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# QlikView Case Study "Making Sales History Report

#### **Description:**

BISP is committed to provide BEST learning material to the beginners and advance learners. In the same series, we have prepared a complete end-to end Hands-on Beginner's Guide for Qlikview implementations. The document focuses on. Qlikview Sales History Dashboard Join our professional training program and learn from experts

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# **Generating the Report on Sales History Data:**

It is very important to keep track of sales, revenue that a Sales team has generated and the amount of commission payable to Salesperson. This information is very crucial for any organization to maintain record for sales staff performance by territory or location, and to indicate the strengths and weaknesses in company sales, which will help to identify the areas where they have to work to raise their sales.

With this Report Sheet, the system gathers the available information about each group of product scale records in the Sales and loads it into the Sales Reporting per yearly. Because most of the information is automatically generated, this analysis is more efficient and accurate than unexpected sales entry, it helps you to identify leases either with problems in the existing setup for sales overage.

#### We have developed the report which identifies these factors.

- > It gives the invested production cost for each product year wise.
- > The sold Quantity of the product year wise.
- The profit gained yearly.
- > It gives the quantity of the product made year wise.
- > It gives the discarded product which got return after sell.
- > The reasons responsible for the return of the product with description of the responsible reason.
- > The order method applied for the particular product.
- > The sales done by each staff member for judging the performance of the staff member.

### Sales History Data Model

SalesTarget			Product
SalesYear	OrderDetail		productnumber
FirstName	salesstaffcode		IntroductionDate
SalesBranchCode	ordercode		ProductName
	salesbranchcode		ProductTypeCode
	productnumber		ProductionCost
ostDatail	ReturnReasonCode	e	Margin
rdercode	orderdate		Picture
uantity	orderdetailcode		PictureURL
nitcost	ordermethod		Description
nitprice	ordermethodcode		selling done
nitsaleprice	vendorname		Year
	vendorsitecodego		
s <mark>Branch s</mark> branchcode  ssranchcode  sss1  ess2  trycode			ReturnReasonCode OrderDetailCode ReturnCode ReturnCode ReturnDate ReturnQuantity
agercode			Representation

### Oracle as a data source:

We have taken the data source as oracle.

Step 1) Open the QlikView app and give the name SalesHistory.

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Step 2) Then go to the script Editor window and check the database interface should be OLEDB and then click on the connect option.

Data	Functions	Variables	Settings			
Datab OL	ase E DB		•	Connect	Data from Files	Table Files
<b>V</b> F	orce 32 Bit			Select	🔲 Use FTP	QlikView File
						Web Files
						Field Data

Step 3) This will open the Data Link Properties window this having the set of providers choose the provider 'Oracle provider for OLEDB' then click the Next option.

Data Link Properties      Provider Connection Advanced All      Select the data you want to connect to:	
OLE DB Provider(s) <ul> <li>Microsoft OLE DB Provider for Analysis Services 9.0</li> <li>Microsoft OLE DB Provider for Data Mining Services</li> <li>Microsoft OLE DB Provider for Indexing Service</li> <li>Microsoft OLE DB Provider for ODBC Drivers</li> <li>Microsoft OLE DB Provider for OLAP Services 8.0</li> <li>Microsoft OLE DB Provider for Search</li> <li>Microsoft OLE DB Provider for SQL Server</li> <li>Microsoft OLE DB Simple Provider</li> <li>MSData Shape</li> <li>OLE DB Provider for OLE DB</li> <li>III</li> </ul> <li>Next &gt;&gt;</li>	

Step4) In the connection tab give the data source name as you had been given during installation and then the user name and password from which you logged on the oracle as a user.

