Q1. region wise profit and sales

Using **orders** table from **sample superstore** dataset
Select the correct interpretation you can make when you plot profit vs sales (region-wise) and add a trend line to it

Steps:

1. Create a visualisation using the **region, sales, and profit fields**.
2. Click on the analysis menu and **untick aggregate measures**.
3. Go to the analytics tab/pane and under the model section drag the trend line with and use Linear model type

A. In the central region, the trend suggests that as the sales increase, the profit also increases.
B. In the south region, the trend suggests that if the sales increase then there are no changes in the profit.
C. In the east region, the trend suggests that as the sales increases, the profit decreases.
D. All of above

* There may be more than one correct answer to this question. Please submit/select all of the correct answers in that case.

Q2. Clustering on states

Using **orders** table from **sample superstore** dataset

Perform **clustering of states** based on the **number of customers** and **number of orders placed** for a given state, select the **correct** option

Steps:

1. Drag latitude field to rows shelf and longitude to the column shelf
2. Drag state field to details marks card shelf
3. Click on unknown->click edit location->for country field select from field and select country ->click ok->select mark type as map->drag state field to label marks card shelf
4. Drag customer id to details marks card shelf and convert it to measure by selecting count distinct
5. Drag order id to details marks card shelf->convert it to measure by selecting count distinct
6. Go to the analytics tab and drag cluster to the view ->Under the number of clusters insert 3->close the dialog box->click the cluster field under marks card shelf and select describe cluster

A. States in cluster 3 have the highest number of orders placed and highest number of customers
B. States in cluster 2 have the lowest number of orders and lowest number of customers
C. California has the lowest number of customers and the lowest number of orders placed
D. All the given options.

Q3. Forecasting profit

Using the **orders** table from **sample superstore** dataset

Choose the correct sequence of steps to perform profit forecasting for the next year.

Steps:

1. Drag the order date field to the column shelf
2. Drag profit field to the rows shelf
3. Right-click on the order date and select Month(May 2015)
4. Go to the analytics pane->drag forecast to the view
5. Click on analysis ->select forecast option->select forecast length to exactly 1 year

A. 1 -> 2 -> 3 -> 4 -> 5
B. 1-> 3 -> 2 -> 4 -> 5
C. 5 -> 4 -> 3 -> 2 -> 1
D. All of the given option

* There may be more than one correct answer to this question. Please submit/select all of the correct answers in that case.

Q4. Monthly sales greater than average

Using **orders** table from **sample superstore** dataset,

Determine which months have higher than average sales, using a reference line.

Note: Create a visualization with month-level aggregation only rather than month-and-year aggregation.

A. January
B. February
C. March
D. October

* There may be more than one correct answer to this question. Please submit/select all of the correct answers in that case.

Q5. customer sales analysis

Using **orders** table from **sample superstore** dataset

Create a visualization to determine whether older customers tend to contribute more to sales or not, and then select the correct options

Steps:

1. Create a calculated field name it **customer acquisition date**-> Enter the formula `{ FIXED [Customer ID]:MIN([Order Date])}`-> click ok
2. Drag the order date field to the column shelf
3. Drag the sales field to the rows shelf
4. Drag the customer acquisition date field to color marks card shelf->change the mark type to bar
5. Drag the sales field to label marks card shelf-> add a quick table calculator percent of total and compute using table down

A. The correct ordering of steps is 1 -> 2 -> 3 -> 4 -> 5
B. The correct ordering of steps is 2 -> 3 -> 4 -> 5 -> 1
C. In 2017, customer with acquisition date of 2014 made highest contribution to sales
D. We can conclude that older customers contribute more to sales

* There may be more than one correct answer to this question. Please submit/select all of the correct answers in that case.

