

## **IT Management & Audits**

Practical Lab Manual

# **Business Intelligence Dashboard Builder**

Practical P08

### **Learning Domain**

Business Intelligence & Self-Service Analytics

### **Course Learning Outcomes**

CLO08: Build interactive business intelligence dashboards from financial data

### **Unit**

Unit V: Business Intelligence & Analytics

**Time Allocation:** 3 hours

**Learning Mode:** Hands-on (80%) + Theory (20%)

**Difficulty Level:** Intermediate

### **Business Intelligence Dashboard Builder**

Practical P08

## Quick Reference

---

<b>Practical Code</b>	P08
<b>Practical Name</b>	Business Intelligence Dashboard Builder
<b>Slot</b>	T/P-8
<b>Duration</b>	3 hours
<b>CLO Mapping</b>	CLO08
<b>Unit</b>	Unit V: Business Intelligence & Analytics
<b>Delivery Mode</b>	Hands-on Lab
<b>Target Audience</b>	Intermediate Level
<b>India Integration</b>	MEDIUM
<b>Screenshot Count</b>	5 Required

## Prerequisites

---

- Basic data analysis concepts (mean, median, aggregation, filtering)
- Python programming basics (variables, functions, loops, dictionaries)
- Understanding of Key Performance Indicators (KPIs) and business metrics
- Familiarity with CSV data files and tabular data structures
- Web browser with developer tools (Chrome or Firefox recommended)

## Tools Required

---

Tool	Version	Free	Notes
Python	3.8+	✓	Core runtime
Flask	2.x+	✓	Web framework
Plotly	5.x+	✓	Interactive charting
pandas	1.x+	✓	Data manipulation
pip	Latest	✓	Package manager
Web Browser	Latest	✓	Chrome/Firefox

### Learning Objectives

- ✓ Set up a Python-based BI dashboard application with Flask and Plotly
- ✓ Upload and process financial datasets with automatic column type detection
- ✓ Design and build interactive KPI cards for key business metrics
- ✓ Create multiple chart types (line, bar, pie) for data visualization
- ✓ Configure interactive filters including date range, category, and drill-down
- ✓ Export dashboards as standalone HTML files for offline viewing
- ✓ Customize dashboard appearance, KPI calculations, and color schemes

## What You Will Learn

---

By the end of this practical, you will:

1. Understand core Business Intelligence concepts including ETL, OLAP, and data warehousing
2. Build a self-service analytics dashboard that empowers non-technical users
3. Process raw CSV data into meaningful KPI metrics using pandas
4. Create interactive Plotly charts embedded in a Flask web application
5. Design dashboards following information hierarchy and Gestalt principles
6. Export complete dashboards as portable standalone HTML files

## Real-World Application

---

Business Intelligence dashboards are central to data-driven decision-making across industries. In India, companies like **Flipkart** use BI dashboards for seller performance analytics, while **Amazon India** tracks marketplace health through real-time KPI dashboards. The **GST Network (GSTN)** uses analytics dashboards to monitor tax compliance across states, and **NPCI** tracks UPI transaction volumes through interactive dashboards processing billions of records monthly.

## Hands-On Procedure

### Part A: Setup

#### Step 1: Clone the BI Dashboard Builder Repository

**Objective:** Download the project repository and understand the application structure.

1. Open a terminal and navigate to your preferred working directory
2. Clone the bi-dashboard-builder repository
3. Explore the project directory structure

```
1 # Clone the repository
2 git clone https://github.com/itma-labs/bi-dashboard-builder.git
3 cd bi-dashboard-builder
```

Clone and Explore Repository

#### Project Structure:

```
1 bi-dashboard-builder/
2   app/
3     main.py          # Flask application entry point
4     data_processor.py # CSV parsing and type detection
5     chart_generator.py # Plotly chart creation engine
6     kpi_calculator.py # KPI computation logic
7     templates/
8       index.html      # Upload page
9       dashboard.html    # Dashboard display page
10      export.html      # Export template
11      static/          # CSS, JS, images
12      templates/        # Dashboard configuration files
13        sales_dashboard.json
14        finance_dashboard.json
15      data/            # Sample datasets
16        sample_sales.csv
17        sample_financial.csv
18      requirements.txt
```

Repository Directory Layout

#### Expected Output

Repository cloned successfully. Directory structure visible with app/, templates/, data/ folders.

