Assignment -2

Pharma Sales

Dashboard

Assignment Date	27 September 2022
Student Name	KOUSALYA R
Student Roll Number	212219220025
Maximum Marks	2 Marks

DESCRIPTION: Sales of Pharmaceutical products, which may include medicines, surgical devices, consumables of any form, machines, and equipment used in surgeries are called Pharma Sales. The target audience is doctors of any kind, chemists, and/or purchase in chargein hospitals or pharmacies.

Pharmaceutical sale is very different from regular sales of any kind right from the product to thecustomer to the process of selling. Of all the sales, Pharmaceutical sales are considered to be one of the most lucrative and most challenging jobs requiring a lot of learning on the salesperson's part.

DATA SET: Pharma_Monthly_Sales.csv - Google Drive

About the Pharma Dataset:
Let's understand the features of the dataset:
• Month- January -December Months Data.
• Customer- Hospitals & Organizations.
• Period- Q1-Q4 are the four quarters which show the sales record quarterly.
• Product- Different Tablets for diseases
• Location-Sales in different regions,
• Sales Rep- Sales Representative who sells pharma products.
• Supplier-Pharmaceuticals companies are those who supply their products.
• Warehouse Location- A warehouse location is a region where companies storing goods.
• Actual-Actual sales for the product.
•   C.sales-Customer Sales for the product.
•   Inventory Stock: Inventory stock refers to the goods and materials that a business holds forthe ultimate goal of resale.
•   L.sales-Location Wise Sales for the product.
•   M.sales-Monthly Sales for the product.
•   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 theyare shipped to your customer.
•   Rep. sales- Representative Sales for the product.

- Target- Target sales for the product.

CHALLENGE:

Upload the dataset to Cognos Analytics, prepare the data, explore and Create InteractiveDashboard.