Q6. What can you interpret

Choose the appropriate interpretation for the following visualization
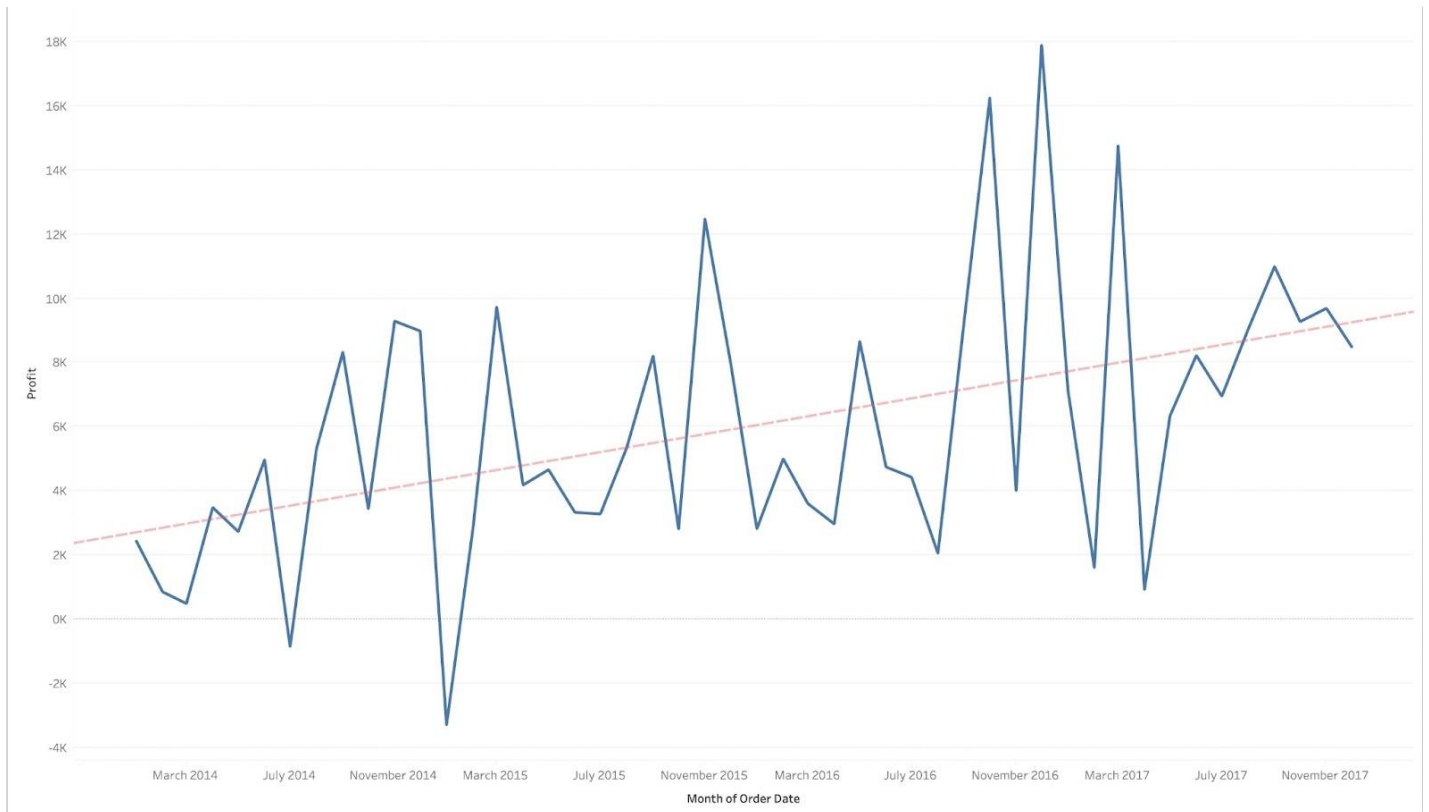
A. Profit shows an upward trend, indicating that profit is decreasing over time
B. Profit shows an downward trend, indicating that profit is decreasing over time
C. Profit shows an upward trend, indicating that profit is increasing over time.
D. Profit shows an no trend, indicating that profit is constant over time