

**Business Analytics, Applied Modelling and Predictions ST2187**

**UOL ID: 220460044**

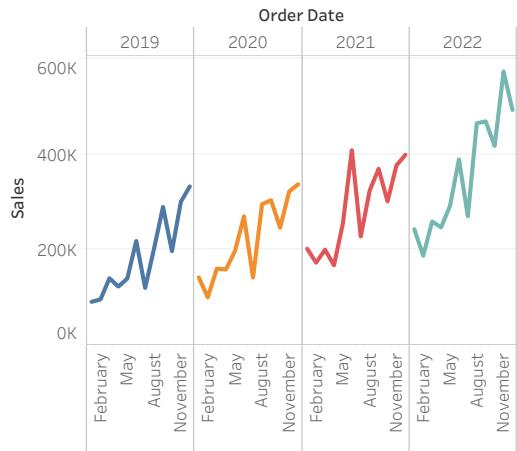
**Tableau**

# Business Outlook at a Glance

• • • •

## Sales History and Forecasting

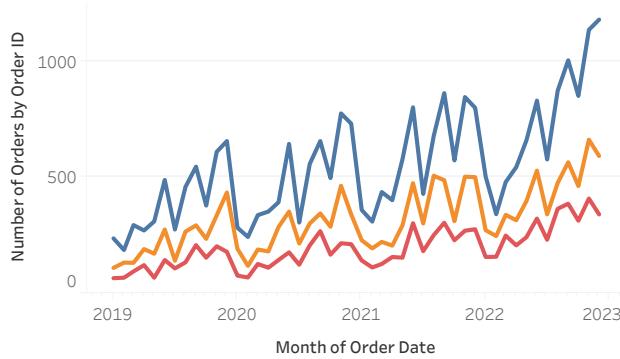
Sales by Month



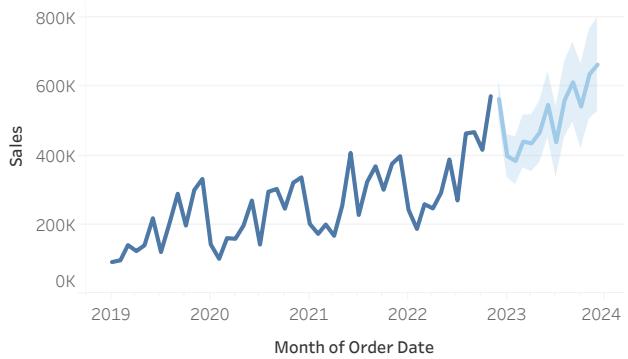
Year on Year Sales Growth



Segment Orders over time



Forecasted Sales

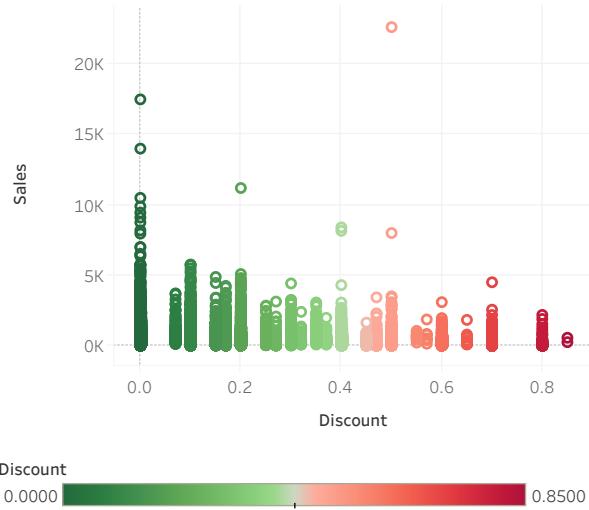


# Business Outlook at a Glance

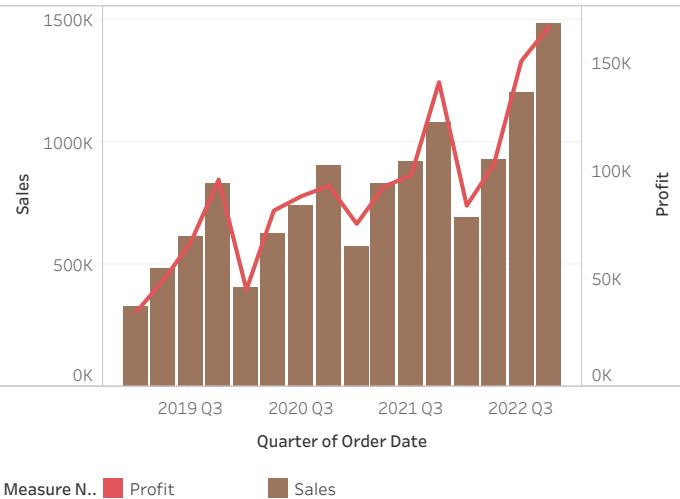
• • • •

## Discount and Profit against Sales

Sales by Discount Given (%)



