



Pharmacy Report

Diagnosis accuracy and diversity of modern treatment methods allow
to choose the most effective set of treatment for each patient individual
treatment is not toxic, has no contraindications to repeated
the drug was high compared with standard therapy

INTRODUCTION

- This Presentation represents my first task in my Data Analyst internship with PSYLIQ.
- The task is to answer questions using MS Excel and Power BI.
- The data is about Pharmacy data details.
- The dataset consists of one excel file (Pharma_data_analysis).

BASIC FILTERING: CAN YOU FILTER THE DATA TO SHOW ONLY THE RECORDS FOR A SPECIFIC COUNTRY, LET'S SAY "UNITED STATES"?

The screenshot displays the Microsoft Excel interface with the 'Table Design' tab active. A data table is visible with columns: Distributor, Customer Name, City, Country, Latitude, Longitude, Channel, Sub-channel, Product Name, and Product Cl. A 'Custom Autofilter' dialog box is open, showing the filter criteria for the 'Country' column. The criteria are set to 'equals' and 'United States'. The dialog box also includes options for 'And' or 'Or' conditions and a section for using wildcards like '?' and '*'.

File Home Insert Page Layout Formulas Data Review View Automate Developer Help Power Pivot Table Design

G11 Hospital

	A	B	C	D	E	F	G	H	I	J
1	Distributor	Customer Name	City	Country	Latitude	Longitude	Channel	Sub-channel	Product Name	Product Cl
926084										
926085										
926086										
926087										
926088										
926089										
926090										
926091										
926092										
926093										
926094										
926095										
926096										
926097										
926098										
926099										
926100										
926101										
926102										
926103										
926104										
926105										
926106										
926107										
926108										
926109										

Custom Autofilter

Show rows where:
Country

equals United States

☒ And ☐ Or

Use ? to represent any single character
Use * to represent any series of characters

OK Cancel

Read_me Pharma_data

Ready 0 of 926082 records found Accessibility: Investigate 100%

SORTING DATA: HOW WOULD YOU SORT THE DATA IN ASCENDING ORDER BASED ON THE "SALES" COLUMN?

The screenshot shows a Microsoft Excel spreadsheet with a data table and the Sort dialog box open. The data table has the following columns: City, Country, Latitude, Longitude, Channel, Sub channel, Product Name, Product Class, Quantity, Price, Sales, Month, Year, and Name of Salesperson. The data is sorted by Sales in ascending order.

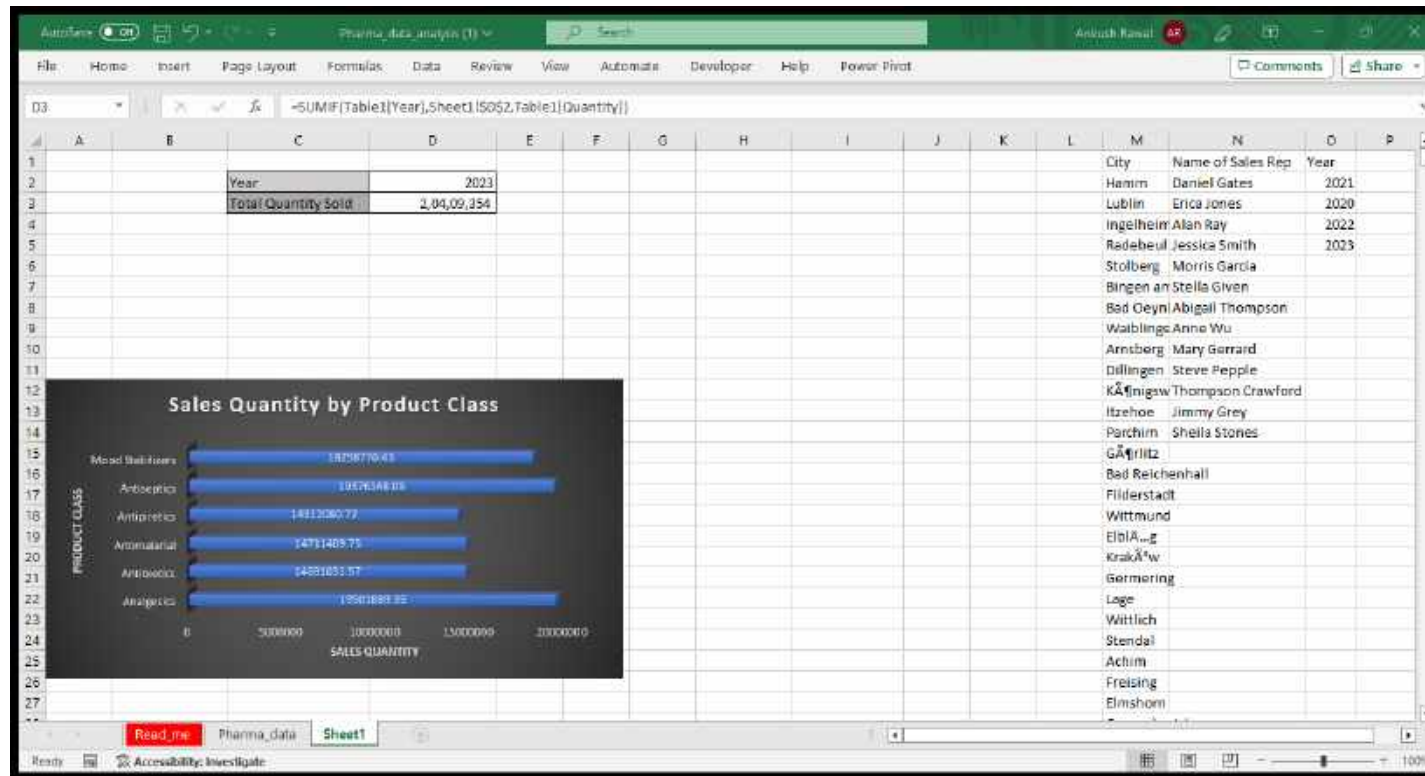
City	Country	Latitude	Longitude	Channel	Sub channel	Product Name	Product Class	Quantity	Price	Sales	Month	Year	Name of Salesperson
Bełżyce	Poland	51.1833	22.2667	Hospital	Government	Novakyn Tracprox	Antiseptics	0	288	0	March	2021	Daniel Gate
Sobótka	Poland	50.8906										2021	Daniel Gate
Autawa	Poland	51.9167										2021	Sheila Stone
Koszalin	Poland	54.1903										2021	Sheila Stone
Mielec	Poland	50.2833										2021	Jimmy Grey
Ciechocinek	Poland	52.8833										2021	Anne Wu
Bohnia	Poland	49.9833										2021	Erica Jones
Koronowo	Poland	53.3137										2021	Thompson C
Nakło nad Notecią	Poland	53.3421										2021	Mary Gerran
Płock	Poland	52.55										2021	Daniel Gate
Koronowo	Poland	53.3137										2021	Abigail Thor
Rzeszów	Poland	50.05										2021	Steve Peppi
utical Lin Milanów	Poland	52.1243										2021	Daniel Gate
Krotoszyn	Poland	51.697										2021	Abigail Thor
Wschowa	Poland	51.8										2021	Steve Peppi
Hajnówka	Poland	52.7333										2021	Anne Wu
Poznań	Poland	52.4										2021	Daniel Gate
Katowice	Poland	54.0833										2021	Thompson C
Koszalin	Poland	54.1903										2021	Erica Jones
Bytom	Poland	50.347										2021	Thompson C
Ustka	Poland	54.5805	10.8619	Hospital	Private	Claspenem	Antibiotics	0	448	0	May	2021	Mary Gerran
Warsaw	Poland	52.2167	21.0333	Pharmacy	Retail	Aflueron Entarenone	Antimalarial	0	104	0	September	2021	Jimmy Grey
Szczecin	Poland	53.4247	14.5553	Pharmacy	Retail	Ergomethate	Mood Stabilizers	0	604	0	September	2021	Anne Wu
Ostrów Mazowiecka	Poland	52.8	21.9	Pharmacy	Institution	Metapatch	Antipiretics	0	438	0	September	2021	Thompson C
Prabuty	Poland	53.7558	19.1975	Hospital	Government	Tetalamide	Antibiotics	0	430	0	September	2021	Thompson C
Koszalin	Poland	54.1903	16.1817	Hospital	Private	Symbitrim	Analgesics	0	536	0	October	2021	Alan Ray

