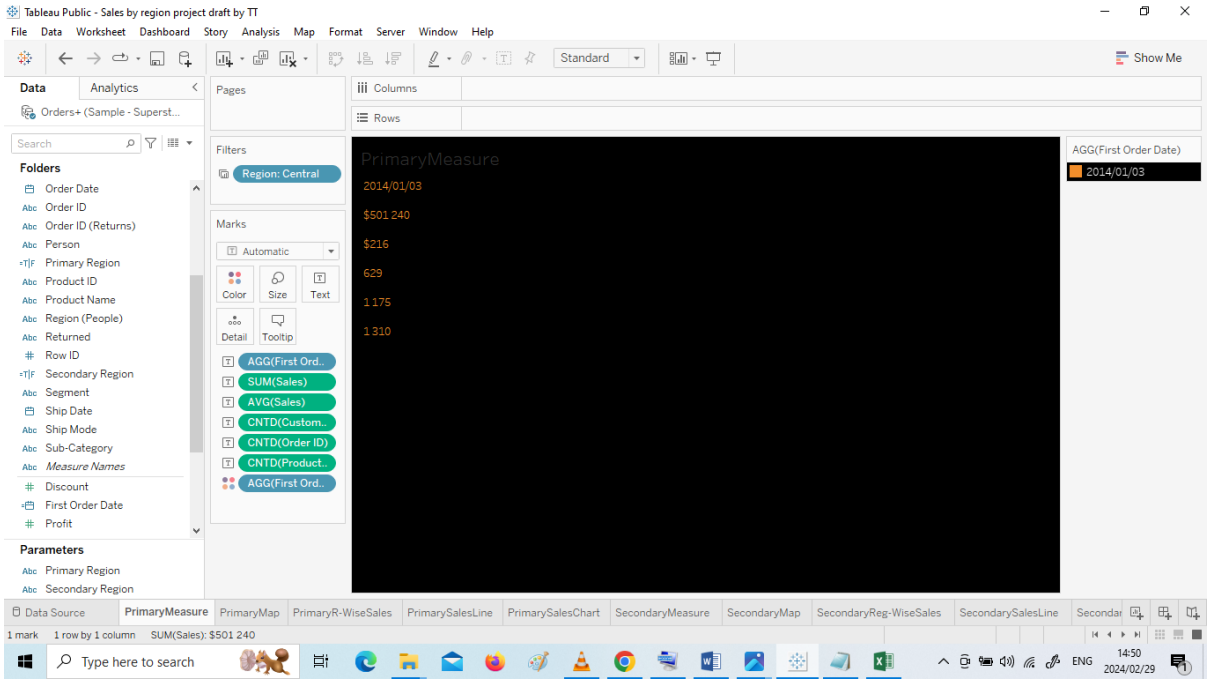
Create a dashboard

Align all sheets in the dashboard

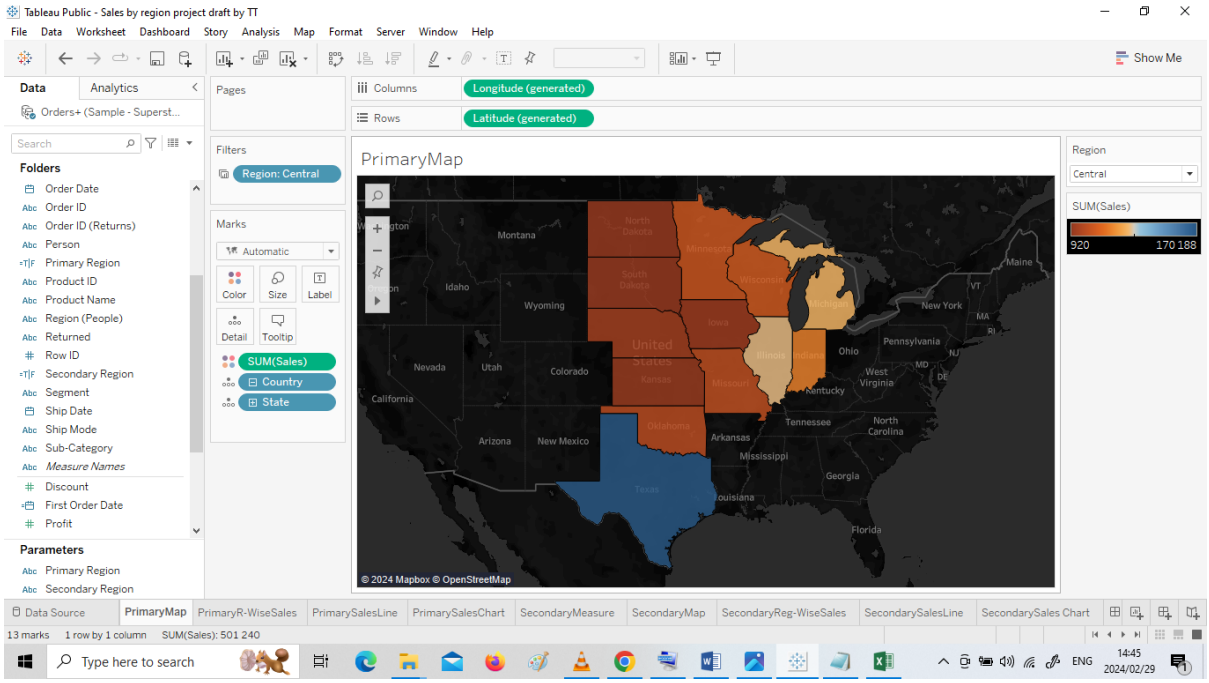
Partition the dashboard to display the below details of Primary Region and Secondary Region