## Step 2: Create Virtual Environment and Install Dependencies

**Objective:** Set up an isolated Python environment and install all required packages.

```
1 # Create and activate virtual environment
2 python -m venv venv
3 # Linux/Mac: source venv/bin/activate
4 # Windows: venv\Scripts\activate
5
6 # Install dependencies
7 pip install flask plotly pandas
8 # Or: pip install -r requirements.txt
9
10 # Verify installations
11 python -c "import flask; print('Flask:', flask.__version__)"
12 python -c "import plotly; print('Plotly:', plotly.__version__)"
13 python -c "import pandas; print('pandas:', pandas.__version__)"
14
15 # Start the application
16 python app/main.py
```

Virtual Environment Setup

### Expected Output

```
Flask: 2.3.x | Plotly: 5.x.x | pandas: 2.x.x
* Running on http://127.0.0.1:5000
```

Ensure you activate the virtual environment every time you open a new terminal. Look for the (venv) prefix in your prompt. If you see `ModuleNotFoundError`, the venv is likely not activated.

**Screenshot 1**

**What to paste:** The Flask application running in your browser showing the file upload interface at <http://localhost:5000> with the upload form and supported file format indicators.

*Paste your screenshot here*

## Part B: Data Upload & Processing

### Step 3: Upload Sample Data and Launch the Dashboard

**Objective:** Upload a CSV dataset and observe automatic column type detection.

1. Open <http://localhost:5000> in your browser
2. Upload `data/sample_sales.csv` via the file upload area
3. Click **Upload & Analyze**
4. Observe auto-detected column types (numeric, categorical, date)

```
1 # sample_sales.csv columns:  
2 # date,product,category,region,quantity,unit_price,revenue  
3 2024-01-01,Widget A,Electronics,North,150,299.99,44998.50  
4 2024-01-01,Widget B,Clothing,South,200,149.99,29998.00  
5 2024-01-02,Widget C,Electronics,East,100,499.99,49999.00
```

Sample Sales Data Preview

### Expected Output

Auto-detected column types:

```
date -> datetime | product -> categorical | category -> categorical  
region -> categorical | quantity -> numeric | unit_price -> numeric  
revenue -> numeric
```

Total rows: 1,200 | Total columns: 7

### Step 4: Explore Data Processing and Suggested Visualizations

**Objective:** Review auto-detected types, suggested chart types, and aggregation options.

1. Review the **Data Summary** panel after upload
2. Examine **Suggested Visualizations**: line charts for date+numeric, bar charts for categorical+numeric, pie charts for categorical distributions
3. Explore **Aggregation Options**: Sum, Average, Count, Min, Max for numeric columns; Group-by for categorical columns; daily/weekly/monthly for date columns
4. Note data quality indicators (missing values, outliers)

```
1 import pandas as pd  
2  
3 def process_uploaded_file(filepath):  
4     df = pd.read_csv(filepath)  
5     column_info = {}  
6     for col in df.columns:  
7         dtype = str(df[col].dtype)
```

```
8     if 'int' in dtype or 'float' in dtype:
9         col_type = 'numeric'
10    else:
11        try:
12            pd.to_datetime(df[col], infer_datetime_format=True)
13            col_type = 'datetime'
14            df[col] = pd.to_datetime(df[col])
15        except (ValueError, TypeError):
16            col_type = 'categorical'
17        column_info[col] = {
18            'type': col_type,
19            'unique_count': df[col].nunique(),
20            'missing_count': df[col].isnull().sum()
21        }
22    return df, column_info
```

Data Processing Logic (data\_processor.py)

### Expected Output

Suggested: Line (revenue over time), Bar (revenue by product/category/region), Pie (category distribution). Aggregation: Sum, Average, Count, Min, Max. Group-by: product, category, region.

**Screenshot 2**

**What to paste:** The data processing results page showing auto-detected column types, data summary statistics, and suggested visualizations after uploading `sample_sales.csv`.