The Sort dialog box is open, showing the following settings:

- Sort by: Sales
- Sort On: Cell Values
- Order: Smallest to Largest
- My data has headers: ☒

Buttons: OK, Cancel

SUMMARIZING DATA: WHAT IS THE TOTAL QUANTITY OF ALL PRODUCTS SOLD IN THE YEAR 2023?



CONDITIONAL FORMATTING: APPLY CONDITIONAL FORMATTING TO HIGHLIGHT ALL SALES GREATER THAN \$5,000 IN THE "SALES" COLUMN.

Conditional Formatting Rules Manager

Show formatting rules for: **This Table**

Buttons: New Rule..., Edit Rule..., Delete Rule, Duplicate Rule

Rule (applied in order shown)	Format	Applies to	Stop If True
Cell Value > 5000	AaBbCcYyZz	= \$M\$2:\$M\$926083	<input type="checkbox"/>

Buttons: OK, Close, Apply

Spreadsheet Data (Visible Rows):

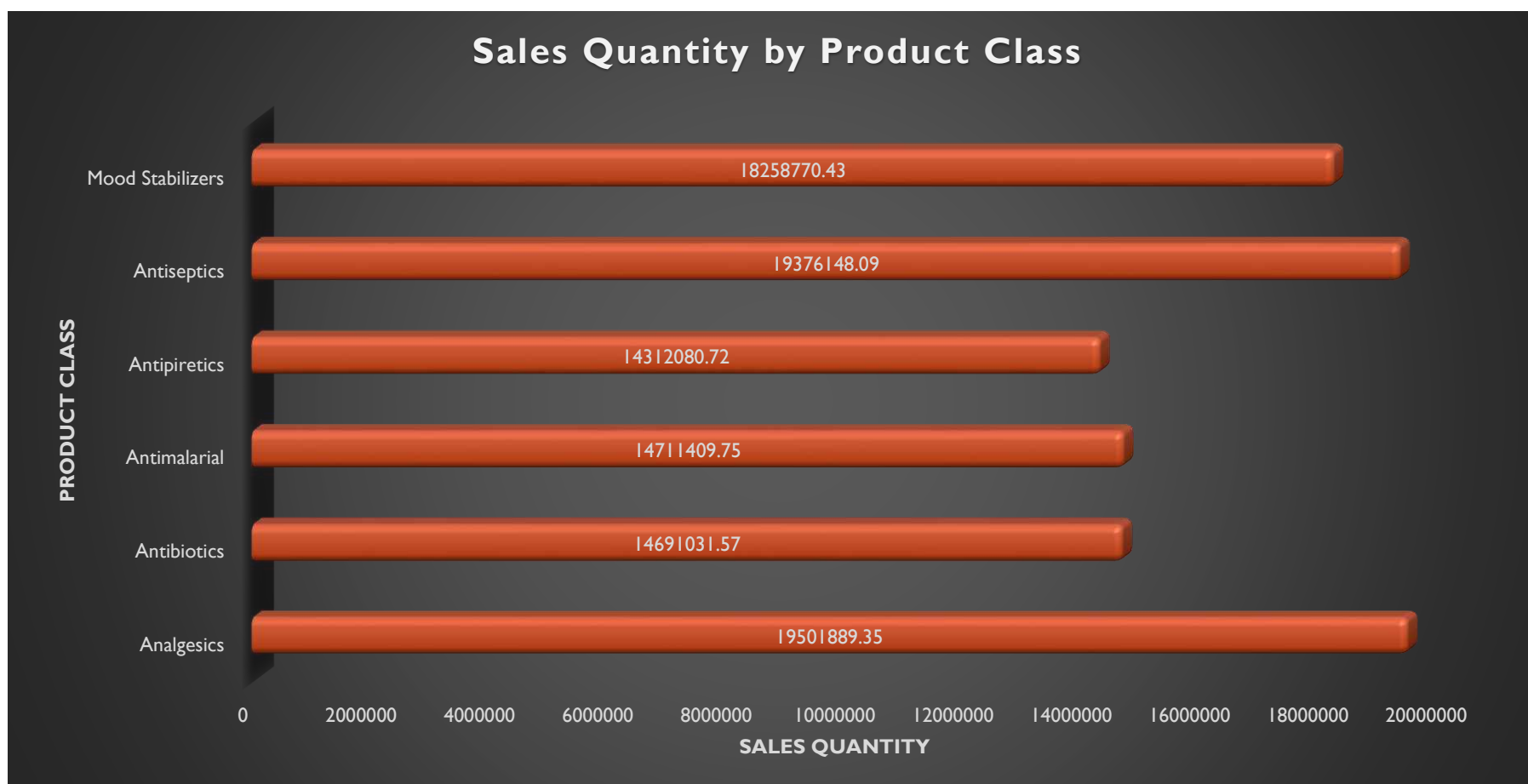
City	Country	Latitude	Longitude	Channel	Sub-channel	Product Name	Product Class	Quantity	Price	Sales	Month	Year	Name of Sale
441090 Hamim	Germany	51.6667	7.8167	Pharmacy	Retail	Interfedox Pilobamol	Antiseptics	122	41	\$ 5,002.00	July	2020	Daniel Gates
441702 Radebeul	Germany	51.1093	13.67	Hospital	Private	Lacoplex Hyaluvance	Mood Stabilizers	15	334	\$ 5,010.00	July	2020	Daniel Gates
441703 Stolberg	Germany	50.7567	6.2333	Hospital	Government	Lacoplex Hyaluvance	Mood Stabilizers	15	334	\$ 5,010.00	December	2020	Alan Ray
441704 Bingen am Rhein	Germany	49.9669	7.895	Hospital	Government	Lacoplex Hyaluvance	Mood Stabilizers	15	334	\$ 5,010.00	January	2021	Jessica Smith
441705 Bad Oeynhausen	Germany	52.2	8.8	Pharmacy	Institution	Lacoplex Hyaluvance	Mood Stabilizers	15	334	\$ 5,010.00	March	2021	Morris Garcia