This step requires to create individual sheets first and align them to create a dashboard. As per below. (Screenshots include source fields)

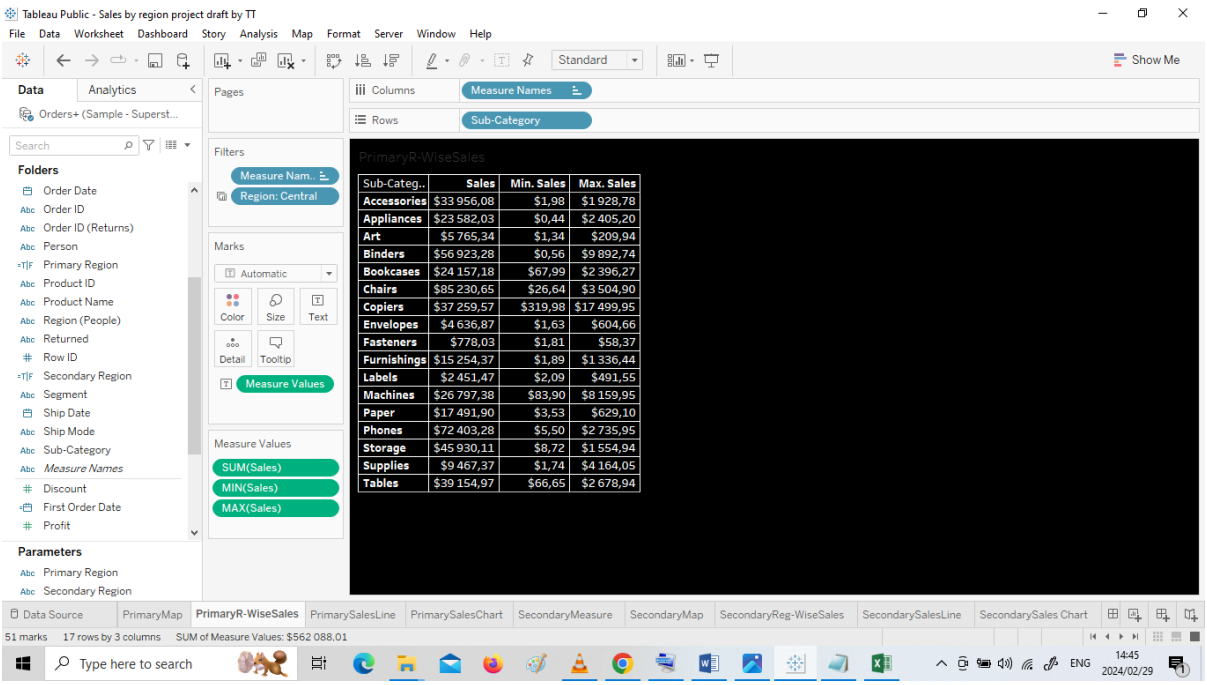
1. **Computing required values for primary region**