*Paste your screenshot here*

## Part C: Dashboard Building

### Step 5: Configure the Sales Dashboard

**Objective:** Build an interactive sales dashboard with KPI cards and multiple chart types.

1. Select **Sales Dashboard** template (`templates/sales_dashboard.json`)
2. Configure KPI cards: **Total Revenue** (sum), **Average Order Value** (mean), **Growth Rate** (period-over-period %)
3. Configure charts: **Revenue Trend** (line), **Top Products** (horizontal bar), **Category Distribution** (pie/donut)
4. Click **Build Dashboard** and interact with charts (hover tooltips, legend toggles)

```

1  {
2      "name": "Sales_Performance_Dashboard",
3      "layout": "grid-3col",
4      "kpis": [
5          {"title": "Total_Revenue", "column": "revenue",
6              "aggregation": "sum", "format": "currency_inr"}, 
7          {"title": "Average_Order_Value", "column": "revenue",
8              "aggregation": "mean", "format": "currency_inr"}, 
9          {"title": "Growth_Rate", "column": "revenue",
10             "aggregation": "growth_pct", "format": "percentage"}]
11     ],
12     "charts": [
13         {"type": "line", "title": "Revenue_Trend",
14             "x": "date", "y": "revenue", "time_group": "monthly"}, 
15         {"type": "bar", "title": "Top_Products_by_Revenue",
16             "x": "product", "y": "revenue", "sort": "descending"}, 
17         {"type": "pie", "title": "Revenue_by_Category",
18             "labels": "category", "values": "revenue", "hole": 0.4}]
19     ]
20 }
```

Sales Dashboard Template (`sales_dashboard.json`)

```

1  def calculate_kpi(df, config):
2      col, agg = config['column'], config['aggregation']
3      if agg == 'sum':
4          value = df[col].sum()
5      elif agg == 'mean':
6          value = df[col].mean()
7      elif agg == 'growth_pct':
8          df_sorted = df.sort_values('date')
9          mid = len(df_sorted) // 2
10         prev = df_sorted.iloc[:mid][col].sum()
11         curr = df_sorted.iloc[mid:][col].sum()
12         value = ((curr - prev) / prev) * 100 if prev else 0
13     return {'title': config['title'], 'value': value}
14
15 def format_kpi_value(value, fmt):
16     if fmt == 'currency_inr':
```

```
17     if value >= 10000000:
18         return f"Rs.{value/10000000:.2f}Cr"
19     elif value >= 100000:
20         return f"Rs.{value/100000:.2f}L"
21     return f"Rs.{value:.2f}"
22 elif fmt == 'percentage':
23     return f"{value:.1f}%"
24 return f"{value:.0f}"
```

KPI Calculator (kpi\_calculator.py)

### Expected Output

KPI Cards: Total Revenue: Rs. 45.23 L | Avg Order Value: Rs. 3,769.42 | Growth Rate: +12.4%

Charts: Revenue Trend (line), Top Products (bar), Category Distribution (pie) — all interactive.

**Screenshot 3**

**What to paste:** The completed Sales Dashboard showing all three KPI cards (Total Revenue, Average Order Value, Growth Rate) at the top, and the three charts (Revenue Trend line, Top Products bar, Category pie) below.

*Paste your screenshot here*

## Step 6: Configure the Finance Dashboard

**Objective:** Build a financial analytics dashboard with P&L-focused KPIs and charts.

1. Upload `data/sample_financial.csv` and select **Finance Dashboard** template
2. Configure KPI cards: **Net Income** (revenue – expenses), **Expense Ratio** (expenses/revenue %), **Profit Margin** (net income/revenue %)
3. Configure charts: **P&L Trend** (dual-line: revenue vs expenses), **Expense Breakdown** (donut by category), **Cash Flow** (bar with positive/negative coloring)
4. Click **Build Dashboard** and compare layout with the sales dashboard

```

1  {
2    "name": "FinancialAnalyticsDashboard",
3    "kpis": [
4      {"title": "NetIncome",
5       "calculation": "revenue - expenses",
6       "format": "currency_inr", "color_rule": "positive_green"}, ,
7      {"title": "ExpenseRatio",
8       "calculation": "expenses / revenue * 100",
9       "format": "percentage",
10      "threshold": {"warning": 70, "danger": 85}}, ,
11      {"title": "ProfitMargin",
12       "calculation": "(revenue - expenses) / revenue * 100",
13       "format": "percentage",
14       "threshold": {"good": 20, "warning": 10}} ,
15    ],
16    "charts": [
17      {"type": "line", "title": "P&LTrend", "x": "month",
18       "y": ["revenue", "expenses"], "multi_series": true}, ,
19      {"type": "pie", "title": "ExpenseBreakdown",
20       "labels": "expense_category", "values": "amount", "hole": 0.4}, ,
21      {"type": "bar", "title": "MonthlyCashFlow",
22       "x": "month", "y": "net_cash_flow",
23       "color_rule": "positive_negative"} ]
24  ]
25 }
```

