product Id	Product	Sales	target	region	Met Target
101	ProductA	120	150	North	yes
102	ProductB	150	140	South	yes
103	ProductC	200	200	East	yes
104	ProductD	90	100	West	yes
105	ProductE	220	210	North	yes
106	ProductF	130	160	South	no

question 1

1. Use the IF function to evaluate whether each product met its sale

Answeer:

product Id	Product	Sales	target	region	Met Target
101	ProductA	120	150	North	no
102	ProductB	150	140	South	yes
103	ProductC	200	200	East	yes
104	ProductD	90	100	West	yes
105	ProductE	220	210	North	yes
106	ProductF	130	160	South	no

Question 2

2. Use the IF function to determine if a product is eligible for a regic

Answeer:

product Id	Product	Sales	target	region	Met Target
101	ProductA	120	150	North	yes
102	ProductB	150	140	South	yes
103	ProductC	200	200	East	yes
104	ProductD	90	100	West	yes
105	ProductE	220	210	North	yes
106	ProductF	130	160	South	no

Question 3

3. Use nested IF functions to assign a commission rate based on sa

product Id	Product	Sales	target	region	Met Target
101	ProductA	120	150	North	no
102	ProductB	150	140	South	yes
103	ProductC	200	200	East	yes
104	ProductD	90	100	West	yes

105	ProductE	220	210 North	yes
106	ProductF	130	160 South	no

Question 4

4. Use the IF function to calculate a bonus amount. If sales met or

Answeer:

product Id	Product	Sales	target	region	Met Target
101	ProductA	120	150 North	no
102	ProductB	150	140 South	yes
103	ProductC	200	200 East	yes
104	ProductD	90	100 West	yes
105	ProductE	220	210 North	yes
106	ProductF	130	160 South	no

Question 5

5. Use the IF function to categorize sales performance as "Excellent" (>=2

Answeer 5

product Id	Product	Sales	target	region	Met Target
101	ProductA	120	150 North	yes
102	ProductB	150	140 South	yes
103	ProductC	200	200 East	yes
104	ProductD	90	100 West	yes
105	ProductE	220	210 North	yes
106	ProductF	130	160 South	no

Lab Assignment 1

Regional Bonus Eligible	Commission Rate	Bonus Amount	Sales Performance
no	5%	0	needs improvement
no	5%	0	needs improvement
no	5%	0	needs improvement
no	5%	0	needs improvement
no	5%	0	needs improvement
no	10%	#VALUE!	excellent

es target.

onal bonus. Products in the "North" region with sales over 200 are eligible.

Regional Bonus Eligible
no
no
no
no
no
no

ales. Sales >= 200 get a 10% commission, sales >= 150 get a 7% commission, and others get a 5%

Regional Bonus Eligible	Commission Rate
no	5%
no	5%
no	5%
no	5%

no	5%
no	10%

exceeded the target, the bonus is 10% of the sales; otherwise, it's 5%

Regional Bonus Eligible	Commission Rate	Bonus Amount
no	5%	0
no	5%	0
no	5%	0
no	5%	0
no	5%	0
no	10%	#VALUE!

!00), "Good" (>=150), or "Needs Improvement" (<150).

Regional Bonus Eligible	Commission Rate	Bonus Amount	Sales Performance
no	5%	0	needs improvement
no	5%	0	needs improvement
no	5%	0	needs improvement
no	5%	0	needs improvement
no	5%	0	needs improvement
no	10%	#VALUE!	excellent

commission.