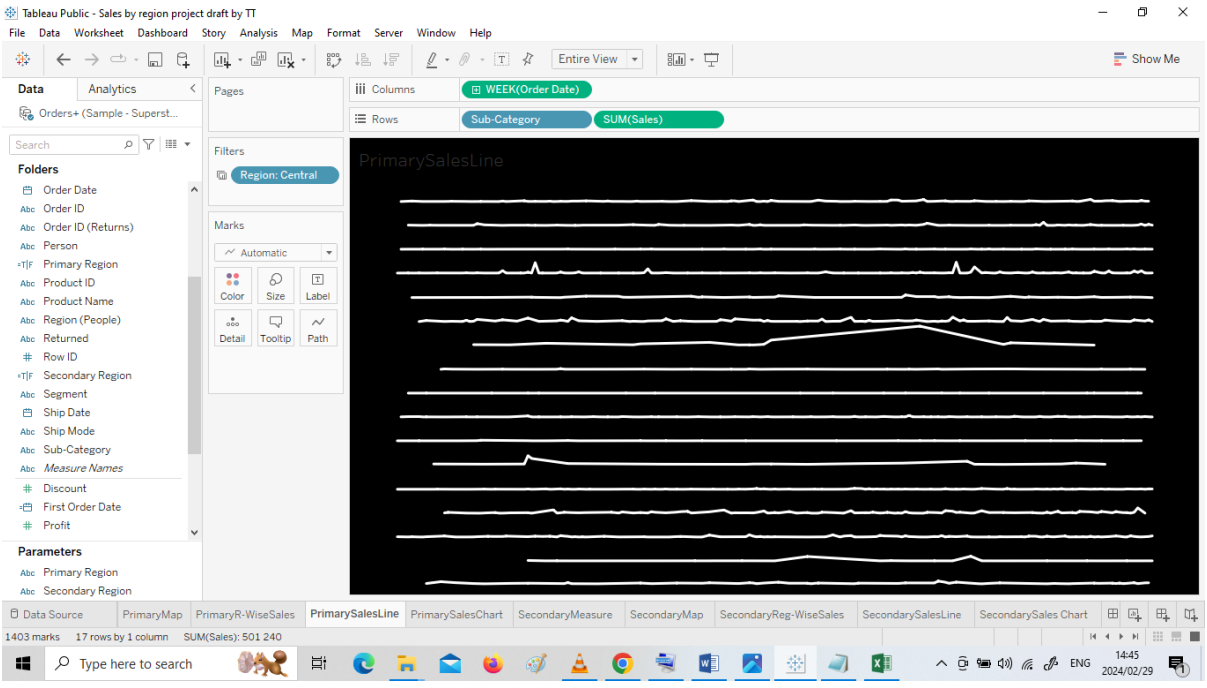
2. Creating Map for primary region



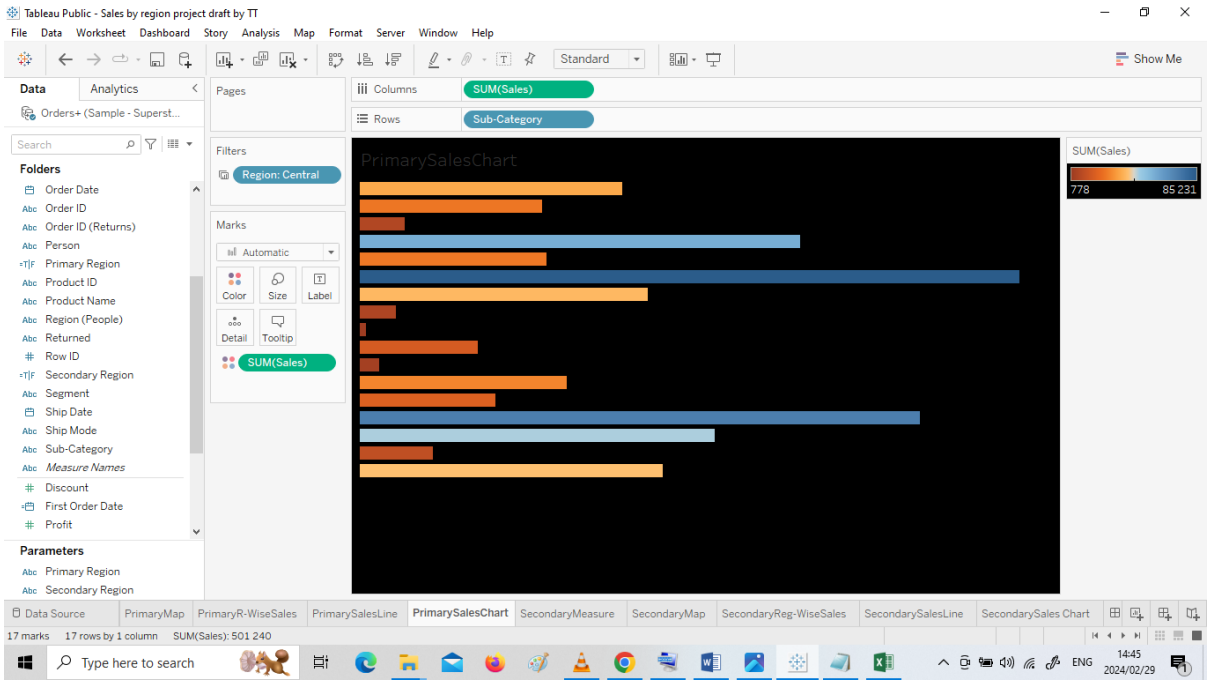
3. Computing Region wise sales for primary region