	nced All					
Autoria and Autoria Autoria						
Specify the following to conn	ect to ODBC data:					
<ol> <li>Specify the source of data</li> </ol>	ita:					
<ul> <li>Use data source n</li> </ul>	lame	- Refresh				
		• Neiresin				
Use connection st Connection string:	ring					
Connection string.		Build				
2. Enter information to log o	on to the server					
User name:						
Password:						
Blank password	Allow saving pass	word				
3. Enter the initial catalog t	o use:					
	Test	Connection				
0	K Cancel	Help				
	K Cancel	Help				
nap shot is shown here	K Cancel when you have gi	Help ve the name of y	your data source.			
nap shot is shown here acle Database 11g Release 2 Ins	K Cancel when you have gives	Help ve the name of y e - Step 4 of 8	our data source.		<b></b> ×	
nap shot is shown here acle Database 11g Release 2 Ins cal Install Configuration	K Cancel when you have git staller - Installing databas Bisp123	Help ve the name of y e - Step 4 of 8 4456	your data source.	ORACL	<u> </u>	
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nap shot is shown here acle Database 11g Release 2 Inst cal Install Configuration Configure Security Updates Installation Option System Class Typical Installation Prerequisite Checks Summery Install Product Firesh	K Cancel When you have git ctaller - Installing database Bisp123 Perform full Database ins Oracle bage: Software location: Database file location: Database gittion: Character Set; Global database name: Administrative gassword Confirm Password:	Help ve the name of y ie - Step 4 of 8 4456 tellation with basic confi D: tappias product11 D: tappias toradata Enterprise Edition (3: Default (VVEBMS/VIN) orcl : anama 3 ************************************	vour data source.		E 118	
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Configure Security Updates Install Configuration Configure Security Updates Installation System Class Typical Installation Prerequisite Checks Summery Instal Product Finish	K Cancel When you have given and the second	Help ve the name of y e - Step 4 of 8 4456 tallation with basic confi D: \app\as\product\11 D: \app\as\product\12 D: \app\as\produ	vour data source.		Erowse	
Configure Security Updates Install Configuration Configure Security Updates Installation Option System Class Typical Installation Prerequisite Checks Summery Instal Product Timeh	K Cancel When you have given and the second	Help ve the name of y e - Step 4 of 8 4456 tallation with basic confi D: \app\as\product\11 D: \app\as\produ	/our data source.		Erowse	
Configure Security Updates Install Configuration Configure Security Updates Installation Option System Class Typical Installation Prerequisite Checks Summery Install Product Firesh	K Cancel When you have git Cancel Reform full Database ins Oracle bage: Software location: Database file location: Character Set; @lobal database name: Administrative gassword Confirm Password:	Help ve the name of y ie - Step 4 of 8 4456 tallation with basic confi D: tappiasiproduct11 D: tappiasip	vour data source.		Ecowse Browse	
Configure Security Updates Install Configuration Configure Security Updates Installation System Class Typical Installation Prerequisite Checks Summery Install Product Timesh	K Cancel When you have given and the second	Help ve the name of y e - Step 4 of 8 4456 tellation with basic confi D: \app\as\product\11 D: \app\as\product\12 D: \app\as\product	Vour data source.	DATABAS	Erowse Browse	

Step

5)Hit the test connection button, the notification will come which display that Test connection succeeded.



Step 6) Then another OraOLEDB Logon window will open which ask for the user id, password and server name. Server name will be same as the data source name then ->ok.

Tao Logo Logo				
User ID:	TEST			
Password:				
Server:	orcl			
ОК	Cancel			
p 7) Now, Go t	o the select option in	Edit script window.		
p 7) Now, Go t ata Function	othe select option in T ns Variables Setting	Edit script window.		
p 7) Now, Go t <sup>Pata</sup> Functior Database ————————————————————————————————————	othe select option in s Variables Setting	Edit script window.	Data from Files ——	
p 7) Now, Go t Data Function Database OLE DB	othe select option in T ns Variables Setting	Edit script window.	Data from Files Relative Paths	Table Files
p 7) Now, Go t Data Function Database OLE DB V Force 32 B	othe select option in T ns Variables Setting	Edit script window.	Data from Files Relative Paths	Table Files QlikView File
p 7) Now, Go t Pata Function Database	othe select option in T ns Variables Setting	Edit script window.	Data from Files Relative Paths	Table Files QlikView File Web Files

Step 8) From the owner, you can select the schema on which you have to work. A schema is a collection of logical structures of data, or schema objects. A schema is owned by a database user and has the same name as that user. Each user owns a single schema.