Finance Dashboard Template (finance\_dashboard.json)

## Expected Output

KPIs: Net Income: Rs. 12.87 L (green) | Expense Ratio: 64.3% | Profit Margin: 35.7% (good)

Charts: P&L Trend (dual-line), Expense Breakdown (donut), Cash Flow (bar) rendered.

## Step 7: Add Interactive Filters to the Dashboard

**Objective:** Enhance dashboards with date range, category, and drill-down filtering.

1. Locate the **Filters Panel** at the top of the dashboard
2. Set a **Date Range Filter** using start/end date pickers — observe real-time KPI updates
3. Add a **Category Filter** via the multi-select dropdown
4. Enable **Drill-Down**: click a bar/pie segment to see subcategories; use breadcrumbs to navigate back
5. Test combined filters (date + category), then reset with **Clear Filters**

```
1 @app.route('/api/filter', methods=['POST'])
2 def apply_filters():
3     filters = request.get_json()
4     filtered_df = df.copy()
5     if 'date_start' in filters and 'date_end' in filters:
6         filtered_df = filtered_df[
7             (filtered_df['date'] >= filters['date_start']) &
8             (filtered_df['date'] <= filters['date_end'])]
9     if 'categories' in filters and filters['categories']:
10        filtered_df = filtered_df[
11            filtered_df['category'].isin(filters['categories'])]
12    kpis = calculate_all_kpis(filtered_df, dashboard_config)
13    charts = generate_all_charts(filtered_df, dashboard_config)
14    return jsonify({'kpis': kpis, 'charts': charts,
15                   'row_count': len(filtered_df)})
```

Filter API Endpoint

## Expected Output

Filters applied: Date 2024-01-01 to 2024-06-30, Categories: Electronics, Clothing.  
Filtered: 480 of 1,200 rows. KPIs and charts updated. Drill-down into Electronics shows subcategories.

**Screenshot 4**

**What to paste:** The Finance Dashboard with interactive filters applied — showing a date range selection, at least one category filter active, and updated KPI cards and charts reflecting the filtered data.

*Paste your screenshot here*

## Part D: Export & Customization

### Step 8: Export Dashboard as Standalone HTML

**Objective:** Export the dashboard as a self-contained HTML file openable without a server.

1. Click the **Export** button in the dashboard toolbar
2. Select **Standalone HTML** format and choose a filename
3. Click **Download** to save the file
4. Open the exported file directly in your browser (double-click)
5. Verify all KPIs, charts, and hover interactivity work without a server

```
1 import plotly
2
3 @app.route('/export', methods=['POST'])
4 def export_dashboard():
5     config = request.get_json()
6     figures = []
7     for chart_config in config['charts']:
8         fig = create_chart(df, chart_config)
9         figures.append(plotly.io.to_html(
10             fig, full_html=False, include_plotlyjs=False))
11     kpis = calculate_all_kpis(df, config)
12     html_content = render_template('export.html',
13         title=config['name'], kpis=kpis, charts=figures,
14         plotly_cdn=True)
15     output_path = f"exports/{config['name']}.html"
16     with open(output_path, 'w', encoding='utf-8') as f:
17         f.write(html_content)
18     return send_file(output_path, as_attachment=True)
```

Dashboard Export Logic

### Expected Output

Exported: sales\_dashboard\_export.html (2.4 MB).

All KPI cards, charts, hover tooltips, and legend toggles functional — no server required.

The exported file loads Plotly.js from CDN for a smaller file size. For fully offline use, set `include_plotlyjs=True` to embed the library (adds approximately 3.5 MB).

