



Salih Sezen

## INNOBI BUSINESS INTELLIGENCE SERVICES

1

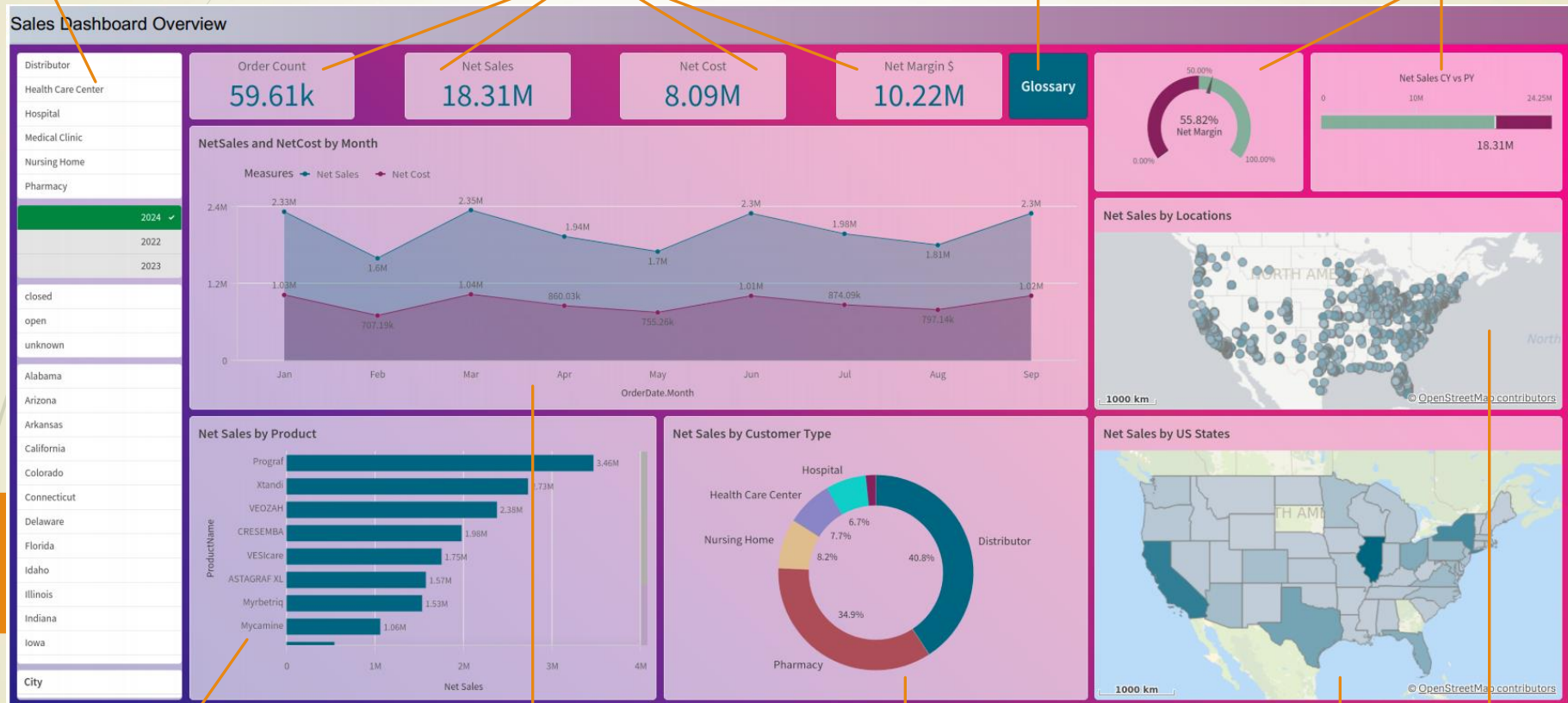
## QlikSense - Sales Dashboard , 2024 Selected