Data Source	Provider=OraOLEDB.Oracle.1;Persist Security Info=False;User ID=system;Data Source=orcl;Extended Properties="	Connect
Database		Driver
Dwner	SH	Support
	EXECVS	
	FLOWS FILES	
	HR CHARTER CONTRACTOR	
1 <b>7</b> 11		
] I ables	MDDATA	
Views	MDSYS	
Synonyms	MGMT_VIEW	
Sustem Tables	OE	
A Commentation	OLAPSYS	
Allases	ORACLE_OCM	
	ORDDATA	
	ORDPLUGINS	
	ORDSYS	
	UOILN	
	UV6515 DV66VC AUDIT	
	SOUT	
	SHE	
	SI INFORMAN SCHEMA	
	- SPATIAL_CSW_ADMIN_USR	
ript Table Co	M SPATIAL WFS_ADMIN_USR	
LOAD "CD	- SYS	🔎 💿 Column
	** SYSMAN	O Bow
UEAL	SYSTEM	Church and
CONT	T TEST	Structured
SOL SELEC	TT WMSYS	V Preceding Lo
ROM SH.'	BXDB	

Step 8) Now choose the schema and all the fields of the table will be explore to you. You can add more table by pressing add button present in the bottom side of the wizard.

Data Source	Provider=OraOLEDB.Oracle.1;Persist S	ecurity Info=False;User ID=system;Data Source=orcl;Extende	d Properties=		Connect
Database					, Driver
Owner	SH				Support
Tables Views Synonyms System Tables Aliases	Database Tables		Fields Text Order		
Script Table Co LOAD "SP "DEAL "CONI SQL SELEC FROM SH."	Dumns Preview Blobs LD", ID", TRIBUTION_PER"; T* "BRIDGE TABLE";				Olumn     Onw     Structured     Preceding Load
	_				Add
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#### Then the script will load in the script editor

```
OLEDB CONNECT32 TO [Provider=Microsoft.Jet.OLEDB.4.0;User ID=Admin;Data
Source=C:\Users\as\Desktop\GoSales.mdb;Mode=Share Deny None;Extended
Properties="";Jet OLEDB:System database="";Jet OLEDB:Registry Path="";Jet
OLEDB:Database Password="";Jet OLEDB:Engine Type=5;Jet OLEDB:Database
Locking Mode=0;Jet OLEDB:Global Partial Bulk Ops=2;Jet OLEDB:Global Bulk
Transactions=1;Jet OLEDB:New Database Password="";Jet OLEDB:Create System
Database=False;Jet OLEDB:Encrypt Database=False;Jet OLEDB:Don't Copy
Locale on Compact=False;Jet OLEDB:Compact Without Replica
Repair=False;Jet OLEDB:SFP=False];
OrderDetail:
```

LOAD ordercode, orderdate, orderdetailcode, ordermethod, ordermethodcode, productnumber, ReturnReasonCode, salesbranchcode, salesstaffcode, vendorname, vendorsitecodego; SQL SELECT \*

FROM `Dim\_Orderdetail`;

### CostDatail:

```
LOAD
quantity,
    unitcost,
    unitprice,
    unitsaleprice,
ordercode;
//salesstaffcode,
    //productnumber,
```

# SQL SELECT \* FROM `Fact Order`;

#### SalesBranch:

```
LOAD address1,
    address2,
    city,
    countrycode,
    managercode,
    postalzone,
    region,
    salesbranchcode;
SOL SELECT *
```

```
1 * 1 .*
```

```
FROM `Dim Salesbranch`;
Left join SalesBranch:
LOAD Country,
    CurrencyName,
    SalesCountryCode as countrycode;
SQL SELECT Country,
    CurrencyName,
    SalesCountryCode
FROM Country;
Product:
LOAD ProductNumber as productnumber,
     IntroductionDate,
     ProductName,
     ProductTypeCode,
     ProductionCost,
     Margin,
     Picture,
     PictureURL,
     Description,
     //ReturnReasonCode,
     [selling done],
     Year
```

#### FROM

Then Reload the script and go to the table viewer, Here is the data model.