### Step 9: Customize — KPIs, Charts, and Styling

**Objective:** Add a custom KPI, a new chart type, and modify the dashboard color scheme.

1. **Modify KPI:** In `kpi_calculator.py`, add “Revenue per Region” (average revenue grouped by region)
2. **Add Chart:** In the dashboard template JSON, add a scatter plot (quantity vs. revenue correlation)
3. **Change Colors:** In `static/css/style.css`, update the primary color variables

```
1 # kpi_calculator.py - new KPI
2 def calculate_revenue_per_region(df):
3     region_rev = df.groupby('region')['revenue'].sum()
4     return {'title': 'Avg Revenue/Region',
5             'value': region_rev.mean(),
6             'format': 'currency_inr'}
```

Custom KPI and Chart

```
1 {"type": "scatter", "title": "Quantity vs Revenue",
2  "x": "quantity", "y": "revenue",
3  "color": "category", "trendline": true}
```

Scatter Chart in Template JSON

```
1 :root {
2     --primary-color: #2E86AB;
3     --secondary-color: #A23B72;
4     --accent-color: #F18F01;
5 }
6 .kpi-card {
7     border-left: 4px solid var(--primary-color);
8     padding: 1.5rem; border-radius: 8px;
9 }
```

CSS Color Scheme Update

### Expected Output

New KPI “Avg Revenue/Region”: Rs. 11.31 L. Scatter chart rendered with trendline. Color scheme updated to blue/purple/orange theme. Dashboard fully functional.

**Screenshot 5**

**What to paste:** The exported standalone HTML dashboard opened independently in a browser. The address bar should show a local file path (`file:///...`) with all KPI cards and charts rendering with full interactivity.

*Paste your screenshot here*

## Conceptual Background

---

### Business Intelligence Fundamentals

Business Intelligence (BI) encompasses the strategies, technologies, and practices used to collect, integrate, analyze, and present business data for better decision-making.

#### Core BI Components:

- **ETL (Extract, Transform, Load):** Extracting data from source systems, transforming it into a consistent format, and loading it into a data warehouse. In this practical, `data_processor.py` performs a simplified ETL pipeline.
- **OLAP (Online Analytical Processing):** Tools enabling multidimensional analysis — slice, dice, drill-down, and roll-up across dimensions such as time, region, and product category.
- **Data Warehouse:** A centralized repository optimized for query and analysis. Production BI systems use warehouses like Amazon Redshift, BigQuery, or Snowflake.

### KPI Design Principles

#### SMART Criteria:

1. **Specific:** Clearly defined (e.g., “Monthly revenue growth” not “Business is growing”)
2. **Measurable:** Quantifiable with a concrete number or percentage
3. **Achievable:** Realistic given available resources
4. **Relevant:** Aligned with business goals and strategic priorities
5. **Time-bound:** Measured over a defined period (daily, monthly, quarterly)

#### Leading vs. Lagging Indicators:

- **Leading:** Predict future performance (sales pipeline value, website traffic)
- **Lagging:** Measure past performance (total revenue, net profit, churn rate)
- Effective dashboards combine both types for a complete picture

### Dashboard Design Principles

#### Information Hierarchy:

1. **Level 1 — KPI Cards:** Critical metrics as large numbers at the top
2. **Level 2 — Primary Charts:** Trends, comparisons, and distributions
3. **Level 3 — Detail Tables:** Granular data accessible via drill-down

**Gestalt Principles:** Proximity (group related items), Similarity (consistent visual encoding), Enclosure (borders to group elements), Continuity (logical reading flow).

**The 5-Second Rule:** A dashboard should communicate its core message within 5 seconds — KPI cards must be large, clearly labeled, and use color coding (green/red) for instant status recognition.

## Self-Service Analytics

Self-service analytics empowers business users to explore data and derive insights without IT dependency. This practical's dashboard builder exemplifies this: data upload, auto-detection, template-based configuration, interactive filters, and exportable results.