**Filter Pane** to select the most important Dimensions

**KPI Cards** to show the most important KPIs

**Glossary Button** to go to the Company Dimension and Measure definitions page, Go to Page 4 for details

**Gauge Charts** to set targets for specific KPIs and to show complete the KPI target is



**Bar Chart** to show the Products Sales

**Line Chart** to follow the monthly trend of Sales and Costs

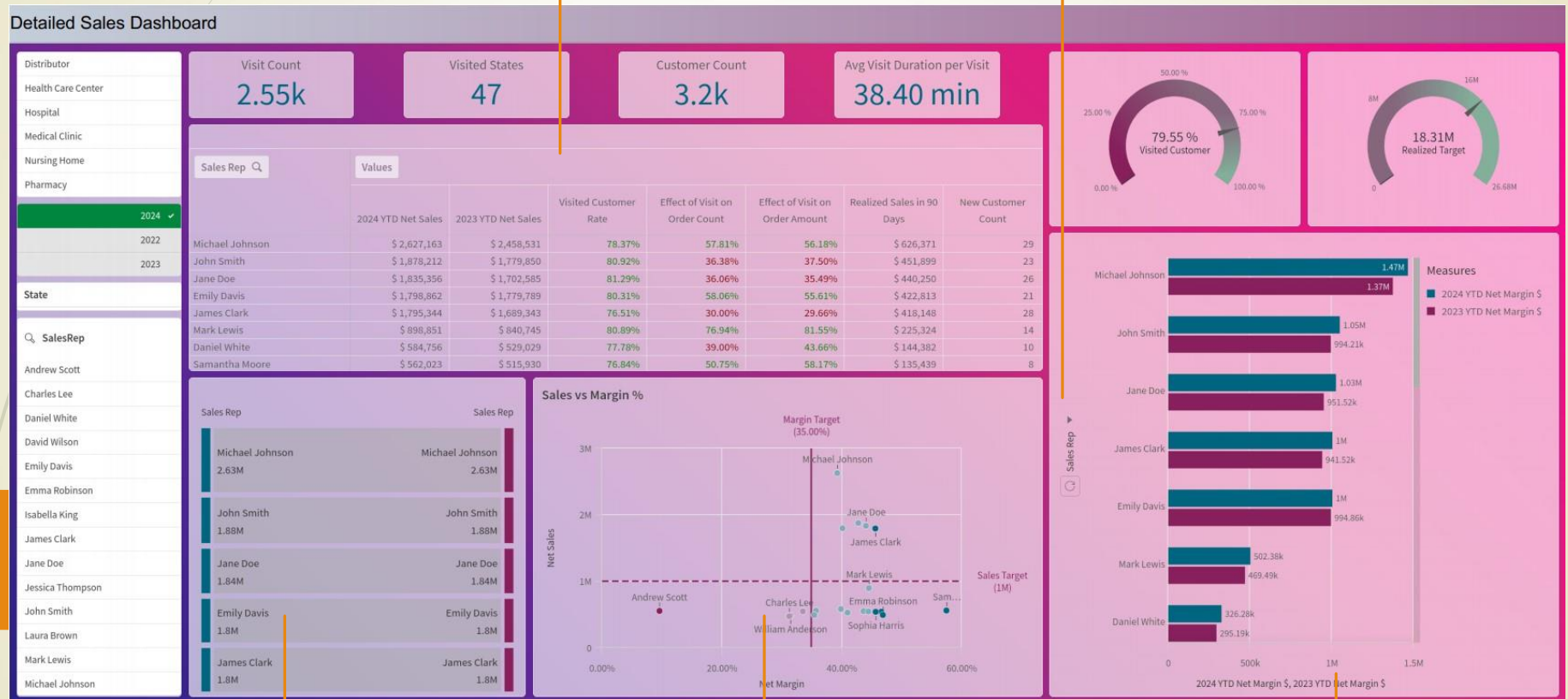
**Pie Chart** to compare the Sales of Customer Types

