

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

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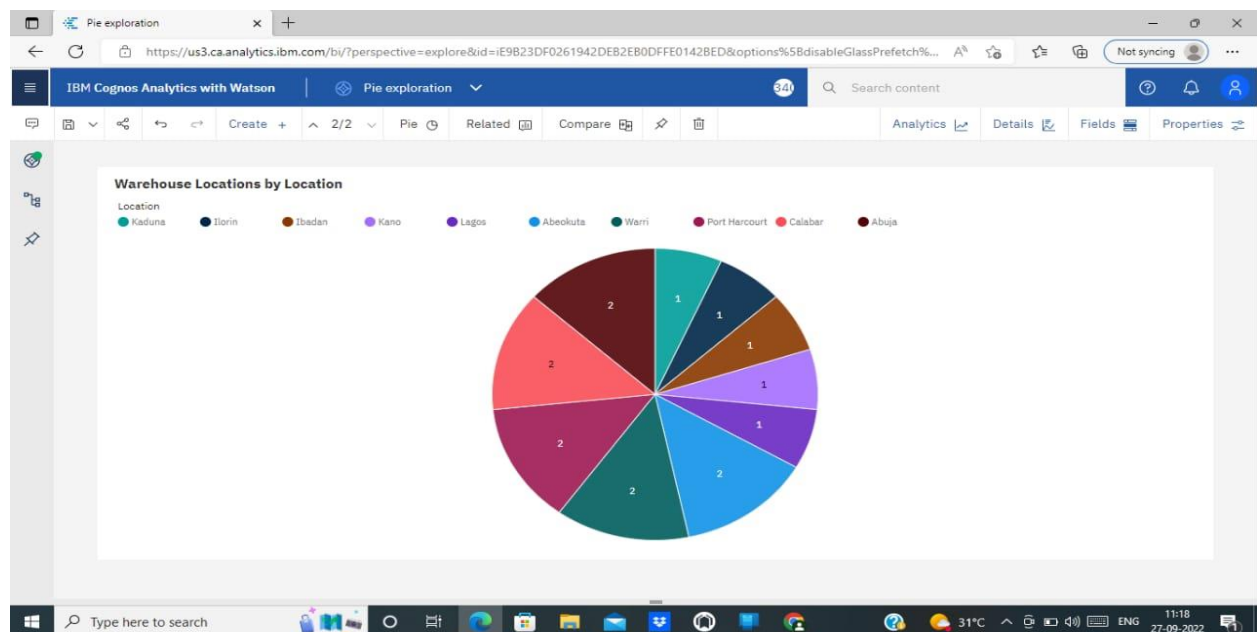
Task 7: Monthly Sales

Task 8: Actual and Received Inventory by Month

SOLUTION:

EXPLORATION OF DATA SET ;

PIE CHART EXPLORATION



IBM Cognos Analytics with Watson | * Map exploration 3.41

Location for Warehouse Locations regions

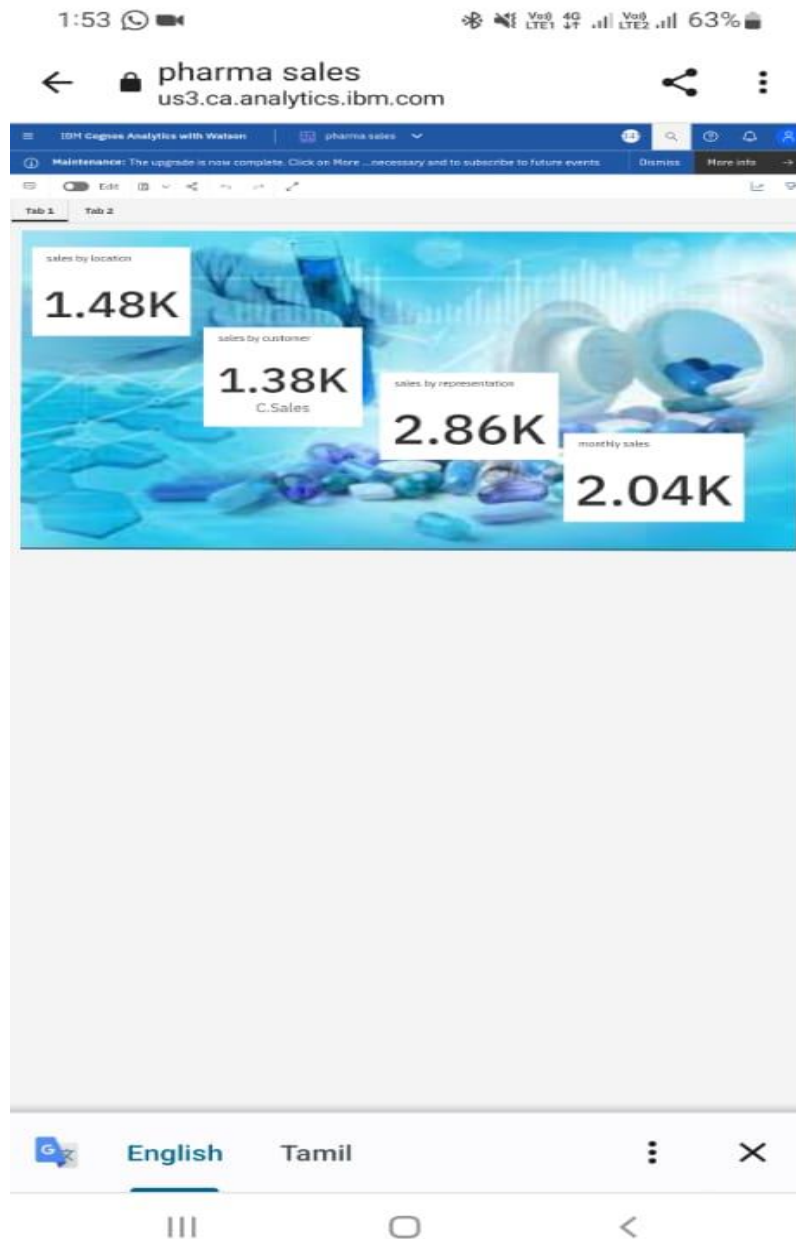
Location

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

The map displays the geographical distribution of warehouse locations across Nigeria. Kano state is highlighted in blue, and the rest of Nigeria is highlighted in green. The legend indicates the following locations: Wari, Lagos, Abeokuta, Abuja, Port Harcourt, Ibadan, Kano, Calabar, and Ilorin. The map also shows neighboring countries and cities, providing a broader context for the warehouse locations.

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CREATION OF INTERACTIVE DASHBOARD:



1:54

VoLTE 4G LTE1 LTE2 63%

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Tab 1 Tab 2



English

Tamil

