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

To help the organization by creating a dashboard to visualize the sales comparison between two selected regions.

DOMAIN

Sample Superstore

Data Description

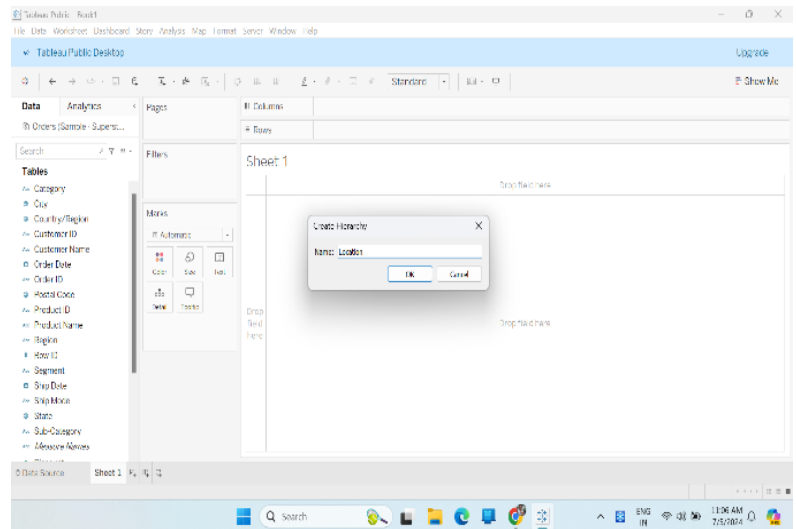We will be using Sample Superstore Data

Task to Perform

- 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

- Create a hierarchy called Location

- Create two parameters: Primary Region and Secondary Region with all regions listed in them.
    - Create Parameters for Primary Region and Secondary Region
    - Create a Calculated Field for both Primary Region and Secondary Region

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

- Create a dashboard
    - Align all sheets in the dashboard

- 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

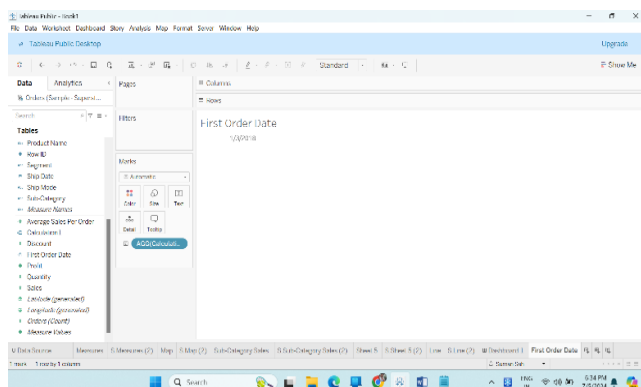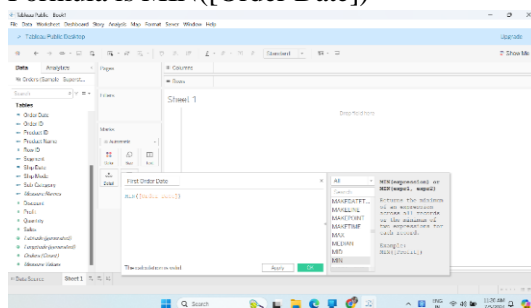**Steps:**

To create hierarchy called Location:

- Drag the region into Country, after that State then City then Postal Code.