Profit and Sales over Time



Profit Ratio over Time

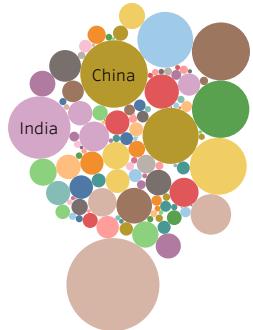


# Business Outlook at a Glance

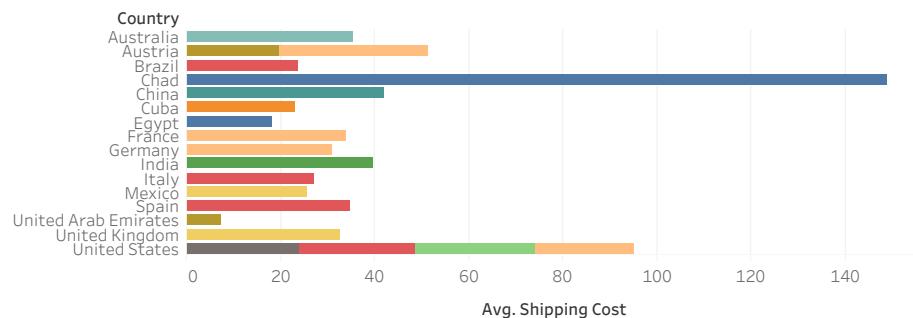
• • • •

## Geographic Profit and Sales

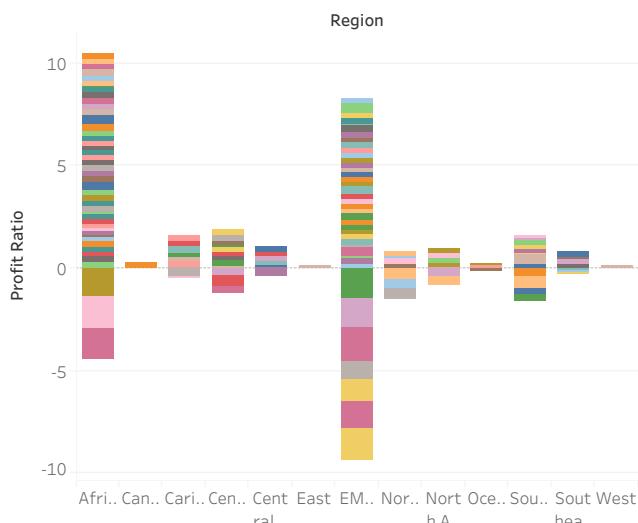
Profit by Country



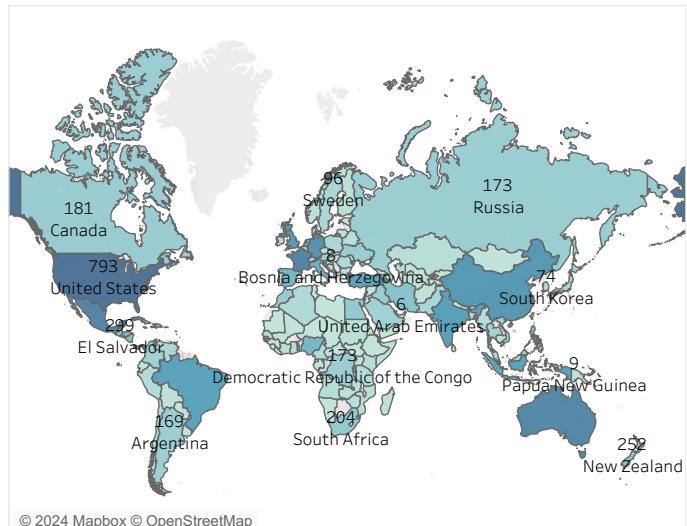
Shipping Costs by Country



Profit Ratio by Region



Number of Customers by Country

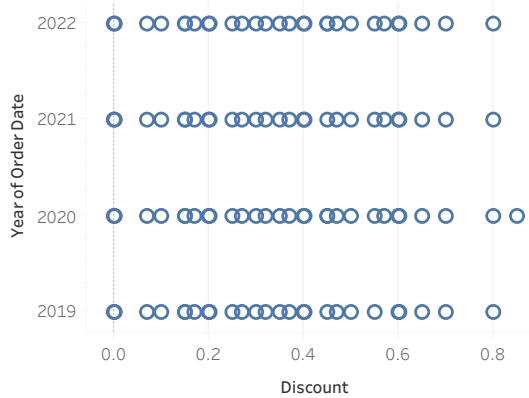


# Business Outlook at a Glance

.....

