

Assignment -2
IBM Cognos Pharma Sales Dashboard

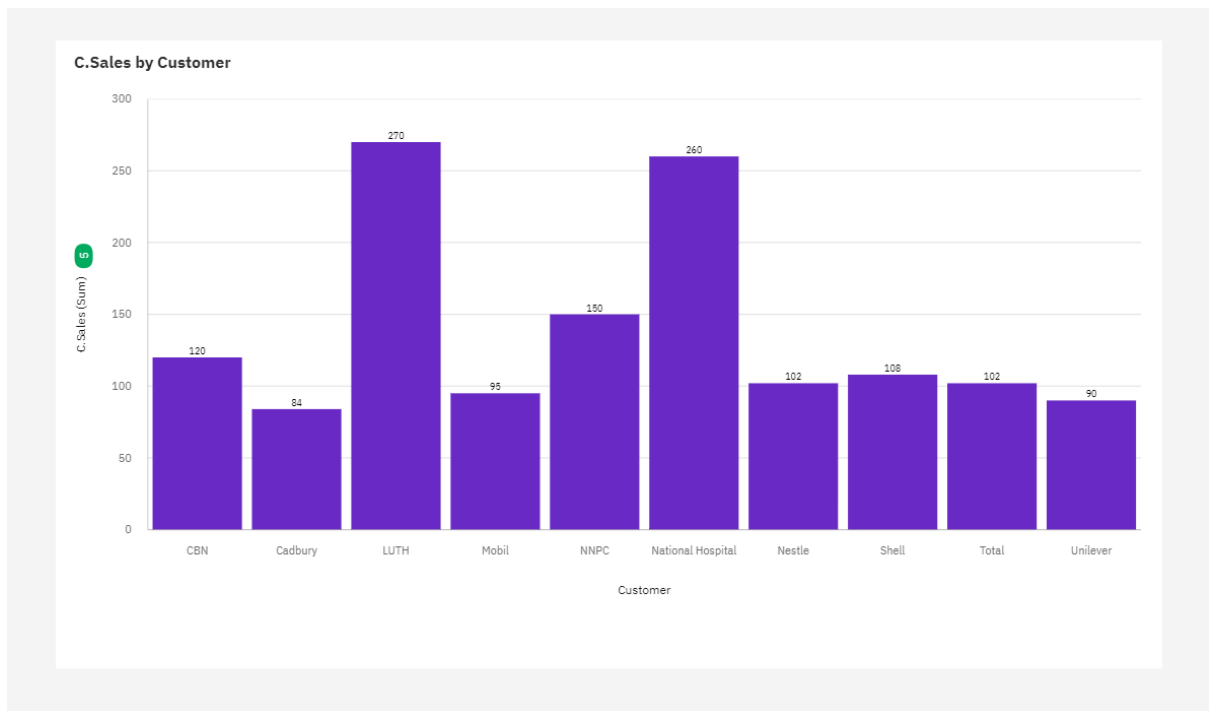
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|---------------------|--------------------------|
| Assignment Date | 21 September 2022 |
| Student Name | Muthu Praveen Krishnan M |
| Student Roll Number | 921319205081 |
| Maximum Marks | 2 Marks |

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.