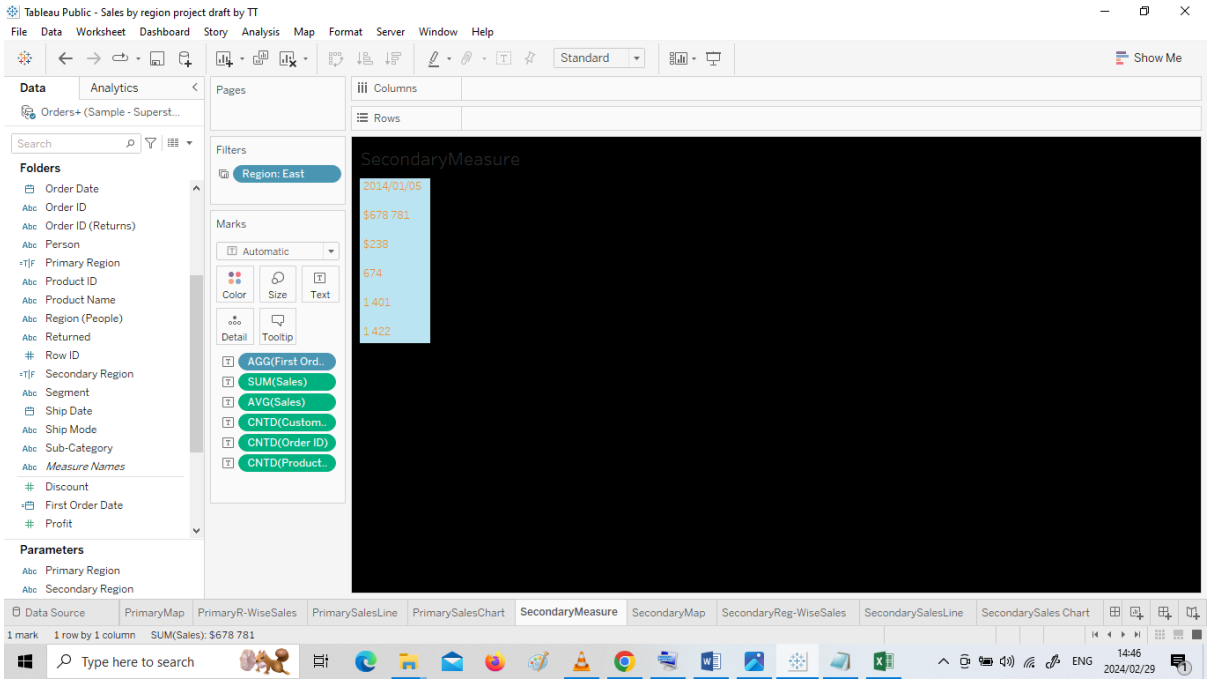
4. Sales Lines for primary region



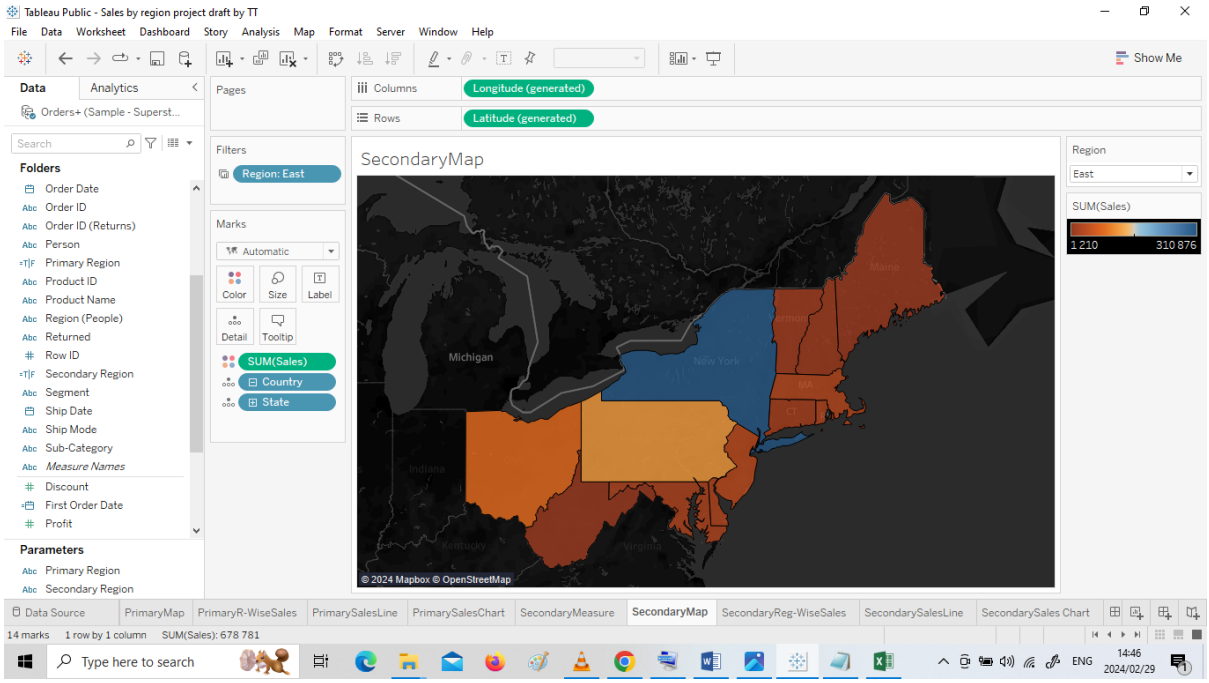
5 Creating Sales chart for primary region



