

## Using Tableau Prep to Join Data Streams

Tableau Prep is used by several Big Four accounting firms to automate the ETL process. In this exercise, you will:

**E**xtract the “*Sales Report*”, “Salesperson Information” and “Comm SalesPerson by Region” data from Excel.

Transform the data into a flat data set in which all the data for a specific sales order is on one row. Aggregate the commission in dollars for each salesperson by region.

## Load the transformed data into Excel.

There are three streams of data for *LightJoin, Inc.* stored in an Excel workbook. The first stream, sales information is stored in a sheet titled “**Sales Report**”. Notice that the column headings are in the sixth row.

	A	B	C	D	E
1		LightJoin, Inc.			
2		Sales Report			
3					
4					
5					
6	Sales Order #	Salesperson #	Region	Sales	
7	87082	1301	South	\$119,423	
8	87083	1302	East	\$321,989	
9	87084	1304	East	\$155,882	
10	87085	1302	East	\$282,097	
11	87086	1302	North	\$305,319	
12	87087	1301	East	\$111,512	
13	87088	1301	East	\$308,051	
14	87089	1304	North	\$96,069	

Notice that the last “Sales Order #” is 87175, and there are 94 rows of data (row 100 – row 6 = 94 rows).

6	Sales Order #	Salesperson #	Region	Sales
97	87172	1302	West	\$ 154,798
98	87173	1304	North	\$ 353,819
99	87174	1304	East	\$ 256,322
100	87175	1303	North	\$ 78,635

The second stream containing data regarding the Salesperson's name and title is stored in a sheet titled "**Salesperson Information**". Notice that the column headings are in the fourth row.

	A	B	C
1	<b>LightJoin, Inc.</b>		
2	<b>Salesperson Information</b>		
3			
4	<b>SPID</b>	<b>Salesperson</b>	<b>Title</b>
5	1301	George Washington	Sales Associate I
6	1302	John Adams	Senior Sales Associate
7	1303	Thomas Jeferson	Senior Sales Associate
8	1304	James Madison	Sales Associate I
9			
10			
	Sales Report		<b>Salesperson Information</b>

The third stream contains the commission percentage earned by the salesperson by region in which the sales were made. This data is stored in a sheet titled "**Comm SalesPerson by Region**". Notice that the column headings are in the seventh row.

	A	B	C	D	E
1	<b>LightJoin, Inc.</b>				
2	<b>Commission % by Salesperson by Region</b>				
3					
4					
5					
6					
7	<b>SalesPerson</b>	<b>East</b>	<b>West</b>	<b>North</b>	<b>South</b>
8	1301	4.00	4.50	5.50	6.00
9	1302	2.00	2.50	3.00	3.25
10	1303	3.00	3.25	3.75	4.00
11	1304	3.00	3.25	4.25	4.75
12					
	<b>Comm SalesPerson by Region</b>				She ... (+)

The deliverable consists of two reports. One is a Commission in Dollars Report by Salesperson and the other a Commission in Dollars Report by Salesperson and Region. Both are to be loaded back into Excel.

	A	B
1	Salesperson	Commission Expense
2	George Washington	226,149.84
3	James Madison	274,189.61
4	Thomas Jeferson	127,193.52
5	John Adams	90,935.34
6		
7	Total	718,468.31

	A	B	C	D	E	F
1						
2						
3	Sum of Commission Expense Column Labels					
4	Row Labels	East	North	South	West	Grand Total
5	George Washington	84,829.28	29,372.96	82,074.30	29,873.30	226,149.84
6	James Madison	60,005.82	136,168.64	44,940.09	33,075.06	274,189.61
7	John Adams	17,192.18	26,615.28	26,052.39	21,075.49	90,935.34
8	Thomas Jeferson	30,874.29	52,700.71	15,502.96	28,115.56	127,193.52
9	Grand Total	192,901.57	244,857.59	168,569.74	112,139.41	718,468.31

## Start Tableau Prep

Note: You cannot extract data from an open Excel file, so make sure that the Excel file is closed before starting to input the data.

The Tableau Prep Builder workspace consists of the Connections pane and three coordinated areas that help you interact with and explore your data:

- Flow pane: A visual representation of your operation steps as you prepare your data.
- Profile pane: A summary of each field in your data sample. See the shape of your data and quickly find outliers and nulls.
- Data grid pane: The row level detail for your data.

The screenshot displays the Tableau Prep Builder workspace. On the left is the **Connections** pane, which lists the data source 'MF8916.xlsx' (Microsoft Excel) and a list of tables including 'Balance Sheet', 'Changes in Retained E...', 'General Journal Part 2', 'General Journal', 'Income Statement', 'Balance Sheet A8:C14', 'Balance Sheet A33:C39', 'General Journal Part 2...', and 'General Journal Part 2...'. The **Flow** pane at the top shows a simple flow from 'General Journal' to 'Clean1'. The **Profile** pane in the center provides a summary of the data, showing the number of rows (8 Fields, 103 Rows) and a list of fields with their data types and counts of nulls. The **Data Grid** pane at the bottom shows a detailed view of the data rows, with columns for Transaction, Date, Account, Name, Description, Debit, Credit, and Total Balance.

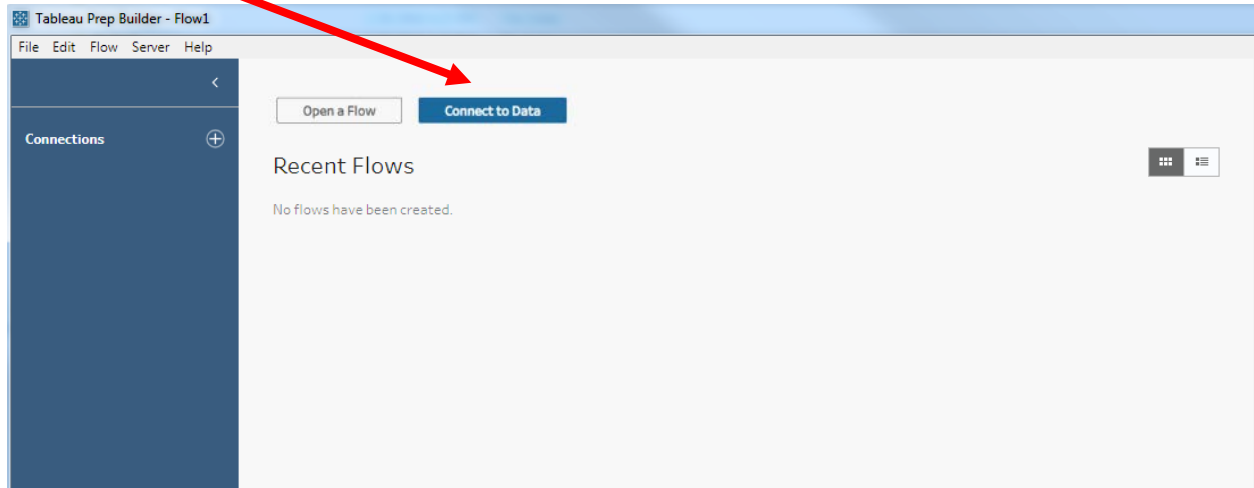
Transaction	Date	Account	Name	Description	Debit	Credit	Total Balance
1	06/01/2018	1110	Cash			28,000	28,000
1	06/01/2018	3100	Cash		-28,000		-28,000
					0		0
					0		0
2	06/01/2018	1211	Office Equip.	Hudson equipment invoice BC3887	-4,000		4,000

After you connect to your data and begin building your flow, you add steps in the Flow pane. These steps function as a lens into the structure of your data, as well as a summary of operations that is applied to your data. Each step represents a different category of operations that you define.

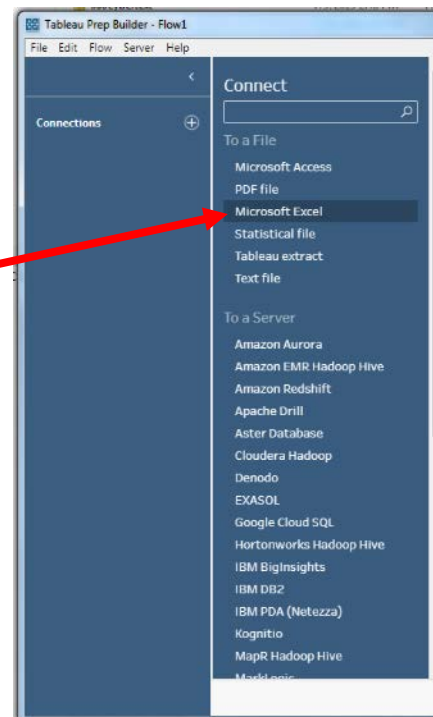
In the Configuration area, select the “Connect a File or Database” drop-down arrow.

**Step 1: Input Excel file**

To open Excel file via Tableau Prep, press green button “Connect to Data” on the Flow pane.

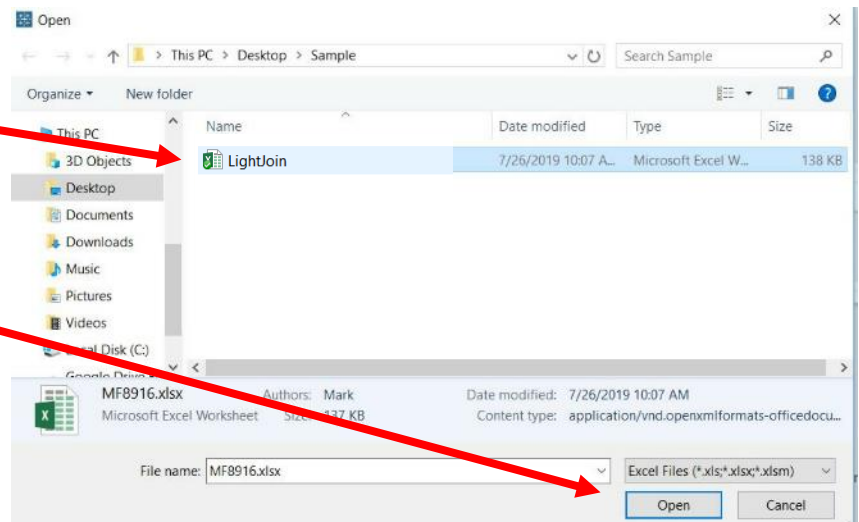


On the connections pane select Microsoft Excel.



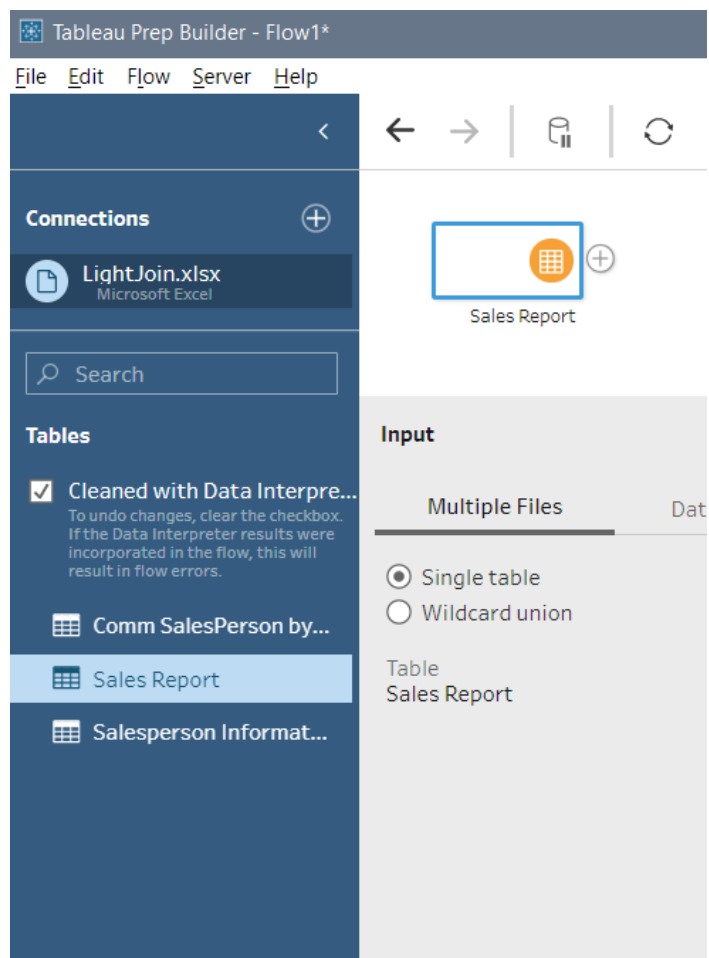
Select the file.

