

Assingment-2

Pharma Sales Dashboard

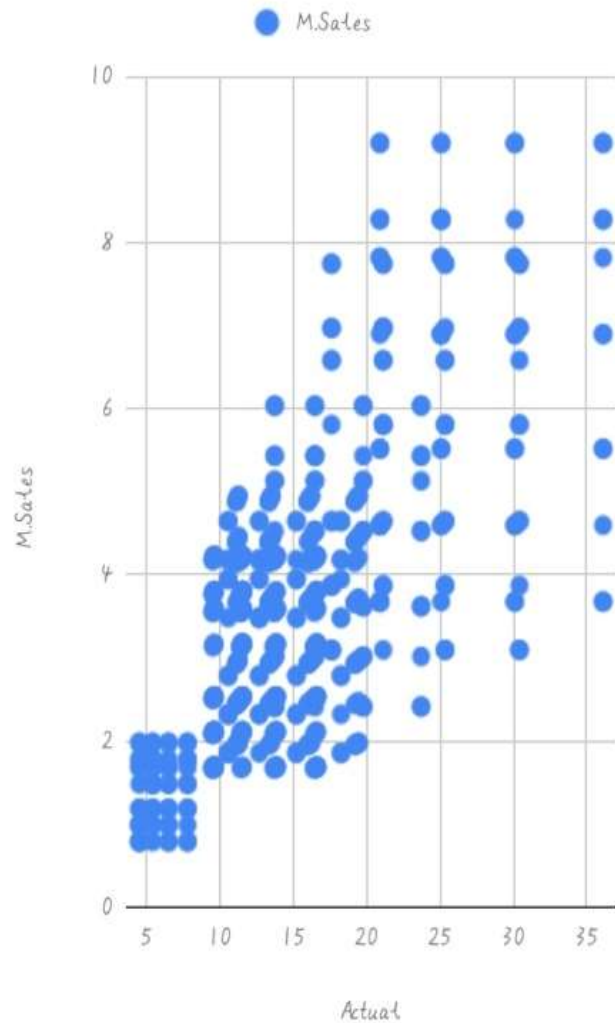
- Sales of pharmaceutical products, which may include medicines, surgical devices, consumables of any form, machines and equipment used in surgeries are called pharma sales.
- The target audience is doctors of any kind, chemists, and/or purchase in charge in hospitals or pharmacies.

Challenge;

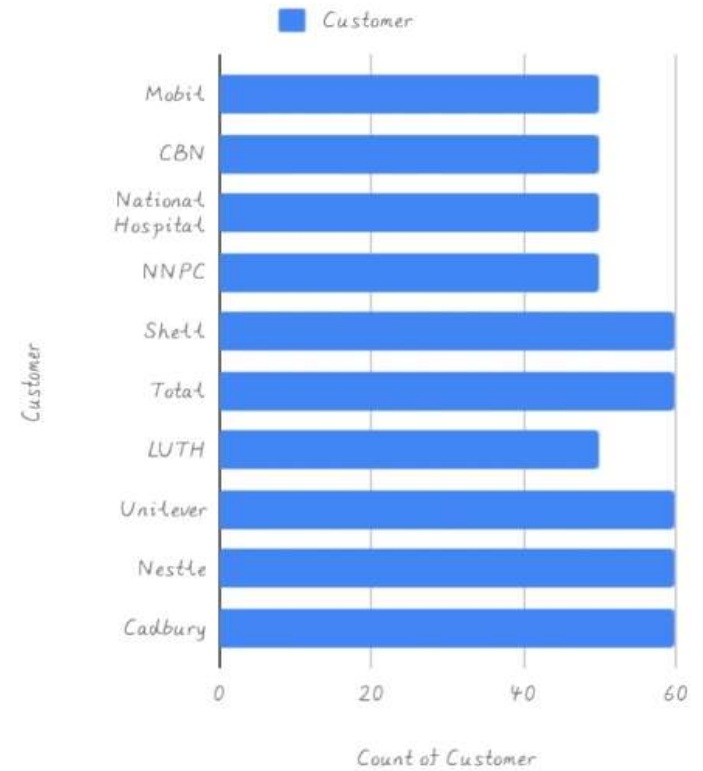
Upload the dataset to cognos analytics, prepare the data, explore and create interactive dashboard.