Status Bar: Ready 484404 of 926082 records found. Average: 583.855.83 Count: 484404 Sum: \$40,62,00,98,072.34

SIMPLE PIVOT TABLE: CREATE A PIVOT TABLE TO SUMMARIZE TOTAL SALES BY "CHANNEL."

Row Labels ▼	Sum of Sales	
Hospital	\$	19,61,60,76,252
Pharmacy	\$	21,83,85,31,533
Grand Total	\$	41,45,46,07,785

BASIC CHART: GENERATE A BAR CHART TO VISUALIZE THE SALES QUANTITY BY "PRODUCT CLASS."



VLOOKUP FUNCTION: CAN YOU USE THE VLOOKUP FUNCTION TO FIND THE "MANAGER" FOR A SPECIFIC "SALES REP"?

✓ <i>fx</i> =VLOOKUP(D2,Pharma_data!P:Q,2,FALSE)				
	C	D	E	
	Sales Representative	Alan Ray		
	Manager	James Goodwill		

DATA VALIDATION: SET UP DATA VALIDATION TO ALLOW ONLY SPECIFIC CITIES FROM A PREDEFINED LIST IN THE "CITY" COLUMN.

AutoSave: OFF | Pharma_data_analys (1) | Search | Arkadiusz Kawał | 65

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CS | X | ✓ | ✗ | Koszalin

	A	B	C	D	E	F	G	H	I	J	K
		Customer Name	City	Country	Latitude	Longitude	Channel	Sub channel	Product Name	Product Class	Quantity
1											
2	h/c	Daugherty Bempel Pharma Plc	Bełżyce	Poland	51.1833	22.2667	Hospital	Government	Novakyn Tracprox	Antiseptics	
3	h/c	Nader Gaylord Pharmaceutical Limited	Sobótka	Poland	50.8906	16.7444	Hospital	Private	Tiaracil	Antipiretics	
4	h/c	Ritchie Rodriguez Pharm	Łuków	Poland	51.9167	22.3833	Pharmacy	Retail	Sodinel Olofinbrate	Antimalarial	
5	h/c	Zemlak Group Pharmaceutical Limited	Koszalin	Poland	54.1903	16.1817	Hospital	Private	Primaplon	Antibiotics	
6	h/c	Kreiger Inc Pharma Plc	Mielec	Poland	50.2833	21.4333	Hospital	Private	Argalazine Abosteryl	Antipiretics	
7	h/c	Parlsan, Hagenes and Skiles Pharma Plc	Ciechocinek	Poland	52.8833	18.7633	Pharmacy	Retail	Sevotran Tiafoxin	Analgesics	
8	h/c	Hermiston and Sons Pharma Plc	Bochnia	Poland	49.9833	20.4333	Pharmacy	Institution	Diprolimus	Antiseptics	
9	h/c	Rogahn Klein Pharmacy	Koronowo	Poland	53.8137	17.937	Hospital	Private	Rapardol	Mood Stabilizers	
10	h/c	Koss Boler	Nakiło nad Notecią	Poland	53.1421	17.6018	Pharmacy	Retail	Saprodeline Zanprocyon	Antibiotics	
11	h/c	Wiegand, Jast and Yost Pharma Plc	Płock	Poland	52.55	19.7	Hospital	Private	Formoclovir Amanferon	Analgesics	
12	h/c	Rogahn Klein Pharmacy	Koronowo	Poland	53.3137	17.937	Hospital	Private	Nisorase	Antibiotics	
13	h/c	Heidenreich Group Pharmaceutical Ltd	Breznica	Poland	50.05	22	Pharmacy	Institution	Thionide	Analgesics	
14	h/c	Wintheiser, Breitenberg and Gottlieb Pharmaceutical Ltd	Milanów	Poland	52.1243	20.6654	Pharmacy	Retail	Proprabax	Analgesics	
15	h/c	Harris, Daugherty and Okuneva Pharma Plc	Krotoszyn	Poland	51.897	17.4357	Pharmacy	Retail	Sevoderm	Antipiretics	
16	h/c	Kub, Von and Herzog Pharmacy	Wschowa	Poland	51.8	16.3	Hospital	Private	Lactubudl	Antipiretics	
17	h/c	Barrows Inc	Hajnówka	Poland	52.7333	23.5667	Hospital	Private	Brimorix Amoneine	Antibiotics	
18	h/c	Will and Sons Pharmaceutical Limited	Poznań	Poland	52.4	16.5167	Hospital	Government	Panpion	Antiseptics	
19	h/c	Walter Ltd	Katryn	Poland	54.0833	21.3833	Pharmacy	Institution	Nisorase	Antibiotics	
20	h/c	Zemlak Group Pharmaceutical Limited	Koszalin	Poland	54.1903	16.1817	Hospital	Private	Abranalat Lysoprosate	Antiseptics	
21	h/c	Lockman Welch Pharm	Bytom	Poland	50.347	18.923	Hospital	Government	Clarithriptine Adafarol	Antibiotics	
22	h/c	Powlowski Buckridge Pharma Plc	Ustka	Poland	54.5805	18.6019	Hospital	Private	Claripenem	Antibiotics	
23	h/c	Welch Langworth	Warsaw	Poland	52.2167	21.0333	Pharmacy	Retail	Afluteron Entrarenone	Antimalarial	
24	h/c	Kuphal, D'Amore and Bode Pharmaceutical Ltd	Szczecin	Poland	53.4247	14.5553	Pharmacy	Retail	Ergomethate	Mood Stabilizers	
25	h/c	Denesik, Walter and Beatty Pharma Plc	Ostrów Mazowiecka	Poland	52.8	21.9	Pharmacy	Institution	Metapatch	Antipiretics	
26	h/c	Funk, Ratke and Heaney Pharmacy	Prabuty	Poland	53.7558	19.1975	Hospital	Government	Tetalamide	Antibiotics	
27	h/c	Zemlak Group Pharmaceutical Limited	Koszalin	Poland	54.1903	16.1817	Hospital	Private	Symbitrim	Analgesics	

