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Qlikview Case Study "Sales History Dashboard"

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 implementation. 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:

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 requirement to generate the report on each factor of the company, it not only includes the production and selling of the product but also measures the performance of each staff members.

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.



Calculation of the production cost of the product

It is require calculating the production cost of each product for knowing the investment done on the product. For these types of calculation performing factors we mostly use the gauge chart. Here we have a gauge chart named as investment done on each product.

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The value showing the production cost done with the product. 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.

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Field	Address1	✓ Distinct
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L		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 we have taken one more gauge chart which gives the performance of selling for the product and also an attached list-box which helps to find the selling cost which has been charged for each product.



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.

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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.

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hart Properties	[Profit Gain Per Year]			_		X
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Available Fields.	/Groups		Use	ed Dimensions		
address1 address2		Add >		Year		

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 for it. 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.

al Dimensions Dypressions Sort Presentation Visual Cues Style Number Font Layout Caption
al Dimensions Expressions Sort Presentation Visual Cues Style Number Font Layout Caption

In the expression tab three expressions are taken which are Sum(quantity), Sum(ReturnQuantity) and Profitable Quantity.

For this Quantity we have taken sum(quantity) which will tell us how much Quantity of the product is produced.

File Edit Settings Help			
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xpression OK			
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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.

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[((colu	umn(1)-column(2))*100)/column(1))
Fields Functio Aggregation	ns Variables Images ▼ 0 %
Table Field	All Tables I Show System Fields address1 Paste
	OK Cancel Help
the dimens	ions will be taken as productname because we find each product's performance.
art Propertie	s [Return product]
General Dim	ensions Expressions Sort Presentation Visual Cues Style Number Font Layout Caption
address1 address2 city	Add > ProductName

Now Return Product table is here which gives all the information about the product.

Return produc	et		므 XL 🖭 💶 🗖
ProductName	TotalQuantity	QuantityReturn	Profitable Quantity(In per
Blue Steel Putter	168,068	2,432	98.6 🔺
BugShield Extreme	112,082	4,194	96.3 *
BugShield Lotion	143,792	1,022	99.3
BugShield Lotion	171,852	5,876	96.6
BugShield Natural	112,082	4,194	96.3 🔻

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 Reason for	or rejection]	
General Sort Presentation Style Nu	mber Font Layout Caption	
Title	Object ID	_
Responsible Reason for rejection	TB03 Print Settings	
Available Fields	Fields Displayed in Tablebox	_
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contactcodego	Add All >> Load Order	
Ve have to take the field Product name	,Return Reason code and its corresponding description respor	nsible.
Descendible Descend (n V	
Responsible Reason for r	rejection 🗛 🛛	
ProductName	A A ReturnReasonCode ReasonDescription	
ProductName Blue Steel Putter	Comparison Comparison A ReturnReasonCode ReasonDescription 4 Wrong product shipped	
Responsible Reason for r ProductName Blue Steel Putter BugShield Extreme	Control ReasonDescription A ReturnReasonCode ReasonDescription 4 Wrong product shipped 3 Wrong product ordered	
Responsible Reason for r ProductName Blue Steel Putter BugShield Extreme BugShield Lotion	Control ReasonDescription A ReturnReasonCode ReasonDescription 4 Wrong product shipped 3 Wrong product ordered 5 Output 1 Defective product	
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Resputisible Reason for r ProductName Blue Steel Putter BugShield Extreme BugShield Lotion BugShield Lotion Lite BugShield Natural	Election A ReturnReasonCode ReasonDescription 4 Wrong product shipped 3 Wrong product ordered 1 Defective product 2 Unsatisfactory product 3 Wrong product ordered 4 Wrong product ordered 5 Unsatisfactory product 6 3	
Responsible Reason for r ProductName Blue Steel Putter BugShield Extreme BugShield Lotion BugShield Lotion Lite BugShield Natural	Clum A Image: A structure of the structure of	

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.

Product Description		🗉 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	Ð	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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addo	Pee?									
uuun	0002				(🗄 (lescripti	on			
addre	855Z			Rem	iove ± 0	lescripti	on			

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).

2 Edit Expres	ssion	
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Expression OK	<	
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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 Aloe Relief Bear Edge Bear Survival Edge Blue Steel Max Putter Blue Steel Putter	Year 2001 2002	
BugShield Natural BugShield Spray Calamine Relief Canyon Mule Carryall		
Canyon Mule Climber Backpacl Canyon Mule Cooler		

Staff Member's Performance measure sheet

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

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

Main Sheet1	neet2				
BISP	S	taff Memeber's Perfor	nence measure sheet		24-01-2014
Susreas Intelligence Solution Previden Inc. Staff member name Alessandra Alex Alice Alisia Ana Anders Ashley Audrey Bart Bayard Belinda Bengt Björn Brendon Carole Chad Chang-ho Chin-Tsai Corey Dale Daniel Dave Neit	Country Australia Austria Belgium Brazil Canada China Denmark England Euroland Finland France Germany Italy Japan Korea Mexico Netherlands Spain Sweden Switzerland Taiwan United States	Sales done by ea	ch staff member (In Thousand Sales done by each staff 1410.5	d) f member (In Thousand	
address1 city postalzone In this sheet we hav Staff member Bart Alessandra Alex Alice Alisia Ana Anders Ashley Audrey Bayard Belinda Bengt Björn Brendon Carole Chad Chang-ho Chin-Tsai Corey Dale Daniel Dave Denis Donald Eduardo	ve taken two lists for Australia Austria Belgium Brazil Canada China Denmark England Euroland Finland France Germany Italy Japan Korea Mexico Netherland Spain Sweden Switzerland Taiwan United Stat	the selection of t	he data.		
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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 Th	ousand)
	10.5	
In this gauge cl	nart we take the expression sum(Sales target) done.
	n	
File Edit Si	ettings Help	
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Table	All Tables	▼ Show System Fields
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.

ceneral Sort Presentation Number F	ont Layout Caption	
Title	Object ID	
Communication Link	MB02	Print Settings
Available Fields	Fields Displayed in Multibox	
address2 contactcodego Country Countrycode	Add > address 1 city postalzone	Count Order Load Order
Mmunication ress1 mmunication ress1 Marked States (Construction) Marked States (Construct		

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