| ${ }_{\text {THPART }}^{\text {The }}$ |  | VALUES OVER TIME <br> Showing values against <br> a time series | $\begin{aligned} & \text { CORRELATION } \\ & \text { Comparing two or more } \\ & \text { values to show a relation } \end{aligned}$ | $\begin{aligned} & \text { MEASURES ONLYKPI } \\ & \text { Displaving ingolevalues } \\ & \text { Homparymey not be } \\ & \text { comparable } \end{aligned}$ | GEOGRAPHICAL <br> Showing values that have <br> specific locations or area |
| :---: | :---: | :---: | :---: | :---: | :---: |
| horizontal bars | Use for ordered/ranked and share of total data <br> Example: <br> top 10 customers by sales Note: <br> better than vertical when longer label names | $(\stackrel{\bullet}{\infty})$ |  | Only use if it's valid to compare between the different measures <br> Example: <br> \% delivered in full vs <br> \% delivered on time | Use for data that's geographical, but when analysis isn't geographi- cally important <br> Example: <br> sales by region when location of the regions is not important to the analysis |
| vertical bars | Use for unordered and distribution <br> Examples: <br> -sales by product category <br> -purchases by age range (distribution) | Use when comparing discrete time data (e.g. years, months), and when gaps in data exist (e.g. missing weekend data) |  | Only use if it's valid to compare between the different measures | Use for data that's geographical, but when the analysis isn't geographically important Example: sales by state |
| table | Use for ordered or unordered when: categorical data on rows -subtotals are used -there are extra values/ properties per item to show <br> Example: <br> regions and customers | $\begin{aligned} & \text { Use when the values } \\ & \text { over time are significant, } \\ & \text { as opposed to the trend } \\ & \text { over time see Line.) } \\ & \text { Same rules sas for cate- } \\ & \text { gorical comparison } \\ & \text { Example: } \\ & \text { sales by year on columns, } \\ & \text { customers by region } \\ & \text { on rows } \end{aligned}$ | Use when finding correation between diferent categories (iof rows) Example: correlation between dif- ferentitems purchased at the same time heat map of product catego- ries A\&B | Only use if wanting a tabular format. Other wise consider using text (below) for more readable formats | Use for data that's geographical, but when the analysis isn't geo- graphically important Example: <br> -regions and customers - showing contact details and market category |
| text | $\bigcirc$ | $\stackrel{\circ}{\bullet}$ |  | Use for measures without categories Note: use text formatting and size proportionately to show significance; the number should be the argest text | $\stackrel{\circ}{\circ}$ |
| line | Use when comparing multiple categorical series that have a clea order <br> Example: <br> Outstanding invoices by age | Use when plotting data over time ${ }^{2}$ Good for: <br> -detailed levels of time (e.g. date) -trends over time Example: amount of cases by date or different priorities | Use for showing correla- titon of eaasures: instado points/ bubbles when tore than three measures -good for showing a trend that is correlated Example: temp, precipitation and ice cream sales by day | $\stackrel{\bullet}{\bullet}$ |  |
|  | Use for showing a distribution when there's only a single series or a trend/shape <br> Example: <br> case load by time of day | Use as an alternative to line when ${ }^{3}$ : -there's only one series, a whole and are shown as a stacked area -the values can be accumulated Example: total sales by week | $(\stackrel{\circ}{\infty}$ | $(\stackrel{\circ}{\circ}$ |  |
| points \& bubbles | Only use when axes don't start at zero and bar markers are in use Example: quantity sold by store (axis starts at 5M between stores is small compared to total) | $(\stackrel{\circ}{\circ}$ | Use when showing the correlation of 2-3 Example: opportunity closed amount (y), opportunity estimated amount ( estimated closed prob ability (bubble size) by opportunity |  | See Map Points |
| bar marker | Use in conjunction with horizontal or vertical bars for a comparison or target value <br> Example: <br> sales by quarter, with bars to compare vs quarter in prior yea |  |  | $(\stackrel{\bullet}{\bullet}$ | $(\stackrel{\circ}{\infty})$ |
| pie, donut, gauge | Only use pie/donut when accurate comparison isn't required and it is important to signal that segments whole value <br> Example: <br> budget by department, project and tea <br> project and team | $(\stackrel{\bullet}{\infty})$ |  | Only use a circular gauge when the value shown is a percentage value which represents the complete circle Example: Project percent complete | $(\bullet \cdot$ |
| treemap | Use when the categorical data contains multiple levels of categories simultaneously Example: budget by department, project and team | $(\stackrel{\circ}{\circ}$ |  |  |  |
| map shapes |  | $(\stackrel{\circ}{\circ})$ |  |  |  |
| map points |  | $(\stackrel{\circ}{\circ}$ |  |  | Use when data has a specific location (latitude and longitude) and locaanalysis |
| word cloud | Only use when the categorical data does not require accurate comparison, and when the categorical informa tion is written language Example: <br> show sentiment and amount of use of terms in relation to a brand | $\stackrel{\circ}{\circ}$ | $\bullet$ | $\stackrel{\circ}{\circ}$ |  |