Ready | Accessibility: Investigate | 100%

ADVANCED FILTERING: APPLY A FILTER TO SHOW RECORDS WHERE "PRODUCT CLASS" IS EITHER "ELECTRONICS" OR "CLOTHING."

The screenshot displays a spreadsheet application with a 'Custom Autofilter' dialog box open. The dialog box is titled 'Custom Autofilter' and contains the following settings:

- Show rows where:** Product Class
- Filter 1:** equals (dropdown) ELECTRONICS (dropdown)
- Logic:** ☒ And ☐ Or
- Filter 2:** (empty dropdown) CLOTHING (dropdown)
- Help text:** Use ? to represent any single character, Use * to represent any series of characters
- Buttons:** OK, Cancel

The background spreadsheet shows columns: Customer Name, City, Country, Latitude, Longitude, Channel, Sub channel, Product Name, Product Class, Quantity, and Price. The status bar at the bottom indicates '0 of 926082 records found'.

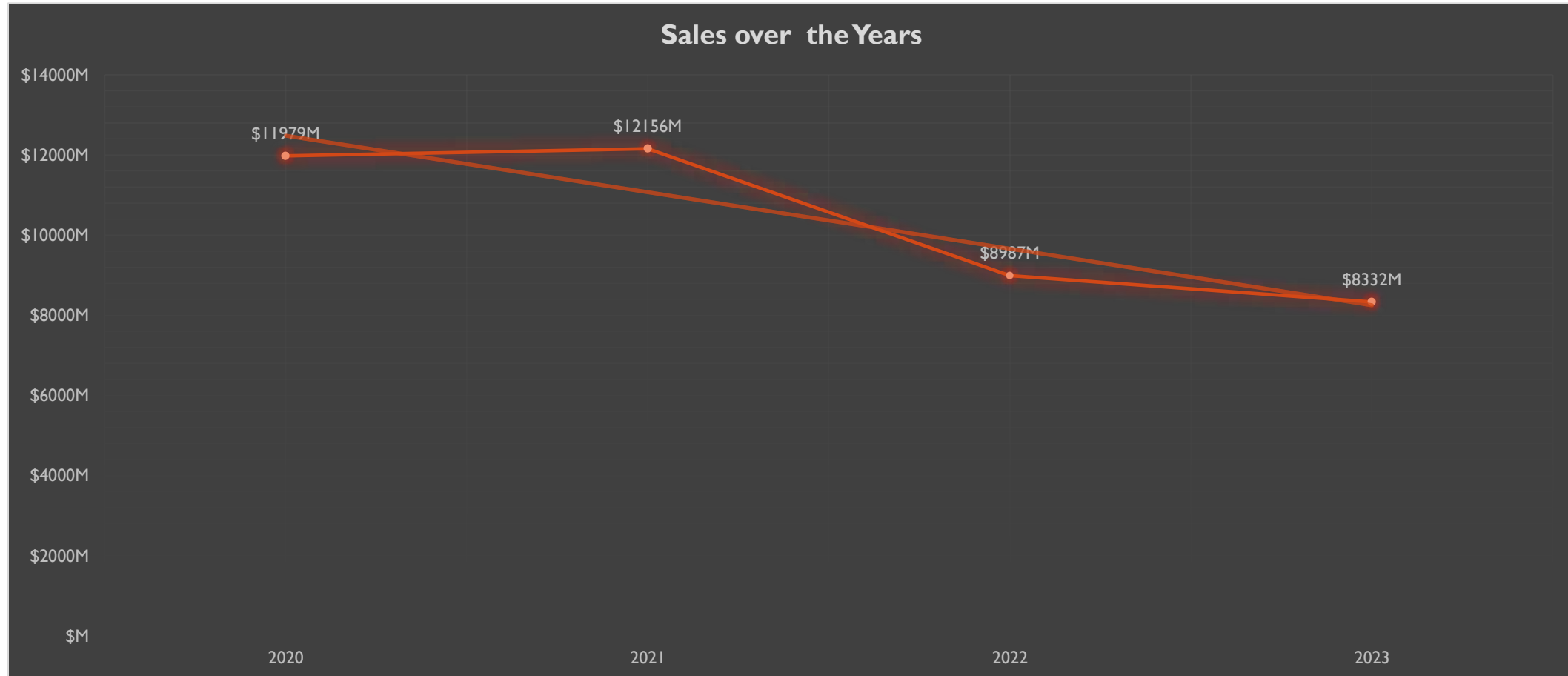
SORTING WITH MULTIPLE CRITERIA: HOW WOULD YOU SORT THE DATA FIRST BY "COUNTRY" IN ASCENDING ORDER, AND THEN BY "MONTH" IN DESCENDING ORDER?

