

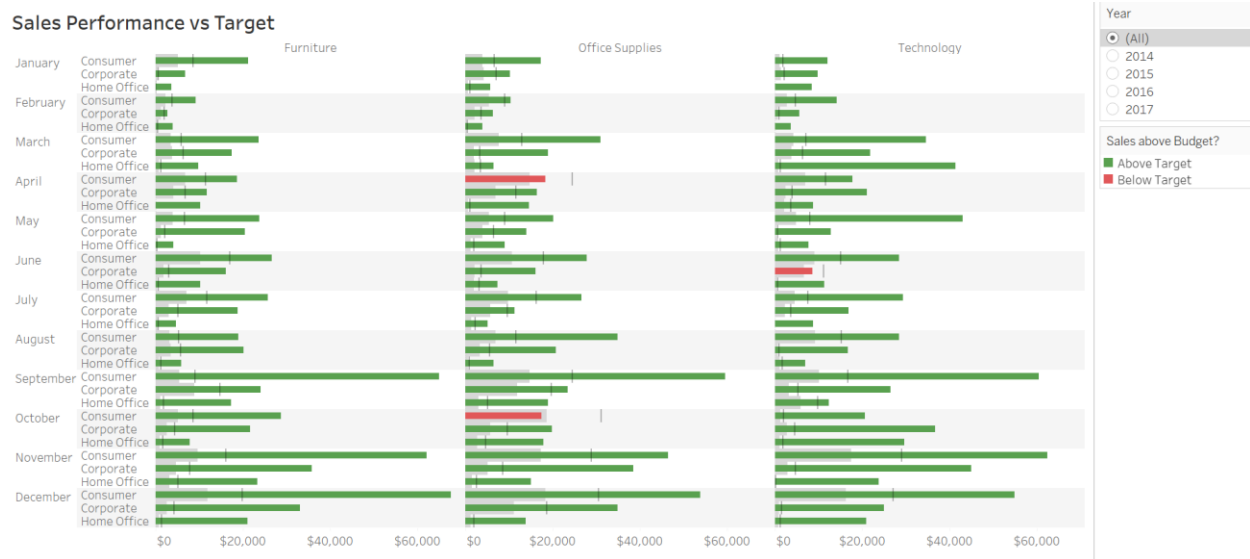
Sales Performance Analysis (Project 2)

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URL to Tableau Public:

https://public.tableau.com/views/SalesPerformanceAnalysis_16385906958510/Project?:language=en-US&publish=yes&:display_count=n&:origin=viz_share_link

Filtered for all years



Filtered for all 2014



Filtered for all 2015

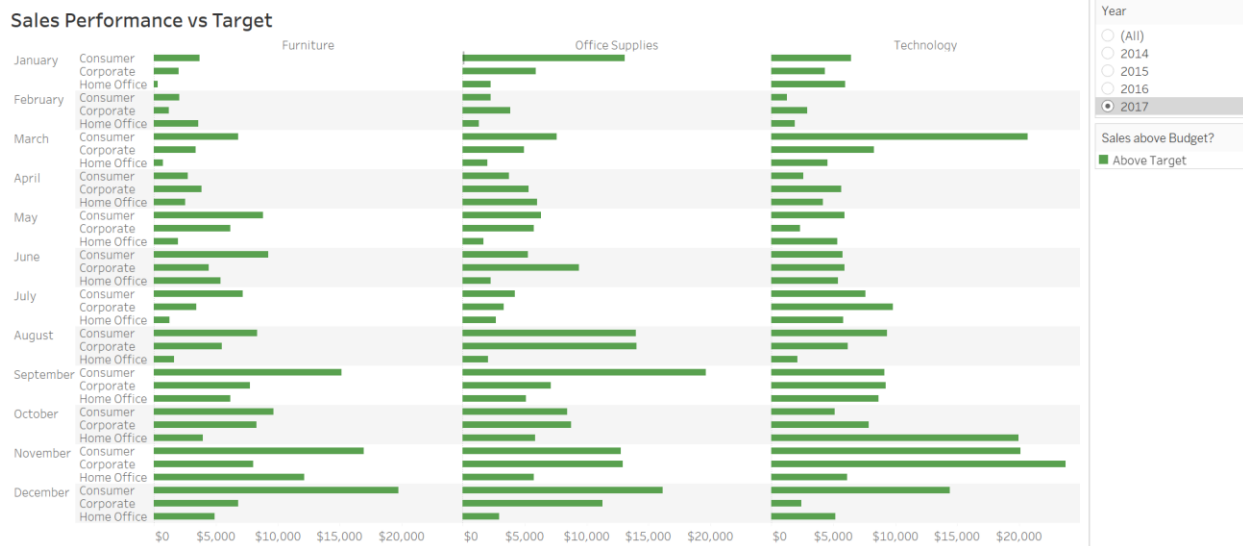


Filtered for all 2016



Filtered for all 2017

For 2017, aside from January – Office Supplies – Consumer, all the other sales data did not have corresponding sales targets. I described a calculated field to consider such instances with unknown sales targets as “Above Target”. As a result of this, all the bars in 2017 are green.



Below is a screenshot of the calculated field that I used to classify the sales as above or below target.

```
Sales Target Status  Sales Target (Sales_Target)  X

IF SUM([Sales Target (Sales Target)]) > SUM([Orders (Sample - Superstore)])
THEN 'Below Target'
ELSE 'Above Target'
END
```