*Business Insights*

1. Total sales of the year is :3327556.556

2. The top 5 specialisations with the highest sales across different specialisations are

* Specialisation 41
* Specialisation 7
* Specialisation 8
* Specialisation 4
* Specialisation 23

3. “PEMBROLIZUMAB” is the drug which has more sales , so this medicine is frequently bought by the patients hence this drug has to be keep it in stock to minimize the bounce rate.

4. Considering that MYCOPHENOLATE MOFETIL 250MG/ML SUSP has the highest return rate, it is advisable to maintain a lower stock quantity and allocate a reduced investment towards it.

5. Top 10 drugs that should kept in stock are determined based on their demand , sales , and customer preferences

* PEMBROLIZUMAB
* BASILIXIMAB 20 MG
* PEGASPARGASE 3750IU
* HUMAN GAMMA GLOBULIN 100ML INJ
* TENECTEPLASE 40MG INJ
* ISAVUCONAZOLE 200MG
* ISAVUCONAZOLE
* LIPOSOMAL AMPHOTERICIN B 50MG INJ
* FLUDRABINE PHOSPHATE 50MG
* POSACONAZOLE 100MG

6. The maximum sales of drugs were recorded in the months of December ,

July, April ,May .

7. The data set contains some null values , I feel replacing them with most frequently occurred data point or replacing them with the record above /below it ,leads to potential bias , loss of information and the finally leads to misinterpretation of data.

8. The top 3 sub category that are most contributed to the overall sales are :

1. Injections with 55.07%
2. Fluids , electrolytes , tpn with 19.025%
3. Tablets and capsules with 4.79

9.Top 5 drugs that were mostly returned

1. MYCOPHENOLATE MOFETIL 250MG/ML SUSP
2. CASPOFUNGIN
3. FOSFOMYCIN
4. SODIUM BENZOATE 200GM 5GM POWDER
5. MICAJUNGIN 50MG INJ

10. The corelation coefficient between Quantity and Final sales is :

0.35987669105911685