## Common Financial KPIs

KPI	Formula	Benchmark
Revenue Growth Rate	(Current – Previous) / Previous × 100	10–20% annually
Gross Profit Margin	(Revenue – COGS) / Revenue × 100	40–60%
Net Profit Margin	Net Income / Revenue × 100	10–20%
Return on Investment	Net Profit / Investment × 100	15–25%
Customer LTV	Avg Purchase × Frequency × Lifespan	Varies
Churn Rate	Lost Customers / Total Customers × 100	<5% monthly

## India Context: BI in the Indian Market

- **Digital India:** Government dashboards tracking e-governance adoption across states
- **GST Analytics:** GSTN processes over 1 billion invoices monthly; BI dashboards monitor compliance and state-wise collection
- **UPI Dashboards:** NPCI tracks 10+ billion monthly UPI transactions with real-time dashboards for success rates and bank-wise performance
- **Flipkart/Amazon India:** Seller dashboards for revenue, order trends, return rates, and delivery performance

- **HDFC Bank / Zerodha:** Internal BI for branch comparison, loan portfolio analysis, and trading volume analytics

## Assessment & Deliverables

---

### Deliverables Checklist

Item	Description	Type	Status
Screenshot 1	Flask app upload interface	Paste	<input type="checkbox"/>
Screenshot 2	Auto-detected columns and types	Paste	<input type="checkbox"/>
Screenshot 3	Sales dashboard with KPIs and charts	Paste	<input type="checkbox"/>
Screenshot 4	Finance dashboard with filters applied	Paste	<input type="checkbox"/>
Screenshot 5	Exported standalone HTML dashboard	Paste	<input type="checkbox"/>
KPI Report	Document all KPI values computed	Text	<input type="checkbox"/>
Custom KPI	New KPI added and functional	Code	<input type="checkbox"/>
Custom Chart	New chart type added to dashboard	Code	<input type="checkbox"/>
Exported File	Standalone HTML file submitted	File	<input type="checkbox"/>

### Verification Checklist

- Python virtual environment created and all dependencies installed
- Flask application runs without errors on <http://localhost:5000>
- Sample sales CSV uploaded and column types auto-detected correctly
- Sales dashboard displays 3 KPI cards with correct values
- Sales dashboard renders 3 chart types (line, bar, pie)
- Finance dashboard loads with P&L-specific KPIs and charts
- Interactive filters (date range, category) update charts in real time
- Dashboard exported as standalone HTML and opens independently
- Custom KPI calculation added successfully
- New chart type added to a dashboard template
- Color scheme customization applied and visible
- All 5 required screenshots captured

## Grading Rubric

Criteria	Description	Points	Score
Environment Setup	venv, dependencies, app runs	10	____/10
Data Upload	CSV uploaded, types auto-detected	10	____/10
Sales Dashboard	KPI cards and 3 charts correct	20	____/20
Finance Dashboard	Financial KPIs and P&L charts	15	____/15
Interactive Filters	Date, category, drill-down working	15	____/15
Export	Standalone HTML works offline	10	____/10
Customization	Custom KPI, chart, or color scheme	10	____/10
Screenshots	All 5 clear and complete	5	____/5
Assessment Answers	All 8 questions answered	5	____/5
	<b>TOTAL</b>	<b>100</b>	____/100

## Assessment Questions

- Q1.** What is Business Intelligence and how does it differ from basic data reporting? Explain the role of ETL in the BI pipeline.
- Q2.** Explain the difference between leading and lagging KPIs. Provide two examples of each from a retail business context.
- Q3.** Describe the 5-second rule in dashboard design. How did you apply this principle when building your sales dashboard?
- Q4.** What are the advantages of self-service analytics over traditional IT-managed reporting? What risks does it introduce?
- Q5.** Compare OLAP and OLTP systems. Why are data warehouses preferred over operational databases for BI queries?
- Q6.** Design a dashboard for tracking UPI transaction performance across India. List five KPIs you would include and justify each.
- Q7.** Explain how interactive filters improve data exploration. What is the difference between a global filter and a chart-level filter?
- Q8.** A dashboard shows revenue growth of 15% but net profit declined by 8%. What possible explanations could you offer, and what additional KPIs would help investigate?