Select "Open".

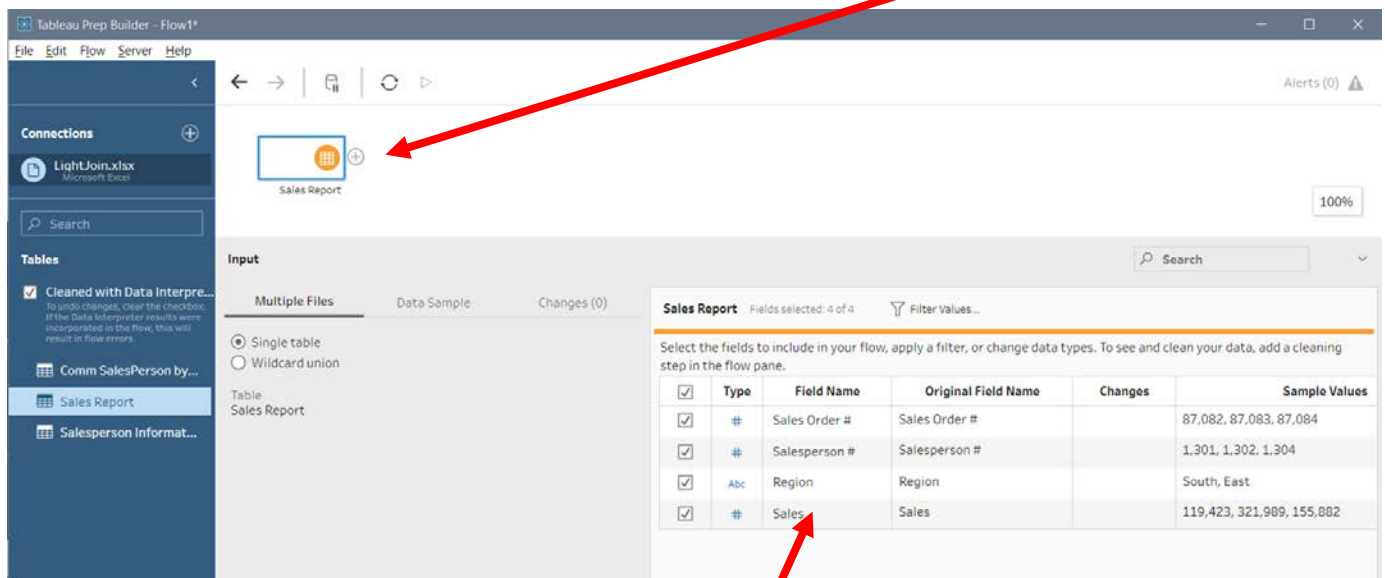


Remember that the field names are in the sixth row. Check "Cleaned with Data Interpreter" tick box to let Tableau Prep adjust for the input data.

Select the "Sales Report" sheet on the Connections pane by either double click on the sheet name or drag the sheet name to the canvas.



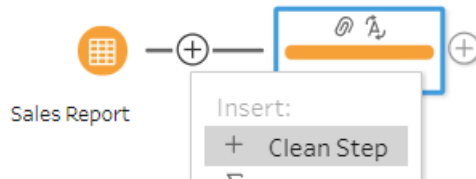
The step, "Sales Report", will appear on the Flow pane.



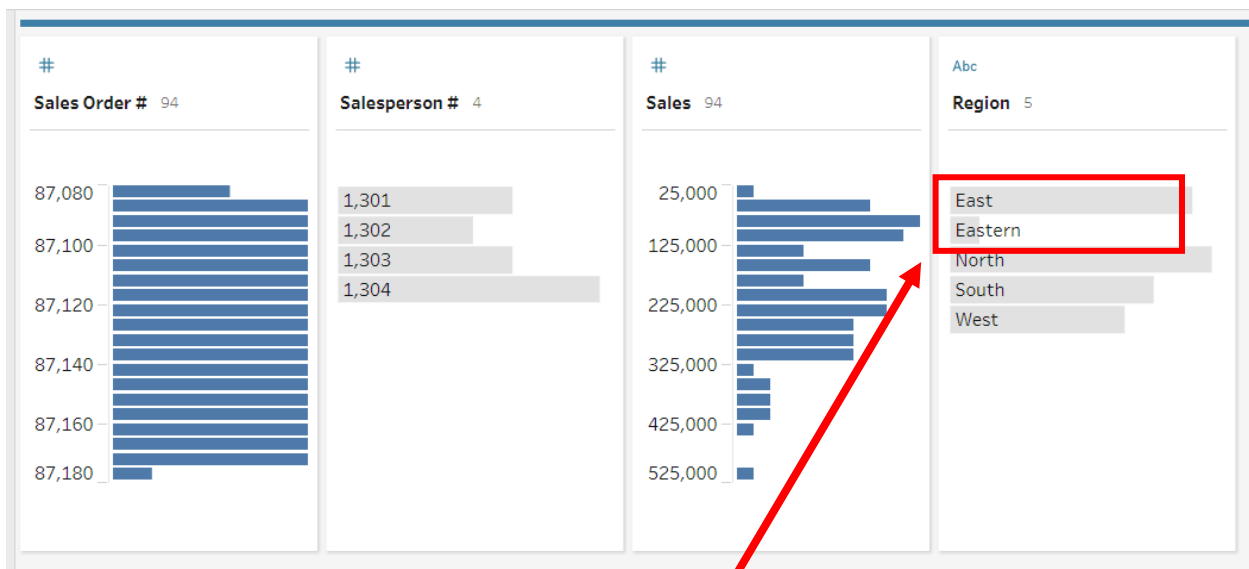
The sample data will be visible on the Profile pane.

## Step 2: Clean the data

Review the data that we just added. Click the plus sign and add “Clean Step”.



On the profile pane review the data.

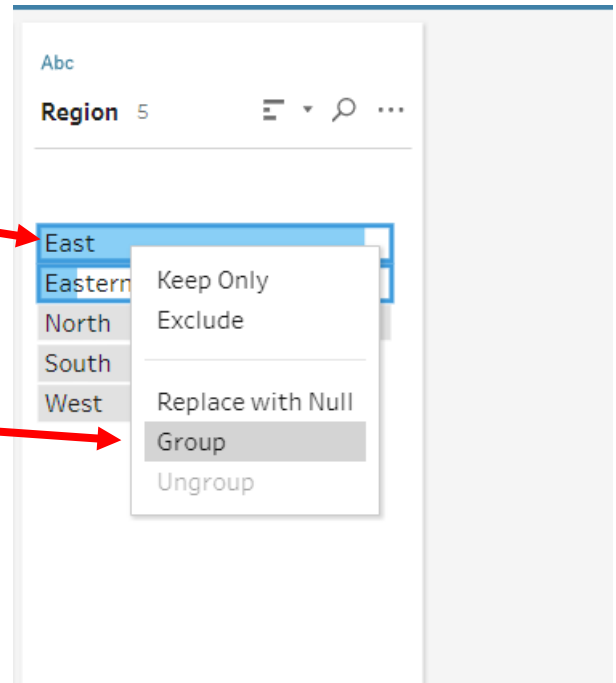


In the “Region” column two regions looks similar, but not the same: “East” and “Eastern”. In one or more records “East” was incorrectly entered as “Eastern”. We need to correct this manual input error.

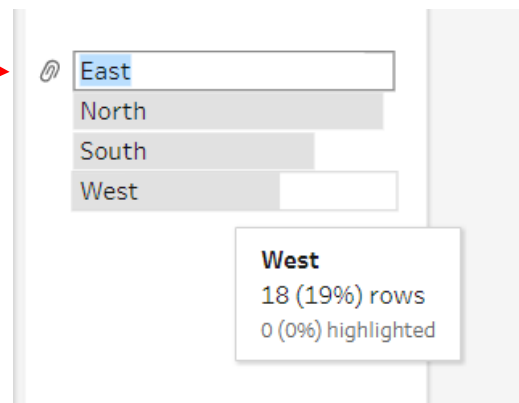


Group both values and give the group a common name. Select the two regions by first clicking on “East” then hold down the control key click on the second field “Eastern” and then release the control key (Ctrl+).

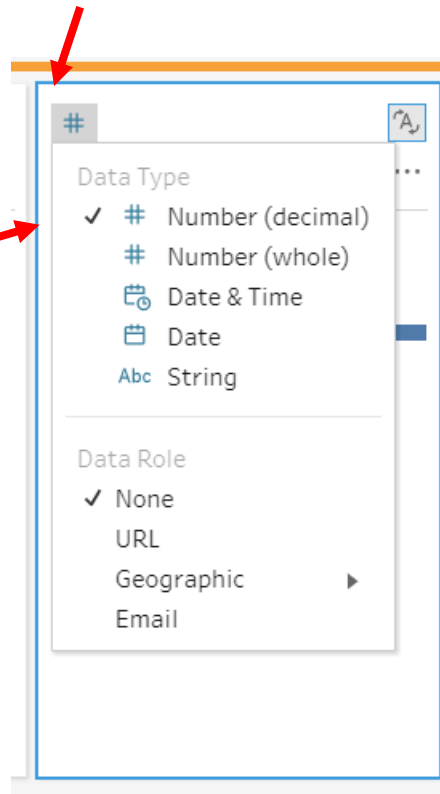
While hovering over the selected items right click and select “Group”.



If necessary, name the group “East”



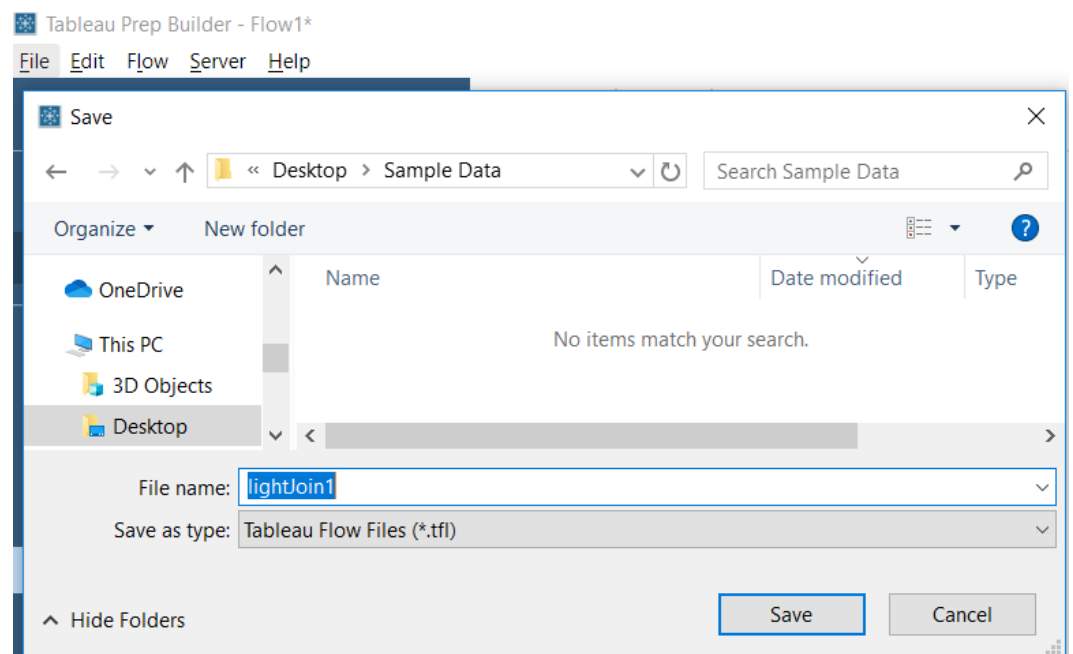
To assure that Tableau calculates math functions correctly change the data type of the "Sales" field to Number (decimal). Select the "#" button on top of the column and select "# Number (decimal)"



Save the workflow regularly.

