Assignment-2
PharmaSalesDashboard

AssignmentDate	22November2022
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MaximumMarks	2Marks

DESCRIPTION: Sales of Pharmaceutical products, which may include medicines, surgicaldevices, consumables of any form, machines, and equipment used in surgeries are calledPharma Sales. The target audience is doctors of any kind, chemists, and/or purchase in chargeinhospitalsorpharmacies.

Pharmaceuticalsaleisverydifferentfromregularsalesofanykindrightfromtheproducttothecustomerto theprocessofselling.Ofallthesales,Pharmaceuticalsalesareconsideredtobe oneofthe mostlucrativeandmostchallengingjobsrequiringalotoflearningonthe salesperson'spart.

DATASET: Pharma_Monthly_Sales.csv-GoogleDrive

AboutthePharmaDataset:
Let'sunderstandthefeaturesofthedataset:
1. Month-January-DecemberMonthsData.
2. Customer-Hospitals&Organizations.
3. Period-Q1-Q4arethefour quarterswhichshowthesalesrecordquarterly.
4. Product-DifferentTabletsfordiseases
5. Location-Salesindifferentregions,
6. SalesRep-SalesRepresentativewhosellspharmaproducts.
7. Supplier-Pharmaceuticalscompaniesarethosewhosupplytheirproducts.
8. WarehouseLocation-Awarehouselocationisaregionwherecompaniesstoringgoods.
9. Actual-Actualsalesfortheproduct.
10. C.sales-CustomerSalesfortheproduct.
11. InventoryStock:Inventorystockreferstothegoodsandmaterialsthatabusinessholdsfortheulti mategoalofresale.
12. L.sales-LocationWiseSalesfortheproduct.
13. M.sales-MonthlySalesfortheproduct.
14. Received Inventory- Creating a safe, fast, and organized process for handling receivedinventory.Accuratelytrackyourgoodsfromwhentheyarriveinyourwarehousetowhenthe yareshippedtoyourcustomer.
15. Rep.sales-RepresentativeSalesfortheproduct.
16. Target-Targetsalesfortheproduct.

CHALLENGE:

UploadthedatasettoCognosAnalytics,preparethedata,exploreandCreateInteractiveDashboard.

Task1:SalesByCustomer.
Task2:SalesByLocation.
Task 3: Sales By Sales
Representative.Task4:ReceivedInventory
FromSupplier
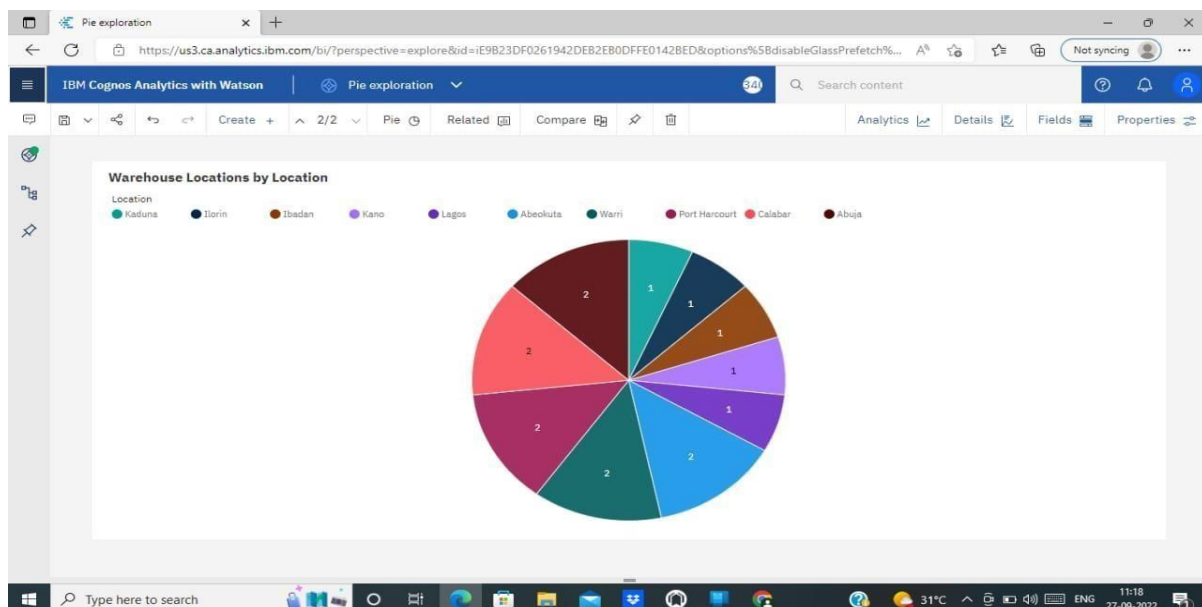Task5:InventoryStockforWarehouseLocationsTa
sk6:SalesTrend
Task7:MonthlySales
Task8:ActualandReceivedInventorybyMonth