# **Sales History Dashboard**



## Calculation of the product cost of the product

It is require to calculate the product cost of each product to know the investment done on the product. For these types of calculation, we use the gauge chart. Here we have a gauge chart named as investment done on each product.



The value showing the production cost done alone with the products. The expression used here are the sum of production cost taken per product.

Go to the Expression tab and add the expression here as sum(Production cost) which give the result on invested amount on each of the product.

Edit Expression	n	
File Edit Se	ettings Help	
Expression OK		
1 Sum (pr	coductioncost)	
<		
Fields Function	ns Variables Images	
Aggregation		▼ 0 %
Table	All Tables	✓ Show System Fields
Field	Address1	✓ Distinct
		Paste
		OK Cancel Help

And we get the value varying according to the product name, for the product name we have used the list box by clicking on the particular product we will get the varied value of the production cost.



### Calculations related to the selling of the product

For the calculation of the selling performance, we have taken one more gauge chart which gives the performance of selling for the product and also attached list-box which helps to find the selling cost, has been charged for each product.

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Here the expression taken for the gauge chart is Sum(Selling ) and we take one value in the dimension infront for which we have to find the result (Product name).

The expression can be given by going to the expression tab and adding the expression here as shown.

Edit Expressi	on	
File Edit	Settings Help	
Expression OK		
1 Sum ([	selling done])	
*		
Fields Funct	ions Variables Images	
Aggregation		• 0 %
Table	All Tables	✓ Show System Fields
Field	address1	Distinct     Paste
		OK Cancel Help

### **Calculation of profit**

The main factor of any company's strategy includes the yearly profit gain on each product. By judging through this factor company decides compare the profit gain yearly.



As we look here the product's gain-profit is displayed here as we can see the profit gain of the two years 2001 and 2002 and we can do comparison between them here the gain of 2002 is less then the profit gain of 2001.

The expression we have used here can be seen by going through the expression tab.

Edit Expression	n 📃 🖻 🗾 🎽
File Edit S	ettings Help
Expression OK	num Sum ({[SetExpression][DISTINCT][
1 (((Sum	<pre>([selling done])-Sum (ProductionCost))*100)/Sum (ProductionCost)) </pre>
•	F
Fields Functio Aggregation Table Field	ns Variables Images  Variables Images  All Tables  ProductionCost  Paste
	OK Cancel Help
Here we have ta	aken the expression as a done])-Sum (ProductionCost))*100)/Sum ([ ProductionCost]))

This expression gives the profit gain of each product yearly .We have take year in our dimension tab.

General	Dimensions	Dimension Limits	Expressions	Sort	Style	Presentation	Axes	Colors	Number	Font	4
Available	e Fields/Group	S			Use	ed Dimensions					
- الم	1			CONTRACT,		AN AND					1

# Calculations related to the returned quantity of the product

Now the focus should be on the reasons behind the decrease profit ratio of the year 2001 and what the factors responsible. If the company is responsible, then we need the ratio of "Quantity of production" of that particular product in that year and its "Returned Quantity". So we will choose a pivot table in which we will take three expressions .The measurement of the returned quantity of the product is most important because we should have the knowledge about how much quantity of that product is going to be a waste.

This is the pivot table from which we are getting the sum(Quantity), sum(ReturnQuantity) and according to the ratio as a result we get the Profitable Quantity. For creating this table go to the pivot table and the expression should be taken as shown below.