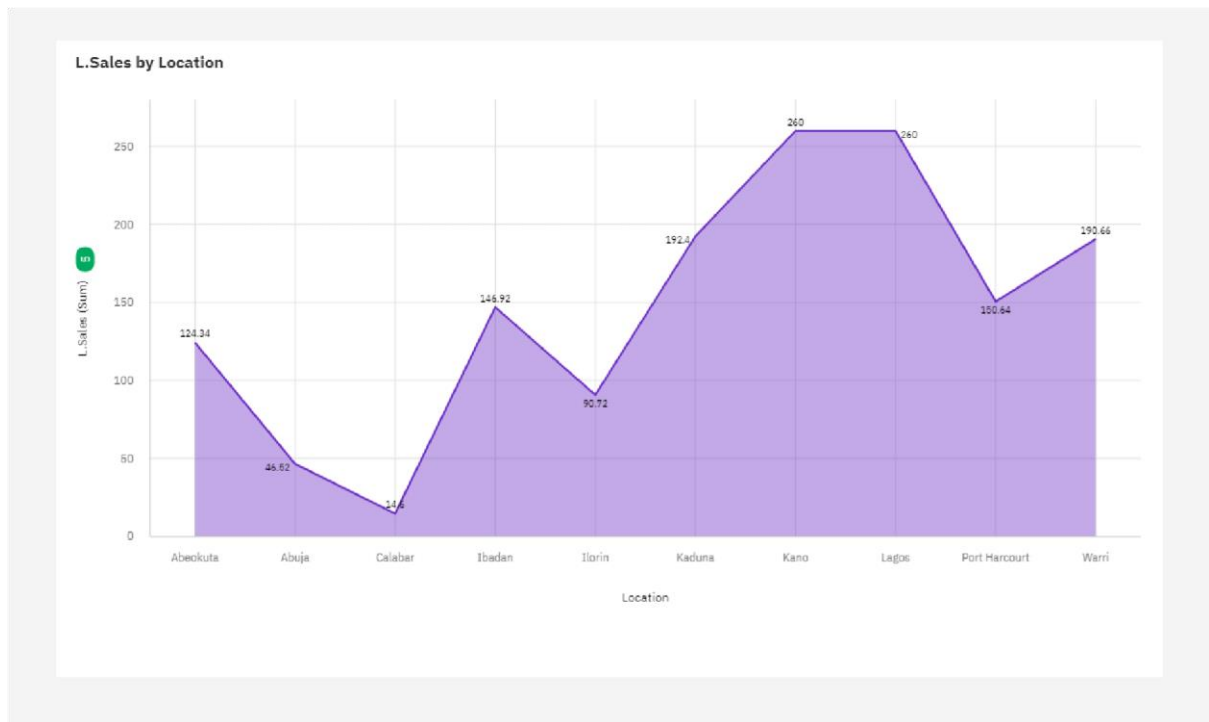
Pharmaceutical sale is very different from regular sales of any kind right from the product to the customer to the process of selling. Of all the sales, Pharmaceutical sales are considered to be one of the most lucrative and most challenging jobs requiring a lot of learning on the salesperson's part.

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

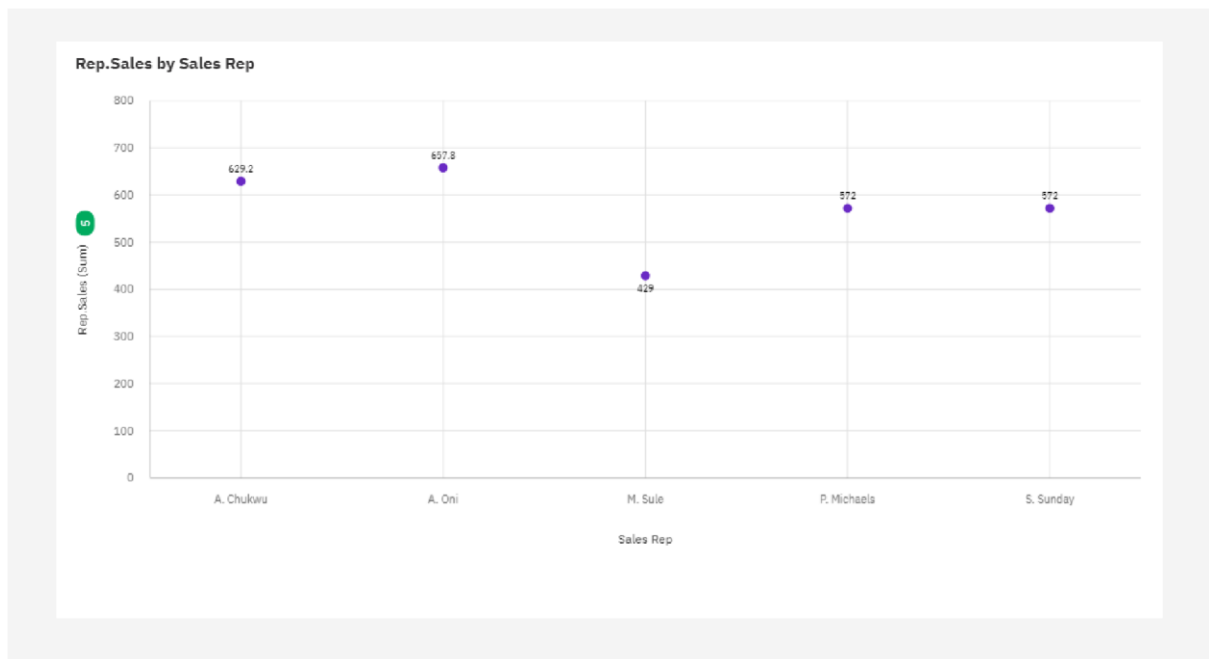
Task 1: Sales By Customer:



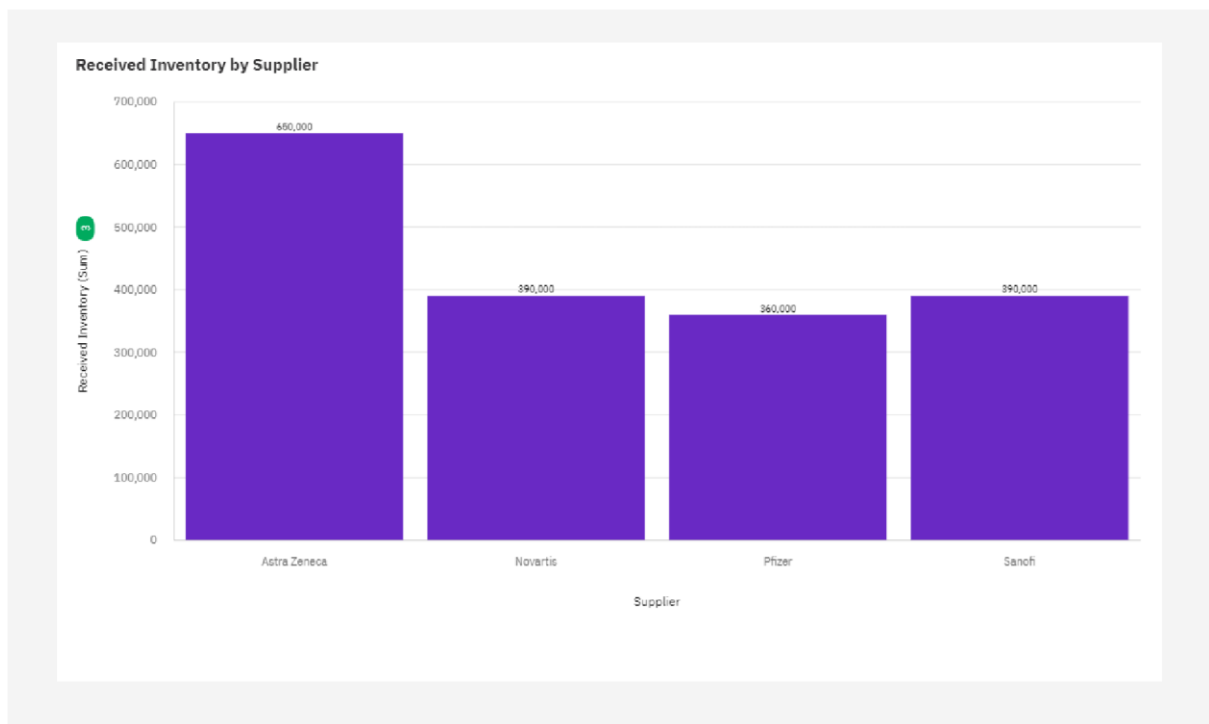
Task 2 : Sales By Location :



