

## IF STATEMENT LAB

**1. Use the IF function to evaluate whether each product met its sales target.**

Step 1= Create a new Column For Sales Target Met Or Not.

Step 2= In the first row of the new column using the following formula. **=IF(D21>=E21,"Met","Not Met")**

Where D21 is the cell number of sales data and E21 is the cell number of target data.

Product ID	Product	Sales	Target	Region	Sales Target Met Or Not
101	Product A	120	150	North	Not Met
102	Product B	150	140	South	Met
103	Product C	200	200	East	Met
104	Product D	90	100	West	Not Met
105	Product E	220	210	North	Met
106	Product F	130	160	South	Not Met

**2. Use the IF function to determine if a product is eligible for a religious bonus. Products in the "NORTH" region with sales over 200 are eligible.**

Step 1= Create a new Column For Religious Bonus.

Step 2= In the first row of the new column using the following formula. **=IF(AND(E35="North",C35>200),"Eligible","Not Eligible")**

Where E35 is the cell number of religion data and C35 is the cell number of Sales Coloumn.

Product ID	Product	Sales	Target	Region	Sales Target Met Or Not	Regional Bonus
101	Product A	120	150	North	Not Met	Not Eligible
102	Product B	150	140	South	Met	Not Eligible
103	Product C	200	200	East	Met	Not Eligible
104	Product D	90	100	West	Not Met	Not Eligible
105	Product E	220	210	North	Met	Eligible
106	Product F	130	160	South	Not Met	Not Eligible

**3. Use the IF function to assign a commission rate based on sales. Sales  $\geq 200$  get a 10% commission, Sales  $\geq 150$  get a 7% commission, and other 5% commission.**

Step 1= Create a new Column For Commission Rate.

Step 2= In the first row of the new column using the following formula.

**=IF(E54 $\geq$ 200,0.1,IF(E54 $\geq$ 150,0.07,0.05))**

Where E54 is the cell number of sales data .

Product ID	Product	Sales	Target	Region	Commision Rate
101	Product A	120	150	North	0.05
102	Product B	150	140	South	0.07
103	Product C	200	200	East	0.1
104	Product D	90	100	West	0.05
105	Product E	220	210	North	0.1
106	Product F	130	160	South	0.05

**4. Use the IF function to calculate a bonus amount. If Sales met or exceeded the target, the bonus is 10% of the sales, otherwise, its 5%.**

Step 1= Create a new Column For Bonus Amount.

Step 2= In the first row of the new column using the following formula.

**=IF(E76 $\geq$ F76,E76\*0.1,F76\*0.05)**

Where E76 is the cell number of sales data and F76 is the cell number of target data .

Product ID	Product	Sales	Target	Region	Bonus Amount
101	Product A	120	150	North	7.5
102	Product B	150	140	South	15
103	Product C	200	200	East	20
104	Product D	90	100	West	5
105	Product E	220	210	North	22
106	Product F	130	160	South	8

**5. Use the IF function to categorize sales performance as 'Excellent' ( $\geq 200$ ), 'Good' ( $\geq 150$ ), or 'Needs Improvement' ( $< 150$ ).**

Step 1= Create a new Column For Sales Performance.

Step 2= In the first row of the new column using the following formula.

**=IF(E95 $\geq$ 200,"Excellent",IF(E95 $\geq$ 150,"Good","Needs Improvement"))**

Where E95 is the cell number of sales data .

Product ID	Product	Sales	Target	Region	Sales Performance
101	Product A	120	150	North	Needs Improvement
102	Product B	150	140	South	Good
103	Product C	200	200	East	Excellent
104	Product D	90	100	West	Needs Improvement
105	Product E	220	210	North	Excellent
106	Product F	130	160	South	Needs Improvement