SOLUTION:

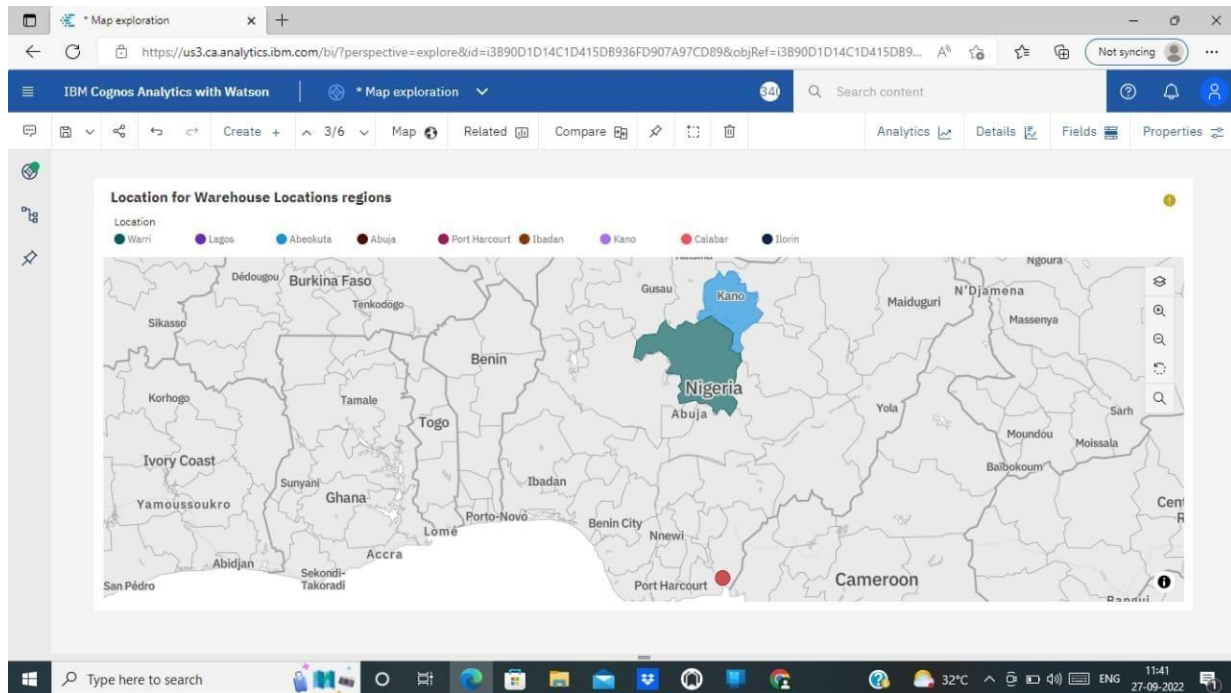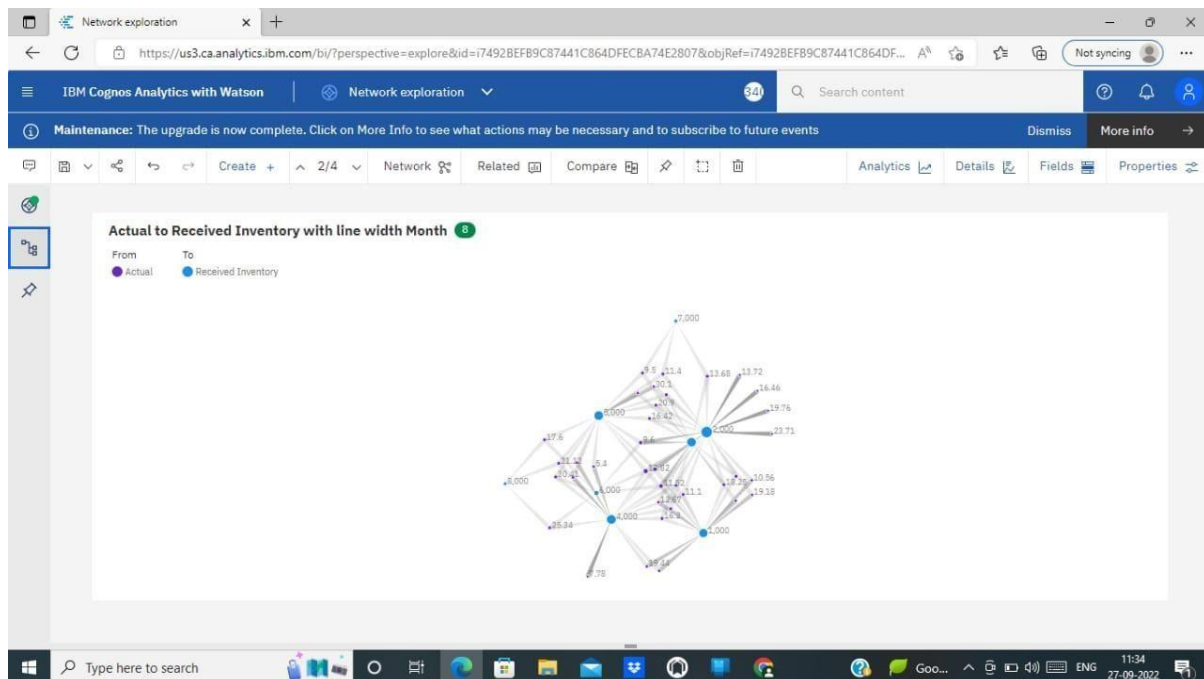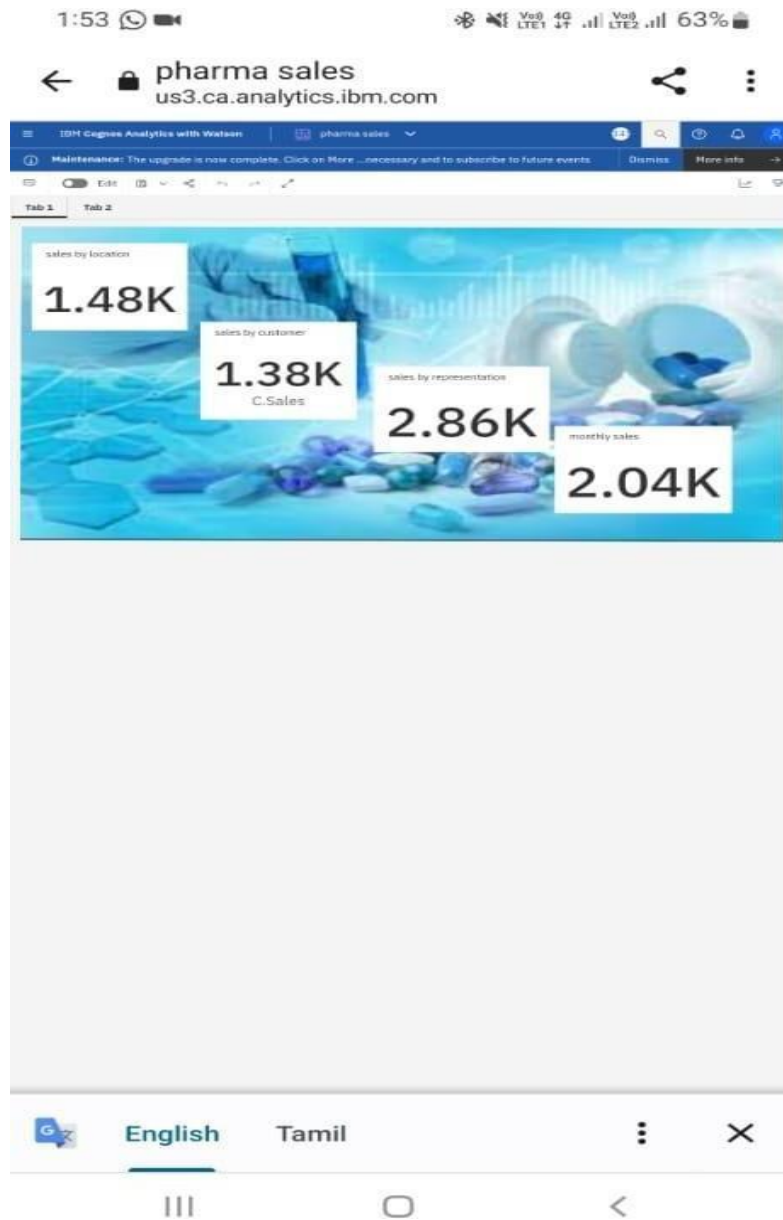**EXPLORATIONOFDATASET;   PIECHARTEXPLORATION**

MAPEXPOLRATION

NETWORKEXPLORATION

CREATIONOFINTERACTIVEDASHBOARD:

pharma sales
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IBM Cognos Analytics with Watson | pharma sales ⌄

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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
● Rep.Sales   ● M.Sales   ● L.Sales
● C.Sales

April   Dece...   January   June   May   October
August   February   July   March   Nove...   S...

Actual by Month colored by Received Inventory

Received Inventory
● 1,000   ● 2,000   ● 3,000   ● 4,000   ● 5,000
● 6,000   ● 7,000   ● 8,000

April   December   January   June   May   October
August   February   July   March   November   S...

G   English   Tamil   ⋮   ✕