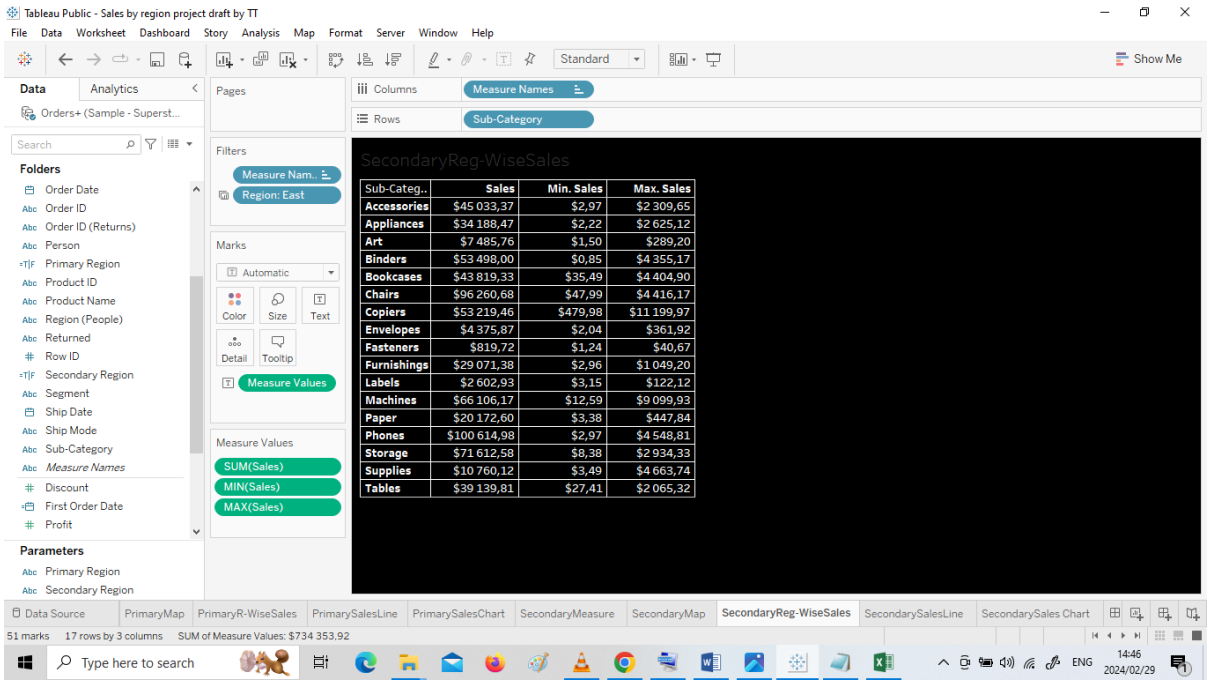
6. Computing required values for secondary region



