

## Assignment -2

### Pharma\_Monthly\_Sales Dashboard

Assignment Date	27 September 2022
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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 charge in hospitals or pharmacies.

Pharmaceutical sale is very different from regular sales of any kind right from the product to the customer 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:

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.

## CHALLENGE:

**Upload the dataset to Cognos Analytics, prepare the data, explore and Create Interactive Dashboard.**

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 Locations

Task 6: Sales Trend

Task 7: Monthly Sales

Task 8: Actual and Received Inventory by Month

## SOLUTION:

### UPLOADING AND PREPARING THE DATA:

The screenshot shows the IBM Cognos Analytics interface. The top navigation bar includes the IBM logo, the text 'IBM Cognos Analytics with Watson', and a search bar. The main content area displays a data module named 'Pharma\_Monthly... data module'. On the left, a sidebar shows a tree view of the data module's structure, including 'Navigation paths', 'Pharma\_Mo...ales.csv', and various fields like 'Row Id', 'Month', 'Customer', 'Period', 'Product', 'Location', 'Sales Rep', 'Supplier', 'Warehouse...cations', 'Actual', 'C.Sales', 'Inventory Stock', 'L.Sales', and 'M.Sales'. The main table view shows 13 rows of data. The table has columns for 'Row Id', 'Month', 'Customer', 'Period', 'Product', 'Location', and 'Sales Rep'. The data is organized by month (March and January) and customer (Mobil). The products listed include Afinitor Tab, Brinerdine SCT, Coartem Tab, Codiovan FCT, Femara FCT, Galvusmet FCT, Lescol HGC, Ritalin Tab, Tegretol Tab, Zaditen SRO FCT, and others. The locations are Port Harcourt and Abeokuta. The sales representative for all entries is A. Chukwu.

Row Id	Month	Customer	Period	Product	Location	Sales Rep
1	March	Mobil	Q1	Afinitor Tab	Port Harcourt	A. Chukwu
2	March	Mobil	Q1	Brinerdine SCT	Port Harcourt	A. Chukwu
3	March	Mobil	Q1	Coartem Tab	Port Harcourt	A. Chukwu
4	March	Mobil	Q1	Codiovan FCT	Port Harcourt	A. Chukwu
5	March	Mobil	Q1	Femara FCT	Port Harcourt	A. Chukwu
6	March	Mobil	Q1	Galvusmet FCT	Port Harcourt	A. Chukwu
7	March	Mobil	Q1	Lescol HGC	Port Harcourt	A. Chukwu
8	March	Mobil	Q1	Ritalin Tab	Port Harcourt	A. Chukwu
9	March	Mobil	Q1	Tegretol Tab	Port Harcourt	A. Chukwu
10	March	Mobil	Q1	Zaditen SRO FCT	Port Harcourt	A. Chukwu
11	January	Mobil	Q1	Afinitor Tab	Abeokuta	A. Chukwu
12	January	Mobil	Q1	Brinerdine SCT	Abeokuta	A. Chukwu
13	January	Mobil	Q1	Coartem Tab	Abeokuta	A. Chukwu

Pharma\_Monthly\_Sales data module

us3.ca.analytics.ibm.com/bi/?perspective=ca-modeller&id=iE63ACED8C6C64B53B1A1FBC8A77C70A6&objRef=iE63ACED8C6C64B53B1A1FBC8A77C70A6&tid=39790579\_64c51a0966864342a4a36...

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IBM Cognos Analytics with Watson

Pharma\_Monthly ... data module

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Properties

Data module

Search

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Navigation paths

Pharma\_Mo...ales.csv

# Row Id

Month

Customer

Period

Product

Location

Sales Rep

Supplier

Warehouses...ations

Actual

C.Sales

Inventory Stock

L.Sales

M.Sales

Grid

Relationships

Custom tables

	Inventory Stock	L.Sales	M.Sales	Number of Records	Received Inventory	Rep.Sales	Target
1200	1.89	4.224	1	5000	4.62	30	
480	1.89	4.224	1	2000	4.62	27	
1320	3.51	7.744	1	6000	8.58	18	
960	4.14	9.196	1	2000	10.12	29	
600	0.9	1.98	1	4000	2.2	17	
240	2.16	4.884	1	2000	5.28	28	
240	2.07	4.6464	1	2000	5.06	49	
480	2.25	4.95	1	1000	5.5	27	
840	1.89	4.18	1	3000	4.62	17	
600	2.7	6.0368	1	2000	6.6	7	
3500	1.89	2.112	1	6000	4.62	12	
1400	1.89	2.112	1	3000	4.62	8	
3850	3.51	3.872	1	8000	8.58	16	

