**Blog 7: March 31st, 2019 (Week of Mar 25th - Mar 31st)**

Last week, according to our clients feedback, we need to use Power BI as our main tool for visualizations. Rashi and I decided to take on the responsibility to do some basic EDA with Power BI , while others kept working on the probability, or modeling part.

Our team agreed to divide our work in an ordered manner that: Firstly, we clean the data and do some feature engineering in Python, and then output the tidy dataset into a csv file. The next step is to input the csv file into the Power BI. Rashi and I will focus on using Power BI to generate some visualizations, and create a summary dashboard for our clients. We also need to record everything we did, whether successful or not, on the wiki network. In this way, anyone in the interior wiki network could know what we have done and may find something helpful to them.

Since none of us had any experience working with Power BI, Rashi and I started with some guiding videos and took a demonstration. We did some basic EDA such as: the distribution of business process stage, the distribution of status code name, the performance of salespeople regarding to number of the deals they won/lost, the distribution of Product Group Level A,B,C, and a map that shows where these deals happen.

On the Friday call, we showed our visualizations to Mariem. And Mariem suggested us: 1. Add some filters to see how these metrics will change if we change the region, year and so on. 2. Create hierarchy for Product Group Level A,B,C. 3. Find something interesting, not just record what we used as X-axis, Y-axis. 4. Try to visualize the modeling result.

We will definitely modify our visualizations according to Mariem’s advice.