Assignment -2
Pharma 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
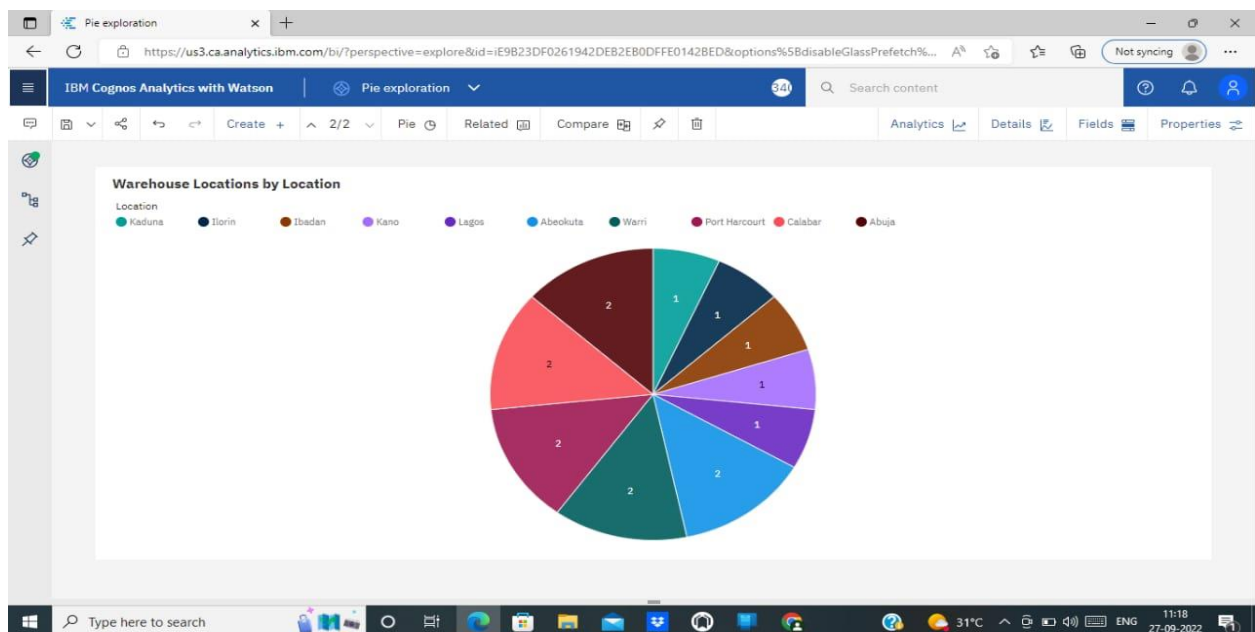Task 6: Sales Trend
Task 7: Monthly Sales
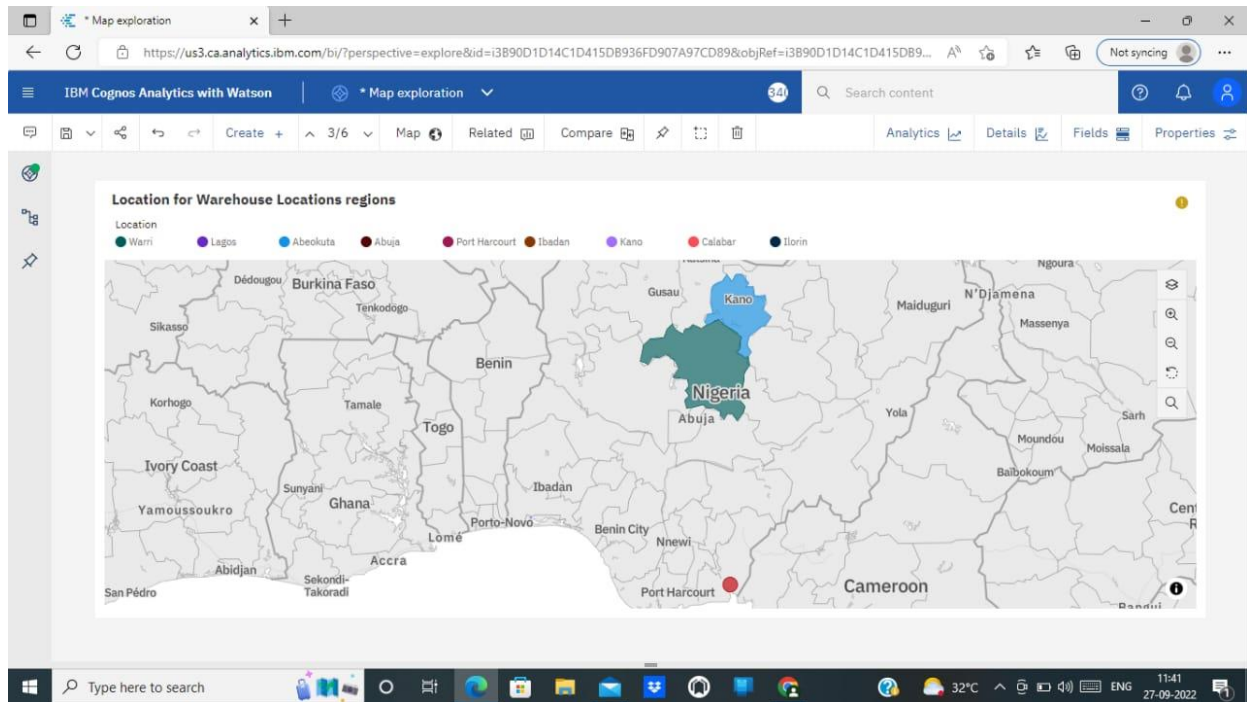Task 8: Actual and Received Inventory by Month