For Primary Region

To create First Order Date:

- Right click on the calculation then formula box appear:
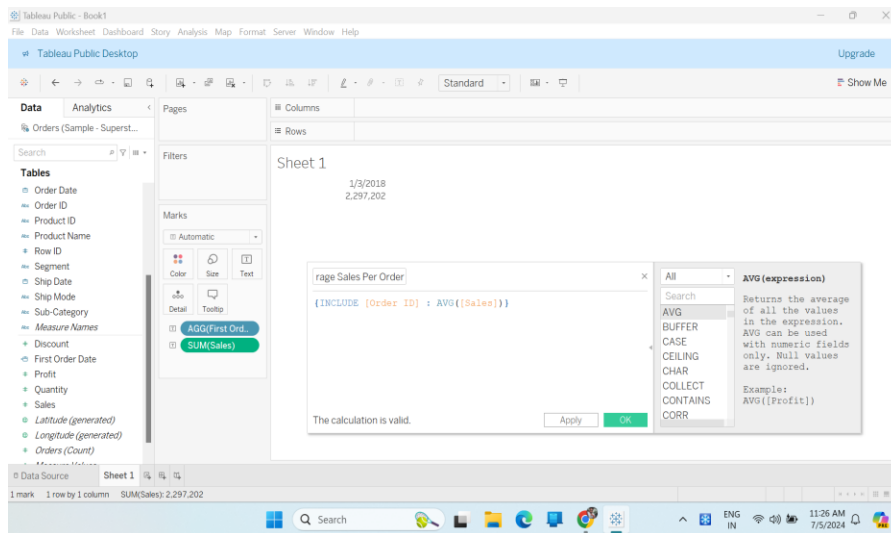- Formula is MIN([Order Date])

To create Total Sales

- Drag and Drop Sales into Text

To create Average Sales per Order

- Right click on Calculation Field then formula box appear.
  Formula is :{Include [Order ID] : AVG([Sales])}
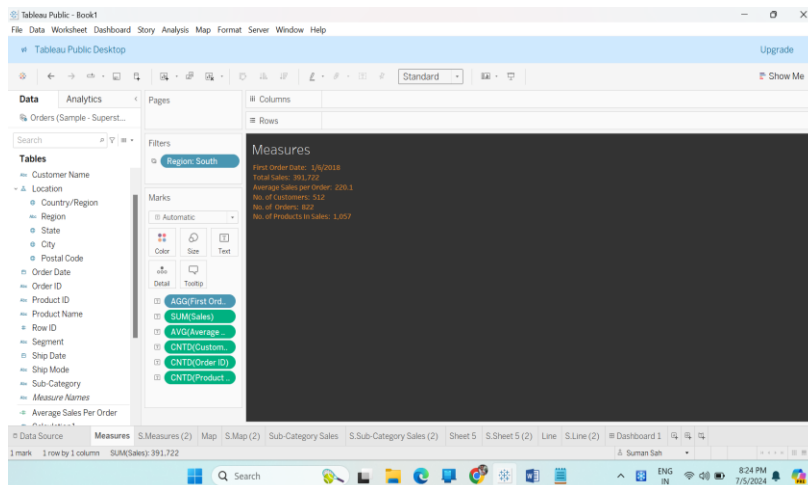

To create No. of Customers

- Drag and Drop the Customers ID into Text

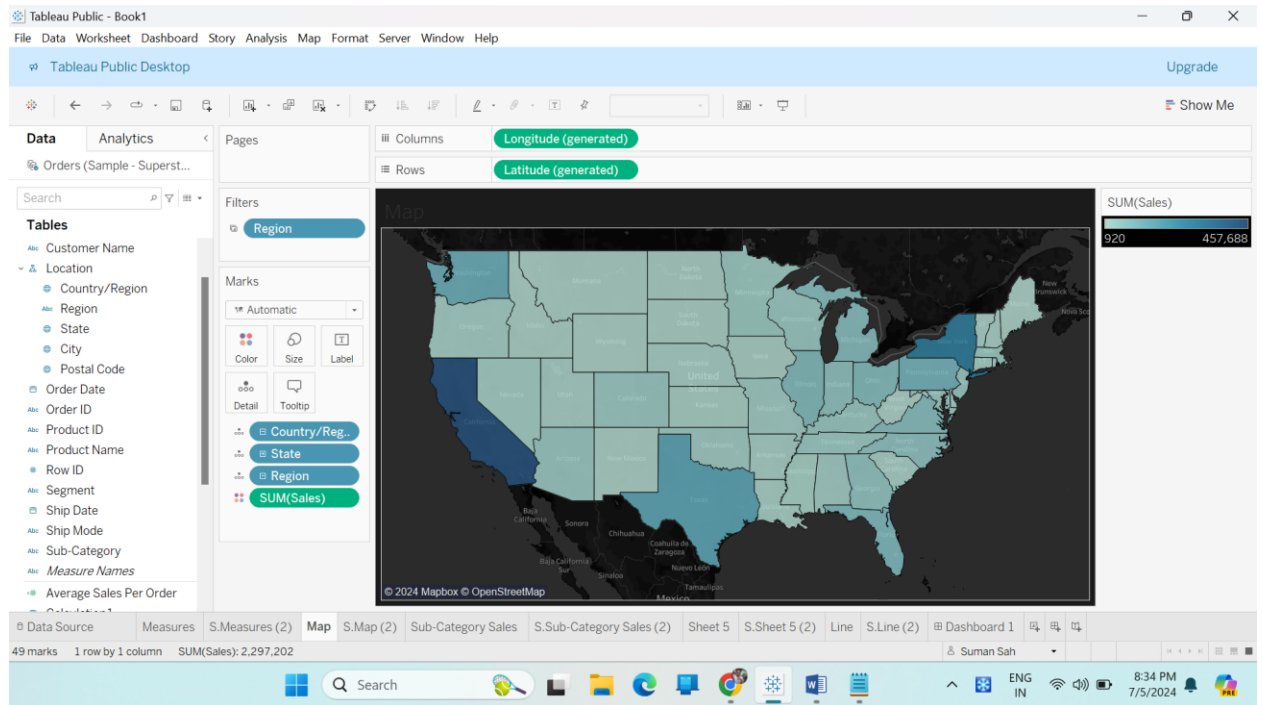To create No. of Orders

- Drag and Drop the Order ID into Text

To create No. of Products in Sale

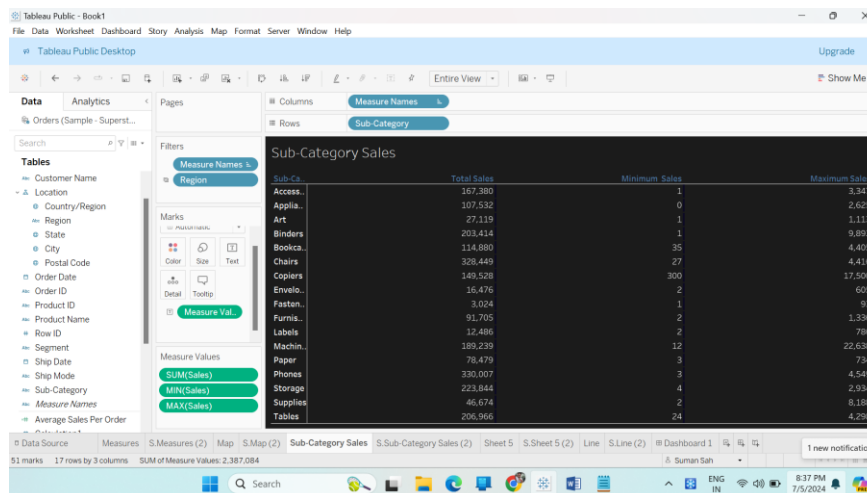- Drag and Drop the Products ID into Text

To create MAP Chart

- Click Sales + Ctrl + State then click on the Map chart and Map chart is appear on the sheet then click Region and Drag and drop the region into Detail Marks.
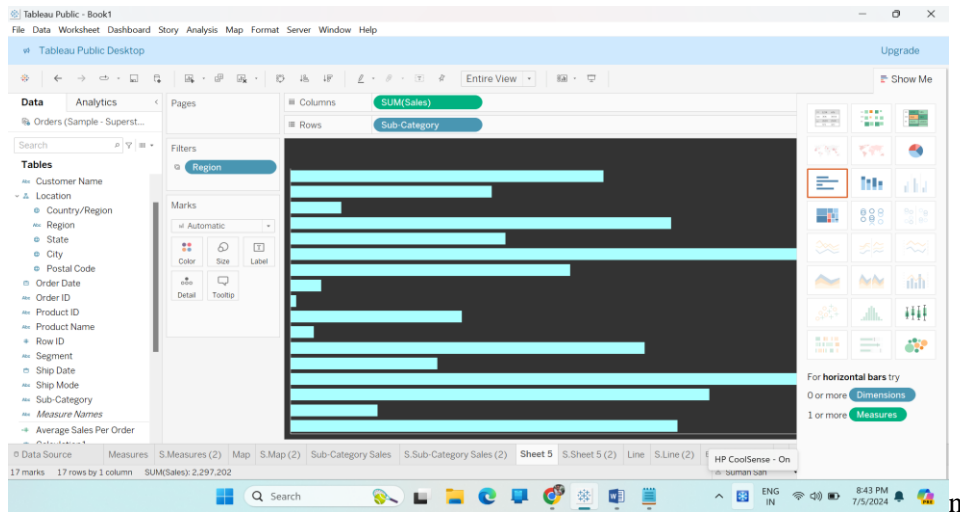

To create Sub-Category wise Sales

- Drop the Sub-Category to Row and Double click on Sales, repeat sales to find Min, Max and total of the Sales.
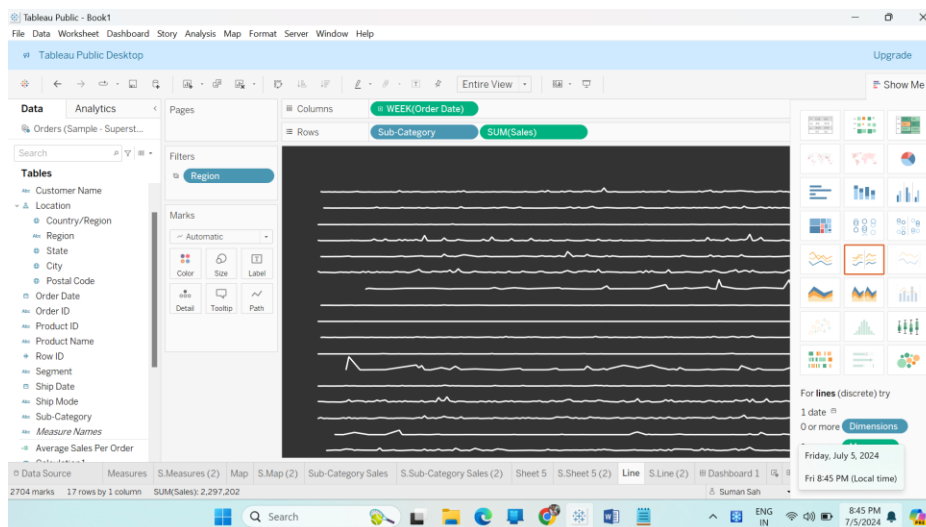
To create Sub-Category wise Sales Bar Charts

- Click Sales + Ctrl + Sub-Category to Bar charts then the chart will appear on the sheets.

To create Line chart

- Click Order Date + Ctrl + Sales to Continuous Line chart and Drop Sales into Rows.

For Secondary Region

- Create Duplicate of the all the charts.

For Dashboard Creation of the Sales Comparison by Region

- First create all the Horizontal and Vertical Container to set the graphs and the charts.
- Then Drag and Drop all the Sheets to the Container which we created
- Then Filter the Map Sheet by Region and Set the Region filter to only Selected Worksheet do same for the other Region also.