(**DOWNLOAD DATASET;** Pharma-sales-dataset)

M.Sales vs. Actual



Count of Customer



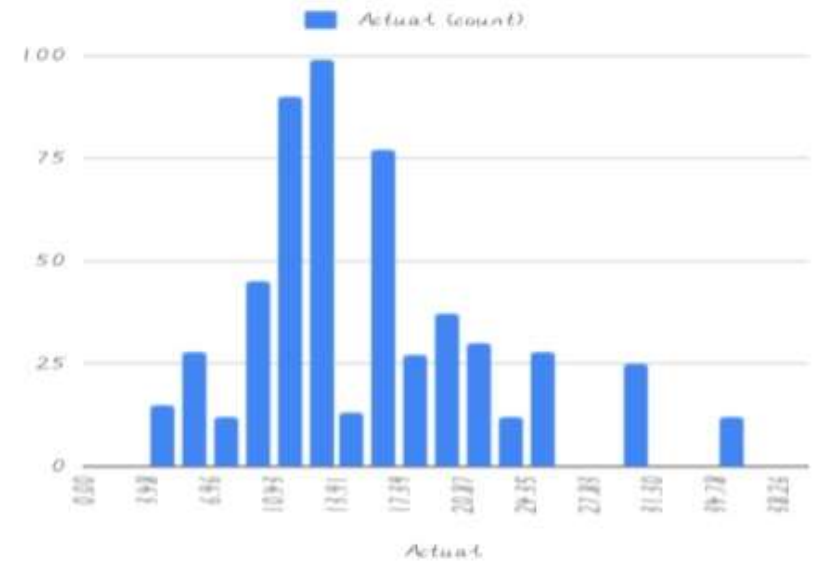
"Cadbury" has a value near the middle for "Customer" (60).

Count of Period

Q1 Q2 Q3 Q4

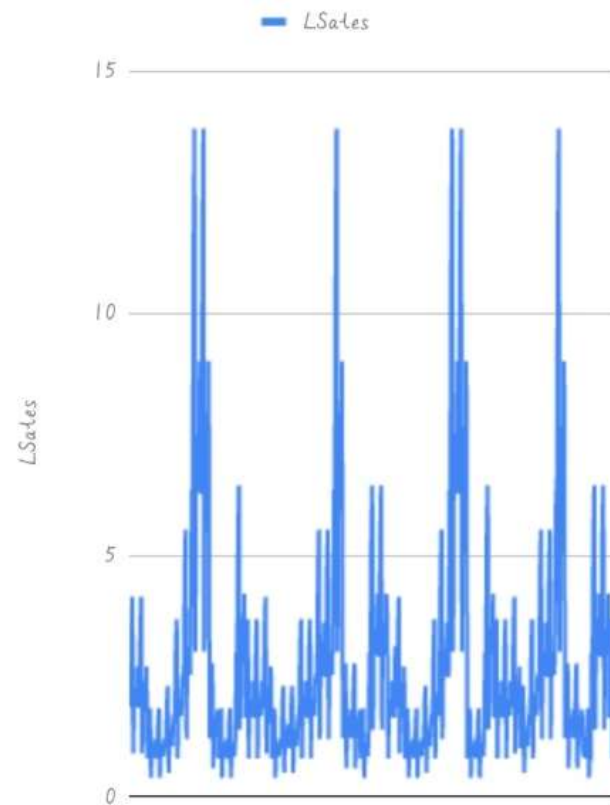


Histogram of Actual



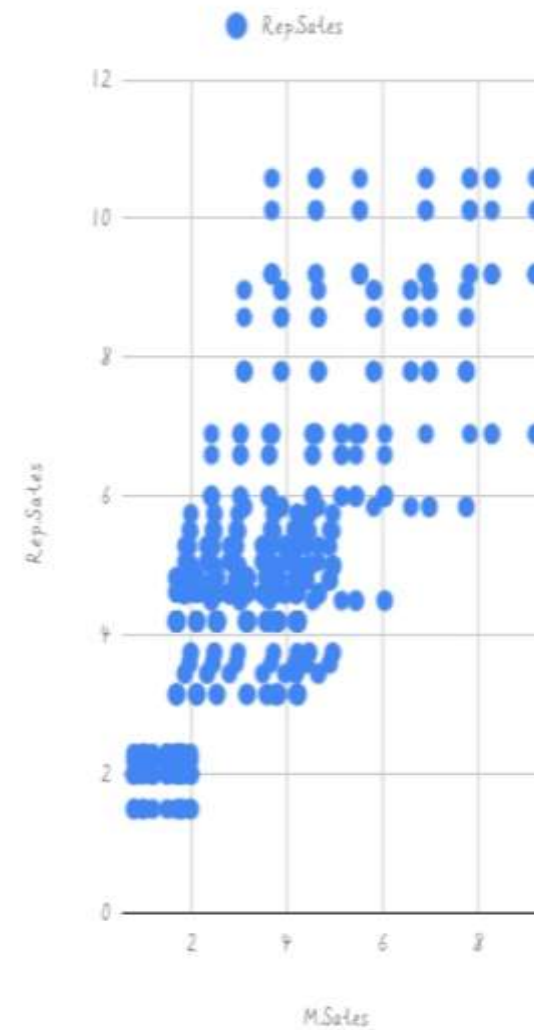
Ranges from 4.5 to 36.152, with most values at the low end. The median is 13.8.

