

## ASSIGNMENT 2-PHARMA ANALYSIS

NAME:JOTHILAKSHMI S

ROLL NO:2116191001027

### **About the Pharma Dataset:**

Let's understand the features of the dataset:

1. Month- January -December Months Data.
2. Customer- Hospitals & Organizations.
3. Period- Q1-Q4 are the four quarters which show the sales record quarterly.
4. Product- Different Tablets for diseases
5. Location-Sales in different regions,
6. Sales Rep- Sales Representative who sells pharma products.
7. Supplier-Pharmaceuticals companies are those who supply their products.
8. Warehouse Location- A warehouse location is a region where companies storing goods.
9. Actual-Actual sales for the product.
10. C.sales-Customer Sales for the product.
11. Inventory Stock: Inventory stock refers to the goods and materials that a business holds for the ultimate goal of resale.
12. L.sales-Location Wise Sales for the product.
13. M.sales-Monthly Sales for the product.
14. Received Inventory- Creating a safe, fast, and organized process for handling received inventory. Accurately track your goods from when they arrive in your warehouse to when they are shipped to your customer.
15. Rep. sales- Representative Sales for the product.
16. Target- Target sales for the product.

**Download Dataset:-** [Pharma-Sales-Dataset](#)

**Challenge:- Upload the dataset to Cognos Analytics, prepare the data, explore and Create InteractiveDashboard.**

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### TASK 1&2

C.Sales by Customer



Rep.Sales by Sales Rep

Sales Rep

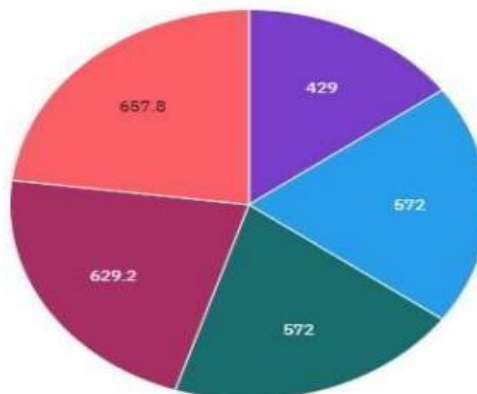
M. Sule

P. Michaels

S. Sunday

A. Chukwu

A. Oni



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### TASK 3



### TASK 4

#### Received Inventory by Supplier

x: 28.9 %

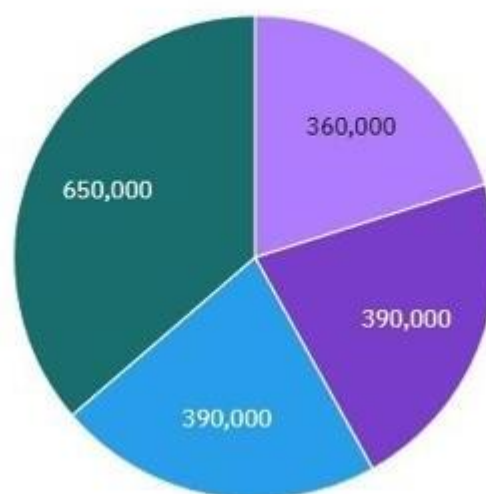
Supplier

Pfizer

Novartis

Sanofi

Astra Zeneca



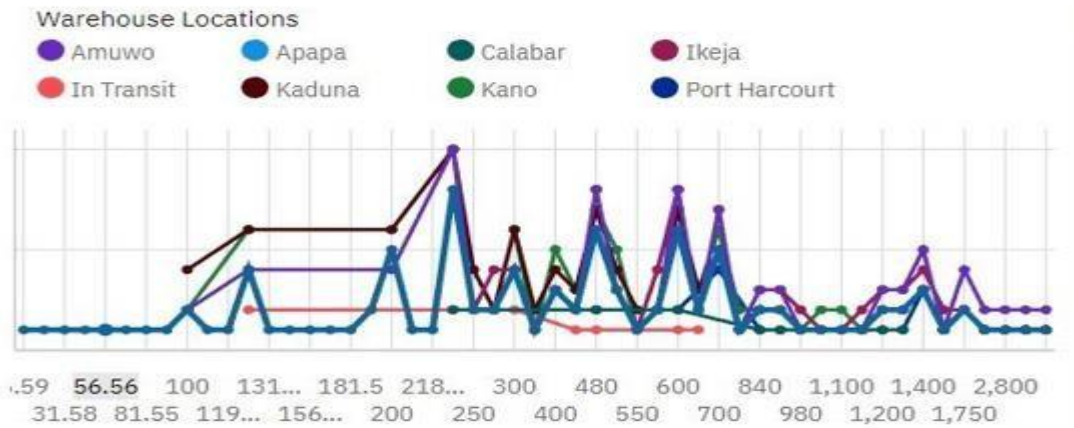
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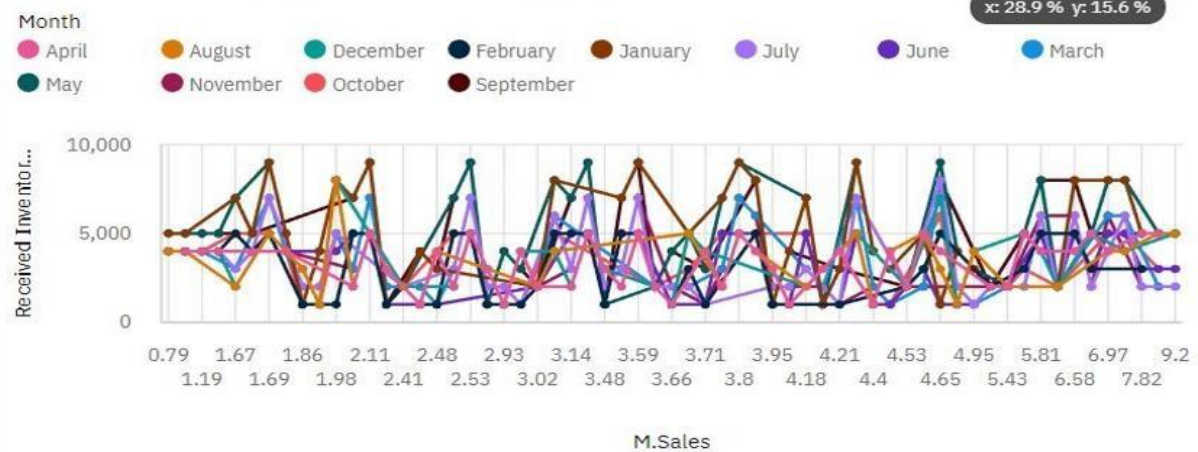
### TASK 5

Warehouse Locations by Inventory Stock colored by Warehouse Locations



### TASK 6

Received Inventory by M.Sales colored by Month



### TASK 7

M.Sales by Month colored by Month



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### TASK 8

