**Exercise 1 : Sales performance analysis**

Before even starting, install Tableau public software and create your Tableau Public profile and save your workbooks on that platform. This is the first step to project your Tableau skills

Dataset summary (source tableau) : Sales data by sales persons in different regions.

**Learning Objective: First steps to perform basic data visualizations**

1. **Open Tableau public desktop, Understand the data.**
2. **Load the worksheets “Orders”, “Returns”, “People” from Global Superstore dataset.**
3. **Map relationships between the variables in the “Orders”, “Returns”, “People” worksheets using edit relations option.**
4. **Prepare your first bar graph for plotting region wise sales. Which two variables would you use? Sort from ascending to descending order.**
5. **Visualize total revenue contributed by each sales person?**
6. **What are the total item volumes sold in different regions under each sales representative?**
7. **Also prepare a data table to describe revenue generated per item (i.e. product) in each geographic region.**
8. **Plot revenue trends in different years for different regions.**
9. **So which sales representative has performed the best in terms of number of units sold and total revenue contributed ?**
10. **Identify the Order ID’s, which are returned?**
11. **What proportions of orders are returned?**

**Hint-use a calculated field**

1. **Create a hierarchy our of geographical data variables Country, State, City, Postal code?**
2. **Create a geographical visualization using the above hierarchy dimension you had created.**

**Finally save all your work to Tableau Public profile. So that you are able to access your work when needed.**

**Hint:**

**We can download all our workbooks from our Tableau Public profile. So later we can edit and update the changes to Tableau public profile.**