Chart Properties [Return produc	t]				X
General Dimensions Expression	ons Sort Presentation Vi	sual Cues Style	Number Font	Layout Caption	
⊞ Sum (quantity)     □    □	💟 Enab	le 📃 Condition	nal		
<ul> <li></li></ul>		Label			
In the expression tab three Quantity.	expressions are taken	which are Sum	(quantity), Sum	n(ReturnQuantit	y) and Profitable
For this Quantity we have take	en suni(quantity) which w	In ten us now n	luch Quantity o	The product is	produced.
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Edit Express	ion	1.000	
File Edit	Settings Help		
Expression OK			
1 Sum (c	quantity)		~ ~
Fields Func	tions Variables Images		
Aggregation		• 0 %	
Table	<ul> <li>All Tables</li> </ul>	▼ Show System	Fields
Field	Address1	- Distinct	
		Paste	
r the return q	uantity we have taken the sum(Return	Quantity) which will	
r the return q l us how muc Edit Express	uantity we have taken the sum(Return h quantity was returned.	Quantity) which will	
r the return q l us how muc Edit Express	uantity we have taken the sum(Return h quantity was returned. sion Settings Help	Quantity) which will	
r the return q l us how muc Edit Express File Edit Expression OK	uantity we have taken the sum(Return h quantity was returned. sion Settings Help	Quantity) which will	
r the return q l us how muc Edit Express File Edit Expression OK	uantity we have taken the sum(Return h quantity was returned. sion Settings Help ReturnQuantity)	Quantity) which will	
r the return q l us how muc Edit Express File Edit Expression OK Sum (1)	uantity we have taken the sum(Return h quantity was returned. sion Settings Help ReturnQuantity)	Quantity) which will	
r the return q l us how muc Edit Express File Edit Expression OK Sum (1) Fields Fund Aggregation	uantity we have taken the sum(Return h quantity was returned. sion Settings Help ReturnQuantity)	Quantity) which will	
r the return q l us how muc Edit Express File Edit Expression OK Sum (1) Fields Func Aggregation Table	uantity we have taken the sum(Return h quantity was returned. sion Settings Help ReturnQuantity)	Quantity) which will	Fields
r the return q l us how muc Edit Express File Edit Expression OK Sum (1) Fields Func Aggregation Table Field	uantity we have taken the sum(Return h quantity was returned. sion Settings Help ReturnQuantity) tions Variables Images All Tables Address1	Quantity) which will Quantity) which will	Fields

And for the profitable quantity we will remove the returned quantity from the total Quantity, and then by multiply with 100 and then the ratio of total will give percentage of the profitable quantity.