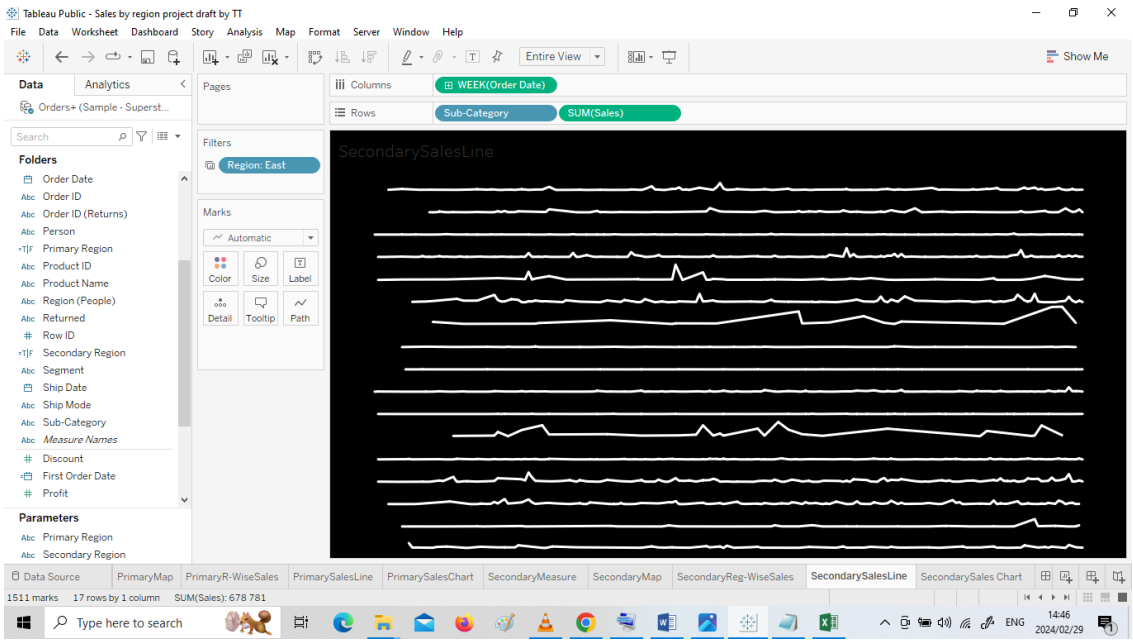
7. Creating Map for Secondary region



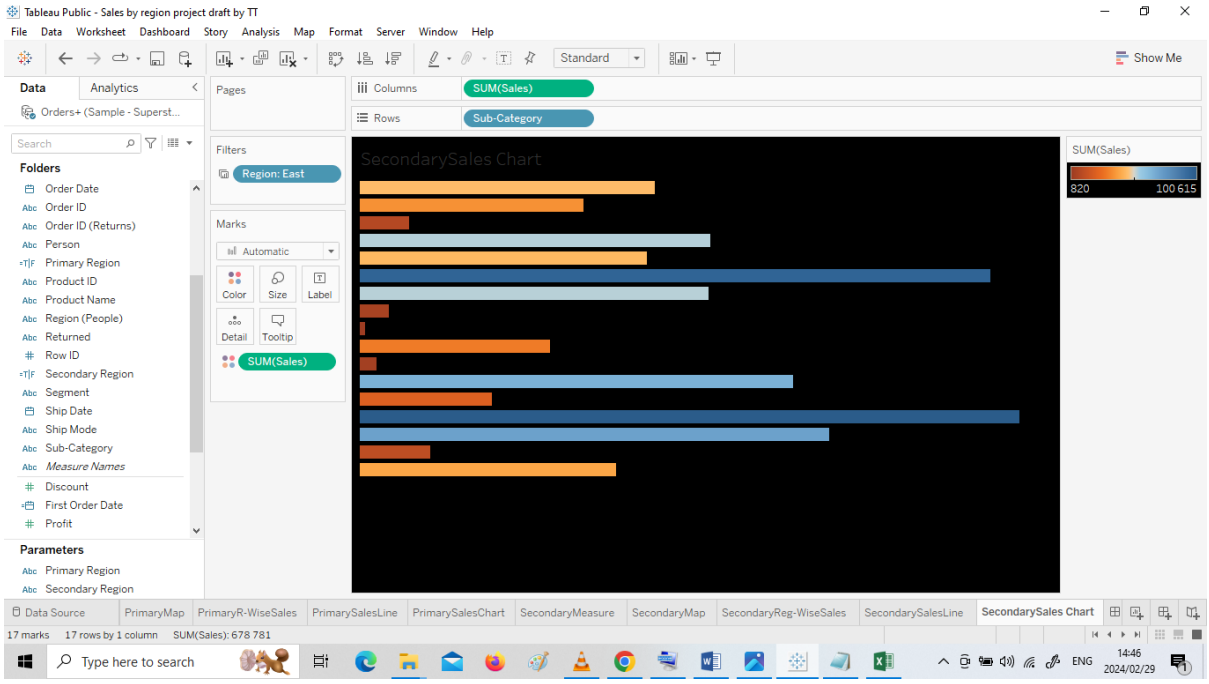
8. Computing Region wise sales for Secondary region