	C	D	E	F	G	H	I	J	K	L	M	N	O	
1	City	Country	Latitude	Longitude	Channel	Sub channel	Product Name	Product Class	Quantity	Price	Sales	Month	Year	Name of
2	Neuwied	Germany	50.4286	7.4614	Hospital	Government	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2020 Mary Ger
3	Homburg	Germany	49.3167	7.3333	Pharmacy	Retail	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2022 Jimmy Gr
4	Stralsund	Germany	54.3	13.0833	Pharmacy	Retail	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2023 Anne Wu
5	Neuwied	Germany	50.4286	7.4614	Hospital	Government	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2020 Mary Ger
6	Homburg	Germany	49.3167	7.3333	Pharmacy	Retail	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2022 Jimmy Gr
7	Stralsund	Germany	54.3	13.0833	Pharmacy	Retail	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2023 Anne Wu
8	Neuwied	Germany	50.4286	7.4614	Hospital	Government	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2020 Mary Ger
9	Homburg	Germany	49.3167	7.3333	Pharmacy	Retail	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2022 Jimmy Gr
10	Stralsund	Germany	54.3	13.0833	Pharmacy	Retail	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2023 Anne Wu
11	Neuwied	Germany	50.4286	7.4614	Hospital	Government	Cricane Acamsumab	Antiseptics	1	22	\$	22.00	September	2020 Mary Ger
12	Porta Westfalica	Germany	52.2167	8.9333	Hospital	Private	Pitodome	Antimalarial	1	24	\$	24.00	September	2022 Thompson
13	Saarbrücken	Germany	49.2333	7	Pharmacy	Institution	Adreacetam Barazoxane	Antimalarial	1	24	\$	24.00	September	2022 Alan Ray
14	Bünde	Germany	52.2	8.6	Hospital	Private	Pitodome	Antimalarial	1	24	\$	24.00	September	2023 Thompson
15	Porta Westfalica	Germany	52.2167	8.9333	Hospital	Private	Pitodome	Antimalarial	1	24	\$	24.00	September	2022 Thompson
16	Saarbrücken	Germany	49.2333	7	Pharmacy	Institution	Adreacetam Barazoxane	Antimalarial	1	24	\$	24.00	September	2022 Alan Ray
17	Bünde	Germany	52.2	8.6	Hospital	Private	Pitodome	Antimalarial	1	24	\$	24.00	September	2023 Thompson
18	Porta Westfalica	Germany	52.2167	8.9333	Hospital	Private	Pitodome	Antimalarial	1	24	\$	24.00	September	2022 Thompson
19	Saarbrücken	Germany	49.2333	7	Pharmacy	Institution	Adreacetam Barazoxane	Antimalarial	1	24	\$	24.00	September	2022 Alan Ray
20	Bünde	Germany	52.2	8.6	Hospital	Private	Pitodome	Antimalarial	1	24	\$	24.00	September	2023 Thompson
21	Bad Honnef am Rhein	Germany	50.645	7.2269	Pharmacy	Institution	Amphesirox	Antiseptics	1	25	\$	25.00	September	2021 Sheila St
22	Solingen	Germany	51.1667	7.0833	Hospital	Private	Amphesirox	Antiseptics	1	25	\$	25.00	September	2022 Jessica Sn
23	Bad Honnef am Rhein	Germany	50.645	7.2269	Pharmacy	Institution	Amphesirox	Antiseptics	1	25	\$	25.00	September	2021 Sheila St
24	Solingen	Germany	51.1667	7.0833	Hospital	Private	Amphesirox	Antiseptics	1	25	\$	25.00	September	2022 Jessica Sn
25	Bad Honnef am Rhein	Germany	50.645	7.2269	Pharmacy	Institution	Amphesirox	Antiseptics	1	25	\$	25.00	September	2021 Sheila St
26	Solingen	Germany	51.1667	7.0833	Hospital	Private	Amphesirox	Antiseptics	1	25	\$	25.00	September	2022 Jessica Sn
27	Nürtingen	Germany	48.6267	9.3353	Hospital	Government	Aldevac	Analgesics	1	26	\$	26.00	September	2021 Jimmy Gr

CALCULATED FIELDS IN PIVOT TABLE: ADD A CALCULATED FIELD IN THE PIVOT TABLE TO CALCULATE THE AVERAGE PRICE PER UNIT SOLD.

Row Labels	Sum of Quantity	Sum of Sales	Sum of Average Price Per Unit
Analgesics	19501889	\$ 8,29,36,58,478.85	425.27
Antibiotics	14691032	\$ 6,17,98,47,817.63	420.65
Antimalarial	14711410	\$ 5,17,25,59,635.73	351.60
Antipiretics	14312081	\$ 6,65,45,11,427.84	464.96
Antiseptics	19376148	\$ 7,90,51,71,133.05	407.98
Mood Stabilizers	18258770	\$ 7,24,88,59,291.91	397.01
Grand Total	100851330	\$ 41,45,46,07,785.00	411.05

ADVANCED CHARTING: CREATE A LINE CHART TO SHOW THE TREND OF TOTAL SALES OVER THE YEARS.



NESTED IF FUNCTION: USE A NESTED IF FUNCTION TO CATEGORIZE "SALES" INTO THREE CATEGORIES: LOW, MEDIUM, AND HIGH.

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S2 =IF(M2:M926083<20000,"Low",IF(M2:M926083>50000,"High","Medium"))