## Appendix A: KPI Reference Table

---

KPI Name	Formula	Type	Category
Total Revenue	Sum of all revenue	Lagging	Financial
Revenue Growth	Period % change	Lagging	Financial
Gross Profit Margin	(Rev – COGS) / Rev	Lagging	Financial
Net Profit Margin	Net Income / Revenue	Lagging	Financial
Operating Expense Ratio	OpEx / Revenue	Lagging	Financial
Return on Investment	Net Profit / Investment	Lagging	Financial
Customer LTV	Avg × Freq × Lifespan	Leading	Customer
Customer Acq. Cost	Marketing / New Customers	Lagging	Customer
Churn Rate	Lost / Total Customers	Lagging	Customer
Average Order Value	Revenue / Orders	Lagging	Sales
Conversion Rate	Conversions / Visitors	Leading	Sales
Sales Pipeline Value	Weighted opportunities	Leading	Sales
Inventory Turnover	COGS / Avg Inventory	Lagging	Operations
Days Sales Outstanding	(Receivables / Rev) × 365	Lagging	Operations
Cash Flow from Ops	Op. Income + Non-cash	Lagging	Financial
Debt-to-Equity	Total Debt / Equity	Lagging	Financial

## Appendix B: Dashboard Layout Patterns

---

- Executive Summary:** Top row KPI cards, middle row primary charts, bottom row detail tables. Best for C-level overview.
- Analytical Deep-Dive:** Left sidebar filters, main area large chart with drill-down, right panel context KPIs. Best for analysts.
- Operational Monitoring:** Real-time KPI ticker, time-series charts with auto-refresh, event log table. Best for operations teams.
- Comparison Layout:** Side-by-side panels with synchronized filters for period-over-period or A/B analysis.

## Appendix C: Plotly Chart Reference

---

Chart	Best For	Plotly Function	Key Params
Line	Trends over time	px.line()	x, y, color
Bar	Comparisons	px.bar()	x, y, orientation
Pie/Donut	Proportions	px.pie()	names, values, hole
Scatter	Correlations	px.scatter()	x, y, size, color
Histogram	Distributions	px.histogram()	x, nbins
Box Plot	Statistical spread	px.box()	x, y
Heatmap	Matrix patterns	px.imshow()	z, color_scale
Treemap	Hierarchical data	px.treemap()	path, values
Funnel	Conversion steps	px.funnel()	x, y
Indicator	Single KPI gauge	go.Indicator()	mode, value

## Appendix D: Troubleshooting

### Possible causes:

- venv not activated:** Check for (venv) prefix. Run activation command.
- Missing dependencies:** Run pip install flask plotly pandas again.
- Port 5000 in use:** Change port in main.py: app.run(port=5001).
- Python version:** Ensure 3.8+ with python -version.

### Possible causes:

- JavaScript blocked:** Disable ad-blockers that may interfere with Plotly.js.
- CDN unreachable:** Check internet connection or embed Plotly locally.
- Data format error:** Check browser console (F12) for JS errors — common with unparsed dates.
- Browser cache:** Hard-refresh with Ctrl+Shift+R.

### Possible causes:

- CDN without internet:** Set include\_plotlyjs=True for offline embedding.
- File path issues:** Move file to Desktop and try again.
- Large dataset:** Reduce data size or pre-aggregate before export.

## Appendix E: Additional Resources

---

### Documentation

- Plotly Python: <https://plotly.com/python/>
- Flask: <https://flask.palletsprojects.com/>
- pandas: [https://pandas.pydata.org/docs/user\\_guide/](https://pandas.pydata.org/docs/user_guide/)
- Plotly Dash: <https://dash.plotly.com/>

### Learning Resources

- “Storytelling with Data” by Cole Nussbaumer Knaflic
- “The Big Book of Dashboards” by Steve Wexler et al.
- “Information Dashboard Design” by Stephen Few
- NPCI UPI Statistics: <https://www.npci.org.in/what-we-do/upi/product-statistics>

### Tools Used in This Practical

Tool	Purpose	Cost
Python 3.8+	Core programming runtime	Free
Flask	Web framework for dashboard serving	Free
Plotly	Interactive chart generation	Free
pandas	Data manipulation and transformation	Free
pip	Package manager	Free
Web Browser	Dashboard UI rendering	Free
VS Code	Code editor (optional)	Free
Git	Version control	Free

—END OF LAB MANUAL—

Document Version: 1.0

IT Management & Audits – Practical Lab Series