**You only need to submit the Tableau file for this. Show me a graph/table for each of these.**

Create a calculated field for the following and then show me a visual representing that newly created variable:

1. We are interested in identifying sub-categories that are critical for the Long-term Success:

* If a sub-category is called ‘Appliances’ or if a sub-category is called ‘Storage’ or if a sub-category is called ‘Labels’, then we’re going to note it as a “Critical for Long-Term Success” sub-category, otherwise we will call it “Not Critical for Long-term Success”

1. We are interested in identifying product sub-categories by profit –

* Those subcategories that have profit $10,000 and below – categorize them as “Unprofitable”
* Those subcategories that have profit between $10,000 and $30,000 as ‘Somewhat Profitable’
* Those subcategories that have profit higher than $30,000 “Profitable”

1. RANKING - Find the top 10 Product Names by Profit within each region.
2. Utilizing reference lines, show me profit per each customer segment within each region, in comparison to the OVERALL AVERAGE PROFIT. Ideally, I’d like to see per each region, how customer segments are performing in comparison to the overall average of profit.
3. We are interested in identifying states by quantity –

* Those states that have quantity between 0 and 2000 as ‘Low Quantity State’
* Those states that have quantity between 2000 and 3500 as ‘Medium Quantity States’
* Those states that have quantity higher than 3500 as ‘High Quantity States’

1. Create a RANKING calculated field - Find the top 10 Customer Names by Sales within each region.
2. Utilizing reference lines, show me sales per each customer segment within each region, in comparison to the OVERALL AVERAGE SALES. Ideally, I’d like to see in which region, what customer segments are performing below the overall average of sales. (This is using Average Lines and we did this similar exercise in prior weeks).
3. We are interested in identifying sub-categories that are under our management vs. other department.
   * If Product Sub-category is “appliances” OR “art” OR “storage” then it should be noted as “Under Our Management.”
   * Otherwise it should be noted as “Other Department”
4. Create a calculated field that says if profit is not equal to zero, then calculate profit ratio, if it is equal to zero, then just return the value of zero. (Similar rationale to the Discount Ratio you just created in Week 11)
5. Utilizing reference lines, show me sales per each product category, in comparison to the OVERALL AVERAGE SALES. (Similar example as in Question 7).