Comparison of Region Based on SALES

Objective:

Create a dashboard to visualize the sales comparison between two selected regions

Problem Statement:

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
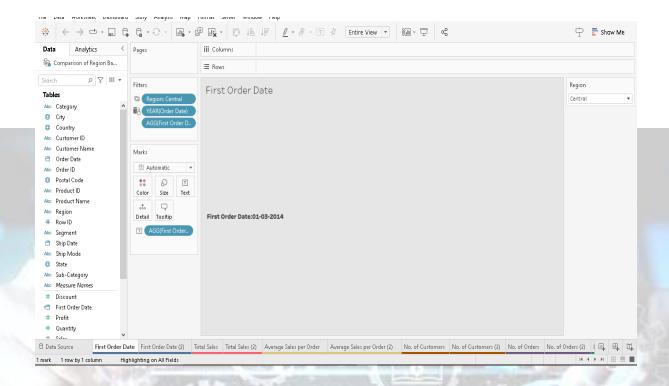
Prerequisites :

• **Hierarchy**
• **Parameters**
• **Calculated fields**
• **Dashboard**
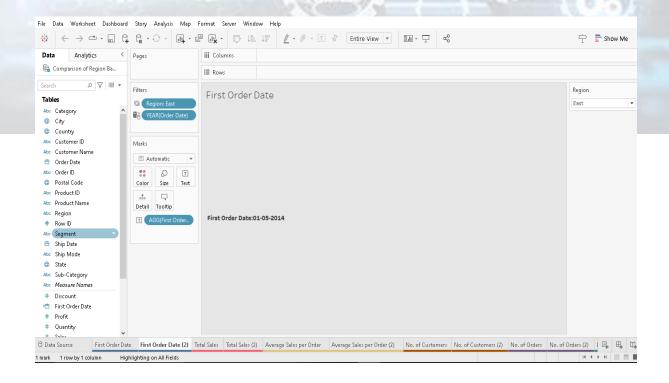
Industry Relevance

• **Hierarchy: It represents the level-wise configuration.**
• **Parameters: It is a workbook variable such as a number, date, or string that can replace a constant value in a calculation, filter, or reference line.**
• **Calculated fields: It creates new dimensions, such as segments, or new measures, such as ratios or sums.**
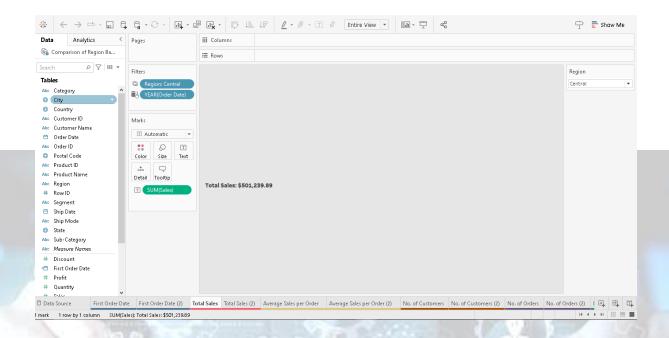• **Dashboard: It displays several views and compares a variety of data simultaneously**
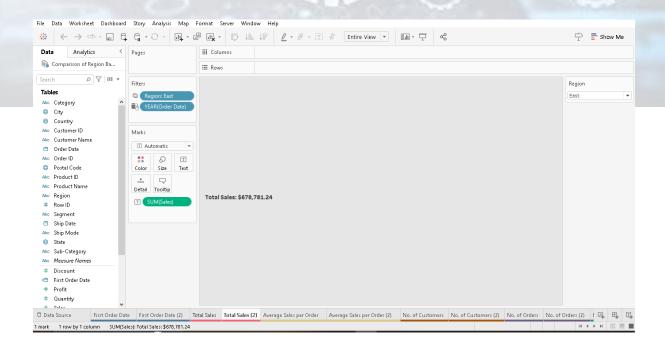
Analysis:

- ## First Order Date (Primary Region)
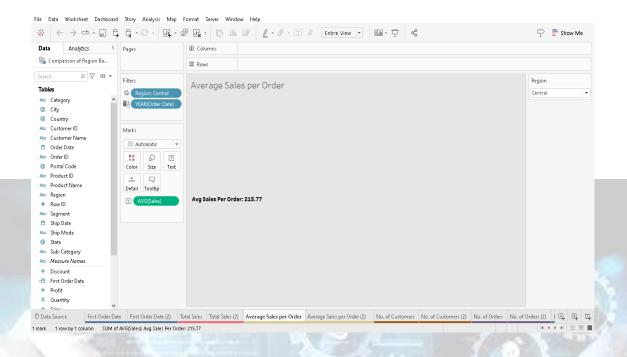

- ## First Order Date (Secondary Region)

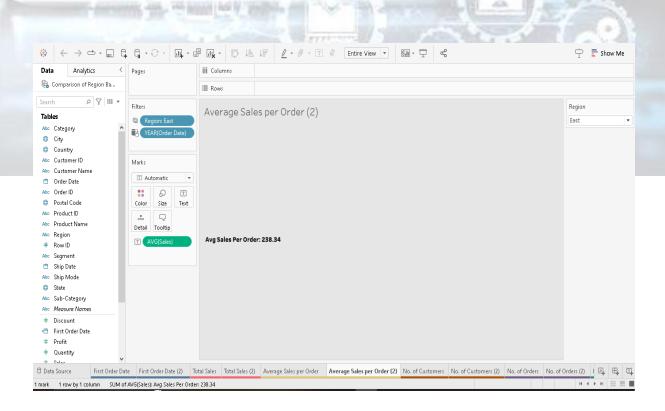- # **Total Sale** **(Primary Region)**
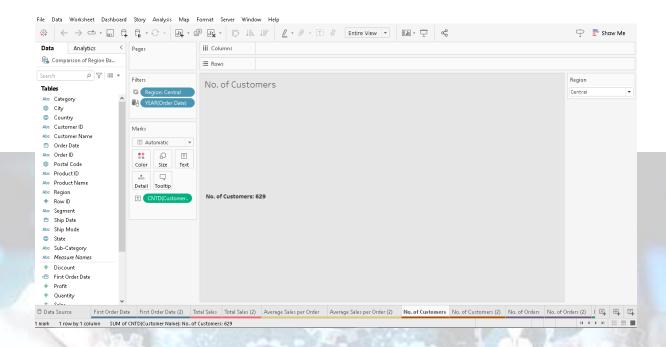

- # **Total Sale** **(Secondary Region)**
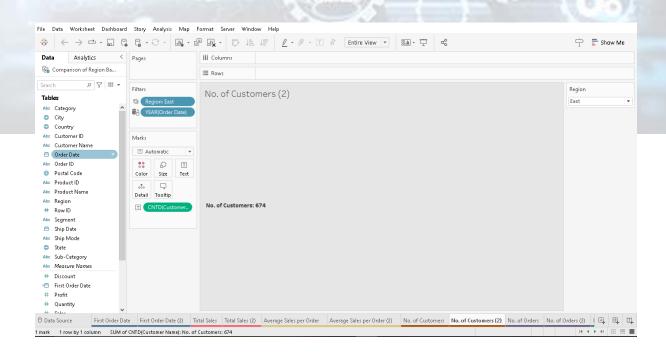
- **Average Sale Per Order (Primary Region)**