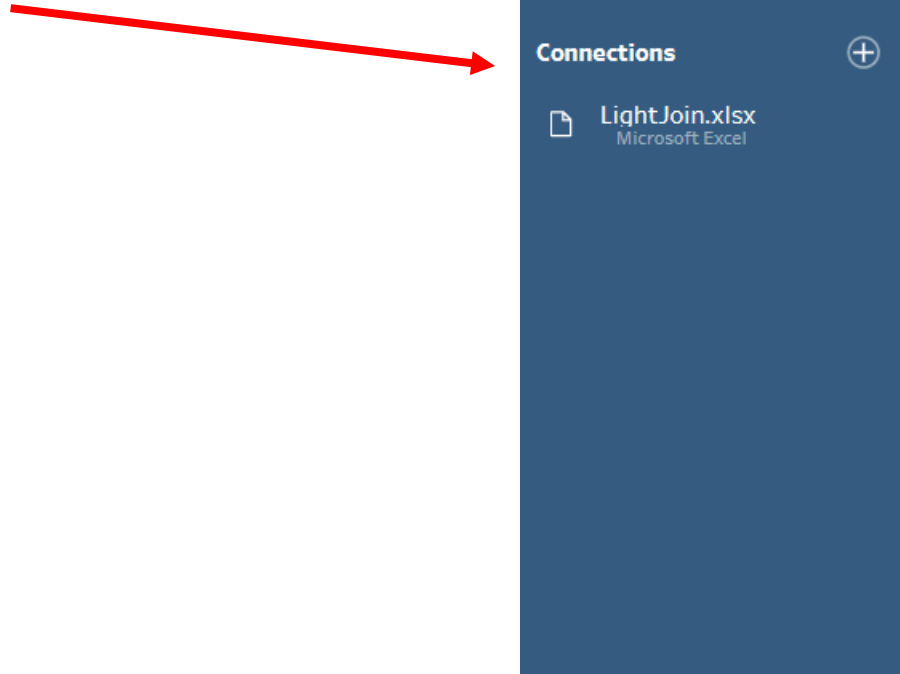
Select “File”

Enter the “File name:” and Save.



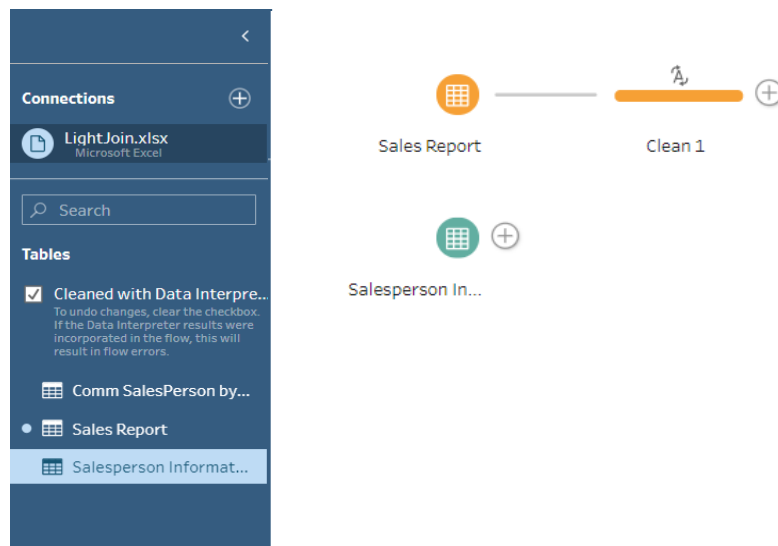
**Step 3: Input “Salesperson Information” sheet**

Select “LightJoin.xls” from the “Connections” panel.



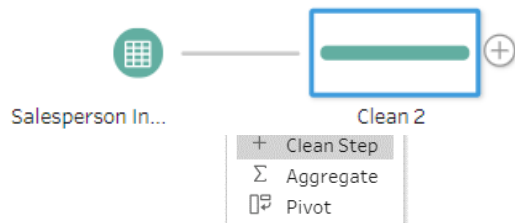
Remember that the field names are in the fourth row. The “Cleaned with Data Interpreter” should still be selected.

Select the “Salesperson Information” sheet on the Connections pane by either double click on the sheet name or drag the sheet name to the canvas.



**Step 4: Clean the data**

Review the data that we just added. Click the plus sign and add step “Clean 2”.



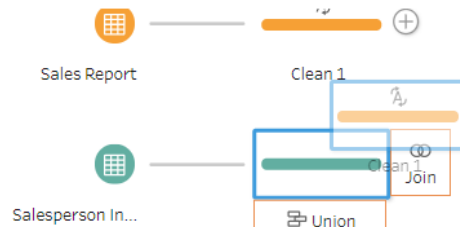
#	Abc	Abc
SPID 4	Salesperson 4	Title 2
1,301	George Washington	Sales Associate I
1,302	James Madison	Senior Sales Associate
1,303	John Adams	
1,304	Thomas Jeferson	

SPID	Salesperson	Title
1,301	George Washington	Sales Associate I
1,302	John Adams	Senior Sales Associate
1,303	Thomas Jeferson	Senior Sales Associate
1,304	James Madison	Sales Associate I

**Step 5: Combine Data from first Two Streams on a Common Field**

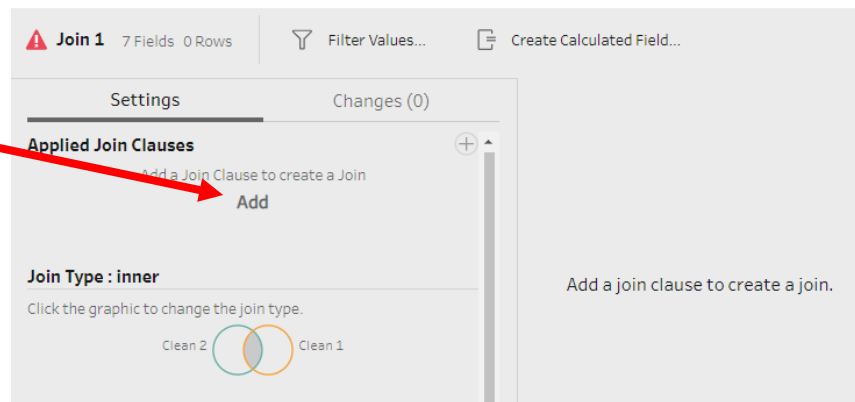
Now join the two the streams. Drag the “Clean 1” step from the first stream to the “Clean 2” step in the second stream and a Join box will appear. Drop the “Clean 1” step into the Join box.



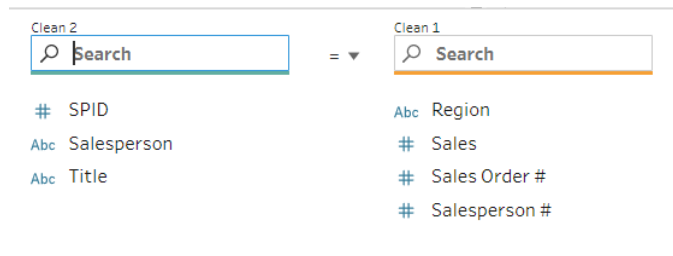
As a result, step “Join 1”, a combination of the two two streams will appear. Select the “Join 1” step.



Select “Add” in the  
“Applied Join Clauses”  
section.

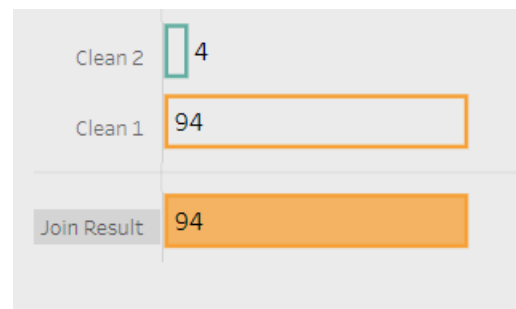


Select the fields to join on,  
“SPID” from Cases 2 and  
“Salesperson #” from “Case 1” .



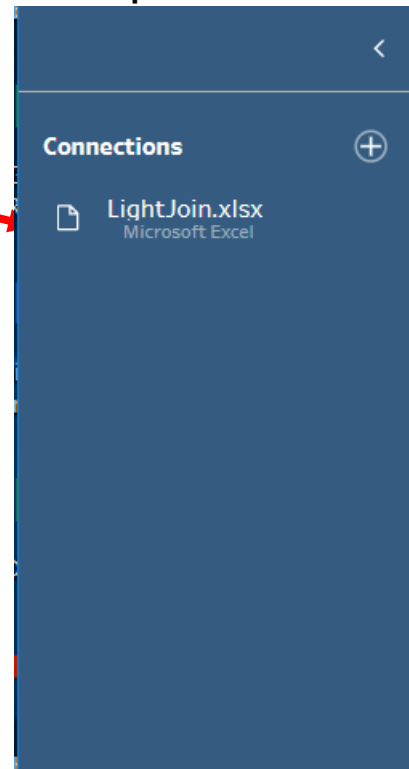
The default “Join Type” is “inner” which does not have to be changed.

The join was successful as 94 rows were combined.

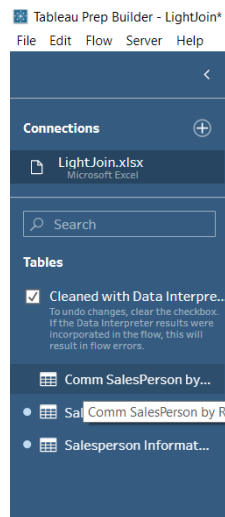


**Step 6: Input “Comm SalesPerson by Region” sheet and pivot data**

Select “LightJoin.xls” from the “Connections” panel.



Remember that the field names are in the seventh row. The “Cleaned with Data Interpreter” should still be selected.



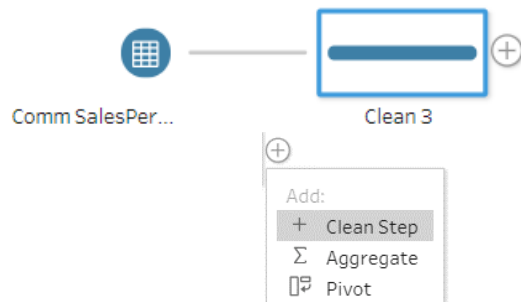
Select the “**Comm SalesPerson by Region**” sheet on the Connections pane by either double click on the sheet name or drag the sheet name to the canvas.





**Step 7: Clean the data**

Review the data that we just added. To do that click plus sign and add step “Clean 3”.



Data in a matrix format cannot be joined to the previous inputs in the current format. Each record must be converted into multiple records.

The diagram shows a matrix of data in the top section and a corresponding table in the bottom section. A red arrow points from the matrix data to the table, indicating the conversion process.