L.Sales

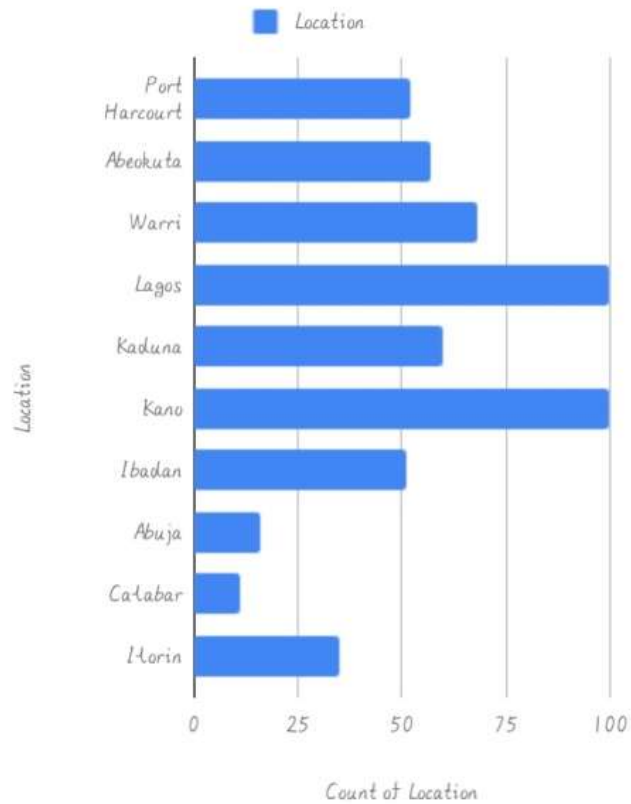


Outlying value for "L.Sales": peaks at 13.8.

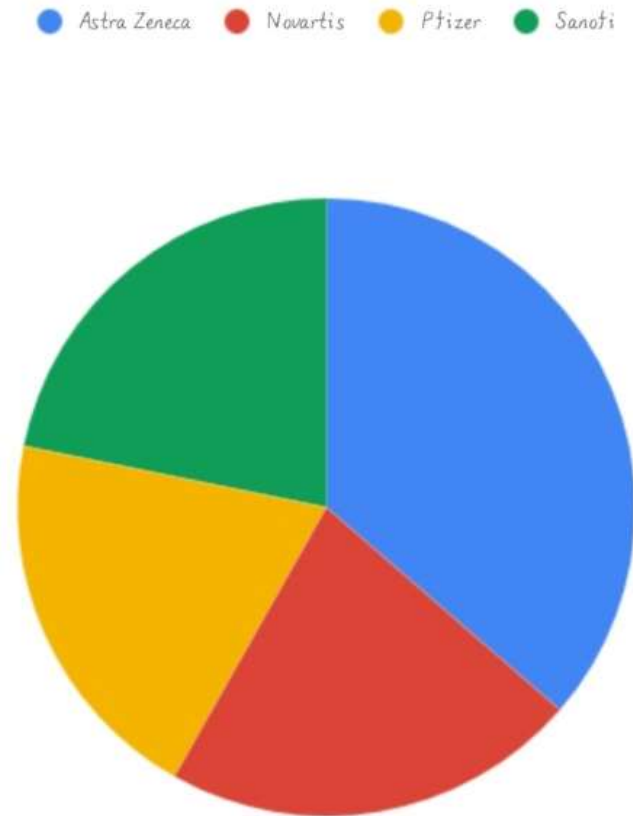
Rep.Sales vs. M.Sales



Count of Location



Count of Supplier



"Kano" has a value greater than most for "Location" (100).

- Like every sale ,there is a buyer and a seller. In this case, the buyer depends on the product of the manufacturer.
- we will consider all of the buyer kinds.