

## a) Screenshot of Tableau Data Source view showing Tables and Joins from Contoso DW

Tableau - Vrushali\_Banda\_Tableau\_HW2\_v2

File Data Server Window Help

Connections [Add](#)

DESKTOP-A17BE4E  
Microsoft SQL Server

Database  
ContosoRetailDW

Table

- DimAccount
- DimChannel
- DimCurrency
- DimCustomer
- DimDate
- DimEmployee
- DimEntity
- DimGeography
- DimMachine
- DimOutage
- DimProduct
- DimProductCategory
- DimProductSubcategory
- DimPromotion
- DimSalesTerritory
- New Custom SQL
- New Union

Stored Procedures

- P\_FactSalesQuota
- Custom SQL

FactSales+ (ContosoRetailDW)

Connection: ☒ Live ☐ Extract Filters: 0 [Add](#)

FactInventory+ (ContosoRetailDW)

FactSales+ (ContosoRetailDW)

FactSales

DimDate

DimProduct

DimStore

DimProductSubcategory

DimProductCategory

DimGeography

Sort fields: Data source order

Show aliases Show hidden fields rows

DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate
Datekey	Full Date Label	Date Descripti...	Calendar Year	Calendar Year...	Calendar Half ...	Calendar Half ...	Calendar Quar...	Calendar Quar...	Calendar Month	Calendar Mon	

Update Now

Automatically Update

Data Source Worksheet Worksheet 2 Sheet 3 Sheet 4

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FactInventory+ (ContosoRetailDW)

Connection: ☒ Live ☐ Extract Filters: 1 [Edit](#)

FactInventory

DimDate

DimProduct

DimStore

DimProductSubcategory

DimProductCategory

DimGeography

Sort fields: Data source order

Show aliases Show hidden fields rows

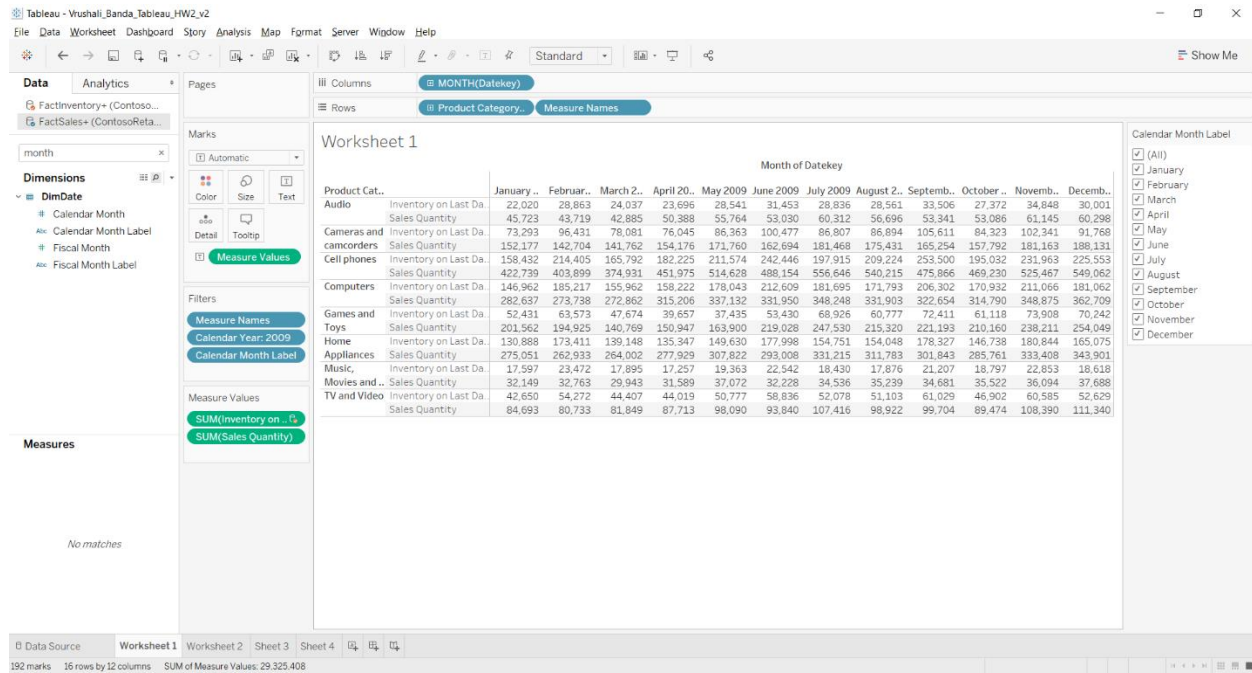
DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate	DimDate
Datekey	Full Date Label	Date Descripti...	Calendar Year	Calendar Year...	Calendar Half ...	Calendar Half ...	Calendar Quar...	Calendar Quar...	Calendar Month	Calendar Mo	