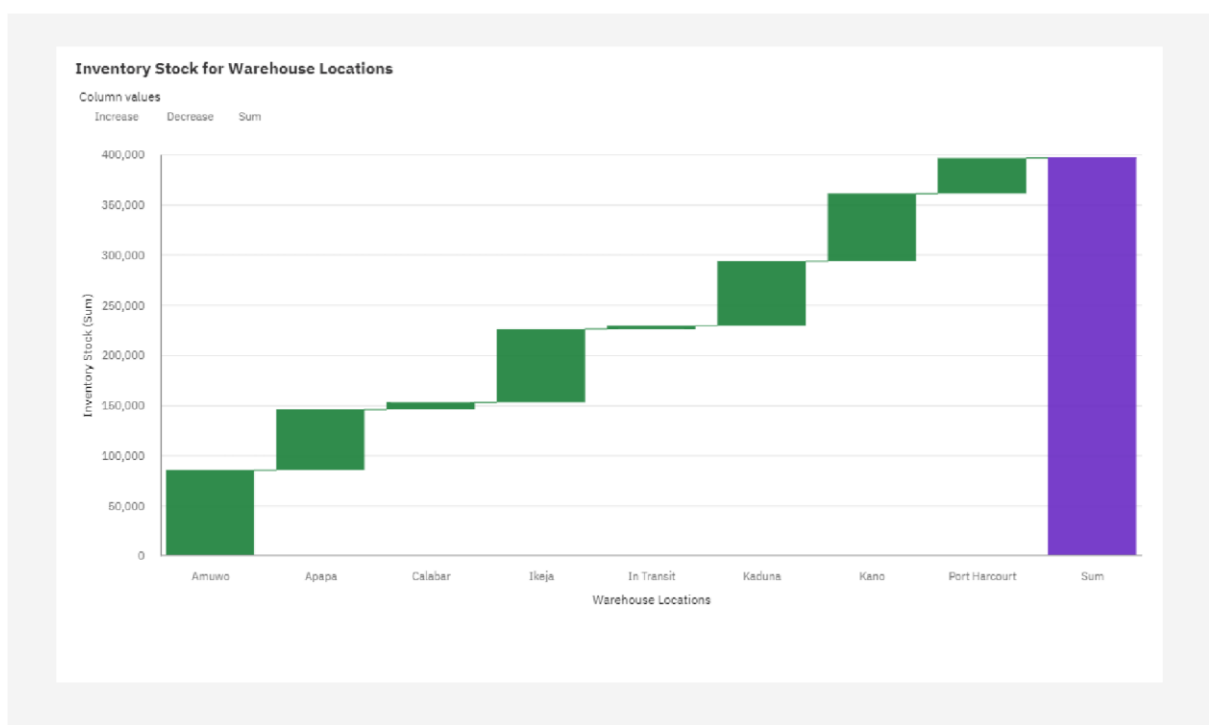
Task 3 : Sales By Sales Representative:



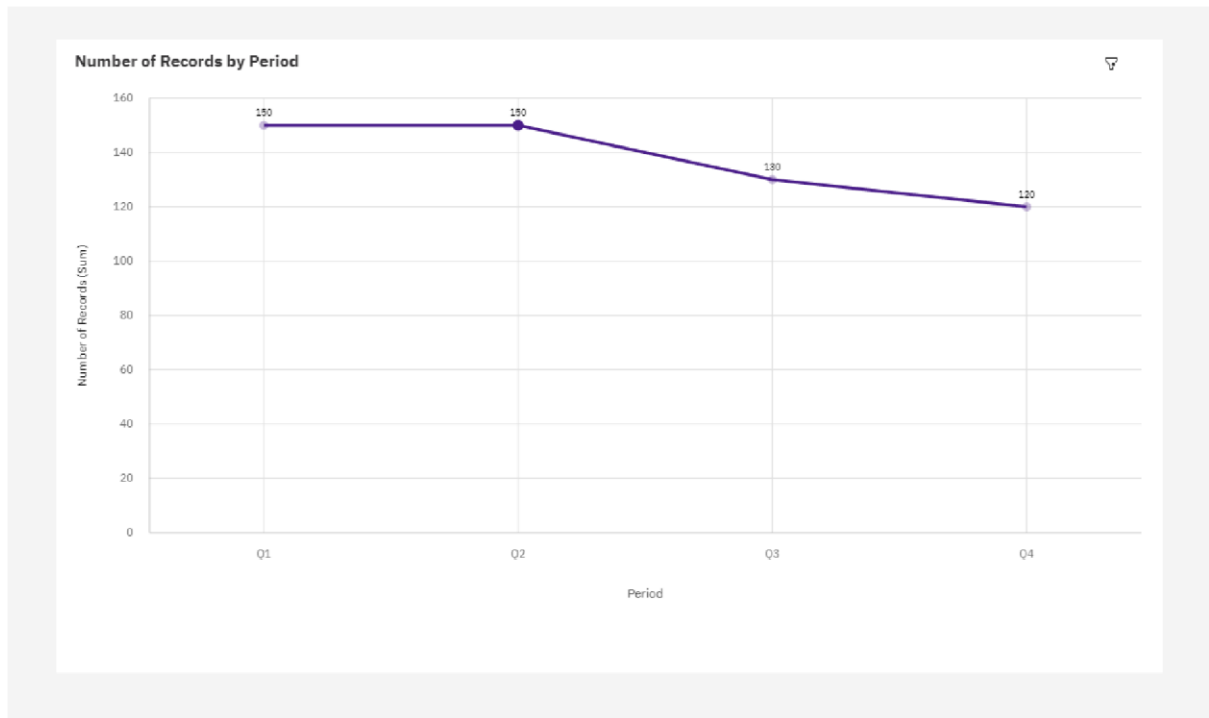
Task 4 : Received Inventory From Supplier :