9. Creating Sales Lines for Secondary region



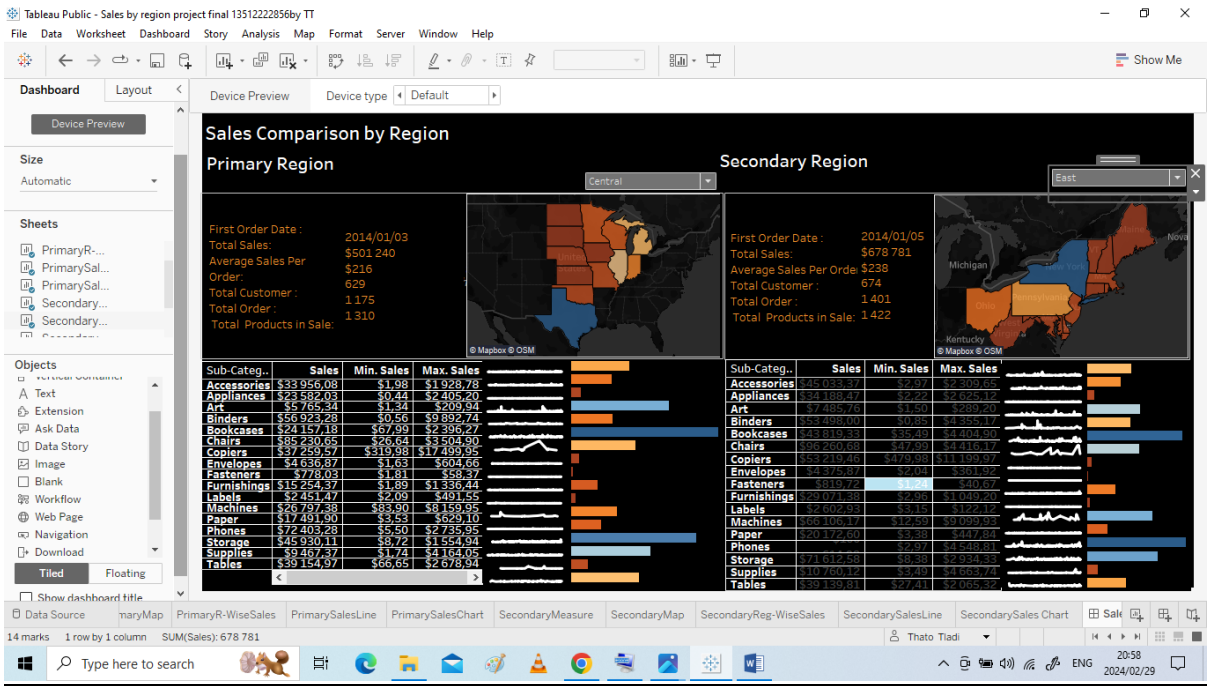
10. Creating Sales chart for Secondary region