Update Now

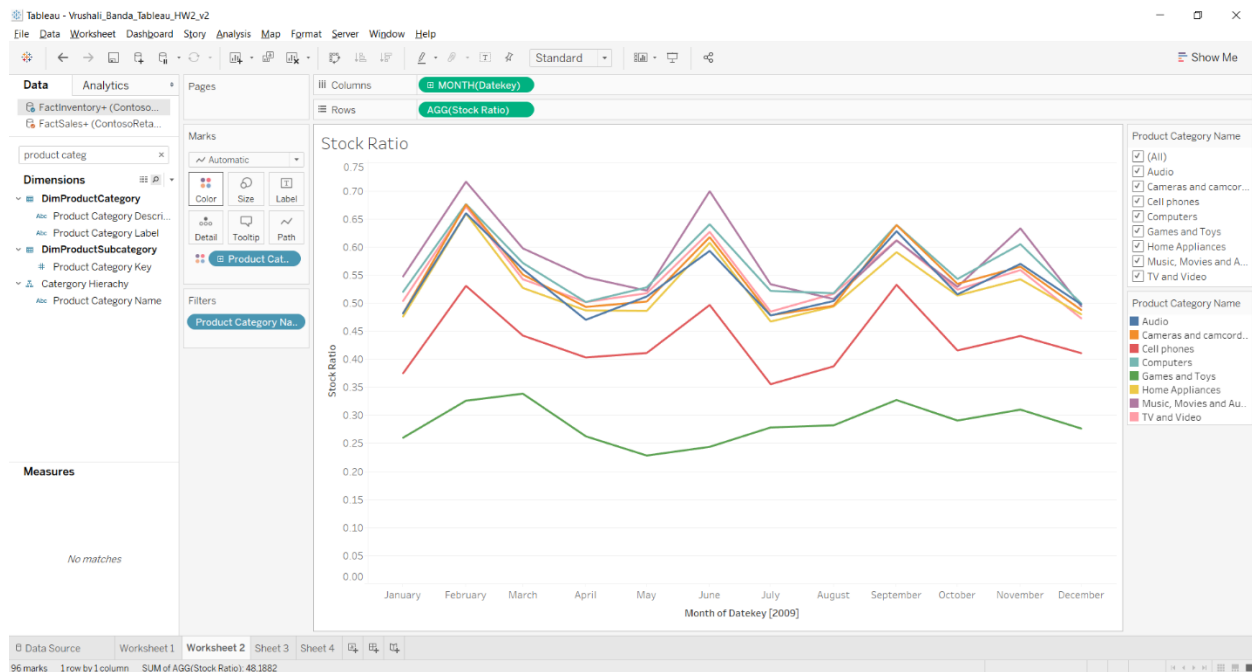
Automatically Update

Data Source Worksheet Worksheet 2

b) Screenshot of Worksheet 1 with Category as Rows and Months of 2009 as Columns. The Inventory on Last Day of Period and Sales numbers should be readable.



c) Submit Screenshot of Worksheet 2 with Line graphs of Stock to Sales ratio for each Category



d) Submit brief summary of analysis in item 3

Worksheet 1

			August 2009			September 2009			Month of Datekey October 2009			November 2009			December 2009		
Product ..	Product ..	Product Name	ven..	Sales ..	Stock ..	Inven..	Sales ..	Stock ..	Inven..	Sales ..	Stock ..	Inven..	Sales ..	Stock ..	Inven..	Sales ..	Stock ..
Audio	Bluetooth	WWI Stereo Bluetooth Headphones E1000 White	446	782	0.57	306	542	0.56	171	492	0.35	119	850	0.14	677	1,082	0.63
	Headphon	NT Bluetooth Active Headphones E202 Black	324	702	0.46	333	630	0.53	278	668	0.42	320	756	0.42	528	620	0.85
	es	WWI Wireless Bluetooth Stereo Headphones M270 ..	196	306	0.64	289	360	0.80	180	310	0.58	280	376	0.74	379	365	1.04

There are many products that are deviating from the expected trend of increase in stock ratio between October – November and a decrease in November December period. Here are the three examples that I would like to highlight.

Case i) WWI Stereo Bluetooth Headphones E1000 White (Let's call it P1)

P1 has the highest inventory on the last day of December. Its stock ratio was 0.35 in October 2009, reduced to 0.14 in November when it was expected to increase and then increased again in December to 0.63, deviating significantly from the expected behavior. While sales increased, the ratio was high mainly due to huge inventory at the end of the period.

Case ii) NT Bluetooth Active Headphones E202 Black (P2)

P2 had a Stock Ratio of 0.42 in October, remained flat in November in spite of increase in sales by 13.2% and the inventory increased by the same rate. The Stock Ratio then doubled to 0.85 in December due to increase in inventory and a drop in sales. This behavior of flat followed by increasing trend in the last two months is a significant deviation from the expected behavior.

Case iii) WWI Wireless Bluetooth Stereo Headphones M270 Black (P3)

P3 had an increasing trend in Stock Ratio between the October to December, where it went from 0.58 to 0.74 and then to 1.04 at the end of December 2009. This was driven by flat sales, but increasing inventory levels, suggesting that the demand was not appropriately understood by the planners. This is also a significant deviation from the expected trend in Stock Ratio.