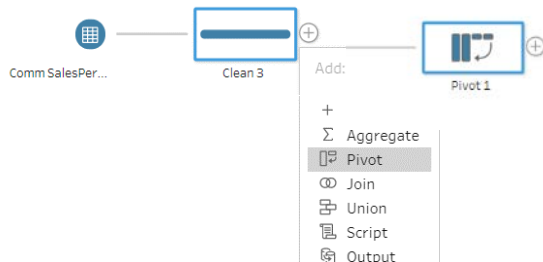
#	SalesPerson 4	East 3	West 3	North 4	South 4
1,301	4	2	2.5	3	3.25
1,302	4	3	3.25	3.75	4
1,303	4	4	4.5	4.25	4.75
1,304	4			5.5	6

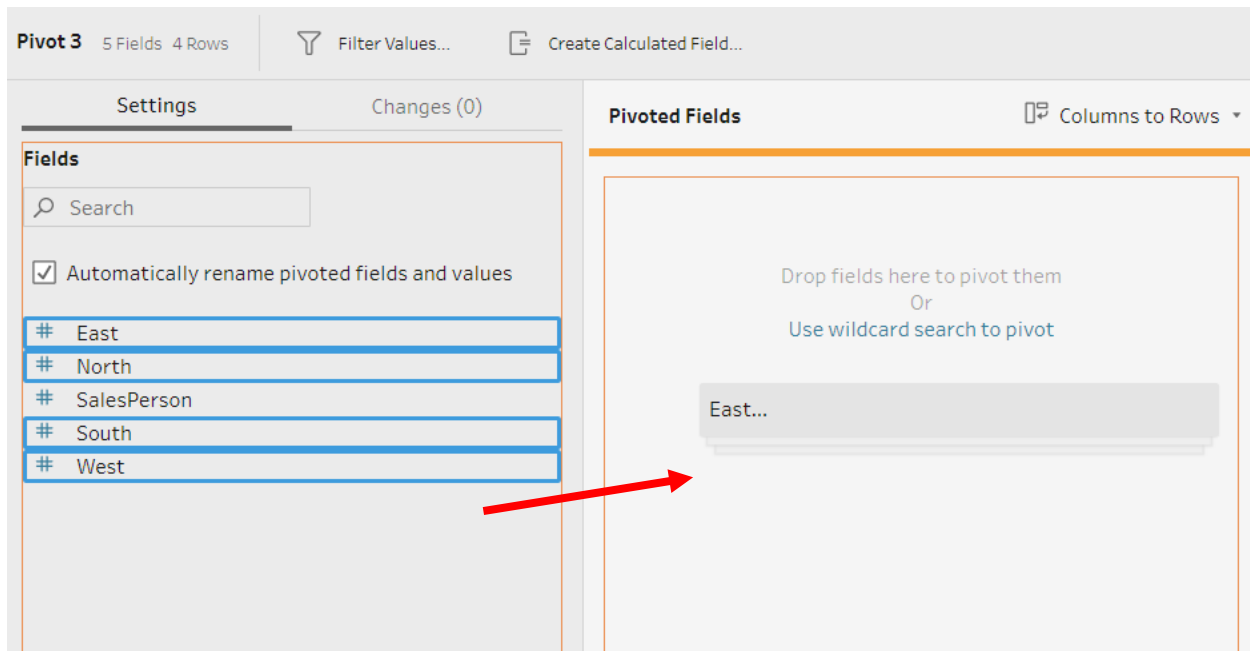
SalesPerson	East	West	North	South
1,301	4	4.5	5.5	6
1,302	2	2.5	3	3.25
1,303	3	3.25	3.75	4
1,304	3	3.25	4.25	4.75

**Step 8: Pivot the data.**

Add a “Pivot” step to the “Comm SalesPerson by Region” stream’s “Clean 3” step.



Select all four regions columns and drag them to Pivoted Fields Area



Select the “Pivot Results” section, double click on “Pivot1 Values” and rename the column “Commission %”.  
Then rename “Pivot1 Names” with “Region”.

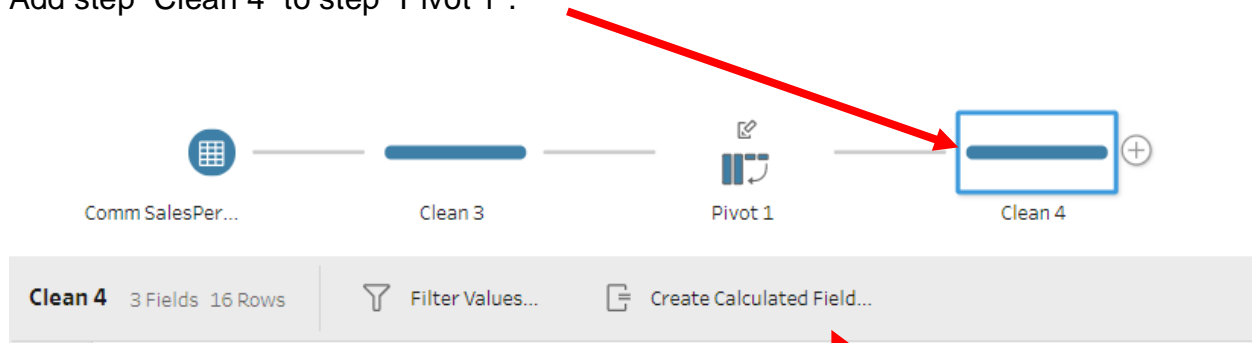
Abc	#	#
Pivot1 Names 4	Pivot1 Values 11	SalesPerson 4
East	2	1,301
North	2.5	1,302
South	3	1,303
West	3.25	1,304
	3.75	
	4	
	4.25	
	4.5	
	4.75	
	5.5	
	6	

Abc	#	#
Region 4	Commission % 11	SalesPerson 4
East	2	1,301
North	2.5	1,302
South	3	1,303
West	3.25	1,304
	3.75	
	4	
	4.25	
	4.5	
	4.75	
	5.5	
	6	

To combine two streams of data there must be a unique key. That unique field is referred to as the primary key in the one side of the join. The primary field will be created by combining the “Salesperson” field with a “.” and the “Region” field. The primary key for the first record will be “1301.East”. Since a numeric field “Salesperson” is being combined with a string field, “Region” the numeric field must be converted to a string field.

**Step 9: Create a Primary Key Field**

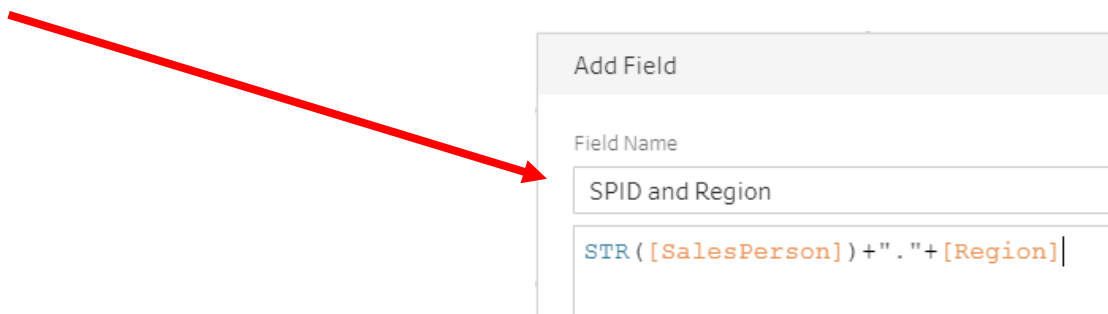
Add step "Clean 4" to step "Pivot 1".



To create a Primary Key field, select "Create Calculated Field".



Change the "Field Name" to "SPID and Region".

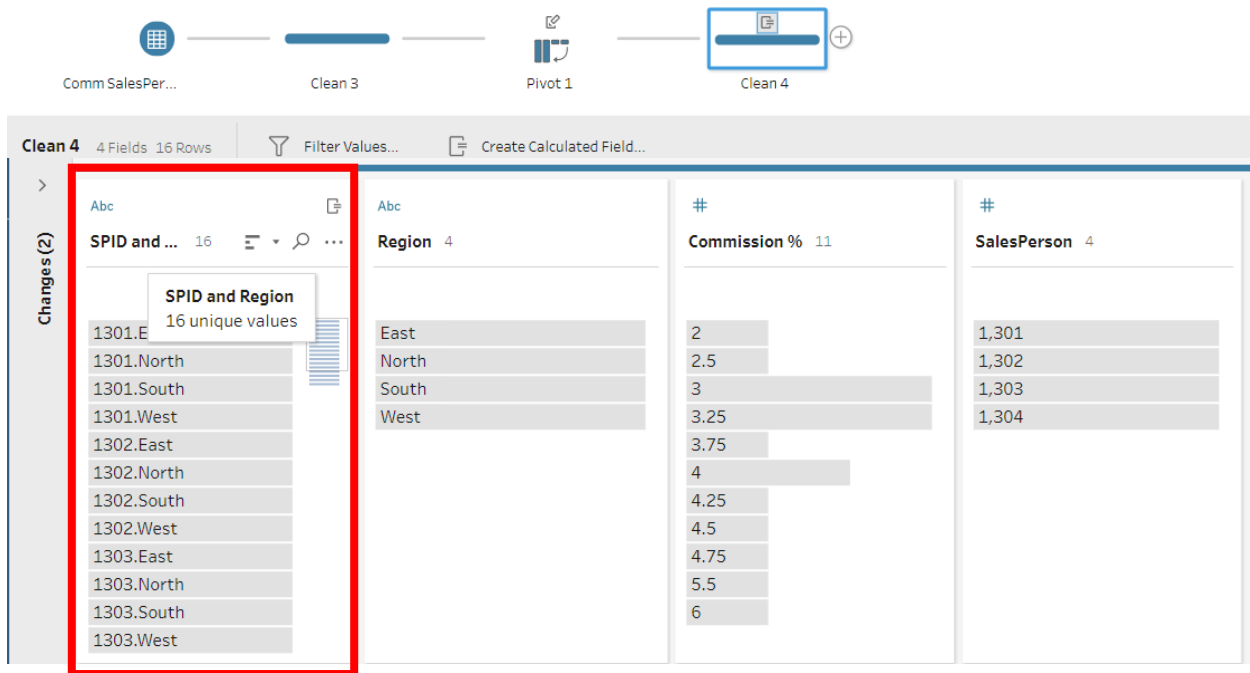


Type: **STR([SalesPerson]) + "." + [Region]**

then click Save.



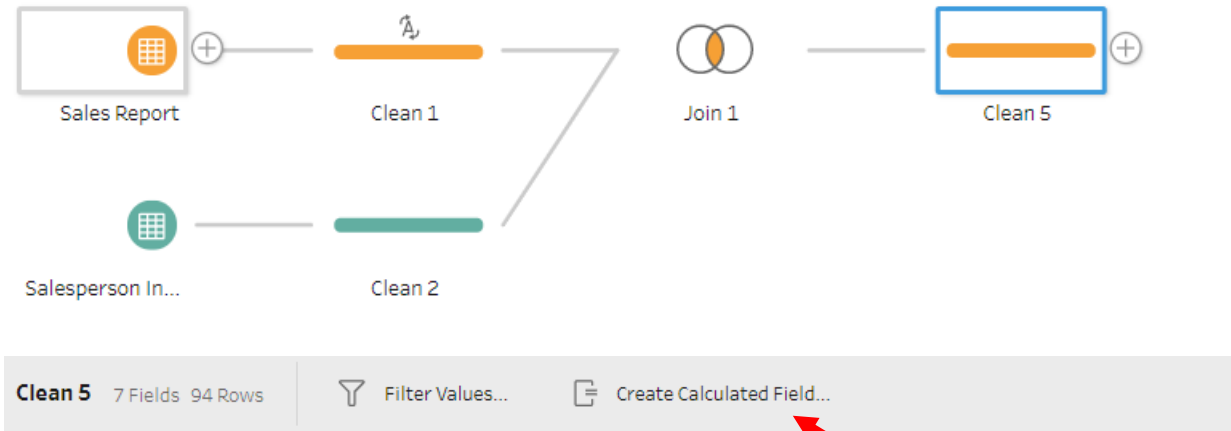
The “SPID and Region” field has been populated.



## Step 10: Create a Foreign Key Field

The combined first and second stream of data also needs a field that combines the “SPID” and the “Region” in the same exact format that was used in the third stream. This new field is referred to as a foreign key and will be used to link to the data in the third stream.

Add step “Clean 5” to the joined first and second stream’s “Join 1” step.



To create a Foreign Key field, select “Create Calculated Field”.

The 'Add Field' dialog box is shown. The 'Field Name' field contains the text 'Calculation1'.

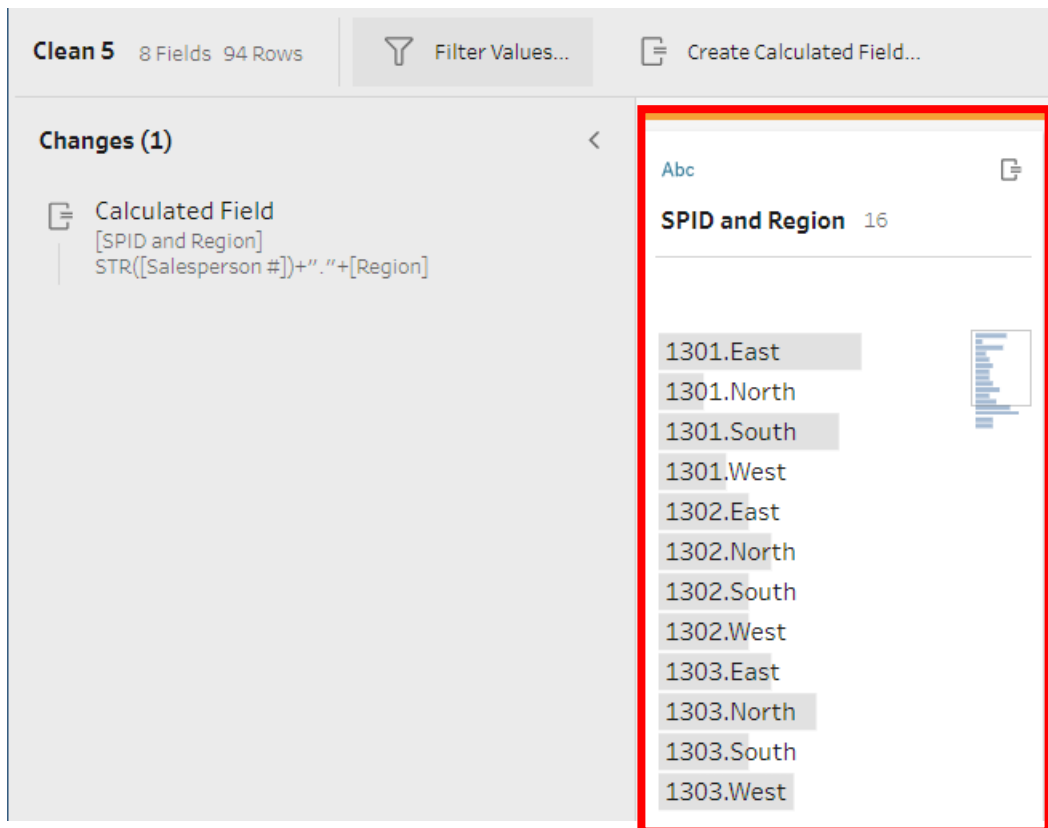
Change the “Field Name” to “SPID and Region”.