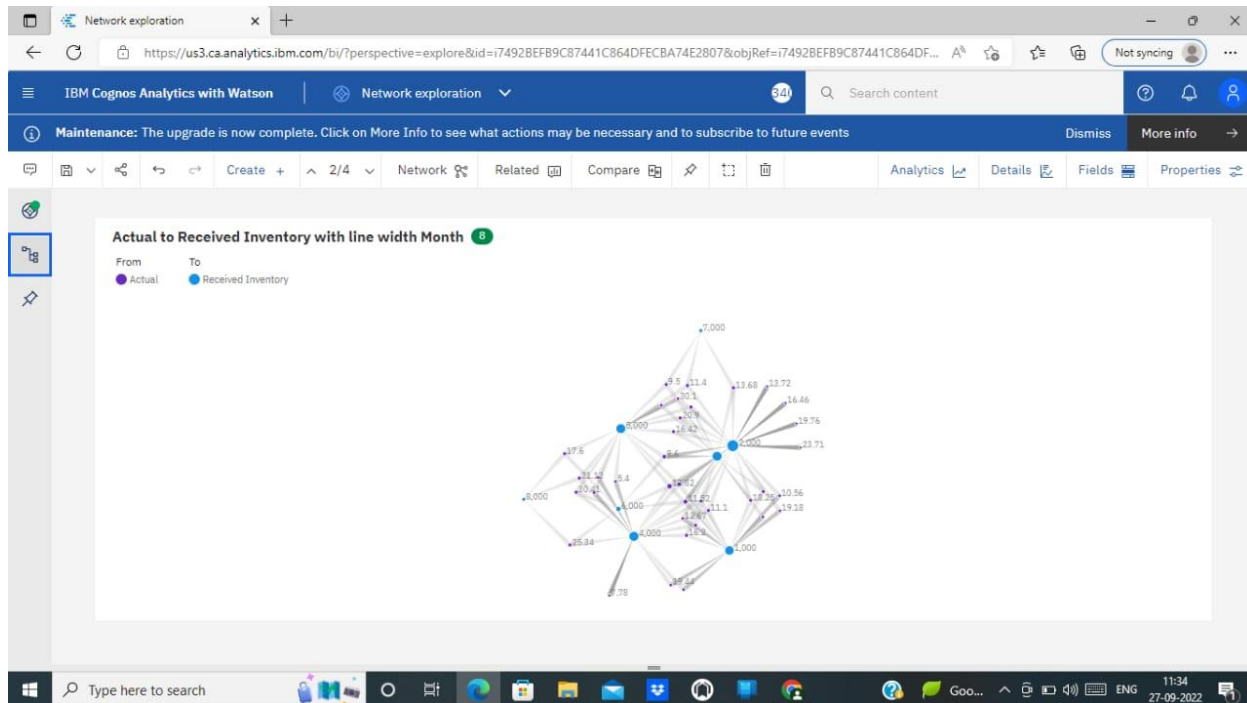**SOLUTION:**

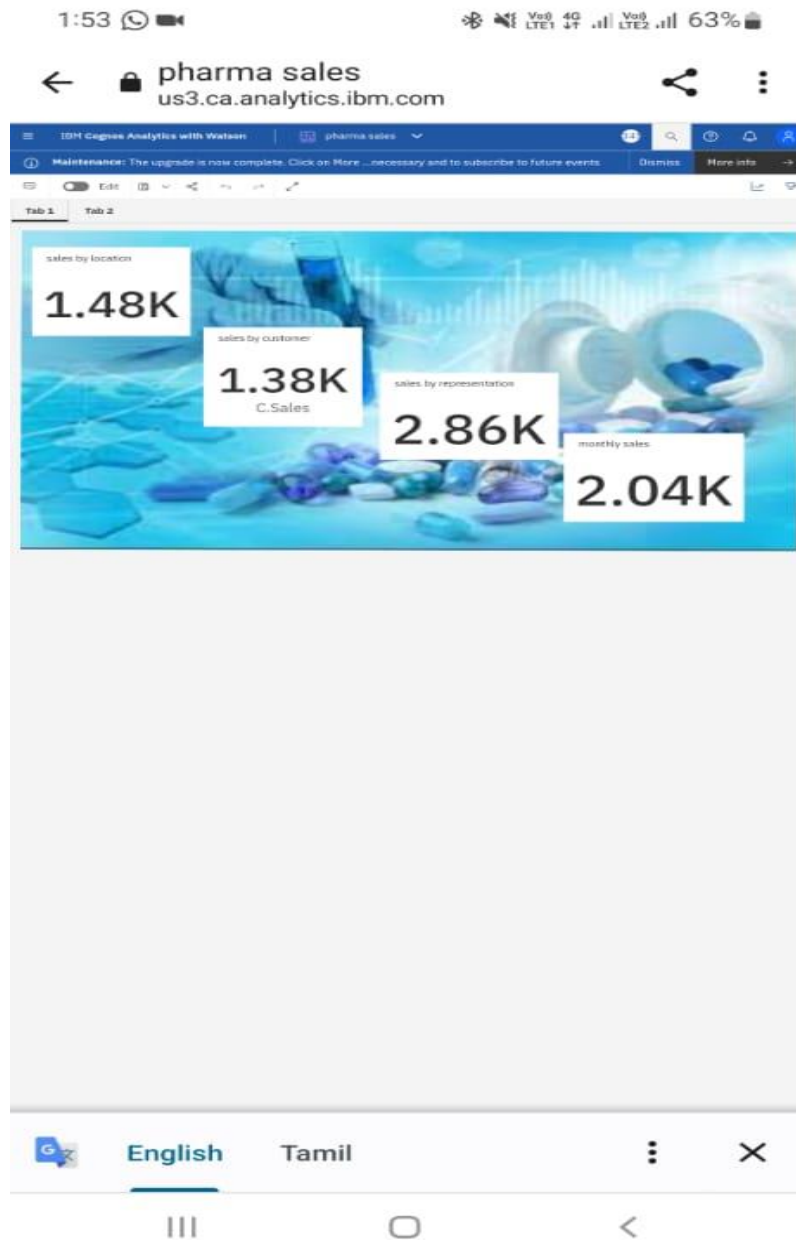**EXPLORATION OF DATA SET ;   PIE CHART EXPLORATION**

MAP EXPOLRATION

NETWORK EXPLORATION

CREATION OF INTERACTIVE DASHBOARD:

1:54

63%

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

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

Actual by Month colored by Received Inventory
Received Inventory

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

English   Tamil