Meeting Notes - Global Executive Dashboard

# Summary

The dashboard should give us a clear picture of the overall health & performance of each business unit for example where we stand with respect to last year and how likely we are to meet this year’s targets. For example if a new drug is not performing as expected I might want the respective teams to rethink its marketing strategy or provide better coverage. It should have a logical story flow and please avoid huge tables - It is difficult to make any sense out of it. In some situations if we feel the business unit as a whole is not performing well and is turning out to be a liability we might discontinue the business unit and look for newer and better opportunities for acquisition. Also the dashboard should definitely have a mechanism to highlight all areas (drugs and plans) that require immediate attention.

# To-Do List

* Also, the dashboard should definitely have a mechanism to highlight all areas (drugs and plans) that require immediate attention
* As i said, the dashboard should highlight all areas that require immediate attention
* Our immediate action item is to work on a mock-up of the dashboard and send it to you by tomorrow
* We will start working on it this week and before we make any progress, we wanted to meet you and understand the business need of the dashboard better to make sure it fulfils its purpose
* Make sure that the dashboard is self-explanatory and easy to follow

# Critical Items

* How many years of data would you like the dashboard to contain
* I think we should limit it to 2 years for now
* As the transactions’ data gets updated once in 15 days, we will not be able to provide a weekly refresh but can do it after every 15 days
* We will start working on it this week and before we make any progress, we wanted to meet you and understand the business need of the dashboard better to make sure it fulfils its purpose
* For example, if a new drug is not performing as expected, i might want the respective teams to rethink its marketing strategy or provide better coverage

# Most Frequent Words

