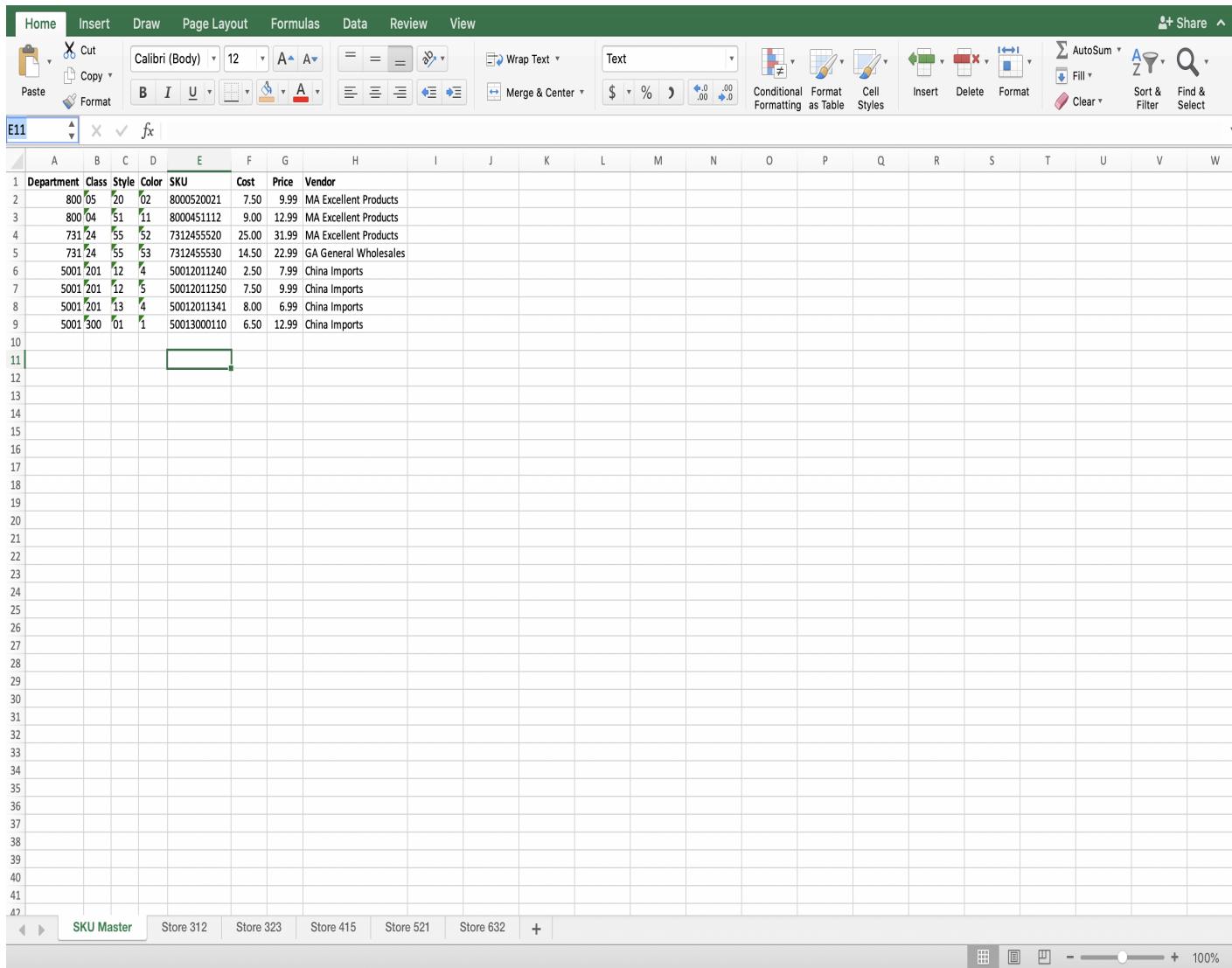


Excel mini-workshop

In this section, we will see how spreadsheets are utilized to do simple data analysis. To perform this practice you need to have access to Microsoft excel.

To start this practice, please download the file that contains the data by clicking [here](#). Make sure you know the folder that you are going to save the file. Now Let's start!

- When you open the file you should see a page like the one below. Every Excel file can have multiple tabs(or sheets). As you see, in this excel file, there are 6 tabs which are SKU Master, Store 312, Store 323, Store 415, Store 521, and Store 632.



The screenshot shows a Microsoft Excel interface with the following details:

- Toolbar:** Home, Insert, Draw, Page Layout, Formulas, Data, Review, View.
- Clipboard:** Cut, Copy, Paste, Format.
- Font and Style:** Calibri (Body), 12, A, B, I, U.
- Text and Number:** Wrap Text, Text, \$, %, #, .00, Conditional Formatting, Format as Table, Cell Styles.
- Table Tools:** AutoSum, Insert, Delete, Format.
- Sort and Filter:** Sort & Filter, Find & Select.
- Cells:** E11 selected.
- Formulas Bar:** fx.
- Worksheet:** The main area displays a table with columns: Department, Class, Style, Color, SKU, Cost, Price, Vendor. The data includes rows for various products from different departments and stores.
- Row Headers:** 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42.
- Bottom Navigation:** SKU Master, Store 312, Store 323, Store 415, Store 521, Store 632, +.
- View Options:** Gridlines, Zoom (100%).

- SKU Master - information on each of SKU
- Store 312 - daily transactional records for sales at store 312
- Store 323 - daily transactional records for sales at store 323
- Store 415 - daily transactional records for sales at store 415
- Store 521 - daily transactional records for sales at store 521
- Store 632 - daily transactional records for sales at store 632

Now click on tab 312 to see the transactional data for store 312. The questions for this practice that we are interested to find answers for are :

1. Which specific week had the highest sales of MA Excellent Products in dollars for store 312?
2. Are the sales (in units) between the different SKUs from MA Excellent Products correlated for store 312?
3. How does the profit margin for sales of MA Excellent Products in store 312 change over the time period?
4. TinyCo is thinking of running a one-day promotion each week for MA Excellent Products – which day of the week makes the most sense for store 312?
5. How do these SKUs of MA Excellent Products behave differently in other stores?

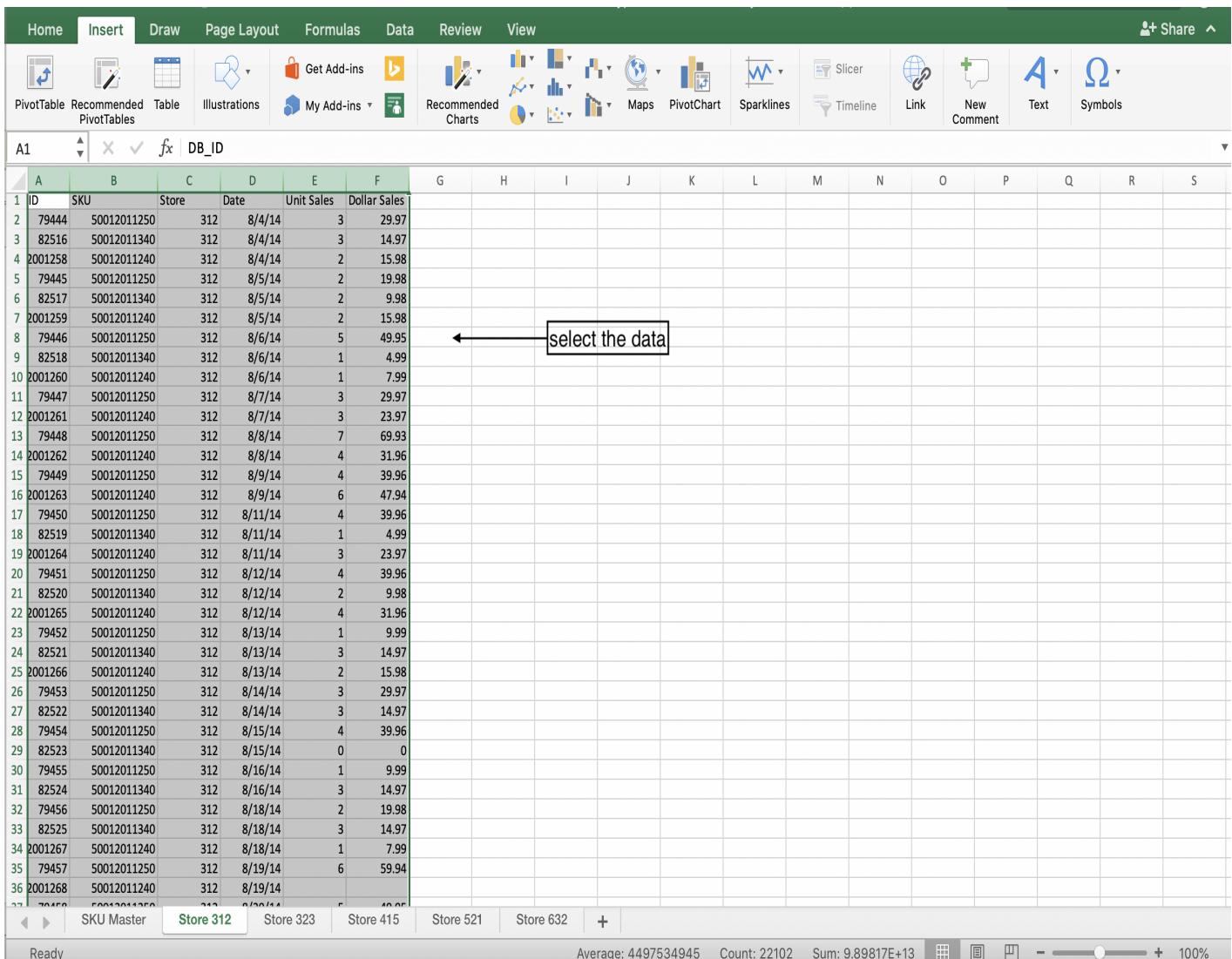
Before I let you start working on these questions, let's discuss a few concepts and some functions in excel.

Pivot tables: As we explained in the videos, the pivot table is a tool that helps us to summarize and analyze the data. In the following we have shown how to use a pivot table using an example..

Example: Let's find the SKU in store 312 that has the maximum unit sales for 2/21/2015.

Step 1: let's make sure we are in tab 312 since we are only interested in store 312

Step 2: Select the entire data that we want to summarize



A1 DB_ID

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	ID	SKU	Store	Date	Unit Sales	Dollar Sales												
2	79444	50012011250	312	8/4/14	3	29.97												
3	82516	50012011340	312	8/4/14	3	14.97												
4	2001258	50012011240	312	8/4/14	2	15.98												
5	79445	50012011250	312	8/5/14	2	19.98												
6	82517	50012011340	312	8/5/14	2	9.98												
7	2001259	50012011240	312	8/5/14	2	15.98												
8	79446	50012011250	312	8/6/14	5	49.95												
9	82518	50012011340	312	8/6/14	1	4.99												
10	2001260	50012011240	312	8/6/14	1	7.99												
11	79447	50012011250	312	8/7/14	3	29.97												
12	2001261	50012011240	312	8/7/14	3	23.97												
13	79448	50012011250	312	8/8/14	7	69.93												
14	2001262	50012011240	312	8/8/14	4	31.96												
15	79449	50012011250	312	8/9/14	4	39.96												
16	2001263	50012011240	312	8/9/14	6	47.94												
17	79450	50012011250	312	8/11/14	4	39.96												
18	82519	50012011340	312	8/11/14	1	4.99												
19	2001264	50012011240	312	8/11/14	3	23.97												
20	79451	50012011250	312	8/12/14	4	39.96												
21	82520	50012011340	312	8/12/14	2	9.98												
22	2001265	50012011240	312	8/12/14	4	31.96												
23	79452	50012011250	312	8/13/14	1	9.99												
24	82521	50012011340	312	8/13/14	3	14.97												
25	2001266	50012011240	312	8/13/14	2	15.98												
26	79453	50012011250	312	8/14/14	3	29.97												
27	82522	50012011340	312	8/14/14	3	14.97												
28	79454	50012011250	312	8/15/14	4	39.96												
29	82523	50012011340	312	8/15/14	0	0												
30	79455	50012011250	312	8/16/14	1	9.99												
31	82524	50012011340	312	8/16/14	3	14.97												
32	79456	50012011250	312	8/18/14	2	19.98												
33	82525	50012011340	312	8/18/14	3	14.97												
34	2001267	50012011240	312	8/18/14	1	7.99												
35	79457	50012011250	312	8/19/14	6	59.94												
36	2001268	50012011240	312	8/19/14														
37	79458	50012011250	312	8/20/14														

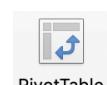
SKU Master Store 312 Store 323 Store 415 Store 521 Store 632 +

Average: 4497534945 Count: 22102 Sum: 9.89817E+13

Ready 100%

Step3: Click on the insert tab at the top.

Step 4: In the most right hand side of the insert tab, there is an icon looks like



. Click on it.

A1 DB_ID

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	ID	SKU	Store	Date	Unit Sales	Dollar Sales													
2	19444	50012011250	312	8/4/14	3	29.97													
3	42516	50012011340	312	8/4/14	3	14.97													
4	2001258	50012011240	312	8/4/14	2	15.98													
5	19445	50012011250	312	8/5/14	2	19.98													
6	42517	50012011340	312	8/5/14	2	9.98													
7	2001259	50012011240	312	8/5/14	2	15.98													
8	19446	50012011250	312	8/5/14	5	49.95													
9	42518	50012011340	312	8/6/14	1	4.99													
10	2001260	50012011240	312	8/6/14	1	7.99													
11	79447	50012011250	312	8/7/14	3	29.97													
12	2001261	50012011240	312	8/7/14	3	23.97													
13	79448	50012011250	312	8/8/14	7	69.93													
14	2001262	50012011240	312	8/8/14	4	31.96													
15	79449	50012011250	312	8/9/14	4	39.96													
16	2001263	50012011240	312	8/9/14	6	47.94													
17	79450	50012011250	312	8/11/14	4	39.96													
18	82519	50012011340	312	8/11/14	1	4.99													
19	2001264	50012011240	312	8/11/14	3	23.97													
20	79451	50012011250	312	8/12/14	4	39.96													
21	82520	50012011340	312	8/12/14	2	9.98													
22	2001265	50012011240	312	8/12/14	4	31.96													
23	79452	50012011250	312	8/13/14	1	9.99													
24	82521	50012011340	312	8/13/14	3	14.97													
25	2001266	50012011240	312	8/13/14	2	15.98													
26	79453	50012011250	312	8/14/14	3	29.97													
27	82522	50012011340	312	8/14/14	3	14.97													
28	79454	50012011250	312	8/15/14	4	39.96													
29	82523	50012011340	312	8/15/14	0	0													
30	79455	50012011250	312	8/16/14	1	9.99													
31	82524	50012011340	312	8/16/14	3	14.97													
32	79456	50012011250	312	8/18/14	2	19.98													
33	82525	50012011340	312	8/18/14	3	14.97													
34	2001267	50012011240	312	8/18/14	1	7.99													
35	79457	50012011250	312	8/19/14	6	59.94													
36	2001268	50012011240	312	8/19/14															

SKU Master Store 312 Store 323 Store 415 Store 521 Store 632 +

Average: 4497534945 Count: 22102 Sum: 9.89817E+13

Ready 100%

Step 5: A window opens up which asks you to confirm the region of the data that you want to analyze and the cell/tab that you want to put your table. Go ahead and choose the the location of your pivot table. The default is new worksheet and we can leave it as is for now. Click OK so the table gets created.

Create PivotTable

Choose the data that you want to analyze.

Select a table or range
Table/Range: **Store 312!\$A:\$F**

Use an external data source
Choose Connection... No data fields have been retrieved.

Choose where to place the PivotTable.

New worksheet
 Existing worksheet
Table/Range:

Cancel OK

A	B	C	D	E	
1	DB_ID	SKU	Store	Date	Unit Sales
2	79444	50012011250	312	8/4/14	3
3	82516	50012011340	312	8/4/14	3
4	2001258	50012011240	312	8/4/14	2
5	79445	50012011250	312	8/5/14	2
6	82517	50012011340	312	8/5/14	2
7	2001259	50012011240	312	8/5/14	2
8	79446	50012011250	312	8/6/14	5
9	82518	50012011340	312	8/6/14	1
10	2001260	50012011240	312	8/6/14	1
11	79447	50012011250	312	8/7/14	3
12	2001261	50012011240	312	8/7/14	3
13	79448	50012011250	312	8/8/14	7
14	2001262	50012011240	312	8/8/14	4
15	79449	50012011250	312	8/9/14	4
16	2001263	50012011240	312	8/9/14	6
17	79450	50012011250	312	8/11/14	4
18	82519	50012011340	312	8/11/14	1
19	2001264	50012011240	312	8/11/14	3
20	79451	50012011250	312	8/12/14	4
21	82520	50012011340	312	8/12/14	2
22	2001265	50012011240	312	8/12/14	4
23	79452	50012011250	312	8/13/14	1
24	82521	50012011340	312	8/13/14	3
25	2001266	50012011240	312	8/13/14	2
26	79453	50012011250	312	8/14/14	3
27	82522	50012011340	312	8/14/14	3
28	79454	50012011250	312	8/15/14	4
29	82523	50012011340	312	8/15/14	0
30	79455	50012011250	312	8/16/14	1
31	82524	50012011340	312	8/16/14	3
32	79456	50012011250	312	8/18/14	2
33	82525	50012011340	312	8/18/14	3
34	2001267	50012011240	312	8/18/14	1
35	79457	50012011250	312	8/19/14	6
36	2001268	50012011240	312	8/19/14	

SKU Master Store 312 Store 323 Store 415 Store 521 Store 632 +

Average: 4497534945 Count: 22102 Sum: 9.89817E+13

Step 6: Now we should all have a pivot table in front of us. This table is empty and we need to construct the table so that it summarize the data the way we want. You should be able to see a pivot table fields on the right that has 4 boxes, Filter, Columns, Rows, and Values. Using these boxes that we can create a desirable table.

PivotTable Fields

FIELD NAME Search fields

- DB_ID
- SKU
- Store
- Date
- ...

Filters

Columns

Rows

Values

Drag fields between areas

PivotTable4

To build a report, choose fields from the PivotTable Field List

Pivot Table

Columns of selected data

Four boxes to create the desirable summarize data

A3 x v fx

SKU Master Sheet1 Store 312 Store 323 Store 415 Store 521 Store 632 +

Ready

Back to the question, we want to summarize the data so it helps us identify the SKU that has the maximum sales for 2/21/2015 of store 312. There are many different ways to summarize the data so we can find our answer. Here I show one of them.

Let's create table that shows distinct SKU's in rows for 2/21/2015 and for each SKU show the total sales of each.

Step 7: To start we will grab the SKU field name from field name and drop it in rows.

PivotTable Name: PivotTable4 Active Field: PivotTable4 Options Expand Field Collapse Field Group Selection Insert Slicer Insert Timeline Filter Connections Refresh Change Data Source Move PivotTable Fields, Items, & Sets PivotChart Field List +/- Buttons Field Headers

To build a report, choose fields from the PivotTable Field List

Pick SKU from field name and drop it in rows

PivotTable Fields

FIELD NAME Search fields

DB_ID SKU Store Date Month

Filters Columns

Rows Values

Drag fields between areas

SKU Master Sheet1 Store 312 Store 323 Store 415 Store 521 Store 632 +

The resulting table should look like something like this :

The screenshot shows a Microsoft Excel spreadsheet with a PivotTable set up. The PivotTable Fields pane on the right side lists fields: DB_ID, SKU, Store, Date, and Unit Sales. The 'SKU' field is currently selected under the 'Field Name' section. In the 'Rows' section, 'SKU' is also selected. In the 'Values' section, 'Unit Sales' is selected. The main worksheet area displays a list of SKUs from row 3 to 14, with a 'Grand Total' row at the bottom.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
2														
3	Row Labels													
4	7312455520													
5	7312455530													
6	8000451112													
7	8000520021													
8	50012011240													
9	50012011250													
10	50012011340													
11	50012011341													
12	50013000110													
13	5012011250													
14	(blank)													
15	Grand Total													
16														
17														
18														
19														
20														
21														
22														
23														
24														
25														
26														
27														
28														
29														
30														
31														
32														
33														
34														
35														
36														
37														

Now we can see distinct list of SKU's in rows. Since we want to see total of sales for each SKU, we select Unit Sales from field name but this time drop it in values. The values box is the only box that you can do operations on data such as summation, extraction, maximization, etc. Both Columns and Rows boxes are only for summarizing and grouping the data and you cannot perform any operations on the fields in them.

Step 8: After dropping Unit Sales in Values box, we also want to make sure we are adding the values and not any other operations. For this purpose, right click on the Unit Sales in the Values box and choose Field Settings.

1 - First select Unit Sales and drop it in Values
2 - Right Click on the Unit Sales in Values box and choose Field Settings

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1														
2														
3	Row Labels	Count of Unit Sales												
4	7312455520	459												
5	7312455530	415												
6	8000451112	572												
7	8000520021	574												
8	50012011240	541												
9	50012011250	608												
10	50012011340	347												
11	50012011341	145												
12	50013000110	27												
13	50*12011250	8												
14	(blank)													
15	Grand Total	3696												
16														
17														
18														
19														
20														
21														
22														
23														
24														
25														
26														
27														
28														
29														
30														
31														
32														
33														
34														
35														
36														

SKU Master Sheet1 Store 312 Store 323 Store 415 Store 521 Store 632 +

In the field setting we want to make sure we are choosing "sum" as our desirable operations.

PivotTable Name: PivotTable4 Active Field: SKU

Source field: Unit Sales

Field name: Sum of Unit Sales

Summarize by:

- Sum**
- Count
- Average
- Max
- Min
- Product
- Count Numbers
- StdDev

Number... Cancel OK

PivotTable Fields

FIELD NAME Search fields

- SKU
 - Store
 - Date
 - Unit Sales
 - Dollar Sales

Filters

Columns

Rows

: SKU

Values

: Count of Unit Sales

Drag fields between areas

100%

Click OK and continue. Right now you should all have a table look like below which shows total unit sales by SKU. But wait, aren't we missing something?

The screenshot shows a Microsoft Excel spreadsheet with a PivotTable. The PivotTable Fields pane on the right indicates that the Rows field is set to 'SKU' and the Values field is set to 'Sum of Unit Sales'. The main worksheet displays a list of SKUs with their corresponding unit sales values. A 'Grand Total' row is present at the bottom.

	A	B	C	D	E	F	G	H	I	J
1										
2										
3	Row Labels	Sum of Unit Sales								
4	7312455520	727								
5	7312455530	1141								
6	8000451112	11398								
7	8000520021	2742								
8	50012011240	1143								
9	50012011250	371949								
10	50012011340	612								
11	50012011341	284								
12	50013000110	801								
13	50*12011250	25								
14	Grand Total	390822								
15										
16										
17										
18										
19										
20										
21										
22										
23										
24										
25										
26										
27										

Let's review our question again, "Find the SKU with maximum unit sales for 2/21/2015 for store 312". Sure we have created a table that has total unit sales by SKU, but are those numbers only for store 312 and 2/21/2015?

Since the selected data for Pivot Table is from tab 312 then all the numbers in the table are for 312. However, in the 312 tab, there are many transactional sales by different dates. So how can we filter the table only for a specific date? Thanks to Excel this can be done pretty easy. Like before, we just need to select Date and drop it into Filter box. The filter box is designed to include only part of the selected data that we want, in this case on the transactions from 2/21/2015.

Step 9: After dropping Dates in Filters field, we should have a table look like this:

The screenshot shows a Microsoft Excel spreadsheet with a PivotTable. The PivotTable Fields pane is open on the right side, displaying the following settings:

- ROWS:** SKU
- COLUMNS:** None
- VALUES:** Sum of Unit Sales

The main table area contains the following data:

	Date (All)	Sum of Unit Sales
1	7312455520	727
2	7312455530	1141
3	8000451112	11398
4	8000520021	2742
5	50012011240	1143
6	50012011250	371949
7	50012011340	612
8	50012011341	284
9	50013000110	801
10	50*12011250	25
14	Grand Total	390822

Last step here is to click on the filter above the Pivot Table and uncheck select all option. Then scroll down and choose 2/21/2015.

The screenshot shows a Microsoft Excel spreadsheet with a PivotTable. The PivotTable Fields pane is open on the right side, showing various fields: DB_ID, SKU, Store, Date, Unit Sales, and Dollar Sales. The 'Date' field is selected and has a blue border. In the main worksheet area, a date filter is applied to the 'Date' column of the PivotTable. A red arrow points from the 'Date' field in the PivotTable Fields pane to the date filter icon in the PivotTable itself. Another red arrow points from the date filter icon to the date dropdown menu, which is displayed. The date '2/21/15' is selected in the dropdown. A red callout box contains the text: "Select the filter, uncheck 'select all', scroll to desirable date and choose". The PivotTable Fields pane also shows 'SKU' assigned to Rows and 'Sum of Unit Sales' assigned to Values.

The result should look like the following:

The screenshot shows a Microsoft Excel spreadsheet with a PivotTable. The PivotTable Fields pane on the right indicates that the Date, SKU, and Unit Sales fields are currently being used. The main table shows sales data for various SKUs on different dates, with a total row for each date and a grand total row.

Date	Sum of Unit Sales
8000451112	11
8000520021	14
50012011240	1
50012011250	1
50012011340	2
Grand Total	29

As we can see the answer to our question is SKU 8000520021.

Correlation: the degree in which two or more variables changes are related to one another.

An example could be age and health related expenses. One might observe that as population ages, their health related expenses goes up. This relationship does not have to be in the same direction, it could be opposite as well. Example could be the higher the temperatures goes the less layers people wear.

Profit margin: it is the percentage difference between revenue and cost over revenue.

Now let's give it try! Download the excel file, and work on the questions below.

Monthly sales

0 points possible (ungraded)

For Store 312, which month had the largest average sales in dollars for the products from MA Excellent Products?

- January
- February
- March
- April
- May
- June
- July
- August
- September
- October
- November
- December

[Submit](#)

You have used 2 of 3 attempts

Discussion

Topic: Module 1 / Unit 3, PP1, Monthly sales

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TinyCo - Problem Walkthrough

discussion posted 2 months ago by [e483370e602a47dbac109a04515f78](#) (Community TA)

Pinned



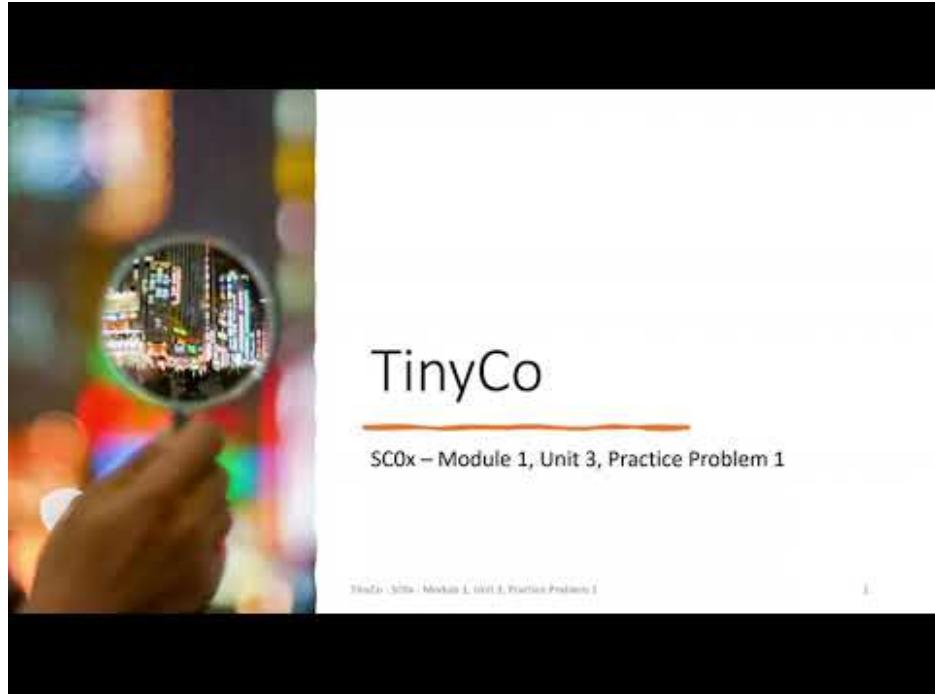
Hi everyone,

as many learners face difficulties when approaching this problem and on the other hand this is one of the most important problems to understand in the entire course series, in my opinion. I've created a **walkthrough** which guides you through all steps necessary, solving the problem.

IMPORTANT NOTICE: Please approach the problem **on your own**, before watching the videos.

The walkthrough is hosted in a *playlist* on [YouTube](#) - click on the images/ links below to watch the videos individually:

Problem Introduction



Understanding the problem

Understanding the problem



TINYCO (SCM) - Module 1, Unit 1, Practice Problems

Exploring and preparing the data

Now, after having a **common understanding**, you might want to give it a **try on your own**, **before** continuing!

Preparing the data

- Compare what is **provided** to what is **needed**
 - What **additional information** is needed?
 - Which **pieces of information** provided should be used – which shouldn't?
- IMPORTANT NOTE:**
- Download a **fresh data set**
 - **Do not clean the data**



TINYCO (SCM) - Module 1, Unit 1, Practice Problems

18

@10:20 I say it doesn't affect the result whether using WEEKNUM() or TSWEEKNUM(). However the WEEKNUM() function instead.

Solving the problem

Now, after having a **common understanding** and the **same data** as base for our analysis, you might want to give it a **try on your own**, **before** continuing!

Part 1

- **Problem Introduction**

- [Monthly sales](#)

- [Week with largest sales*](#)

- [Correlation of SKUs](#)

*@10:29 of Exploring and preparing the data I say it doesn't affect the result whether the answer explanation in the course, use the WEEKNUM()-function instead.

Part 2

- [Correlation of SKUs cont'd**](#)

- [Month with highest profit margin***](#)

**When calculating the correlation of the SKUs I missed filling empty values with zeros. The correlation coefficients will be affected slightly. However the conclusion stays the same.

	7312455520	8000451112	8000520021
7312455520	1.00		
8000451112	-0.14	1.00	
8000520021	0.08	-0.04	1.00

You can fill empty values with zeros by going to 'Pivot table Analyze' -> 'Pivot Table Options' -> 'Format' -> 'For empty cells show': Enter '0' there.

*** @ 9:30 I calculate profit margin as profit over cost. It should be profit over revenue instead.
Thanks Sophie for finding this mistake.

Part 3

- [Day of week for promotion](#)

- [Conclusion](#)

I hope you find those videos helpful. Please let me know any comments or suggestions you might have!

Best regards
-Matthias

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7 responses

VivekArumuga (Community TA)

2 months ago



@Matthias good one!

[Add a comment](#)

damerrickperry

about a month ago

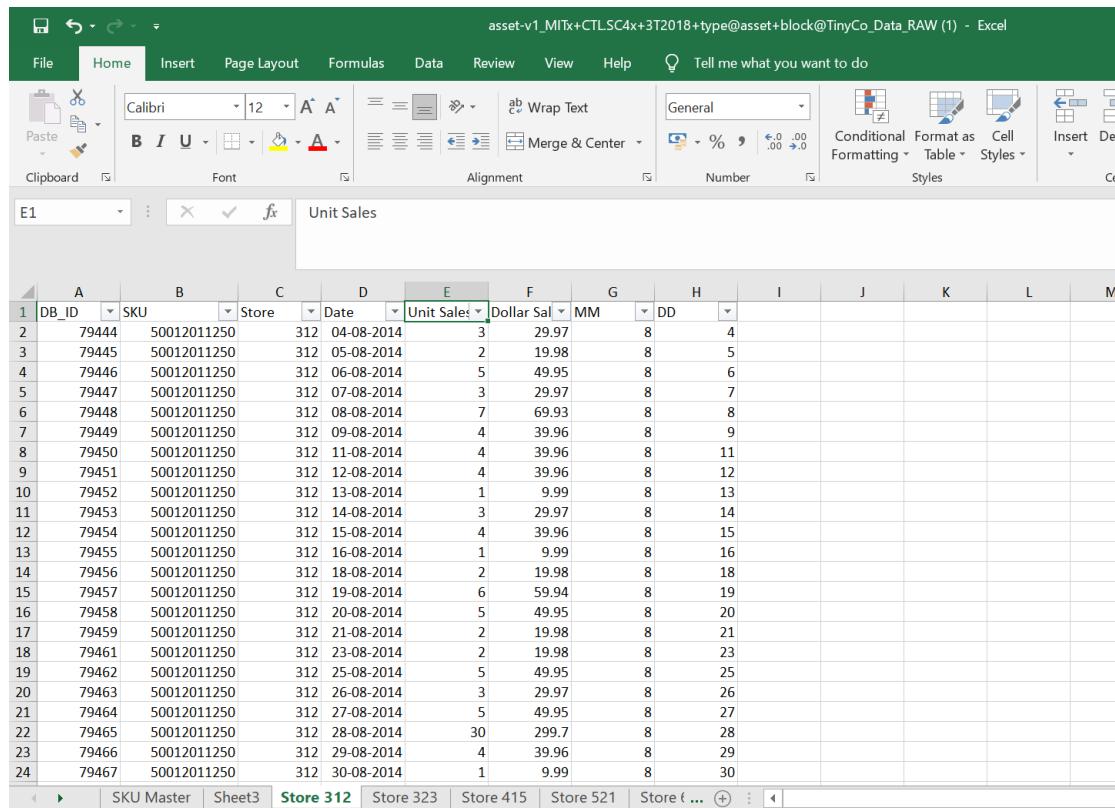
Thank you so much for these videos!

Add a comment

harshitpandey0402

about a month ago

I think the file provided is not correct as the column for Vendor is missing, hence one can't filter MA Excellent Products for the question of highest monthly sale. Can anyone please check and confirm?



DB_ID	SKU	Store	Date	Unit Sales	Dollar Sal	MM	DD
2	79444	50012011250	312 04-08-2014	3	29.97	8	4
3	79445	50012011250	312 05-08-2014	2	19.98	8	5
4	79446	50012011250	312 06-08-2014	5	49.95	8	6
5	79447	50012011250	312 07-08-2014	3	29.97	8	7
6	79448	50012011250	312 08-08-2014	7	69.93	8	8
7	79449	50012011250	312 09-08-2014	4	39.96	8	9
8	79450	50012011250	312 11-08-2014	4	39.96	8	11
9	79451	50012011250	312 12-08-2014	4	39.96	8	12
10	79452	50012011250	312 13-08-2014	1	9.99	8	13
11	79453	50012011250	312 14-08-2014	3	29.97	8	14
12	79454	50012011250	312 15-08-2014	4	39.96	8	15
13	79455	50012011250	312 16-08-2014	1	9.99	8	16
14	79456	50012011250	312 18-08-2014	2	19.98	8	18
15	79457	50012011250	312 19-08-2014	6	59.94	8	19
16	79458	50012011250	312 20-08-2014	5	49.95	8	20
17	79459	50012011250	312 21-08-2014	2	19.98	8	21
18	79461	50012011250	312 23-08-2014	2	19.98	8	23
19	79462	50012011250	312 25-08-2014	5	49.95	8	25
20	79463	50012011250	312 26-08-2014	3	29.97	8	26
21	79464	50012011250	312 27-08-2014	5	49.95	8	27
22	79465	50012011250	312 28-08-2014	30	299.7	8	28
23	79466	50012011250	312 29-08-2014	4	39.96	8	29
24	79467	50012011250	312 30-08-2014	1	9.99	8	30

Hi **harshitpandey0402**,

I'd recommend you explore the workbook a bit. All information needed is provided. Re-watch video 2 or go through my videos if still in doubt.

-Matthias

posted about a month ago by [e483370e602a47dbac109a04515f78](#) (Community TA)

Hi harshitpandey0402,

Same! However, you could go by filtering SKUs instead (look at the SKUs corresponding to MA Excellent Products from SKU Master) in the pivot table, or first you can create a column in the Store_312 sheet and use LOOKUP to designate the Vendor based on SKU from SKU Master, then use the pivot table to filter. First method is relatively easy (as it just follows the instructions provided above).

posted about a month ago by [Mourya_Pesala](#)

Look at the SKU master tab. The Vendor is listed there. FYI

posted 21 days ago by [jworth72211](#)

Add a comment

MhdOwais

about a month ago

For the month with highest profit margin the data needs to be cleaned to reflect the correct price per unit before calculating profit margin. As per your solution the answer is Dec 2014 which is not what I am getting once I clean the data by making sure the unit cost of every sku is correct for MA Excellent product.

For total profit I am showing 57,387.33 and for total sales 198,709.33 once you standardize all unit costs for skus in question. The highest profit margin shows in 2016 Jan. Can someone please clarify this since I have spent sometime trying to make sure I didn't miss anything.

Hi MhdOwais,

prices may fluctuate over time as well as discounts or surcharges may be applied. The SKU master as present doesn't reflect such changes and only shows the current price. Thus, it is not valid to adjust the revenue which actually has happened to the current one just because its the current price.

Kindly also refer to the videos where I am discussing this topic.

-Matthias

posted about a month ago by [e483370e602a47dbac109a04515f78](#) (Community TA)

Thank you for clarifying the assumption that prices are not fixed and can fluctuate in the example. With that assumption I should be able to get to the same answer that is provided in your solution.

Thanks, Owais

posted about a month ago by [MhdOwais](#)

Add a comment

Jing_Jennifer_Yang

about a month ago

Can the solution in Excel file be provided?

Hi Jing_Jennifer_Yang,

please try on your own. You should be able to come to a solution yourself! If you have difficulties, please follow the steps described in the videos.

-Matthias

posted about a month ago by [e483370e602a47dbac109a04515f78](#) (Community TA)

I've figured out my own answer. I just don't want to spend too much time in watching the video. It's not a big deal for me if no solution in Excel can be posted.

posted about a month ago by [Jing_Jennifer_Yang](#)

Add a comment

yigangxu

about a month ago - endorsed 14 days ago by [noralestari](#) (Community TA)

Really helpful, thank you so much!

Add a comment**Cathy573**about a month ago - endorsed 14 days ago by [noralestari](#) (Community TA)

Yes, the TinyCo problem gave me trouble when trying to find the month with the highest profit margins. I had to use the VLOOKUP function to link the tables and create another column for cost of goods for each row.

Easy, but the need for us to add this extra column of data could be explained as an extra hint below the problem like "Note: Use VLOOKUP to link tables" and would save people a lot of time and frustration, especially as it has not previously been demonstrated in the teaching videos.

It's a simple function, but there are a few students who have not used VLOOKUP more than a few times or used it years ago and have forgotten its usefulness (like me).

~Cathy

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Week with largest sales

0 points possible (ungraded)

For Store 312, which specific week in the data set had the largest sales in dollars for the products from MA Excellent Products?

Enter your response as YYYYWW, so that if it is the 3rd week of 2015, you would enter 201503. Use the spreadsheet WEEKNUM function in order to find the week number. Assume that the week starts on Monday.

201633

201633

Submit

You have used 1 of 3 attempts

Correct

Discussion

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Topic: Module 1 / Unit 3, PP1, Week with largest sales

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Week with largest sales

7

I think I made it by n...

201603 for my clean data

3

I worked with a little ...

the question is too vague?

5

My answer is 20160...

weeknum returns #value!

4

Hello team, Bright a...

Correlation of SKUs

0 points possible (ungraded)

For Store 312, how would you characterize the correlation of unit sales per week for the three items from MA Excellent Products?

They were all highly positively correlated

They were all highly negatively correlated

They were not strongly correlated

Submit

You have used 1 of 2 attempts

Correct

Discussion

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Topic: Module 1 / Unit 3, PP1, Correlation of SKUs

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Query on Answer Hi Team, My correla...	2
formula for correlation Hi Matthias, I watch...	2
Graphic solution	1
Finding correlation between SKU Hi, This has referen...	2
correl function takes 2 arrays Hi, I am trying to ap...	2

Month with highest profit margins

0 points possible (ungraded)

For Store 312, which specific month in the data set had the largest profit margin (as a percentage) for the products from MA Excellent Products?

Enter your response as YYYYMM, so that if it is the January of 2015, you would enter 201501

201412

201412

[Submit](#)

You have used 1 of 3 attempts

Correct

Discussion

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Topic: Module 1 / Unit 3, PP1, Month with highest profit margins

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The right answer depends on data pre-processing and data cleansing	4
--	---

Hello everyone! I fin...

Correction in
solution
explanation where
it says the profit
margin is (Sales-
Cost)/Sales.

5

In solution explanati...

I would appreciate
a more extensive
explanation

5

I am having trouble ...

Day of week for promotion

0 points possible (ungraded)

For Store 312, which day of the week would you recommend for running a promotion for MA Excellent Products?

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

Sunday

I would consider running promotions on different days

Submit

You have used 2 of 3 attempts

Correct