- **Average Sale Per Order (Secondary Region)**

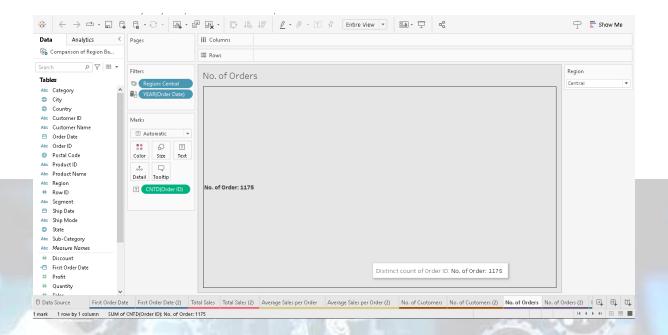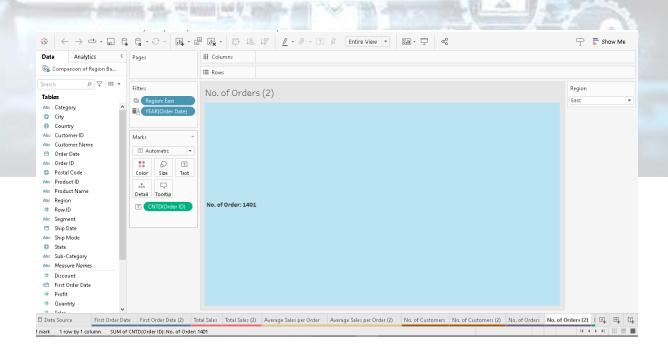- # No. Of Customer (Primary Region)
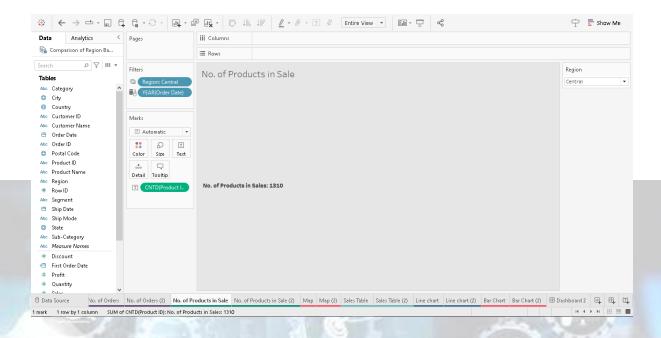

- # No. Of Customer (Secondary Region)

- ## No. Of Orders (Primary Region)
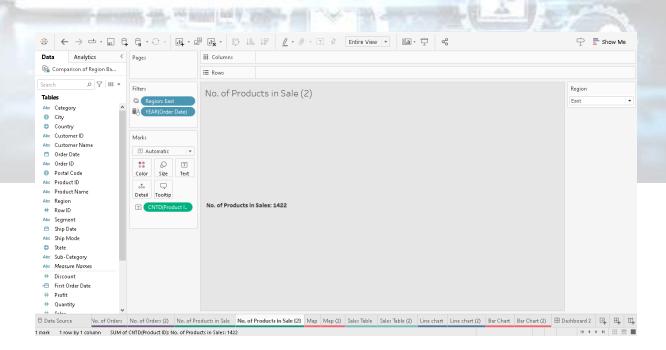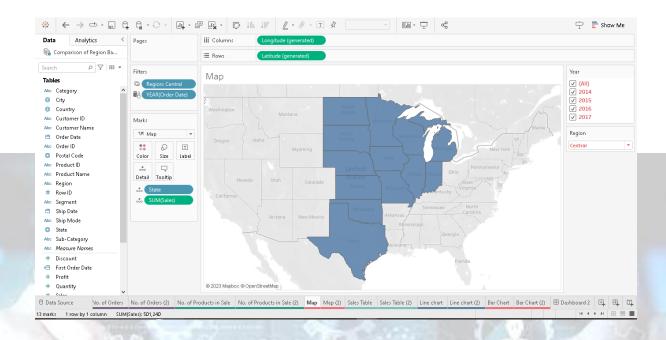

- ## No. Of Orders (Secondary Region)
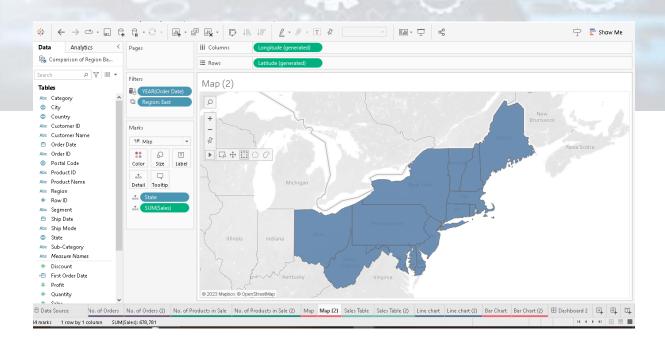
- # No. Of Products in Sales (Primary Region)

- # No .Of Product in Sales (Secondary Region)