Task 1: Sales By
Customer.
Task 2: Sales By
Location.
Task 3: Sales By Sales
Representative. Task 4: Received
Inventory From Supplier
Task 5: Inventory Stock for Warehouse
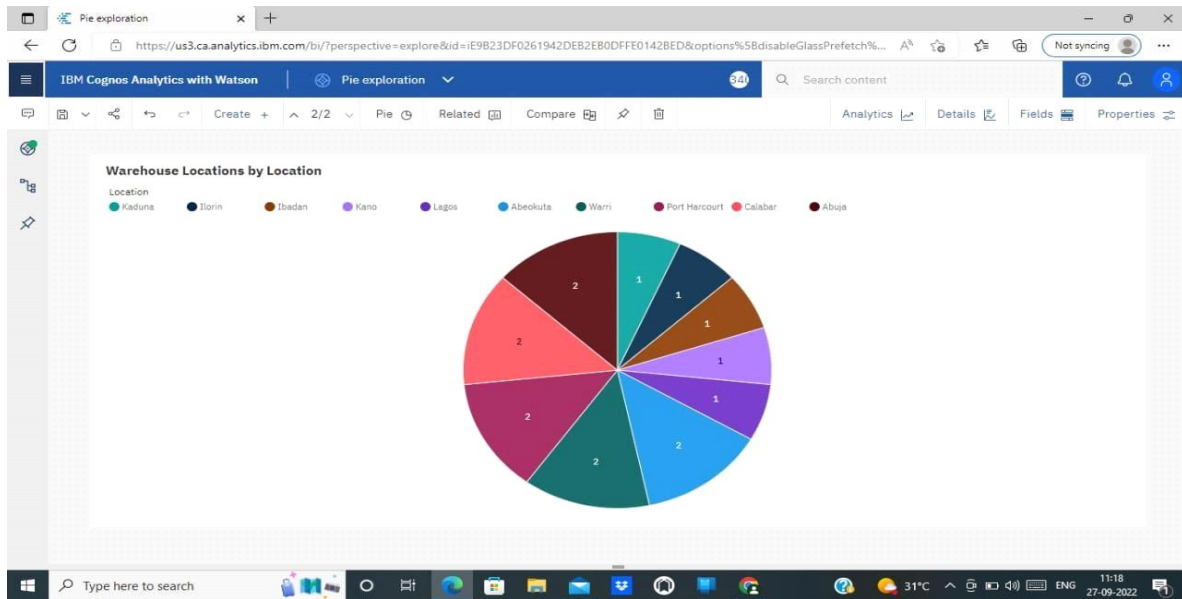LocationsTask 6: Sales Trend
Task 7: Monthly Sales
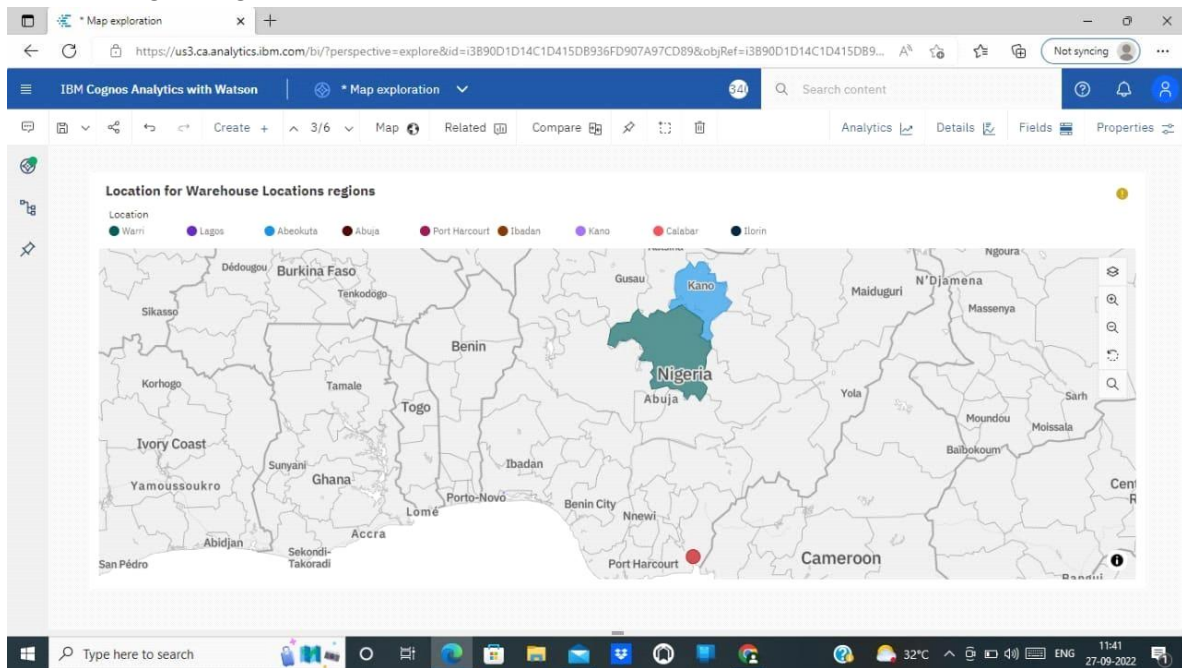Task 8: Actual and Received Inventory by Month
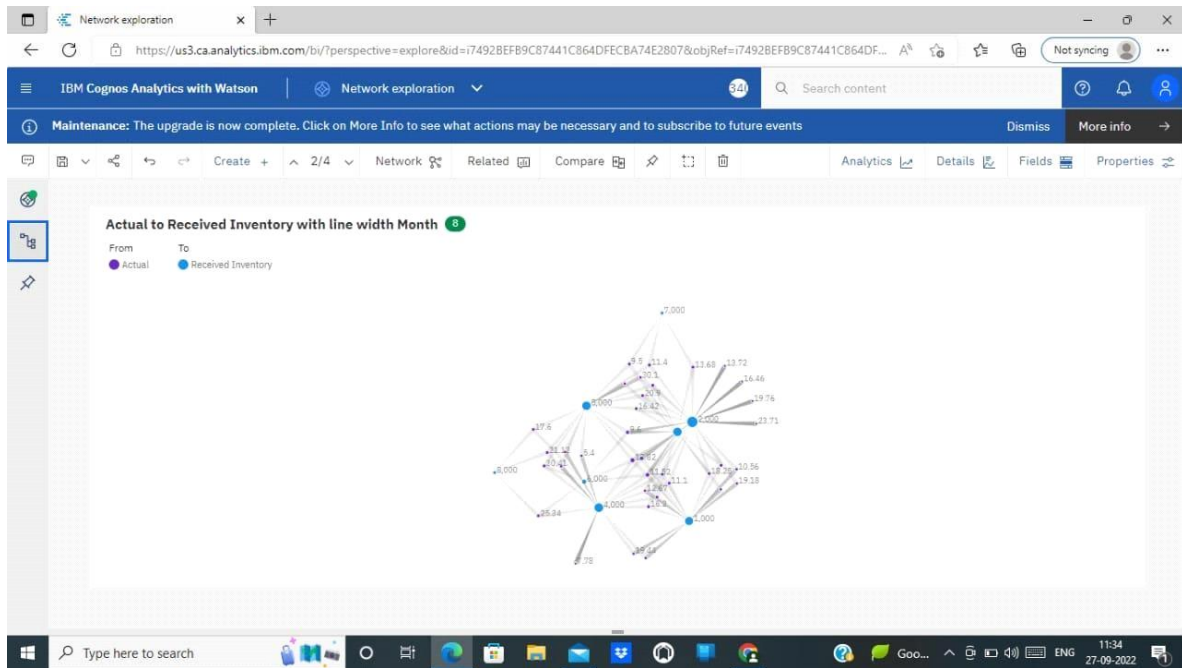
SOLUTION:

EXPLORATION OF DATA SET ;   PIE CHART EXPLORATION

MAP EXPOLRATION

NETWORK EXPLORATION

CREATION OF INTERACTIVE DASHBOARD:

Edit

Tab 1   Tab 2

sales by location

1.48K

sales by customer

1.38K

C.Sales

sales by representation

2.86K

monthly sales

2.04K

English   Tamil

pharma sales
us3.ca.analytics.ibm.com

IBM Cognos Analytics with Watson | pharma sales ⌄

Maintenance: The upgrade is now complete. Click on More ...necessary and to subscribe to future events | Dismiss | More info →

Edit

Tab 1　Tab 2

Received Inventory by Supplier

Inventory Stock for Warehouse Locations regions

Rep.Sales, M.Sales, L.Sales and C.Sales by Month

Measures

Actual by Month colored by Received Inventory

Received Inventory

English　Tamil