Type: **STR([SalesPerson #]) + "." + [Region]**

then click Save.

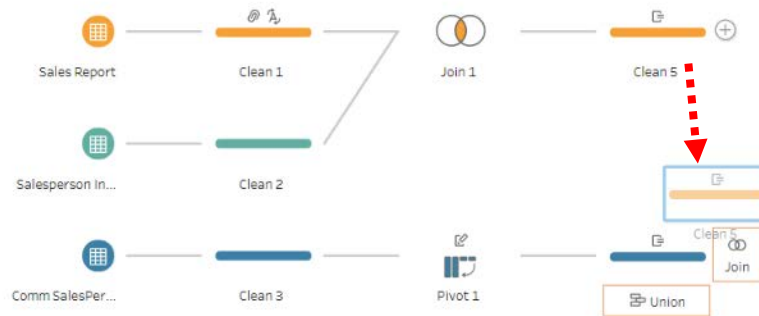
The 'Add Field' dialog box is shown with the 'Field Name' set to 'SPID and Region' and the formula 'STR([Salesperson #]) + "." + [Region]' entered in the text area. At the bottom, there are 'Apply' and 'Save' buttons. A red arrow points from the text 'then click Save.' to the 'Save' button.

The “SPID and Region” field has been populated with 16 different values for “SPID and Region”.

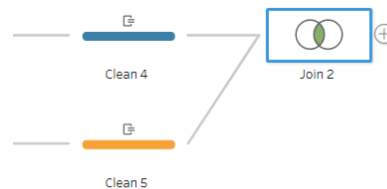


**Step 11: Combine First and Second Stream of Data to the Third Stream of Data**

Now that we have a Primary key and a Foreign key, we can join the third stream of data with the combined first two streams. Drag the “Clean 5” step from the combined first and second stream to the “Clean 4” step in the third stream. Drop the “Clean 5” step into the Join box.

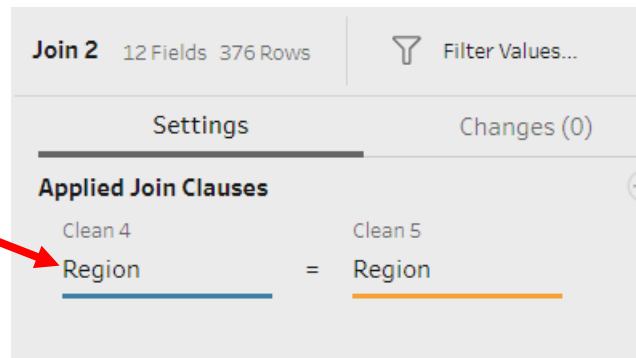


Step “Join 2” will appear. Select the “Join 2” step.

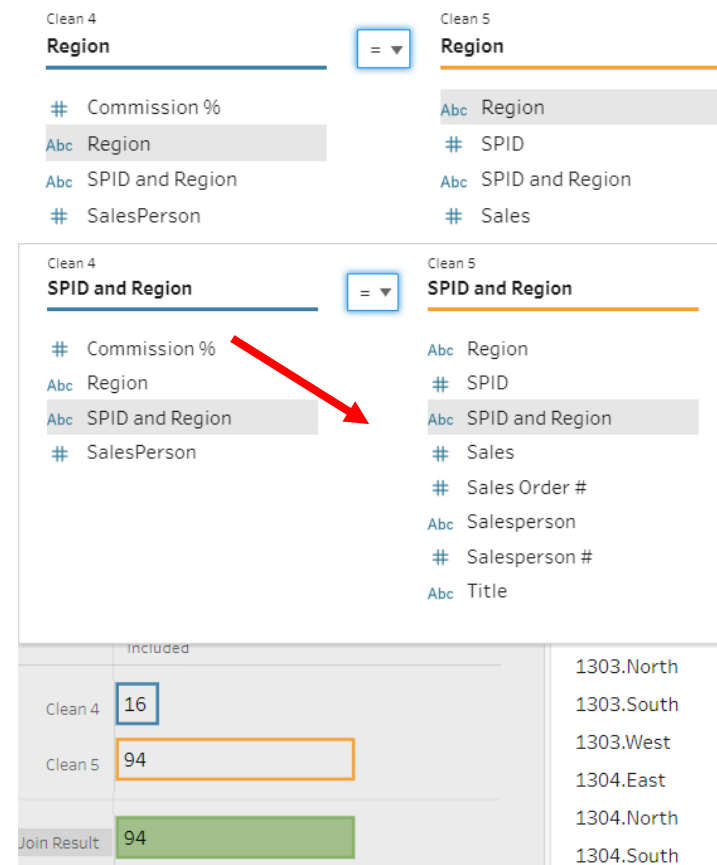




Select "Region" in the "Applied Join Clauses" section.



Change the fields from Region to "SPID and Region" in both "Clean 4" and "Clean 5" steps.



The default "Join Type" is "inner" which does not have to be changed.

The join was successful as 94 rows were combined.

	Included	
Clean 4	16	1303.North
Clean 5	94	1303.South
Join Result	94	1303.West
		1304.East
		1304.North
		1304.South

**Join 2** 12 Fields 94 Rows Filter Values... Create Calculated Field...

---

**Settings** Changes (0)


**Applied Join Clauses** +

Clean 5      Clean 4

SPID and Region = SPID and Region ×

**Join Type : inner**

Click the graphic to change the join type.



**Summary of Join Results**

Click the bar segments to view the included and excluded values.

/// Mismatched values

	Included
Clean 5	16
Clean 4	94
<b>Join Result</b>	<b>94</b>

**Join Clause Recommendations**

Region = Region

SalesPerson = Salesperson #

**Join Clauses** ☐ Show only mismatched values ▼

Clean 5 🔍

↑ **SPID and Region**

1301.East

1301.North

1301.South

1301.West

1302.East

1302.North

1302.South

1302.West

1303.East

1303.North

1303.South

1303.West

1304.East

1304.North

1304.South

1304.West

Clean 4 🔍

↑ **SPID and Region**

1301.East

1301.North

1301.South

1301.West

1302.East

1302.North

1302.South

1302.West

1303.East

1303.North

1303.South

1303.West

1304.East


1304.North

1304.South

1304.West

**Step 12: Remove Fields and Calculate the Commission on Every Sales Order**

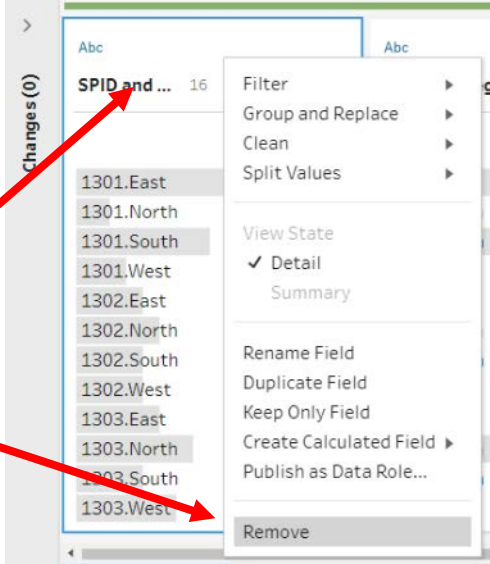
Add a step “Clean 6” after the step “Join 2” and remove some duplicating fields.



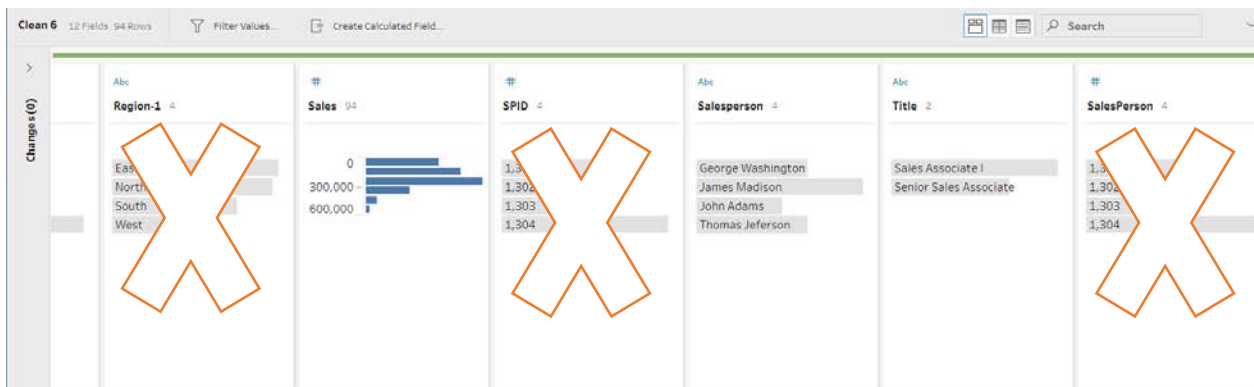
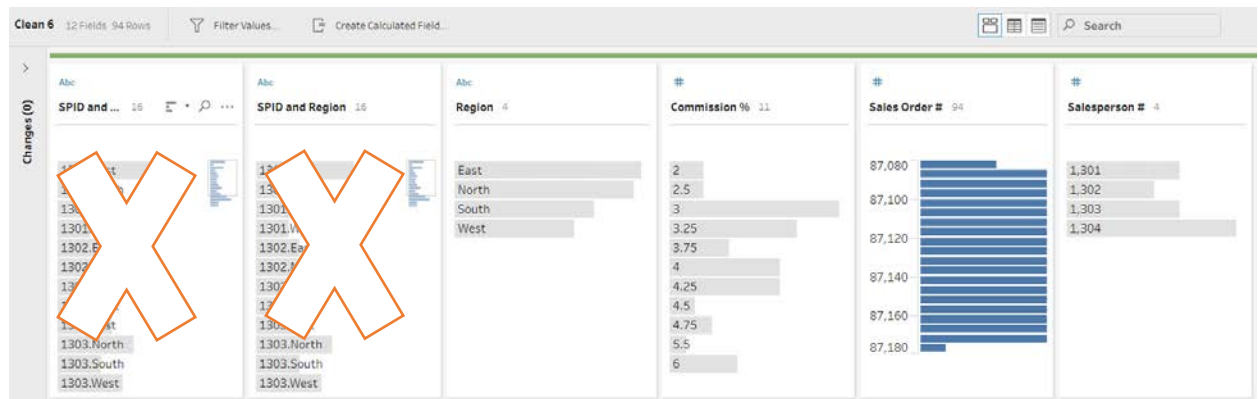
The diagram shows a workflow starting with a 'Join 2' step, represented by two overlapping circles. An arrow points from 'Join 2' to a 'Clean 6' step, represented by a green bar with a plus sign.