## Relationship between Variables

Discount given over time



Profit over Discount Given (%)



Quantity sold vs no of orders over time

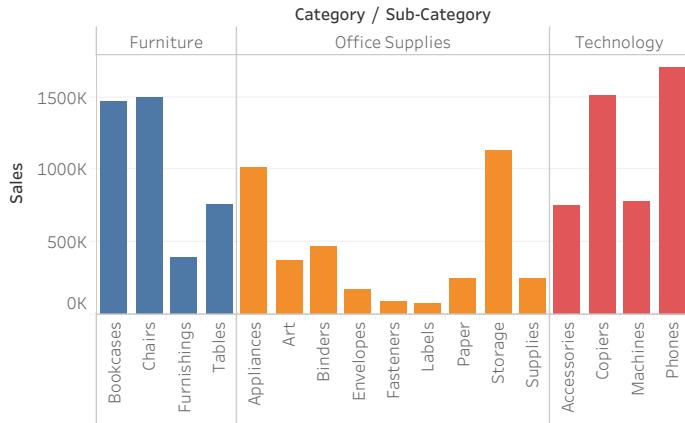


# Business Outlook at a Glance

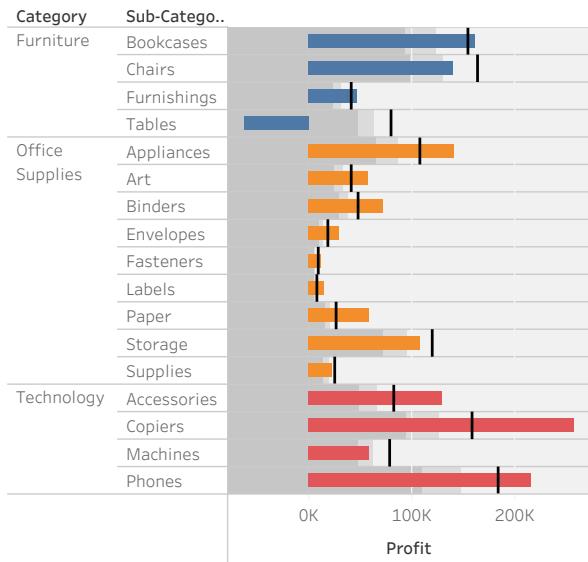
• • • • •

## Business Profitability

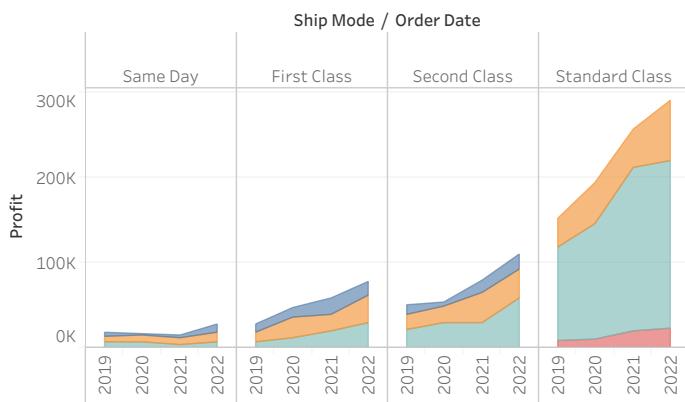
Sales by Category



Profit and Shipping Cost by Category



Profit over Years (Order Priority & Ship mode)



Average lead time against ship mode