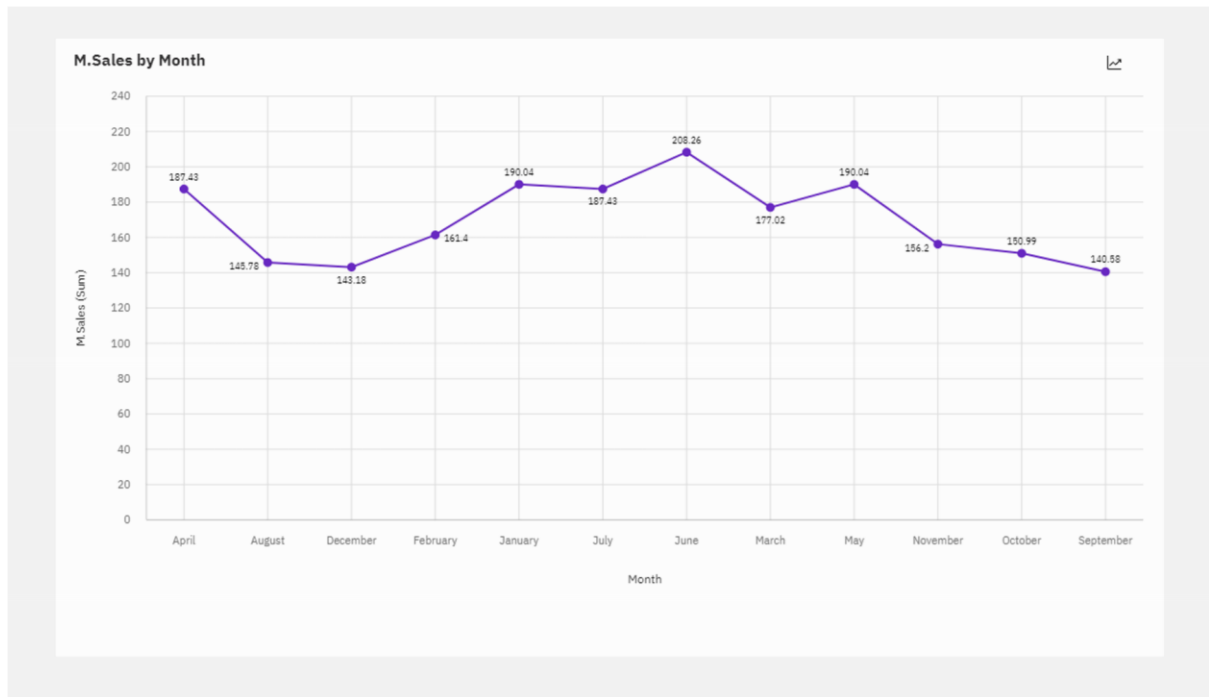
Task 5: Inventory Stock for Warehouse Locations :



Task 6: Sales Trend :



Task 7: Monthly Sales :



Task 8: Actual and Received Inventory by Month :

Actual and Received Inventory by Month

