**Comparison of Region Based on Sales**

Description

The director of a leading organization wants to compare the sales between two regions. He has asked each region operators to record the sales data to compare by region. The upper management wants to visualize the sales data using a dashboard to understand the performance between them and suggest the necessary improvements.

**Objective:** Help the organization by creating a dashboard to visualize the sales comparison between two selected regions.

**Datasets:** Sample Superstore

**Steps to Perform:**

1. Select Sample Superstore as Dataset
   * Use Sample Superstore Dataset

Open Tableau-> Under Connect->Go to File->Click on Microsoft Excel->Open the Sample Superstore dataset from the specified location through the dialogue box.

* + Select Data

From the data source page, click on the Orders sheet to open it.

* + Use Group by from Data Source Table on a Folder to create a folder to segregate the required data for Customer Name and Order ID to organize the data thoroughly.

Go to Sheet1-> Select the columns-> Right-click on the selected column->Select Folders->Then click Create Folder->Give the appropriate name and click OK. Then data is organized.

1. Create a hierarchy called Location for the variable Country.

Select the columns you want to group -> Right-click on the selected column->Select Hierarchy->Then click Create Hierarchy->Give the appropriate name and click OK. Then data is organized.

1. Create two parameters: Primary Region and Secondary Region with all regions listed in them. Here, primary and secondary region are the two regions where the sales are being compared.
   * Create Parameters for Primary Region and Secondary Region

From the Data pane drop down select Create Parameter-> Give the appropriate name-> In the properties select datatype and the default value to display-> Select ‘List’ in the allowable value and then Add values from ‘Region’-> Click OK and your parameter is created.

Create two parameters as given in the question.

* + Create a Calculated Field for both Primary Region and Secondary Region

From the Data pane drop down select Create Calculated Field-> Give the appropriate name-> Write a valid calculation-> Click OK and your calculated field is created.

Create two calculated fields based on parameters created above:

Primary Region Selected?

IF [Region] = [Primary Region ]

THEN TRUE

ELSE FALSE

END

Secondary Region Selected?

IF [Region] = [Secondary Region]

THEN TRUE

ELSE FALSE

END

1. Create a First Order Date
   * Create a Calculated Field and name it as the First Order Date

From the Data pane drop down select Create Calculated Field-> Give the appropriate name-> Write a valid calculation-> Click OK and your calculated field is created.

Create two calculated fields First Order date:

MIN([Order Date])

1. Create a dashboard
   * Align all sheets in the dashboard

Click on New dashboard-> A new dashboard window will open-> Now drag and drop different sheets to create a dashboard.

1. Partition the dashboard to display the below details of Primary Region and Secondary Region

* First Order Date
* Total Sales
* Average Sales per Order
* No. of Customers
* No. of Orders
* No. of Products in Sale