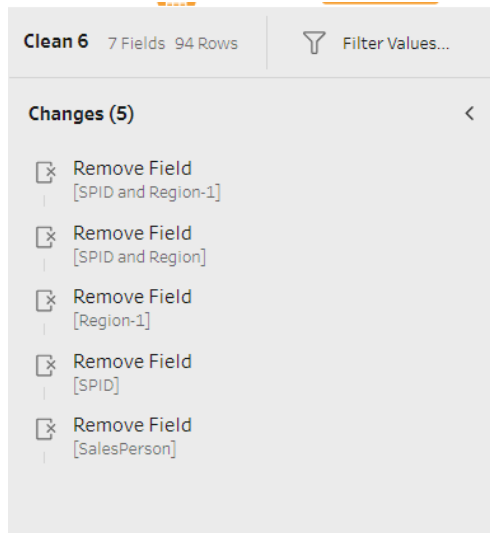
To remove a field right click the column header and select Remove.

- SPID and Region-1
- SPID and Region
- Region-1
- SPID
- SalesPerson (The number not the name)

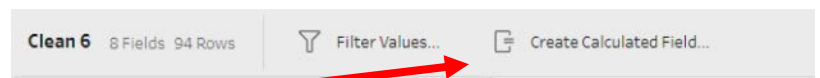


The screenshot shows a right-click context menu for the 'SPID and Region' field. The menu options are: Filter, Group and Replace, Clean, Split Values, View State, Detail (checked), Summary, Rename Field, Duplicate Field, Keep Only Field, Create Calculated Field, Publish as Data Role..., and Remove. A red arrow points from the text 'To remove a field right click the column header and select Remove.' to the 'Remove' option in the menu.





Now calculate the commission on every sales order.



Click on "Create Calculated Field"

Enter "Commission Expense" as the "Field Name".

Add Field

Field Name

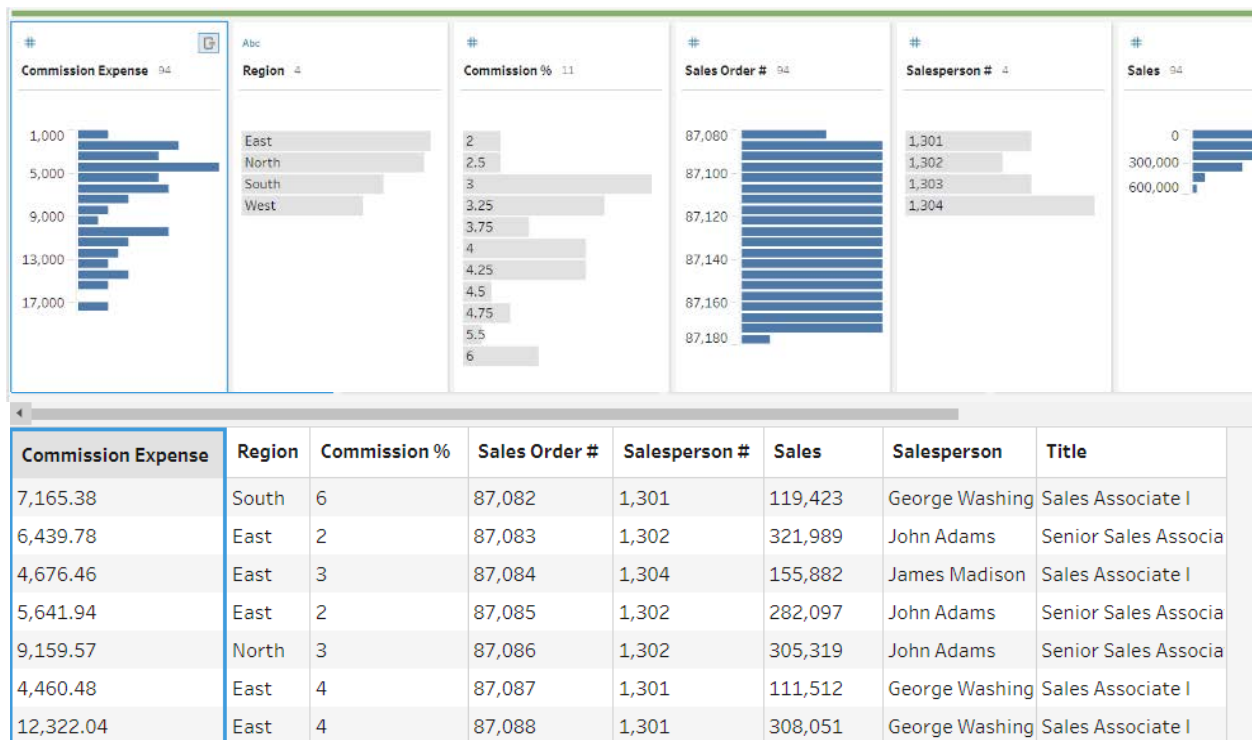
Commission Expense

`Round([Sales]*[Commission %]/100,2)`

Type the formula `Round([Sales]*[Commission %]/100,2)`

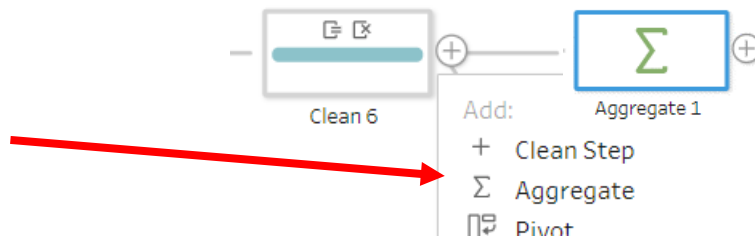
then click Save.

Save

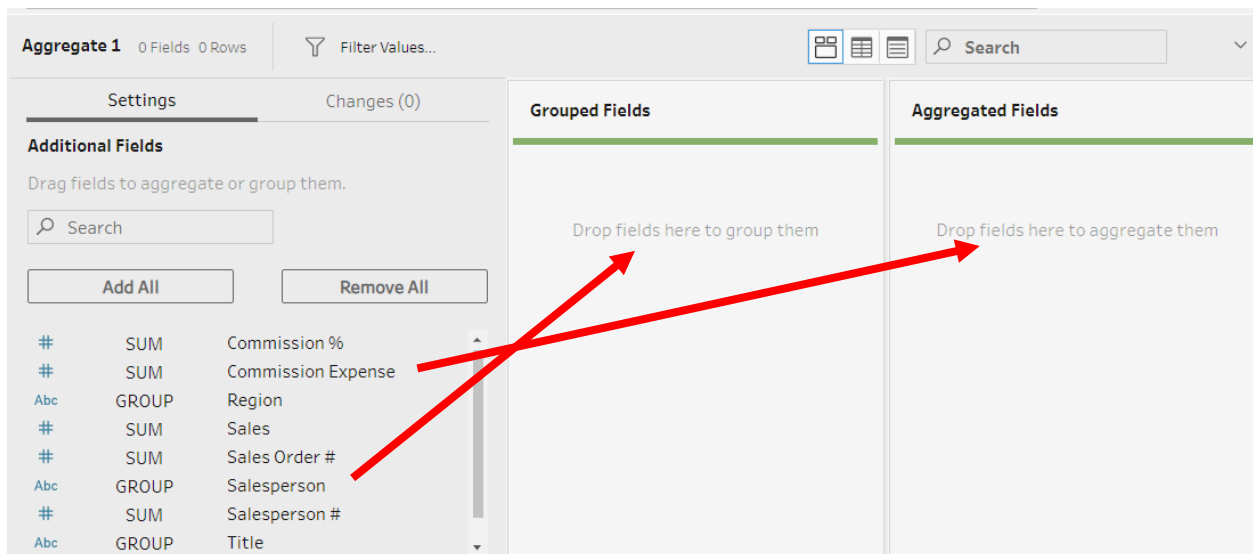
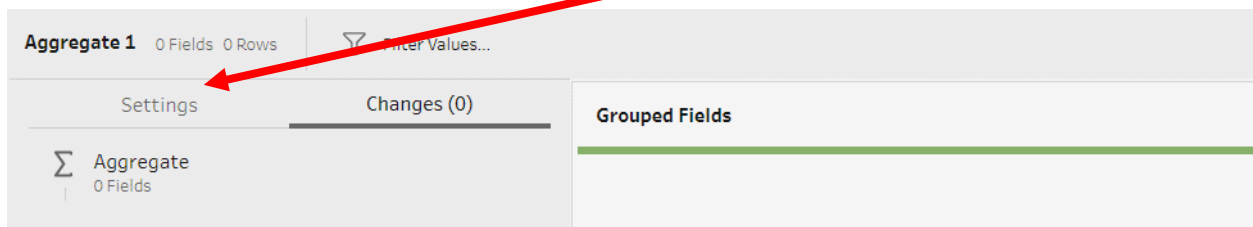


**Step 13: Create the “Commission Expense by Salesperson” Report**

Add a step “Aggregate 1” after the step “Clean 6”.



Select the “Aggregate 1” step, then select “Settings”.



Drag the “Salesperson” field to the “Grouped Fields” area and “Commission Expense” field to the “Aggregated Fields” area.

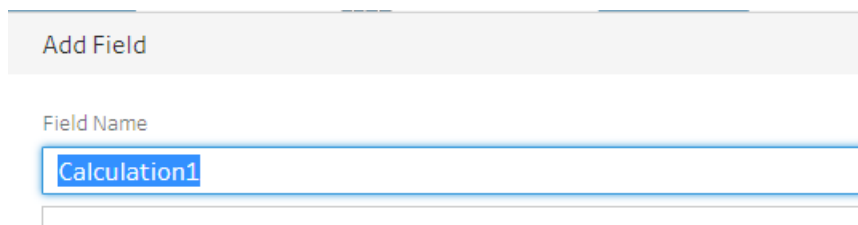
The decimal places in the “Commission Expense” fields are not uniform.

Grouped Fields		Aggregated Fields	
Abc	GROUP	#	SUM
Salesperson 4		Commission Expense 4	
George Washington		90,935.34	
James Madison		127,193.51999999997	
John Adams		226,149.84	
Thomas Jeferson		274,189.61	

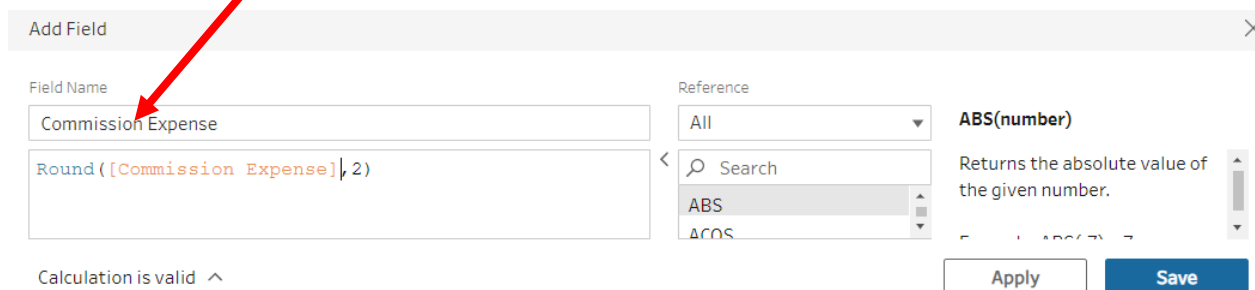
**Step 14: Round the Commission Expense**

Add a step “Clean 7” after the step “Aggregate 1”.

Select “Create a Calculated Field”



Put the result back in the “Commission Expense” field by naming the field “Commission Expense”.



Type in the formula, Round([Commission],2) and select “Save”.

The data in the commission expense field now has two decimal places.

The screenshot shows the Tableau Prep interface with the 'Clean 7' step. The 'Commission Expense' field is highlighted. The data is displayed in a table with two decimal places.

Commission Expense
90,935.35
127,193.5
226,149.85
274,189.6



**Step 15: Export Report to Excel**

Add a step “Output” after the step “Clean 7”.



Select the step “Output”

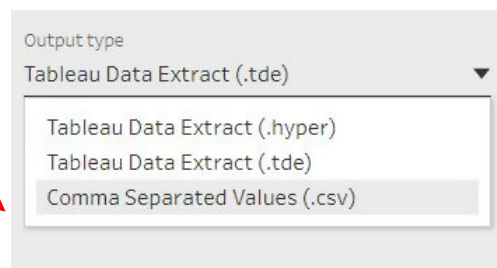


- + Add Step
- Σ Add Aggregate
- 📊 Add Pivot
- 🔗 Add Join
- 🔗 Add Union
- 📄 Add Output

Select “Output type”

The 'Output' configuration panel is shown. It has a title bar 'Output 2 Fields'. Under 'Save output to file', the 'Save to file' radio button is selected. There is a 'Browse' button. The 'Name' field contains 'Output'. The 'Location' field contains 'C:\...\Datasources'. The 'Output type' dropdown menu is open, showing 'Tableau Data Extract (.tde)' as the selected option.