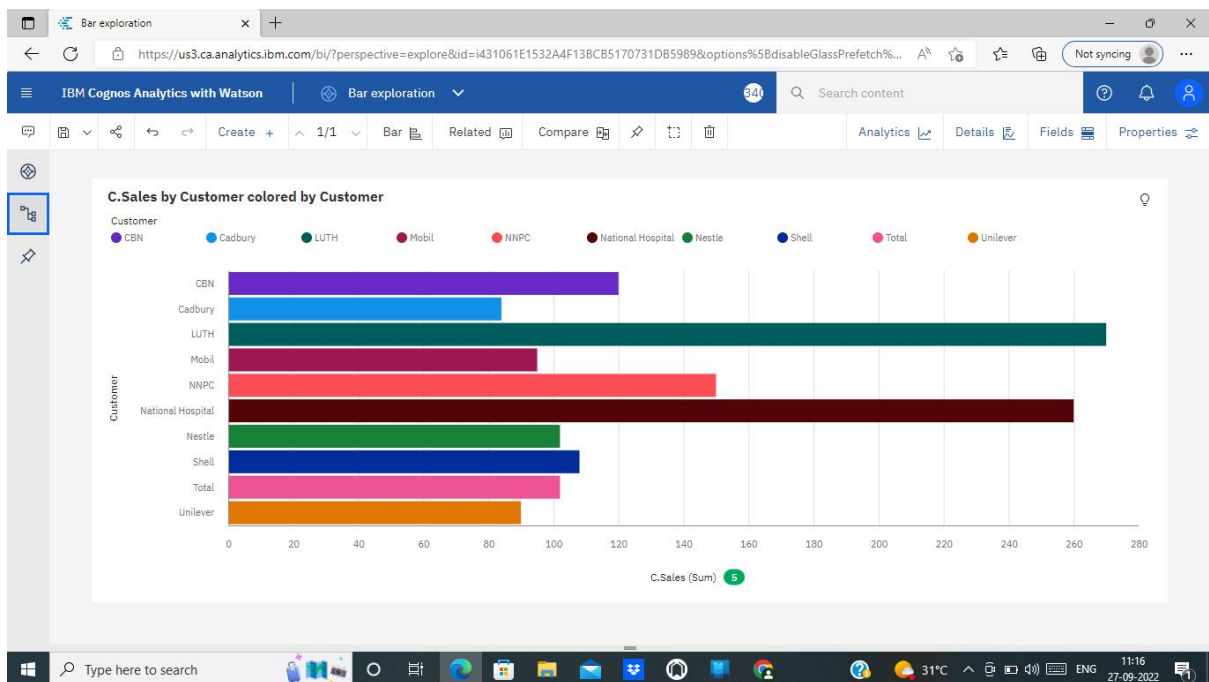
Saturday, October 1, 2022

32°C Mostly cloudy

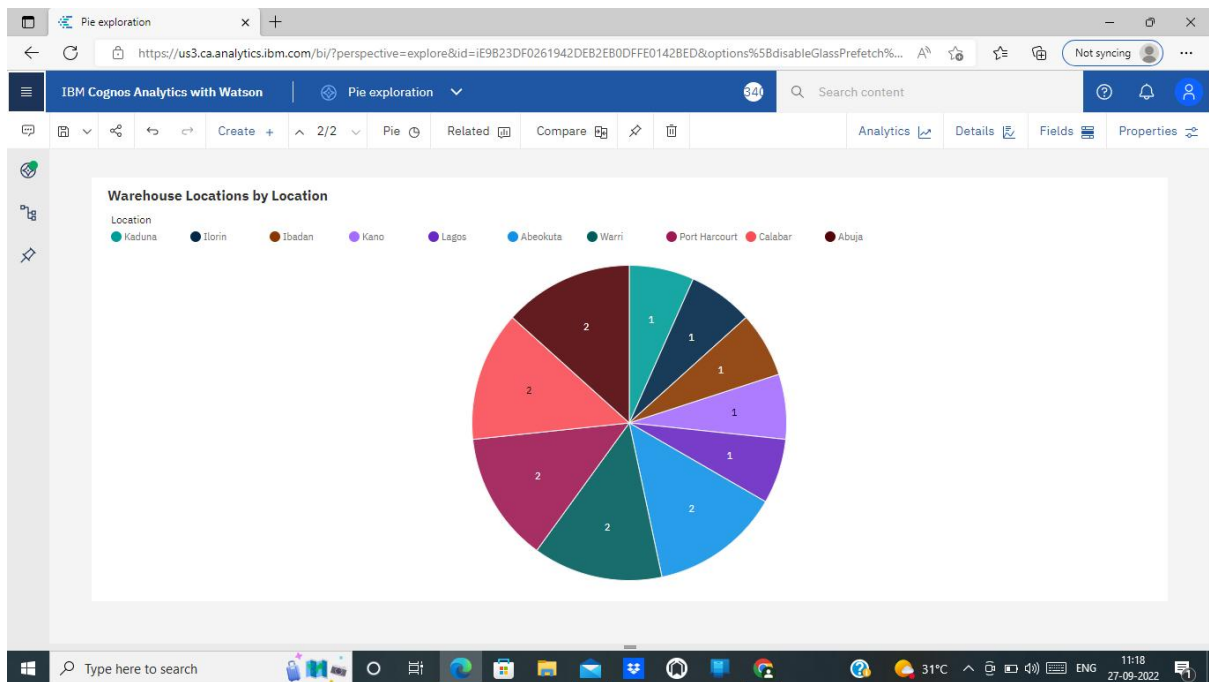
ENG 6:18 PM 10/1/2022

## EXPLORATION OF DATA SET:

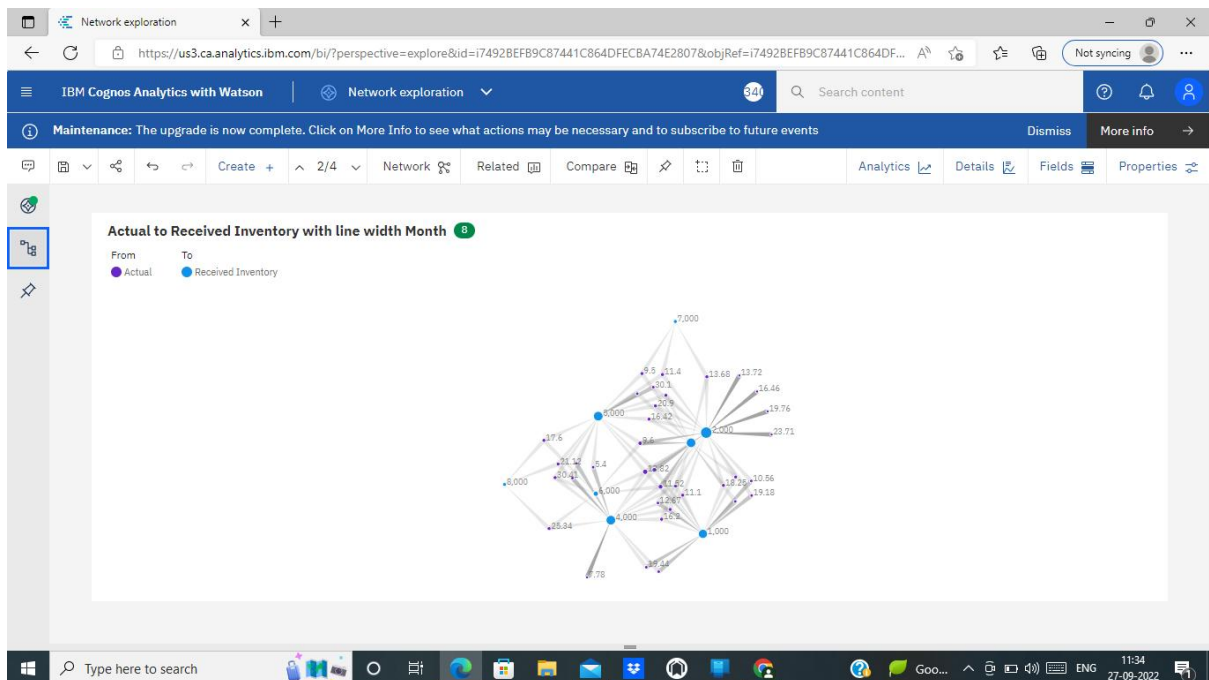
### 1. Bar Exploration



## 2. Pie Exploration



## 3. Network Exploration



## 4. Table Exploration

Table exploration

https://us3.ca.analytics.ibm.com/bi/?perspective=explore&id=i23FD5D714C744BA9B39DE02D8A571A94&objRef=i23FD5D714C744BA9B39...

IBM Cognos Analytics with Watson | Table exploration

Search content

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Analytics | Details | Fields | Properties

**C.Sales, L.Sales, M.Sales and Rep.Sales** 4/5

C.Sales	L.Sales	M.Sales	Rep.Sales
1,381	1,476.8	2,038.35	2,860

Type here to search

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## 5. Map Exploration

\* Map exploration

https://us3.ca.analytics.ibm.com/bi/?perspective=explore&id=i3B90D1D14C1D415DB936FD907A97CD89&objRef=i3B90D1D14C1D415DB9...

IBM Cognos Analytics with Watson | \* Map exploration

Search content

Not syncing

Analytics | Details | Fields | Properties

**Location for Warehouse Locations regions**

Location

- Warri
- Lagos
- Abeokuta
- Abuja
- Port Harcourt
- Ibadan
- Kano
- Calabar
- Ilorin

Type here to search

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## CREATION OF INTERACTIVE DASHBOARD:

