If you are using a VMimage it is recommended that you take a snapshot of it before you start these activities.

Activity A02 Discount Modeling & Analysis

Objectives:

This activity is designed to increase your knowledge and experience with TM1 10.2 Cognos Insight for analysis.
In this activity an existing model is extending and calculations added with IBM Cognos Insight.
Work in Cognos Insight to achieve the following:

- Drag and drop a file into Cognos Insight to create a cube to hold data.
- Use this data in cube calculations in the Net Revenue cube.
- Use an attribute and a cube calculation to control the sign for Variance
- Present the data with headings for each widget.

How to use the resources for this activity:

This activity is designed to be used either for

- Initial learning on IBM Cognos Insight
- To practice skills already learnt.

In both cases read the information in this document describing the business scenario, the suggested solution and files that should be used.

Then, if you are **new to IBM Cognos Insight**, you can use both the **accompanying video** and d**etailed activity step by step instructions** to guide you through the activity. The video and accompanying commentary shows and explains the steps that were taken to create the suggested solution. The activity outline document gives detailed step by step instructions with screen shots.

If you are **familiar with IBM Cognos Insight** and want to practice skills you already have you can use these student instructions to gain an understanding of the business scenario and what the suggested solution might be. Then you can carry out the activity and compare your solution with the screen shot below. If you require additional assistance at any point you can review the relevant parts of the video or outline document.

In addition, all activities, apart from the first one (A01_Simple_Revenue_Analysis), have a starting cdd file which can be opened with IBM Cognos Insight. In some cases these are identical to the completed cdd of the previous activity. In other cases there will be additional modelling included to allow you to focus on the main objectives of the activity. Always read the student instructions to gain an understanding of the activity and what has been supplied as a starting point.

Additional resources available for IBM internal staff and BA partners:

At each product release, enablement resources are published on W3 Connections and PartnerWorld. These include a number of product focused videos. These are useful learning resources which support these activities. To assist you to locate appropriate videos for each activity we are undertaking a review and cross reference of these videos. To allow this to remain current, maintain an accurate list of videos and correctly identify which ones support each activity we will create a reference document and included it as part of the program introduction. Please be aware that this document will change at each product release and as extra resources are created between releases.

Business Scenario:

The CFO was impressed by the initial analysis and wants you to extend this to discover more about the data. He suspects that some cities are giving large discounts and wants to check this. You are provided with the list prices for the last two years and he asks you to calculate the Discount and Discount% for each product, city by month.
He also wants to see more of the presentation capabilities of Cognos Insight.
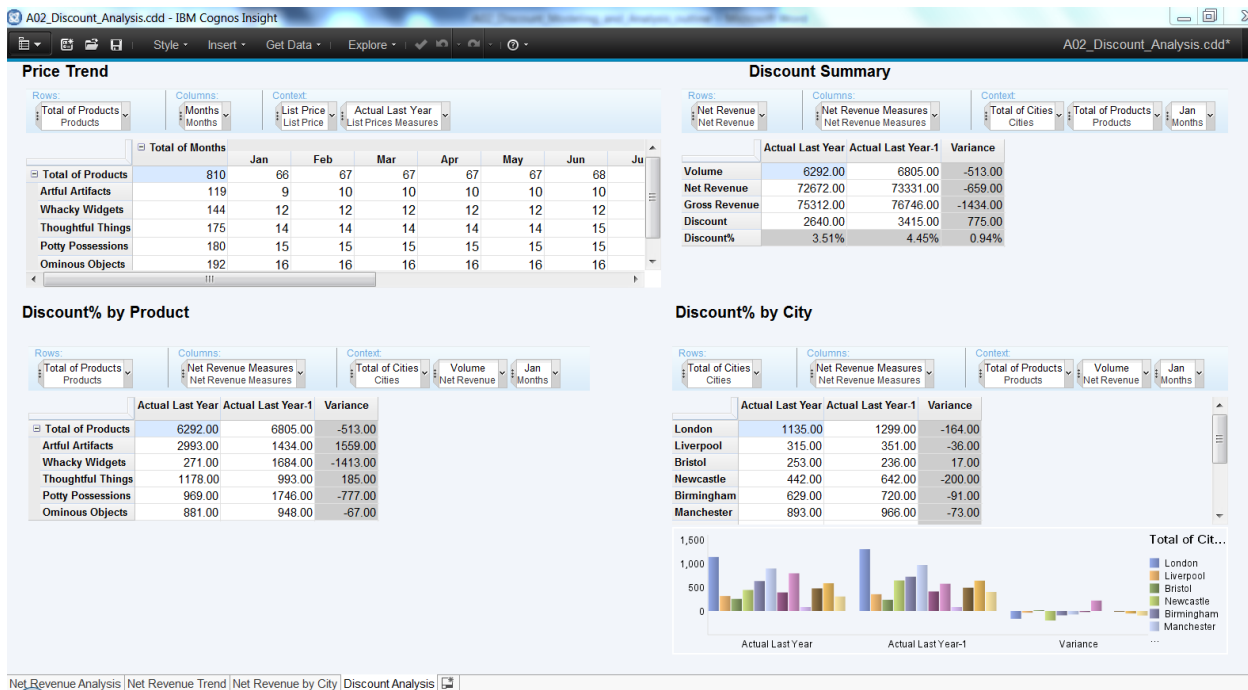
Some of the questions he would like to answer are:

Is there a city consistently giving large discounts?
Is there a product that is always discounted?
Is there a trend in the Discount% over the 2 years?

Here is a screen shot of the suggested solution for guidance.

You are supplied with one Comma Separated file.

- **List_Prices.csv** which holds the List Prices by product and months for the last 2 years.