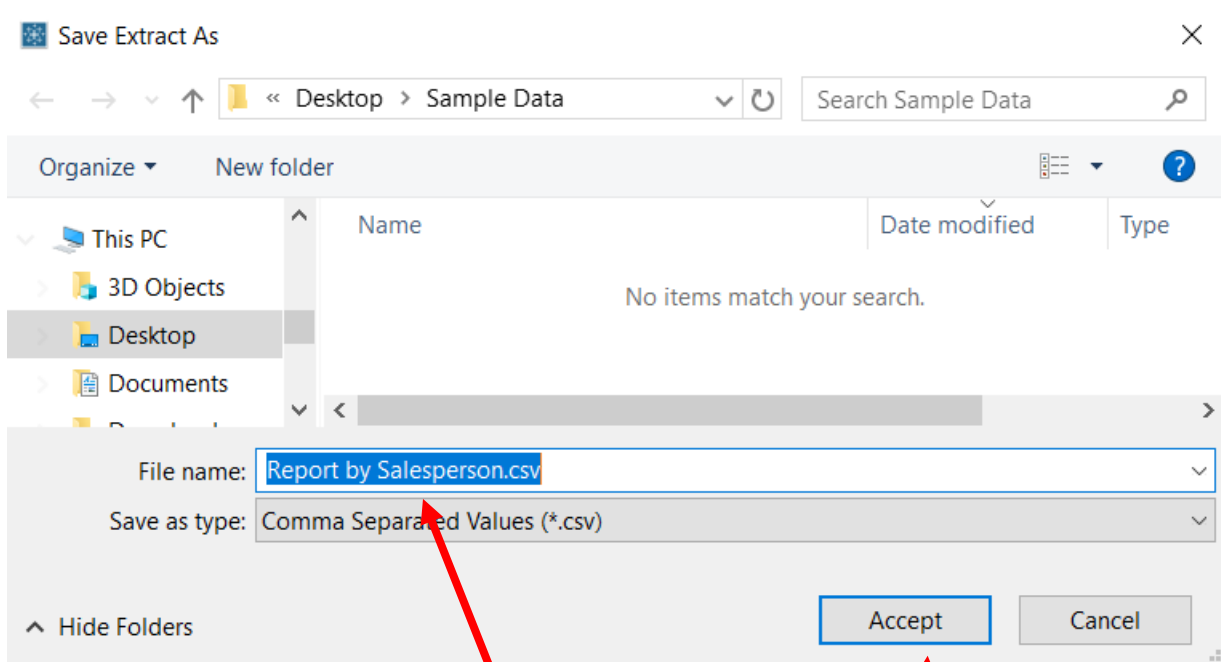
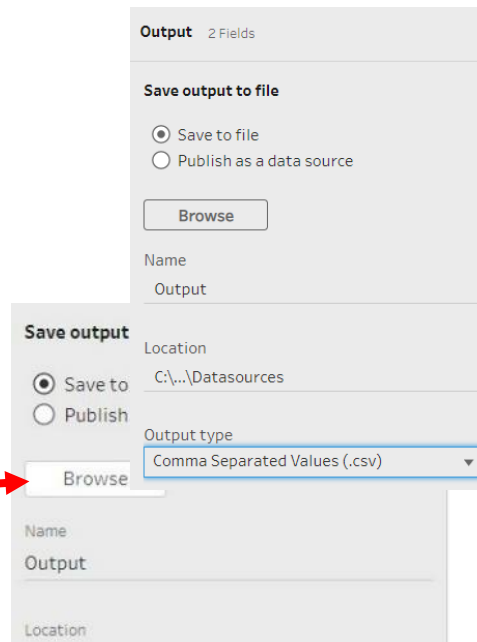
Select the .csv file type.



Select “Save to file” option button.



Select "Browse" button



Select the location for the file, specify the file name and select "Accept".

The preview shows the data that will be generated.

**Output** 2 Fields

**Save output to file**

☒ Save to file  
☐ Publish as a data source

**Browse**

Name  
Report by Salesperson

Location  
C:\Users\mfriedma\Desktop\Sample Data

Output type  
Comma Separated Values (.csv)

**Run Flow**

**Save to Report by Salesperson.csv**

Commission Expense	Salesperson
226,149.84	George Washington
274,189.61	James Madison
127,193.52	Thomas Jeferson
90,935.34	John Adams

Select "Run Flow"

## Finished Running Flow

☒

**Report by Salesperson.csv**

Total time 00:00

**Done**

Select "Done".

Navigate to the location and double click to open the CSV file you just saved. Make the change that are required in Excel.

	A	B	C	D
1	Commission	Salesperson		
2	226149.8	George Washington		
3	274189.6	James Madison		
4	127193.5	Thomas Jefferson		
5	90935.34	John Adams		
6				
7				
8				
9				
10				
11				
12				
13				

Report by Salesperson

	A	B	C
1	Salesperson	Commission Expense	
2	George Washington	226,149.84	
3	James Madison	274,189.61	
4	Thomas Jefferson	127,193.52	
5	John Adams	90,935.34	
6			
7	Total	718,468.31	
8			
9			
10			
11			
12			
13			

Report by Salesperson

Open the LightJoin.xlsx file and arrange both Excel files on the screen.

	A	B	C	D
1	Salesperson	Commission Expense		
2	George Washington	226,149.84		
3	James Madison	274,189.61		
4	Thomas Jefferson	127,193.52		
5	John Adams	90,935.34		
6				
7	Total	718,468.31		
8				
9				
10				
11				
12				
13				

Report by Salesperson

	A	B	C	D	E	F
1	LightJoin, Inc.					
2	Commission % by Salesperson by Region					
3						
4						
5						
6						
7	SalesPerson	East	West	North	South	
8	1301	4.00	4.50	5.50	6.00	
9	1302	2.00	2.50	3.00	3.25	
10	1303	3.00	3.25	3.75	4.00	
11	1304	3.00	3.25	4.25	4.75	
12						
13						

Comm SalesPerson by Region

Copy the "Report by Salesperson" sheet by left clicking on the title tab and holding down the Control key as you drag the file to the right of the "Comm SalesPerson by Region" sheet in the LongJoin file and releasing the mouse and then the Control key.

	A	B	C	D
1	Salesperson	Commission Expense		
2	George Washington	226,149.84		
3	James Madison	274,189.61		
4	Thomas Jefferson	127,193.52		
5	John Adams	90,935.34		
6				
7	Total	718,468.31		
8				
9				
10				
11				
12				
13				

Report by Salesperson

	A	B	C	D	E
1	Salesperson	Commission Expense			
2	George Washington	226,149.84			
3	James Madison	274,189.61			
4	Thomas Jefferson	127,193.52			
5	John Adams	90,935.34			
6					
7	Total	718,468.31			
8					
9					
10					
11					
12					
13					

Comm SalesPerson by Region

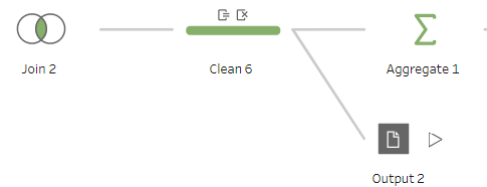
Report by Salesperson

Save and close both Excel files.

**Step 16: Create a “Commission by Salesperson by Region” Report**

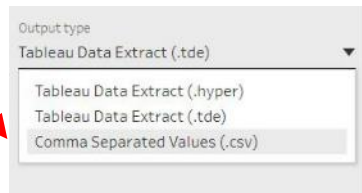
It is going to be much easier to create the “Commission by Salesperson by Region” report in Excel since all the data has already been transformed.

Add a step “Output 2” after the step “Clean 6”.



**Verify that “Output type” is Comma Separated Values (.csvs)**

If not, then select the .csv file type.



Select “Save to file” option button.

**Output 2** 8 Fields

**Save output to file**

☒ Save to file  
☐ Publish as a data source

**Browse**

**Name**  
Report by SP by Region

**Location**  
C:\Users\mfriedma\Desktop\Sample Data

**Output type**  
Comma Separated Values (.csv)

**Run Flow**

Select "Browse" button



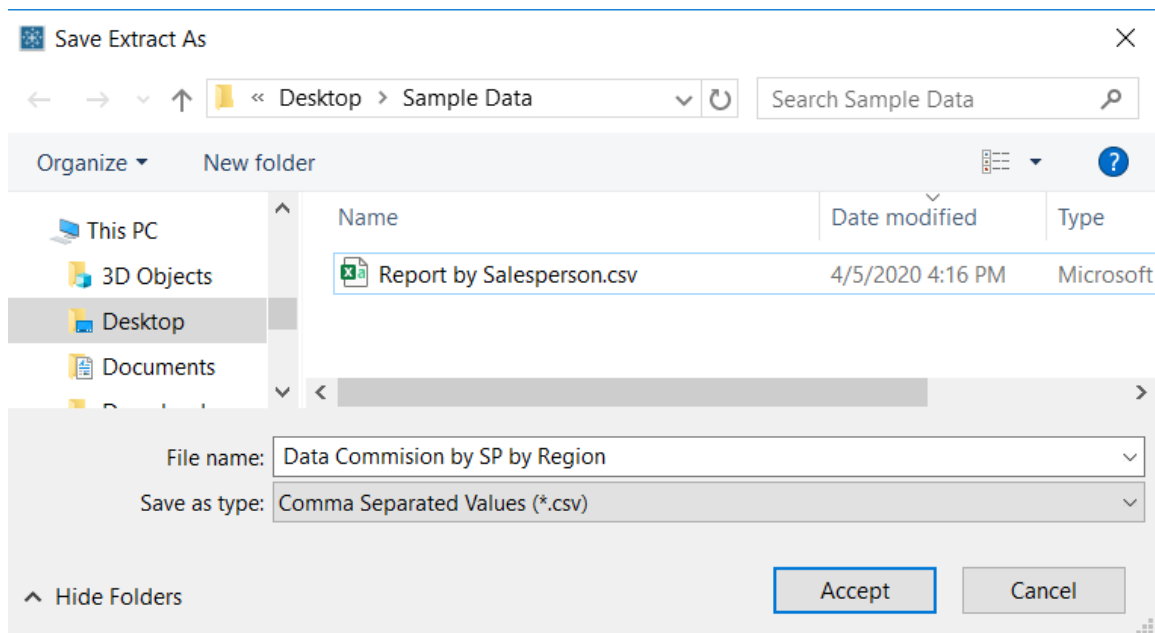
**Save output to file**

☒ Save to file  
☐ Publish as a data source

Browse

Name  
Output  
Location

Select the location for the file, specify the file name, "Data Commission by SP and Region", and select "Accept".



The preview shows the data that will be generated.

**Output 2** 8 Fields

**Save output to file**

☒ Save to file  
☐ Publish as a data source

**Browse**

Name  
Report by SP by Region

Location  
C:\Users\mfriedma\Desktop\Sample Data

Output type  
Comma Separated Values (.csv)

**Run Flow**

**Save to Report by SP by Region.csv**

Commission Expense	Region	Commission %	Sales Order #	Salesperson #	Sales	Salesperson	Title
7,165.38	South	6	87,082	1,301	119,423	George Washington	Sales Associate I
6,439.78	East	2	87,083	1,302	321,989	John Adams	Senior Sales Associate
4,676.46	East	3	87,084	1,304	155,882	James Madison	Sales Associate I
5,641.94	East	2	87,085	1,302	282,097	John Adams	Senior Sales Associate
9,159.57	North	3	87,086	1,302	305,319	John Adams	Senior Sales Associate
4,460.48	East	4	87,087	1,301	111,512	George Washington	Sales Associate I
12,322.04	East	4	87,088	1,301	308,051	George Washington	Sales Associate I
4,082.93	North	4.25	87,089	1,304	96,069	James Madison	Sales Associate I
6,534.4	East	4	87,090	1,301	163,360	George Washington	Sales Associate I
11,468.75	North	4.25	87,091	1,304	269,853	James Madison	Sales Associate I
2,829.75	North	3.75	87,092	1,303	75,460	Thomas Jefferson	Senior Sales Associate
6,090.54	East	3	87,093	1,304	203,018	James Madison	Sales Associate I
10,975.32	West	4.5	87,094	1,301	243,896	George Washington	Sales Associate I
2,609.98	West	3.25	87,095	1,304	80,307	James Madison	Sales Associate I
3,207.12	East	2	87,096	1,302	160,356	John Adams	Senior Sales Associate
10,960.41	North	4.25	87,097	1,304	257,892	James Madison	Sales Associate I

Select "Run Flow"

## Finished Running Flow

Select "Done".



