SALES DASHBOARD DOCUMENTATION
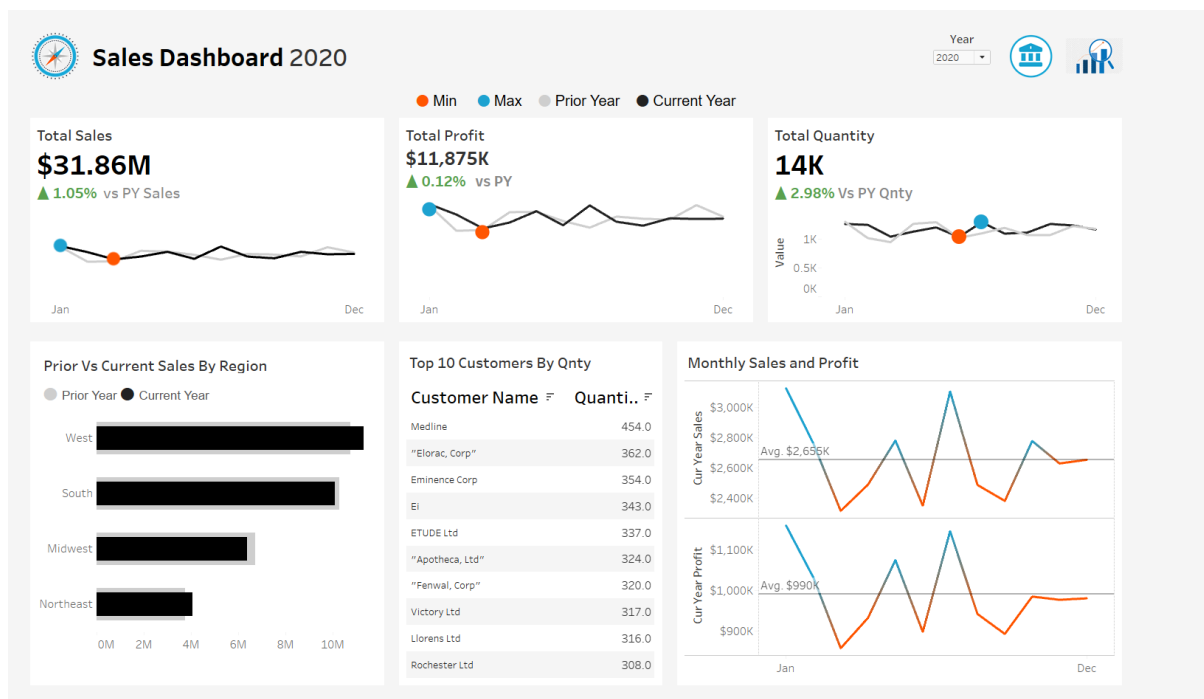
1.0 Introduction

Title: Sales Dashboard

Purpose: Provide insights on sales

Audience: Stakeholders

2.0 Dashboard Overview

3.0 Data Source

Mode – Live mode

Data – SQL Server

4.0 Calculated Fields

Sales

```
[Unit Price] * [Order Quantity]
```

Profit

```
([Unit Price] - [Unit Cost]) * [Order Quantity]
```

Cur Year Profit

```
IF YEAR([Order Date]) = [Selected Year] THEN [Profit]
END
```

Cur Year Sales

```
IF YEAR([Order Date]) = [Selected Year] THEN [Sales]
END
```

%Diff Sales

```
(SUM([Cur Year Sales]) - SUM([Prior Year Sales]))
/ SUM([Prior Year Sales])
```

% Diff Profit

```
(SUM([Cur Year Profit]) - SUM([Prior Year Profit]))
/ SUM([Prior Year Profit])
```

% Diff Qnty

```
(SUM([Cur Year Qnty]) - SUM([Prior Year Qnty]))
/ SUM([Prior Year Qnty])
```

KPI Profit Avg Line

Results are computed along Table (across).
```
IF SUM([Cur Year Profit]) > WINDOW_AVG(SUM([Cur Year Profit]))
THEN 'above'
ELSE 'below'
END
```

KPI Sales Avg Line

Results are computed along Table (across).
```
IF SUM([Cur Year Sales]) > WINDOW_AVG(SUM([Cur Year Sales]))
THEN 'above'
ELSE 'below'
END
```

MIN/MAX Profit   ✕

Results are computed along Table (across).
```
IF SUM([Cur Year Profit]) = WINDOW_MAX(SUM([Cur Year Profit]))
THEN SUM([Cur Year Profit])
ELSEIF SUM([Cur Year Profit]) = WINDOW_MIN(SUM([Cur Year Profit]))
THEN SUM([Cur Year Profit])
END
```

MIN/MAX Qnty

Results are computed along Table (across).
```
IF SUM([Cur Year Qnty]) = WINDOW_MAX(SUM([Cur Year Qnty]))
THEN SUM([Cur Year Qnty])
ELSEIF SUM([Cur Year Qnty]) = WINDOW_MIN(SUM([Cur Year Qnty]))
THEN SUM([Cur Year Qnty])
END
```

MIN/MAX Sales

Results are computed along Table (across).
```
IF SUM([Cur Year Sales]) = WINDOW_MAX(SUM([Cur Year Sales]))
THEN SUM([Cur Year Sales])
ELSEIF SUM([Cur Year Sales]) = WINDOW_MIN(SUM([Cur Year Sales]))
THEN SUM([Cur Year Sales])
END
```

Negative Profit

```
ZN(IF [% Diff Profit ] < 0 THEN [% Diff Profit ] END)
```

Negative Qnty

```
ZN(IF [% Diff Qnty] < 0 THEN [% Diff Qnty] END)
```

Negative Sales

```
ZN(IF [%Diff Sales] < 0 THEN [%Diff Sales] END)
```

Positive Profit

```
ZN(IF [% Diff Profit ] > 0 THEN [% Diff Profit ] END)
```

Positive Qnty

```
ZN(IF [% Diff Qnty] > 0 THEN [% Diff Qnty] END)
```

Positive Sales

```
ZN(IF [%Diff Sales] > 0 THEN [%Diff Sales] END)
```

ALL SQL ARE VALIATED AND IN DIFFERENT SQL FILE