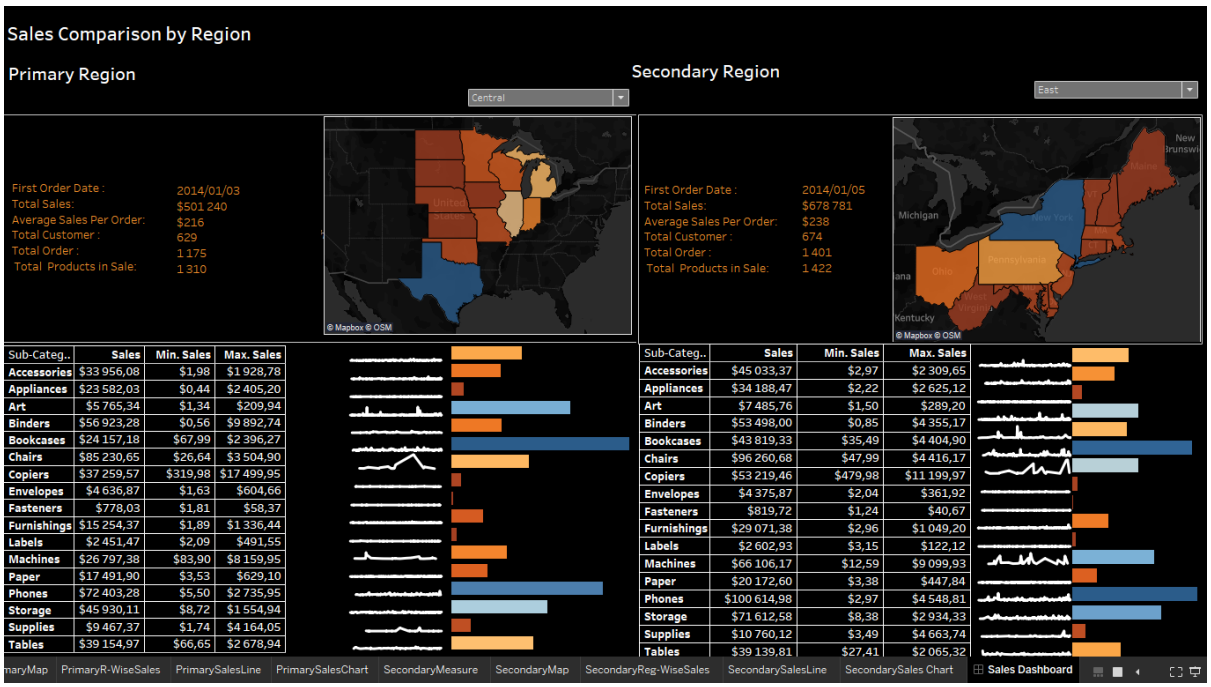
11. SALES DASHBOARD

- **Created a dashboard by aligning all the sheets as per requirements**

➢ Dashboard Creation



➢ Final output



DASHBOARD LINK:

https://public.tableau.com/views/SalesbyregionprojectFinalVTT/SalesDashboard?:language=en-US&publish=yes&:sid=&:display_count=n&:origin=viz_share_link