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
	Distrib	Custom	City	Country	Latitude	Longitude	Channel	Sub-channel	Product	Product	Quantity	Price	Sales	Month	Year	Name	Manager	Sales T	Sales category	
1	Gottlieb-C	Zieme, Dc	Lublin	Poland	51.2333	22.5667	Hospital	Private	Topipizole	Mood Stal	4	368	1472	January	2021	Mary Gerr	Britanny E	Delta	Low	
2	Gottlieb-C	Feest PLC	Åswiecie	Poland	53.4167	18.4333	Pharmacy	Retail	Choriotris	Antibiotic	7	591	4137	January	2021	Jessica Sr	Britanny E	Delta	Low	
3	Gottlieb-C	Medhurst	Rybnik	Poland	50.0833	18.5	Pharmacy	Institution	Acantaine	Antibiotic	30	66	1980	January	2021	Steve Pep	Tracy Ban	Bravo	Low	
4	Gottlieb-C	Barton Ltd	CzeladÅ	Poland	50.3333	19.0833	Hospital	Private	Lioletine f	Analgesic	6	435	2610	January	2021	Mary Gerr	Britanny E	Delta	Low	
5	Gottlieb-C	Keeling LL	Olsztyn	Poland	53.78	20.4942	Pharmacy	Retail	Oxymetro	Analgesic	20	458	9160	January	2021	Anne Wu	Britanny E	Delta	Low	
6	Gottlieb-C	Runte-Ma	Olecko	Poland	54.0333	22.5	Hospital	Private	Pazofenac	Mood Stal	5	123	615	January	2021	Thompsor	James Go	Alfa	Low	
7	Gottlieb-C	Blick, Pac	InowrocÅ	Poland	52.7958	18.2611	Pharmacy	Retail	Symbitrim	Analgesic	20	536	10720	January	2021	Sheila Sto	Britanny E	Delta	Low	
8	Gottlieb-C	Leuschke	CiechanÅ	Poland	52.8817	20.6106	Pharmacy	Retail	Morphizol	Mood Stal	5	742	3710	January	2021	Mary Gerr	Britanny E	Delta	Low	
9	Gottlieb-C	Miller-Sat	Nidzica	Poland	53.3583	20.425	Hospital	Private	Lovapur	Mood Stal	4	551	2204	January	2021	Stella Giv	Alisha Cor	Charlie	Low	
10	Gottlieb-C	Bashirian	KrakÅ³w	Poland	50.0614	19.9372	Hospital	Private	Ampysin	Analgesic	10	243	2430	January	2021	Morris Gai	Tracy Ban	Bravo	Low	
11	Gottlieb-C	Wolff Gro	Gubin	Poland	51.95	14.7333	Hospital	Government	Trazobala	Mood Stal	35	762	26670	January	2021	Erica Jone	James Go	Alfa	Medium	
12	Gottlieb-C	Denesik, V	OstrÅ³w M	Poland	52.8	21.9	Pharmacy	Institution	Atrabacin	Antiseptic	4	249	996	January	2021	Abigail Th	Tracy Ban	Bravo	Low	
13	Gottlieb-C	Breitenbe	Radom	Poland	51.4036	21.1567	Hospital	Private	Exotropin	Mood Stal	5	785	3925	January	2021	Abigail Th	Tracy Ban	Bravo	Low	
14	Gottlieb-C	McClure, Z	GdaÅ³sk	Poland	54.3667	18.6333	Pharmacy	Retail	Afinitasol	Antipireti	6	286	1716	January	2021	Jessica Sr	Britanny E	Delta	Low	
15	Gottlieb-C	Block-Ron	Tarnowski	Poland	50.45	18.8667	Hospital	Private	Amavirase	Antipireti	7	487	3409	January	2021	Anne Wu	Britanny E	Delta	Low	
16	Gottlieb-C	Hahn, Rut	Åaziska G	Poland	50.15	18.8333	Hospital	Private	Neuropog	Analgesic	5	605	3025	January	2021	Morris Gai	Tracy Ban	Bravo	Low	
17	Gottlieb-C	D'Amore e	WÅ³row	Poland	52.8	17.2	Hospital	Private	Tracdomic	Antipireti	5	548	2740	January	2021	Daniel Ga	Alisha Cor	Charlie	Low	
18	Gottlieb-C	Koss Ltd P	LwÅ³w	Poland	51.1167	15.5833	Hospital	Private	Novakyn T	Antiseptic	30	288	8640	January	2021	Morris Gai	Tracy Ban	Bravo	Low	
19	Gottlieb-C	Fadel-We	ÅA³w, otoryje	Poland	51.1264	15.9198	Pharmacy	Institution	Paronium	Analgesic	2	414	828	January	2021	Anne Wu	Britanny E	Delta	Low	
20	Gottlieb-C	Lindgren	ÅBiskupiec	Poland	53.8647	20.9569	Pharmacy	Retail	Dantocepi	Antiseptic	2	307	614	January	2021	Alan Ray	James Go	Alfa	Low	
21	Gottlieb-C	Spinka, Sc	BiÅ³goraj	Poland	50.55	22.7333	Pharmacy	Institution	Aciprex	Antipireti	5	421	2105	January	2021	Jimmy Gr	Alisha Cor	Charlie	Low	
22	Gottlieb-C	Will and S	Gniew	Poland	53.8333	18.8333	Pharmacy	Retail	Diaxolol	Antiseptic	20	765	15300	January	2021	Abigail Th	Tracy Ban	Bravo	Low	
23	Gottlieb-C	Jakubows	BolesÅ³aw	Poland	51.2667	15.5667	Pharmacy	Retail	Saprodein	Antibiotic	5	215	1075	January	2021	Jessica Sr	Britanny E	Delta	Low	
24	Gottlieb-C	Schaden	ÅSwidnica	Poland	50.8438	16.4886	Pharmacy	Institution	Magnemu	Antiseptic	26	689	17914	January	2021	Morris Gai	Tracy Ban	Bravo	Low	
25	Gottlieb-C	Mraz Grou	PiastÅ³w	Poland	52.1833	20.85	Hospital	Private	Pazofenac	Mood Stal	16	123	1968	January	2021	Stella Giv	Alisha Cor	Charlie	Low	
26	Gottlieb-C	Nader-Ga	ÅÅ³w	Poland	51.7769	19.4547	Pharmacy	Retail	Pitodomic	Antimalar	35	24	840	January	2021	Stella Giv	Alisha Cor	Charlie	Low	

Read me Pharma_data

Ready Accessibility Investigate

100%

DATA VALIDATION WITH DROPDOWN LISTS: CREATE DROPDOWN LISTS FOR "PRODUCT CLASS" AND "SUB-CHANNEL" IN THE DATA ENTRY CELLS.

