Technical Steps Used in Tableau for Forecasting

1. **Data Preparation:**
   - Import the dataset into Tableau.
   - Clean and organise the data to ensure it is ready for analysis.
2. **Creating a Time Series Plot:**
   - Drag the `Order Date` field to the Columns shelf and set it to `YEAR(Order Date)`.
   - Drag the `Sales` field to the Rows shelf and set it to `SUM(Sales)` to create a time series plot of sales over the years.
3. **Filtering by Category:**
   - Use the `Category` field to filter the data. In this case, the `Technology` category is selected to focus on technology sales.
4. **Adding a Forecast:**
   - Click on the `Analytics` pane.
   - Drag the `Forecast` option into the view.
   - Tableau automatically generates a forecast based on the historical data using exponential smoothing models.
5. **Customising the Forecast:**
   - Customise the forecast settings by right-clicking on the forecast and selecting `Edit`.
   - Adjust the forecast length, specify seasonality, and fine-tune other parameters as needed.
6. **Visualising the Forecast:**
   - Tableau displays the forecast along with confidence intervals, providing a visual representation of the predicted sales and the uncertainty range.