Tableau course-end project:

Comparison of Region based on sales:

**Problem scenario:**

The director of a leading organization wants to compare the sales between two regions. He has asked each region operator 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

 To get the desired report, the project has been divided into sub-tasks or steps that need to be performed.

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

* Use Sample Superstore Dataset
* Select Data
* 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.

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I have used the sample superstore dataset mentioned in the given project. Selected “orders” dataset.

Used the “group by folder” filter in the data source table to create a folder to segregate the required data for Customer Name and Order ID to organize the data thoroughly.

For this, we need to select the “Group by folder” filter by clicking the push-down button on the right side of the data pane menu.

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**2. Create a hierarchy called Location for the variable Country:**

Created hierarchy by using the “hierarchy” option that appears when we right-click on the region option and named it as location.

Added Country, State, City, and Postal code by using the add to hierarchy option and selected location.

In this way, a hierarchy is created with Region, Country, State, City, and postal code under the name of location.

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3. Create two parameters: Primary Region and Secondary Region with all regions listed in them. Here, primary, and secondary regions are the two regions where the sales are compared.

* Create parameters for the primary region and secondary region.

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

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4. Create a First Order Date

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

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First order date for primary region:A screenshot of a computer

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First order date for Secondary region:

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Primary Region (Central) map:

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Secondary Region (East) map:

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6. 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

Measures for Primary Region (Central):

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Measures for Secondary region (East):

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Sub-category-wise measures (Primary Region-Central):

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Sub-category-wise measures (Secondary Region-East):

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Line graph for Primary Region (Central):

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Line graph for Secondary Region (East):

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Bar graph for Primary Region (Central):

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Bar graph for Secondary Region (East):

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5. Align all sheets in the dashboard:

Final dashboard (Comparison of Region based on Sales):

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Link for the dashboard to visit in Tableau Public: [[Tableau project (Sales comparison region wise) | Tableau Public](https://public.tableau.com/app/profile/poojitha.prathipati/viz/TableauprojectSalescomparisonregionwise/Dashboard1)](https://public.tableau.com/app/profile/poojitha.prathipati/viz/TableauprojectSalescomparisonregionwise/Dashboard1)