	_			X		
File Edit Settings	Help					
Expression OK				120		
1 [((column(1	)-column(2))*10	0)/column(1) <u>}</u>		-		
Fields Functions Varia	ibles Images					
Aggregation		• 0	%			
Table 🔷 All 1	Tables	- Show	System Fields			
Field add	lress1	✓ Disting	ct			
		Past				
			OK Cancel H	Help		
the dimensions w	ill be taken as product	name because we find each	product's performance.			
hart Properties [Retu	m product]		X			
General Dimensions	Expressions Sort Pre	esentation Visual Cues Style	Number Font Layout Caption	1		
General Dimensions Expressions Sort Presentation Visual Cues Style Number Font Layout Caption						
Available Fields/Group	os	Used Dimens	ions			
Available Fields/Group address1 address2	)S	Used Dimens	ions Jame			
Available Fields/Group address1 address2 city	)S	Add > Productive < Remove	ions <del>lame</del>			
Available Fields/Group address1 address2 city contactcodego ow Return Product 1	able is here which giv	Used Dimens Add >  Remove es all the information abou	ions Jame t the product.			
Available Fields/Group address1 address2 city contactcodeco ow Return Product 1	able is here which giv	Used Dimens	ions Jame t the product.			
Available Fields/Group address1 address2 city contactcodeop w Return Product ( Return product)	es table is here which giv	Used Dimens	ions Jame t the product.			
Available Fields/Group address1 address2 city contactcodeco w Return Product ( Return product)	ns table is here which giv Ct TotalQuantity	Used Dimens	ions Jame t the product.			
Available Fields/Group address1 address2 city contact codeop ow Return Product 1 Return product 1 ProductName	able is here which giv <b>ct</b> TotalQuantity 168,068	Used Dimens	ions Name t the product. Profitable Quantity(In per 98.6			
Available Fields/Group address1 address2 city contactcodeco w Return Product 1 Return product 1 ProductName lue Steel Putter	es table is here which giv Ct TotalQuantity 168,068 112,082	Used Dimens Add > Product Remove es all the information abou QuantityReturn 2,432 4,194	ions Jame t the product. Profitable Quantity(In per 98.6 96.3			
Available Rields/Group address1 address2 city contact codeon ow Return Product of Return product of ProductName lue Steel Putter SugShield Extreme	able is here which giv Ct TotalQuantity 168,068 112,082 143,792	Used Dimens	ions Name t the product. Profitable Quantity(In per 98.6 96.3 99.3			
Available Fields/Group address1 address2 city contactcodeco ow Return Product of Return product of ProductName Blue Steel Putter BugShield Extreme BugShield Lotion	able is here which giv <b>ct</b> TotalQuantity 168,068 112,082 143,792 171.852	Used Dimens	ions Name It the product. Profitable Quantity(In per 98.6 96.3 99.3 96.6			

By taking the higher values of the return Quantity we will focus on the responsible reasons . We can then rectify the responsible reasons. This will increase the company's satisfaction.

### Listing the Responsible reason

For listing the responsible reason we will go through the table in which we have taken these fields.

Table Box Properties [Responsible R	eason for rejection ]		
General Sort Presentation Sty	le Number Font Layout Caption		
Title		Object ID	
Responsible Reason for rejecti	on	TB03 Print Setti	ngs
Available Fields address1	Fields Displayed	e and the second s	
address2	Add > ReasonDes	cription Count	Order
contactcodego	Add All >>	Load	Order
	, name, neturn neason code and h	s corresponding description re	sponsiole.
Responsible Reason	for rejection		9 XL _ 🗖
ProductName		e ReasonDescripti	ION
Blue Steel Putter		4 Wrong product ship	oped 🔺
RugShield Extreme		3 Wropa product ord	ered *
bugonicia Extreme			
BugShield Lotion		1 Defective product	
BugShield Lotion Lite		5 Unsatisfactory pro	duct
BugShield Natural		3 Wrong product ord	lered
			1 N
			- P

The table created here is telling the responsible reason for the particular products.

## Per product margin

Now lets focus on the company's strategy for the margin given for each product.

<b>Product Description</b>		🗉 XL 🗐 💶 🗖
ProductName		Margin of pro
Aloe Relief	Ŧ	0.6 🔺
Bear Edge	Ŧ	0.4
Bear Survival Edge	Ð	0.5
Blue Steel Max Putter	H	0.55
Blue Steel Putter	H	0.5
BugShield Extreme	H	0.63
BugShield Lotion	$\blacksquare$	0.63
BugShield Lotion Lite	Ŧ	0.7
BugShield Natural	$\blacksquare$	0.67
BugShield Spray	Ŧ	0.67
Calamine Relief	Ŧ	0.5
Canyon Mule Carryall	H	0.4
Canyon Mule Climber Bac	Ŧ	0.17
Canyon Mule Cooler	Ð	0.2
Canyon Mule Extreme Ba	Ŧ	0.43
Canyon Mule Journey Ba	Ŧ	0.33
Canyon Mule Weekender	÷	0.33 🔻

For this we have take the fields in pivot table which will tell the margin of each product and by exploring the option we can see the description for each product. In dimension we have take these fields.