FileHomeInsertPage LayoutFormulasDataReviewViewDeveloperHelpPower Pivot

H9

Retall

	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	
	mer Name	City	Country	Latitude	Longitude	Channel	Sub-channel	Product Name	Product Class	Quantity	Price	Sales	Month	Year	Name	Manager	
2	Doyle and Kunze	Lublin	Poland	51.2933	22.5667	Hospital	Private	Topipizole	Mood Stabilizers	4	368	1472	January	2021	Mary Gerr Britan		
3	PLC	Aswiecie	Poland	53.4167	18.4333	Pharmacy	Retail	Choriotrisin	Antibiotics	7	591	4137	January	2021	Jessica Sm Britan		
4	urst-Seer Pharmaceutical Limited	Rybnik	Poland	50.0833	18.5	Pharmacy	Institution	Acantaine	Antibiotics	30	66	1980	January	2021	Steve Peg Tracy		
5	Pharma plc	Crakow	Poland	50.2333	19.9833	Hospital	Private	Lioleline Reflin	Analgesics	6	435	2610	January	2021	Mary Gerr Britan		
6								Oxymotroban	Analgesics	20	458	9160	January	2021	Anne Wu Britan		
7								Private	Pazofenac	Mood Stabilizers	5	123	615	January	2021	Thompson James	
8								Retail	Symbitrim	Analgesics	20	536	10720	January	2021	Sheila Sto Britan	
9								Retail	orphoidal Tie	Mood Stabilizers	5	742	3710	January	2021	Mary Gerr Britan	
10								Private	Lovapur	Mood Stabilizers	4	551	2204	January	2021	Stella Givi Alishe	
11								Private	Ampysin	Analgesics	10	243	2430	January	2021	Morris Ga Tracy	
12								Govermme	Trazobalamin	Mood Stabilizers	35	762	26670	January	2021	Erica Jome James	
13								Institution	Atrabrin Alken	Antiseptics	4	249	996	January	2021	Abigail Th Tracy	
14								Private	Exotropin Empl	Mood Stabilizers	5	785	3925	January	2021	Abigail Th Tracy	
15								Retail	Afnitazol	Antipiretics	6	288	1716	January	2021	Jessica Sm Britan	
16								Private	Amavirase	Antipiretics	7	487	3409	January	2021	Anne Wu Britan	
17								Private	Neuropogen En	Analgesics	5	605	3025	January	2021	Morris Ga Tracy	
18								Private	Traodomide	Antipiretics	5	543	2740	January	2021	Daniel Giv Alishe	
19								Private	Novakyn Tractp	Antiseptics	30	288	8640	January	2021	Morris Ga Tracy	
20								Institution	Pargnum Atrac	Analgesics	2	414	828	January	2021	Anne Wu Britan	
21								Retail	Dantocet Feru	Antiseptics	2	307	614	January	2021	Alan Ray James	
22	Schwalter and Conn Pharmacia	Biłgoraj	Poland	50.55	22.7333	Pharmacy	Institution	Aciprex	Antipiretics	5	421	2105	January	2021	Jimmy Giv Alishe		
23	Ind Sons Pharma Plc	Gniez	Poland	53.8333	18.8333	Pharmacy	Retail	Diabolol	Antiseptics	20	765	15300	January	2021	Abigail Th Tracy		
24	Owski Inc Pharmaceutical Limited	Bolesławiec	Poland	51.2667	15.5667	Pharmacy	Retail	Saprodeme Zan	Antibiotics	5	215	1075	January	2021	Jessica Sm Britan		
25	en-Hirthe Pharmaceutical Ltd	Aswiczna	Poland	50.8438	16.4886	Pharmacy	Institution	Magnemunex	Antiseptics	26	689	17914	January	2021	Morris Ga Tracy		
26	Group Pharmacy	Plesz	Poland	52.1833	20.85	Hospital	Private	Pazofenac	Mood Stabilizers	18	123	1968	January	2021	Stella Givi Alishe		
27	Gayford Pharmaceutical Ltd	AA	Poland	51.7769	19.4547	Pharmacy	Retail	Pitodomide	Antimalarial	35	24	840	January	2021	Stella Givi Alishe		

Data Validation

SettingsInput MessageError Alert

Validation criteria

Allow:

List

☒ Ignore blank

☒ In-cell dropdown

Data:

between

Source:

=Sheet1!\$WS2:\$W\$5

☐ Apply these changes to all other cells with the same settings

Clear All

OK

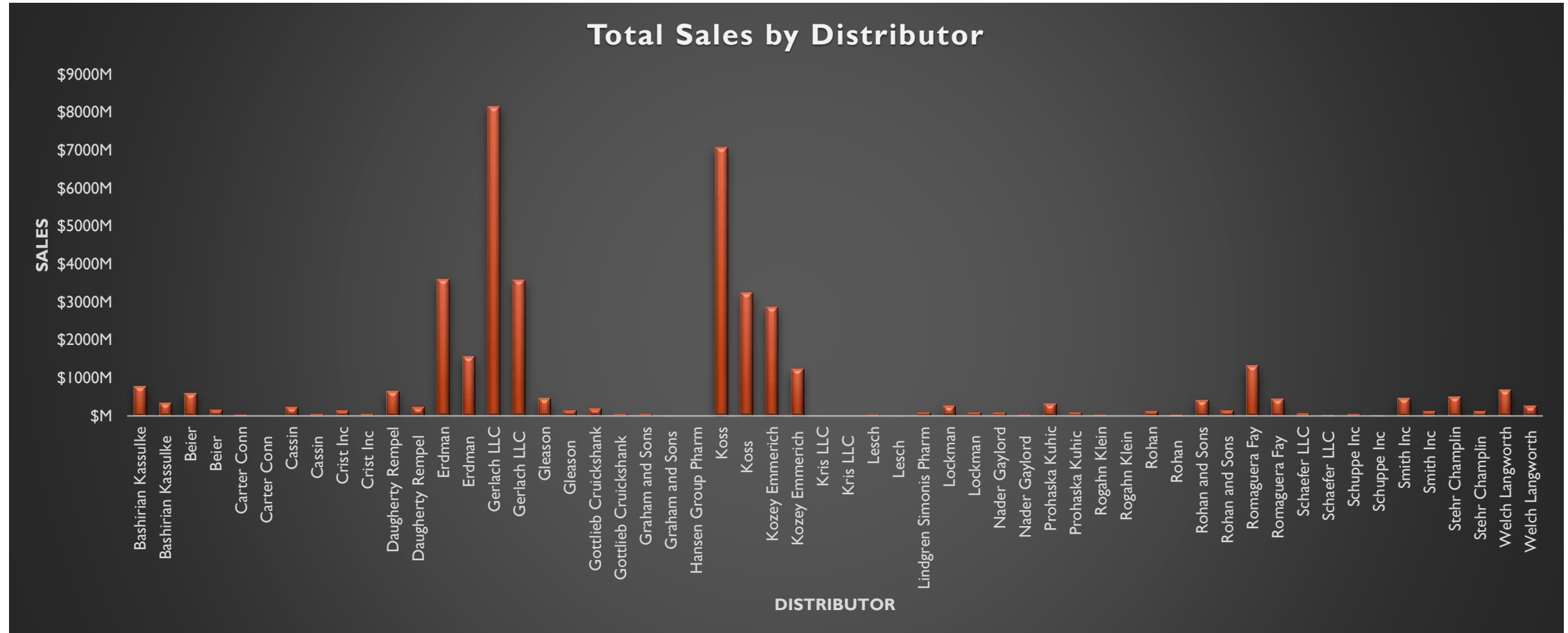
Cancel

The screenshot displays an Excel spreadsheet with a 'Data Validation' dialog box open. The dialog box is titled 'Data Validation' and has a question mark icon. It contains the following sections:

- Settings** (selected tab), **Input Message**, and **Error Alert** tabs.
- Validation criteria** section:
 - Allow:** A dropdown menu set to 'List'.
 - Data:** A dropdown menu set to 'between'.
 - Source:** A text box containing the formula '=Sheet1!\$V\$2:\$V\$7'.
- ☐ **Apply these changes to all other cells with the same settings** (unchecked).
- Buttons at the bottom: **Clear All**, **OK**, and **Cancel**.