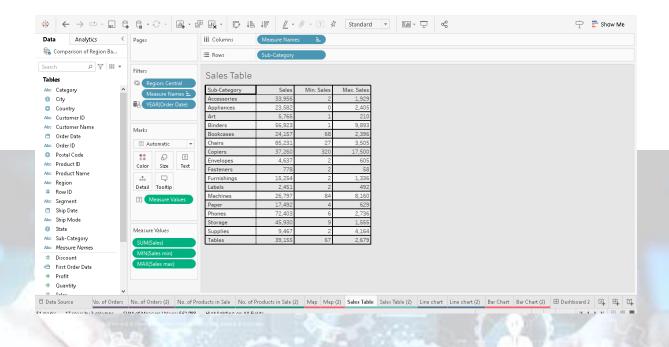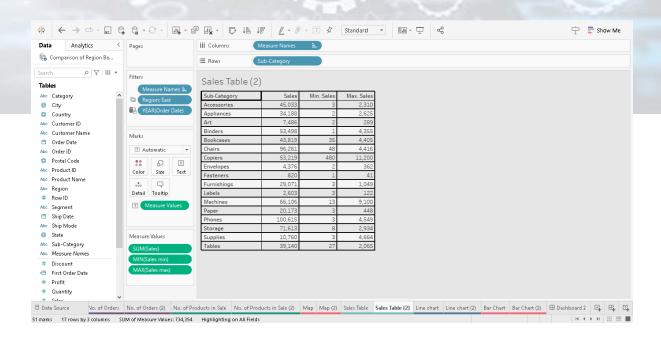# • Map (Primary Region)

• Map (Secondary Region)

• Sales (Primary Region)

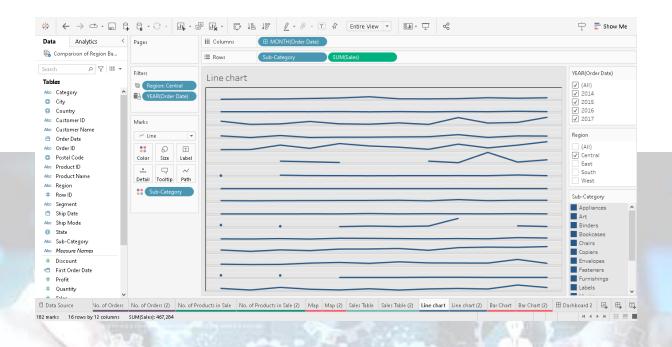## Sales Table

Sub-Category	Sales	Min. Sales	Max. Sales
Accessories	33,956	2	1,929
Appliances	23,582	0	2,405
Art	5,765	1	210
Binders	56,923	1	9,893
Bookcases	24,157	68	2,396
Chairs	85,231	27	3,505
Copiers	37,260	320	17,500
Envelopes	4,637	2	605
Fasteners	778	2	58
Furnishings	15,254	2	1,336
Labels	2,451	2	492
Machines	26,797	84	8,160
Paper	17,492	4	629
Phones	72,403	6	2,736
Storage	45,930	9	1,555
Supplies	9,467	2	4,164
Tables	39,155	67	2,679

• Sales (Secondary Region)

Sales Table (2)

