**GOPI PRANAY**

**TABLEAU PROJECT**

**Sales Performance Analysis**

**1.Importing primary dataset .**

**2.After that we have to blend the secondary dataset with primary dataset.**

**3.We have make bullet chart with help of**

* **Category**
* **Segment**
* **Sales(primary data)**
* **Sales Target(secondary data)**

**4.We have to add reference line per each cell as well as distribution with respect to each cell**

**5.We have to create caluculation field for showing colours to which sales are above target or below target (we have to drag that calculated field in colours filed)**

**6.Also we have to show filter of years(with help of end user can see each sales separately)**

**Observations in the projects**

* **In the 2017-year sales,sales target not showing due to less data (null values)**
* **In 2014-year Above Target sales are less compare to Below Target sales**
* **In 2015-year Above Target sales are less compare to Below Target sales**
* **In 2016-year Above target sales more**
* **In 2017-year there is no Above Target because null values or insufficient data**