The background spreadsheet shows a list of pharmaceutical companies and their products. The columns are: Company Name, City, Country, Latitude, Longitude, Channel, Sub-channel, Product Name, Product Class, Quantity, Price, Sales, Month, Year, and Name. The data rows include companies like Doyle and Kunze, PLC, Wurst-Beer Pharma, Ltd Pharma Plc, ig LLC Pharmacy, Marquardt Pharm, Pacocha and Scho, hke PLC Pharmac, Satterfield Ph, tan-Kassulke Pha, Group Pharm, sik, Walter and Be, nberg-Kuhn Ph, re, Zemlak and C, Romaguera Phar, Rutherford and O, ore and Sons, nd Pharmacaceuti, West, en-Simonis Phar, a, Schwallier and Corn Pharm, nd Sons Pharma Plc, owski Inc Pharmaceutical Limited, en-Harthe Pharmaceutical Ltd, Group Pharmacy, and Gaylord Pharmaceutical Ltd.

PIVOT CHART: TURN THE PIVOT TABLE CREATED EARLIER INTO A PIVOT CHART TO VISUALIZE SALES BY "DISTRIBUTOR."



PIVOT TABLE SLICERS: ADD SLICERS TO THE PIVOT TABLE TO ALLOW EASY FILTERING BY "MONTH" AND "YEAR."

Row Labels	Sum of Sales
Analgesics	\$ 11,63,72,495.00
Antibiotics	\$ 16,11,56,240.00
Antimalarial	\$ 8,67,73,185.00
Antipiretics	\$ 10,01,96,960.00
Antiseptics	\$ 15,06,85,650.00
Mood Stabilizers	\$ 14,51,29,700.00
Grand Total	\$ 76,03,14,230.00

Year

2020

2021

2022

2023

Month

January

February

March

April

May

June

July

August

LOOKUP FUNCTIONS: USE INDEX AND MATCH FUNCTIONS TO FIND THE "SALES REP" FOR A SPECIFIC "CUSTOMER NAME."

ert Page Layout Formulas Data Review View Automate Developer				
X ✓ fx		=INDEX(Table1,MATCH(Sheet1!\$D\$2,Table1[Customer Name],0),16)		
	C	D	E	F
	Customer Name	Zemlak Group Pharmaceutical Limited		
	Sales Representative	Sheila Stones		

The screenshot displays the Microsoft Excel interface with the 'Conditional Formatting Rules Manager' dialog box open. The dialog is configured for 'This Worksheet' and lists a single rule named 'Top 10%'. This rule is applied to the range '\$M:\$M' and uses the 'AaBbCcYyZz' format. The background spreadsheet contains a table with columns labeled C through P, representing various data points such as location, country, value, and name. The 'Top 10%' rule is visually represented by the green shading in the 'M' column of the background table.

C	D	E	F	G	H	I	J	K	L	M	N	O	P
Sindemingen	Germany	48.7133	9.0028	Hospital	Private	Zynosine	Antimalarial	45	74	3330	March	2021	Annie Wu
Wottlieb	Germany	51.45	8.3667	Pharmacy	Institution	Cyclovital	Antimalarial	30	677	20310	March	2021	Stella Given
								480	488	234240	March	2021	Mary Gerrard
								120	298	35760	March	2021	Mary Gerrard
								550	458	251900	March	2021	Jessica Smith
								528	131	69168	March	2021	Daniel Gates
								200	474	94800	March	2021	Steve Pepple
								100	487	48700	March	2021	Sheila Stones
								300	763	228900	March	2021	Anne Wu
								300	794	238200	March	2021	Anne Wu
								150	767	115050	March	2021	Anne Wu
								100	367	36700	March	2021	Sheila Stones
								10	424	4240	March	2021	Mary Gerrard
								20	658	13160	March	2021	Erica Jones
								10	517	5170	March	2021	Morris Garcia
								30	681	20430	March	2021	Stella Given
								30	487	14610	March	2021	Daniel Gates
								3	627	1881	March	2021	Alan Ray
								3	190	570	March	2021	Sheila Stones
								1000	249	249000	March	2021	Mary Gerrard
								2500	618	1545000	March	2021	Steve Pepple
								10	785	7850	March	2021	Steve Pepple
								2	658	1316	March	2021	Abigail Thompson
								100	41	4100	March	2021	Mary Gerrard
								200	481	96200	March	2021	Jimmy Grey
								30	368	11040	March	2021	Sheila Stones
								120	678	81360	March	2021	Sheila Stones
								144	618	88992	March	2021	Alan Ray

SCENARIO MANAGER: USE THE SCENARIO MANAGER TO COMPARE DIFFERENT SCENARIOS FOR FUTURE SALES BY CHANGING VARIABLES LIKE "PRICE" AND "QUANTITY."

Scenario Manager

Scenarios:

- LowPrice, High Quantity
- High Price, Low Quantity

Add...
Delete
Edit...
Merge...
Summary...

Changing cells: \$L\$143

Comment: Created by Ankush on 04-02-2024
Modified by Ankush on 04-02-2024

Show Close

Scenario Summary

	Current Values: LowPrice, High Quantity		High Price, Low Quantity
Changing Cells:			
\$K\$142	10	10	10
\$L\$143	22	22	100
Result Cells:			
\$T\$150			

Notes: Current Values column represents values of changing cells at time Scenario Summary Report was created. Changing cells for each scenario are highlighted in gray.



PHARMACY REPORT

Total Customers

751

Total Quantity

101M

Total Sales

41bn

Year

All

Sum of Sales by Manager

Sub-channel

Select all

Government

Institution

Private

Retail

Sum of Sales by Country



10bn

12.8bn

9.8bn

9.7bn

9.2bn

Britanny Bold

Alisha Cordwell

Tracy Banks

James Goodwill

Manager

Sum of Quantity

Sum of Sales

Britanny Bold

31300910

12812293028

Alisha Cordwell

23386863

9775268989

Tracy Banks

23773485

9654885173

James Goodwill

22390082

9212160598

Sum of Sales by Sales Team

Delta

12.8bn

Charlie

9.8bn

Bravo

9.7bn

Alfa

9.2bn

0bn

5bn

10bn

Sum of Sales by Year and Channel

Channel ● Hospital ● Pharmacy

6bn

5bn

4bn

2020

2021

2022

2023



Thank
You