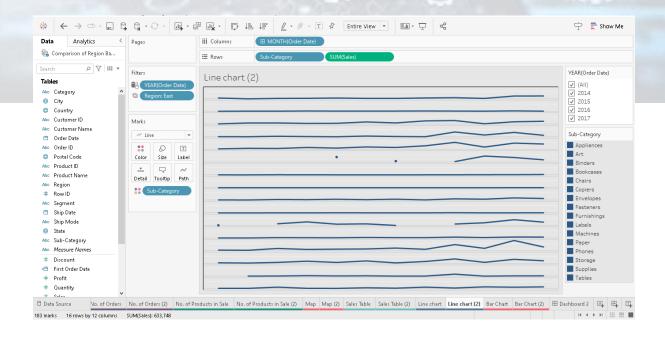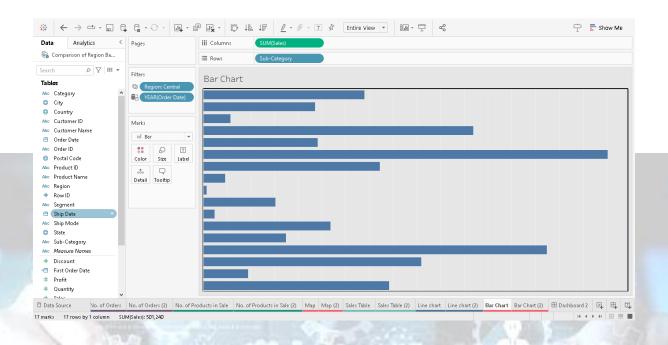| Sub-Category	Sales	Min. Sales	Max. Sales
Accessories	45,033	3	2,310
Appliances	34,188	2	2,625
Art	7,486	2	289
Binders	53,498	1	4,355
Bookcases	43,819	35	4,405
Chairs	96,261	48	4,416
Copiers	53,219	480	11,200
Envelopes	4,376	2	362
Fasteners	820	1	41
Furnishings	29,071	3	1,049
Labels	2,603	3	122
Machines	66,106	13	9,100
Paper	20,173	3	448
Phones	100,615	3	4,549
Storage	71,613	8	2,934
Supplies	10,760	3	4,664
Tables	39,140	27	2,065

• Line Chart (Primary Region)

• Line Chart (Secondary Region)
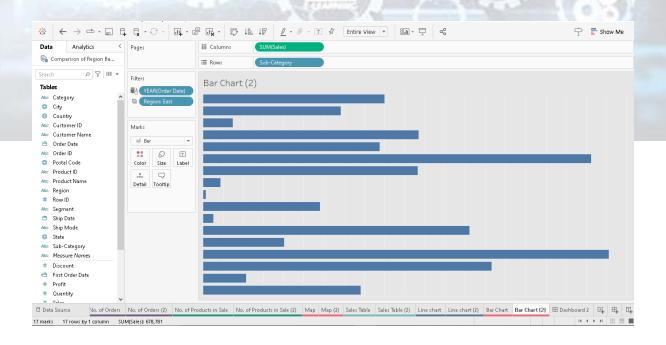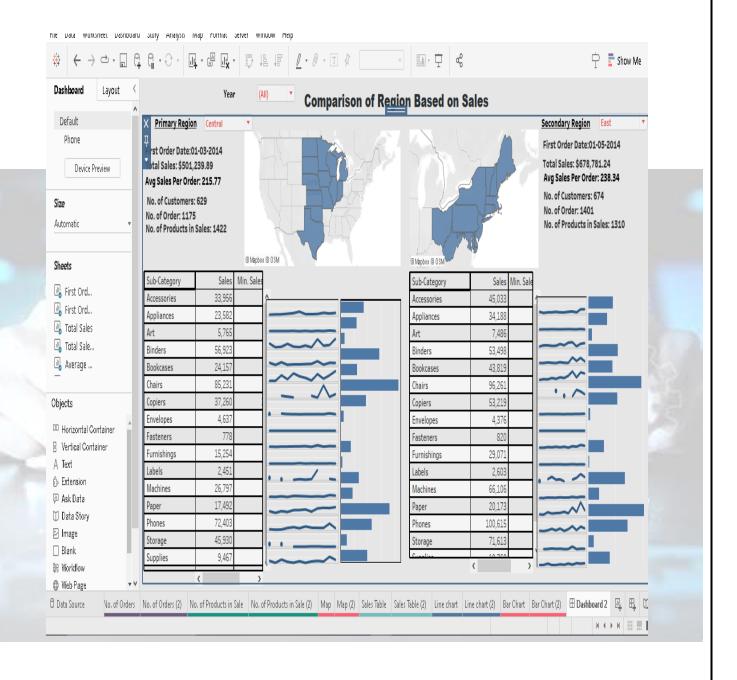
• Bar Chart(Primary Region)

• Bar Chart (Secondary Region)

• Dashboard:

Project Outcome:

• This project is designed to help create a dashboard to visualize the sales comparison between two selected regions.
• In order to increase sales, the organization can take preventive measures using dashboards

THANK YOU