	-			1			-	-	-	
General	Dimensions	Expressions	Sort	Presentation	Visual Cues	Style	Number	Font	Layout	Caption
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In this table we have taken the fields ProductName and description of the product use for. For the calculation of margin we have take the expression as sum(margin).

a cont expres	ssion	
File Edit	Settings Help	
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1 Sum	(Margin)	
Fields Fur	icuons   vanables   images	
Aggregation		• 0 %
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Aggregation Table Field	All Tables     address1	<ul> <li>O %</li> <li>Show System Fields</li> <li>Distinct</li> <li>Paste</li> </ul>

We have given two listbox in the sheet one is year and another one is product name through which we can perform the selection from the both objects.

ProductName P	Year
Aloe Relief 🔶	2001
Bear Edge	2001
Bear Survival Edge	2002
Blue Steel Max Putter	
Blue Steel Putter	
BugShield Extreme	
BugShield Lotion	
BugShield Lotion Lite	
BugShield Natural	
BugShield Spray	
Calamine Relief	
Canyon Mule Carryall	
Canyon Mule Climber Backpacl	
Canyon Mule Cooler	

### Staff Member's Performance measure sheet

Now lets switch to the performance sheet of the staff members.

For checking each staff members performance we have to design a report which describes the contribution of each employee.

Main Sheet 1	Sheet2		
BIS	P	Staff Memeber's Performence measure sheet	24-01-2014
Business Intelligence Solution Provider	sinc.		
Staff member nan Alessandra Alex Alice Allisia Ana Anders Ashley Audrey Bart Bayard Belinda Bengt Björn Brendon Carole Chad Chang-ho Chin-Tsai Corey Dale Daniel Dave Daniel Dave Daniel Dave Dasis In this sheet we Staff member Bart Alessandra Alex Alice Allisia Ana Anders Staff member Bart Alessandra Alex Alice Allisia Ana Anders Ashley Audrey Bayard Belinda	Participantial and a strain a	Staff Memeber's Performence measure sheet	24-01-2014
Biongu Björn Brendon Carole Chad Chang-ho Chin-Tsai Corey Dale Daniel Dave Denis Donald Eduardo	Italy Japa Kore Mex Neth Spai Swe Swit Taiw Unit	n a co ierlands n den zerland an ed States	

We have taken the Staff Member name who have contributed in the company's sales and the country to which he belongs. We can use its reverse as we can find for which company the particular staff member is working. To measure their performance we take a performance measure gauge chart.

Sales done	by each staff member(In Thousand)	🖴 XL 🙋 🗕 🗖
Sale	s done by each staff member(In Tho	usand)
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Expression OK		
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Field	address1	Distinct
		Paste
		OK Cancel Help
List Box for	staff Info	

### by selecting via staff member list box we can measure the performance of each staff member.

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For communicating with them we will create a multibox.

Communication Link					
address1 🔹 🔻	299 Yale Avenue				
city 🔻	Seattle				
postalzone 🔹 🔻	98139				

In this multibox the fields available are address, city and postal zone.

General Sort Presentation Number Font	Layout Caption	
Title	Object ID	
Communication Link	MB02	Print Settings
Available Fields	Fields Displayed in Multibox	
address2 contactcodego Country % countrycode	dd > address 1 city postalzone	Count Order Load Order
3 Albany Court         6c, rue de l'Église         75, rue du Fauboun         154, Choung-Chenç         202-2-3 Hyakuninch         234-12, Kongdeok-I         543-225 Asahi         789 Yonge Street         1288 Dorchester Av         1288 South Barringt         2315 Queen's Ave         7800, 756 - 6th Ave         10032 NW 186th         Avenida Paulista, 33         Birchstraße 13         Interleuvenlaan 2         Isafjordsgatan 30 C         Jedleser Straße 7         Kauppakatu 33         Leopoldstraße 36         No. 1277 Beijing Xi F         Piaza Duomo, 1         Plaza de la Constitu         Prol. Paseo de la Re         Schwabentor 35         Singelgravenplein 4		