**Map Charts** to compare the Sales of States(Territories) by dynamic color expression

## QlikSense – Detailed Sales Dashboard, 2024 Selected

**Straight Table** to show the set analysis KPIs

**Cyclic Group** to change the Dimension of all charts with one click



**Sankey Chart** to show the Sales Flow from between 2 Dimensions.

**Scatter Plot** to observe and understand the Correlation between 2 Measures.

**Bar Chart** to compare the Current YTD Net Sales and Prior YTD Net Sales

# QlikSense – Set Analysis

Edit expression

```

1 //SUM({<SalesRepName={'Michael Johnson'}>}UnitPrice*ProductQuantity)
2 // 1 selection can't effect
3 // $ OR blank selection can effect
4
5 //SUM({1<OrderDate={"<=7/22/2024"}>}UnitPrice*ProductQuantity) // With Specific Date use ""
6
7 //SUM({1<OrderDate={">=$ (=Yearstart(Max(OrderDate)))<=$ (=Max(OrderDate))"}>}UnitPrice*ProductQuantity) // Current YTD Value
8
9 SUM({1<OrderDate={">=$ (=Yearstart(Max(OrderDate), -1))<=$ (=AddYears(Max(OrderDate), -1))"}>}UnitPrice*ProductQuantity) // Prior YTD Value

```

OK

SUM({1<OrderDate={">=1/1/2023<=9/30/2023"}>}UnitPrice\*ProductQuantity)

4

## QlikSense – Business Glossary

When you click on the Glossary button, you can access Business Glossary page.

**Categories** to group the explanation. I.e. Sales, Accounting, Shipping etc. Terms

**Stewards** to assign stakeholders to edit the Business Glossary.

Qlik Business Glossary

Sales

Terms Glossary overview Glossary details

Terms and categories

Content search Categories Status Stewards Tags All filters

Create

Name	Definition	Status	Last modified	Stewards	Tags	Actions
<div> <div>Sales Terms</div> <div>Current YTD Net Sales</div> <div>Effect of Visit on Order Amount</div> <div>Effect of Visit on Order Count</div> <div>Net Cost</div> <div>Net Margin \$</div> <div>Net Sales</div> <div>Previous YTD Net Sales</div> <div>Realized Sales in 90 Days</div> <div>Visited Customer Rate</div> </div>	<div>Period from January 1 to Today, in the Current Year</div> <div>This KPI is used to measure the effect of sales representatives' vis...</div> <div>This KPI is used to measure the effect of sales representatives' vis...</div> <div>SUM(UnitCost*ProductQuantity)</div> <div>[Net Sales]-[Net Cost]</div> <div>SUM(UnitPrice*ProductQuantity)</div> <div>Period from January 1 to Today, in the Previous Year</div> <div>It is important to measure the ability of salespeople to persuade ...</div> <div>Ratio of customers visited to total customers. Note: Since there is ...</div>	<div>Verified</div> <div>Draft</div> <div>Verified</div> <div>Verified</div> <div>Verified</div> <div>Verified</div> <div>Draft</div> <div>Verified</div>	<div>4 days ago</div> <div>4 days ago</div> <div>2 minutes ago</div> <div>4 days ago</div> <div>a day ago</div> <div>4 days ago</div> <div>4 days ago</div> <div>4 days ago</div>	<div>cem sezen</div> <div>cem sezen</div> <div>cem sezen</div> <div>cem sezen</div> <div>cem sezen</div> <div>cem sezen</div> <div>cem sezen</div> <div>cem sezen</div>		<div>...</div> <div>...</div> <div>...</div> <div>...</div> <div>...</div> <div>...</div> <div>...</div> <div>...</div>

**Name** to name the explanations.

**Definition** to define the terms, KPIs or formulas and to add explanations

**Status** to define the Status of the term, if all stakeholders agree to use it, you change the status from Draft to Verified.