**Report by SP by Region.csv**

Total time 00:00

**Done**

Navigate to the location and double click to open the CSV file you just saved.

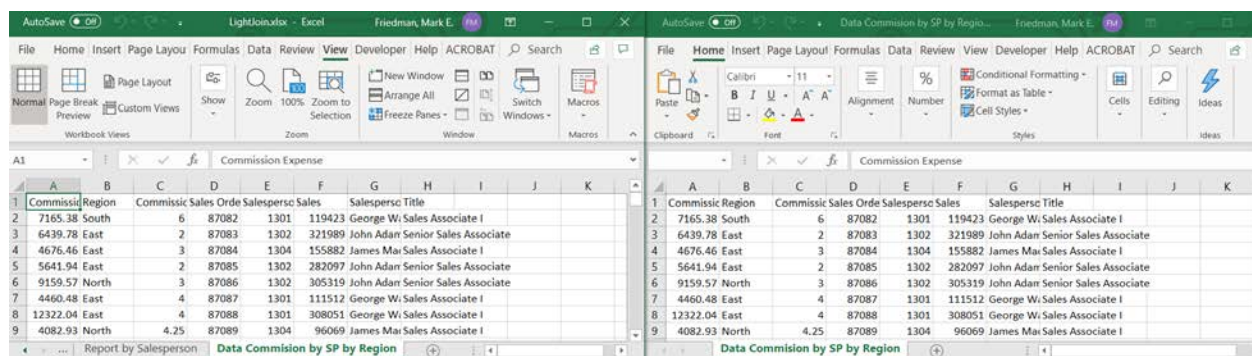
The exported table in Excel would like the following:

	A	B	C	D	E	F	G	H	I	J	K
1	Commission	Region	Commission	Sales Order	Salesperson	Sales	Salesperson	Title			
2	7165.38	South	6	87082	1301	119423	George W.	Sales Associate I			
3	6439.78	East	2	87083	1302	321989	John Adam	Senior Sales Associate			
4	4676.46	East	3	87084	1304	155882	James Ma	Sales Associate I			
5	5641.94	East	2	87085	1302	282097	John Adam	Senior Sales Associate			
6	9159.57	North	3	87086	1302	305319	John Adam	Senior Sales Associate			
7	4460.48	East	4	87087	1301	111512	George W.	Sales Associate I			
8	12322.04	East	4	87088	1301	308051	George W.	Sales Associate I			
9	4082.93	North	4.25	87089	1304	96069	James Ma	Sales Associate I			
10	6534.4	East	4	87090	1301	163360	George W.	Sales Associate I			
11	11468.75	North	4.25	87091	1304	269853	James Ma	Sales Associate I			
12	2829.75	North	3.75	87092	1303	75460	Thomas Je	Senior Sales Associate			
13	6090.54	East	3	87093	1304	203018	James Ma	Sales Associate I			
14	10975.32	West	4.5	87094	1301	243896	George W.	Sales Associate I			
15	2609.98	West	3.25	87095	1304	80307	James Ma	Sales Associate I			
16	3207.12	East	2	87096	1302	160356	John Adam	Senior Sales Associate			

**Data Commission by SP by Region**

Open the LightJoin.xlsx file and arrange both Excel files on the screen.

Copy the “Data Commission by SP by Region” sheet from the .csvs file by left clicking on the title tab and hold down the Control key as you drag the file to the right of the “Report by Salesperson” sheet in the LongJoin.xlsx file and releasing the mouse and then the Control key.





Select a cell, perhaps A1, in the data range on the “Data by SP by Region”.

AutoSave Off LightJoin.xlsx - Excel Friedman, Mark E. FM

File Home Insert Page Layout Formulas Data Review View Developer Help ACROBAT Search

Paste Clipboard Font Alignment Number Styles Cells Editing Ideas

Calibri 11 Conditional Formatting Format as Table Cell Styles

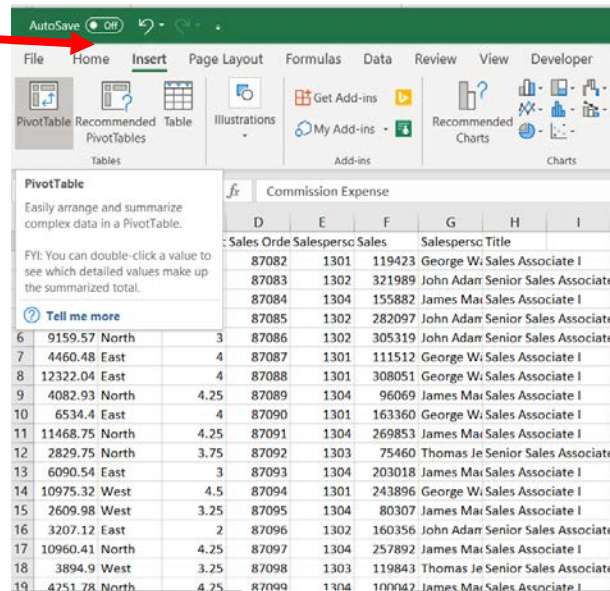
A1 Commission Expense

	A	B	C	D	E	F	G	H	I	J	K
1	Commission	Region	Commission	Sales Order	Salesperson	Sales	Salesperson	Title			
2	7165.38	South	6	87082	1301	119423	George W	Sales Associate I			
3	6439.78	East	2	87083	1302	321989	John Adam	Senior Sales Associate			
4	4676.46	East	3	87084	1304	155882	James Ma	Sales Associate I			
5	5641.94	East	2	87085	1302	282097	John Adam	Senior Sales Associate			
6	9159.57	North	3	87086	1302	305319	John Adam	Senior Sales Associate			
7	4460.48	East	4	87087	1301	111512	George W	Sales Associate I			
8	12322.04	East	4	87088	1301	308051	George W	Sales Associate I			
9	4082.93	North	4.25	87089	1304	96069	James Ma	Sales Associate I			
10	6534.4	East	4	87090	1301	163360	George W	Sales Associate I			
11	11468.75	North	4.25	87091	1304	269853	James Ma	Sales Associate I			
12	2829.75	North	3.75	87092	1303	75460	Thomas Je	Senior Sales Associate			
13	6090.54	East	3	87093	1304	203018	James Ma	Sales Associate I			
14	10975.32	West	4.5	87094	1301	243896	George W	Sales Associate I			
15	2609.98	West	3.25	87095	1304	80307	James Ma	Sales Associate I			
16	3207.12	East	2	87096	1302	160356	John Adam	Senior Sales Associate			
17	10960.41	North	4.25	87097	1304	257892	James Ma	Sales Associate I			
18	3894.9	West	3.25	87098	1303	119843	Thomas Je	Senior Sales Associate			
19	4251.78	North	4.25	87099	1304	100042	James Ma	Sales Associate I			

Rpt by SP by Region Data by SP by Region

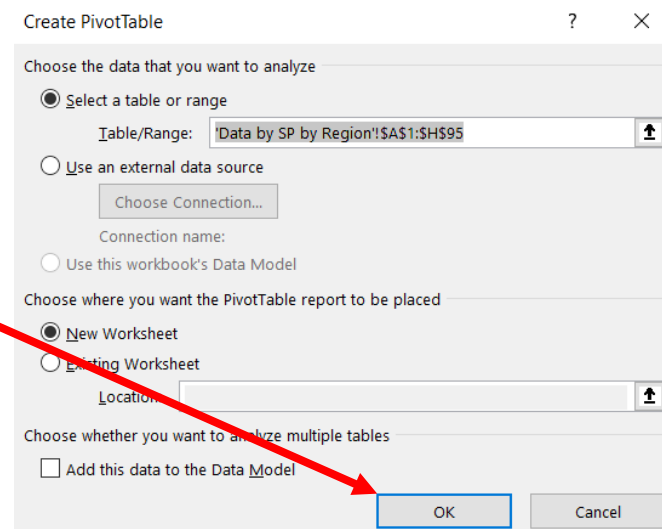
Select Insert

Select Pivot table



This will insert a Pivot Table in a new sheet. Pivot tables help summarize the data in various formats.

Select OK



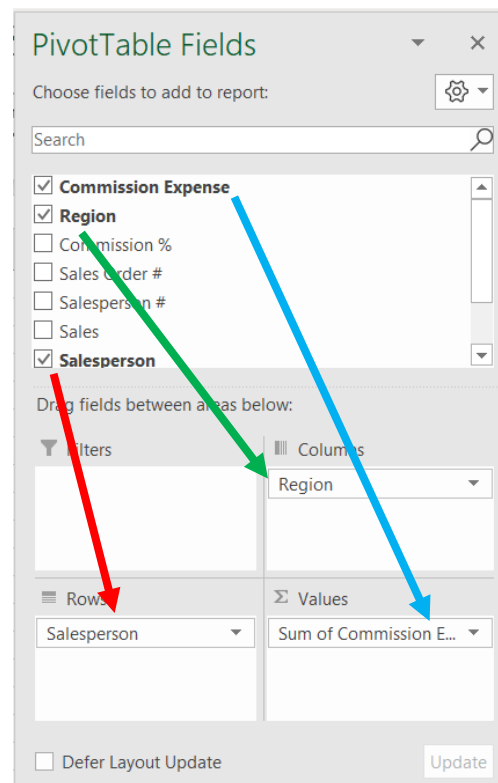
Once a Pivot table is inserted, the Pivot Table Fields are displayed .

Drag the fields

1. **Salesperson to Rows**
2. **Region to Columns** and
3. **Commission Expense to Values**

As indicated in the diagram

If “Count of Commission” appears instead of the “Sum of Commission”, left click on Count of Commissions, select Value.Field Setting, Sum then OK.



This summarizes the data in the following format:

	A	B	C	D	E	F	G
1							
2							
3	<b>Sum of Commission Expense</b>	<b>Column Labels</b> ▼					
4	<b>Row Labels</b> ▼	<b>East</b>	<b>North</b>	<b>South</b>	<b>West</b>	<b>Grand Total</b>	
5	George Washington	84,829.28	29,372.96	82,074.30	29,873.30	226,149.84	
6	James Madison	60,005.82	136,168.64	44,940.09	33,075.06	274,189.61	
7	John Adams	17,192.18	26,615.28	26,052.39	21,075.49	90,935.34	
8	Thomas Jeferson	30,874.29	52,700.71	15,502.96	28,115.56	127,193.52	
9	<b>Grand Total</b>	<b>192,901.57</b>	<b>244,857.59</b>	<b>168,569.74</b>	<b>112,139.41</b>	<b>718,468.31</b>	
10							
11							

Sheet1 Data by SP by Region

Rename “Sheet1” to “Report by SP by Region”

	A	B	C	D	E	F	G
1							
2							
3	<b>Sum of Commission Expense</b>	<b>Column Labels</b> ▼					
4	<b>Row Labels</b> ▼	<b>East</b>	<b>North</b>	<b>South</b>	<b>West</b>	<b>Grand Total</b>	
5	George Washington	84,829.28	29,372.96	82,074.30	29,873.30	226,149.84	
6	James Madison	60,005.82	136,168.64	44,940.09	33,075.06	274,189.61	
7	John Adams	17,192.18	26,615.28	26,052.39	21,075.49	90,935.34	
8	Thomas Jeferson	30,874.29	52,700.71	15,502.96	28,115.56	127,193.52	
9	<b>Grand Total</b>	<b>192,901.57</b>	<b>244,857.59</b>	<b>168,569.74</b>	<b>112,139.41</b>	<b>718,468.31</b>	
10							
11							

Report by SP by Region Data by SP by R...

Save and close the LongJoin.xls file.

Close the “Report by SP and Region.csv” file.

Save and close the Tableau Prep flow file.

Done!