Management Information Systems –Homework 2 on Excel Lesson 1

Learning Objectives:

* Frequency Distribution for Categorical Data using COUNTIF
* Functions:
  + SUMIF
  + SUMIFS
* Conditional formatting
* IF Function
* VLOOKUP

The worksheet Sales Data in the Excel File ***IS300 Fall 2021 Excel Homework 2 on Excel Lesson 1 – moon Juice Adaptogens -this is the Student file add your name.xlsx***  provides information about sales for a supplement company named moon Juice. You will use the spreadsheet provided to perform necessary calculations. The following needs to be accomplished. *Turn in your excel file into the drop box for Homework 2 on Beachboard. Add your name to the Excel file.*

1. Provide the Item retail Price. Retrieve the Price from the Table provided.
2. Provide the Item discount. Retrieve the Item discount from the Table provided.
3. Provide the Discount Category. Retrieve the Category from the Table provided.
4. Calculate the retail revenue. For example, if an item is priced at $10.00 with a discount of .10, and the actual quantity sold is 100 units then your retail value would be: $ 900.00. Calculate this for all the records.
5. Determine the Sales Expectations. To determine this value, compare the actual units sold to the forecast of unit sales. If the Forecast of Units sales is greater than the Actual Units sold, then return the value of Below Target. If the actual is the greater or equal to the forecast of Unit sales leave it blank.
6. Use the IF function **=IF** to determine the Unit volume LOW, MEDIUM, or High. Check the Actual Units sold:
   1. if the value is less than or equal to 100 then return the value of Low
   2. if the value is between 101 and 299 then return the value of Medium
   3. if the value is 300 or greater then return the value of High
7. Calculate Total Revenue. This is done by adding up all the values in the Retail Revenue column.
8. F**requency Distribution for Categorical Data** Use the **COUNTIF** Function to determine how many of the Sales Expectations were Below Target.
9. F**requency Distribution for Categorical Data** Use the **COUNTIF** Function to determine how many of the Sales Expectations were on target of above.
10. Use the **SUMIFS** Function to determine the total amount of Actual Units sold by Nordstrom for the product: Moon dust. (Note: Do not use SUMIF, use the SUMIFS)

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| --- | --- | --- | --- |
| **Sales Channel** | | **Product** | **Unit Sold** |
| Nordstrom |  | Moon Dust | Calculate |

1. Use the **SUMIF** function to determine the total of actual units sold by Nordstrom for all products.

|  |  |  |  |
| --- | --- | --- | --- |
| **Sales Channel** | | **Product** | **Total Units Sold-All Products** |
| Nordstrom |  | Total Quantity (All Products) | Calculate |

1. Use the **SUMIF** Function to Calculate the Total Retail Revenue for Nordstrom.

|  |  |  |  |
| --- | --- | --- | --- |
| **Sales Channel** | | **Product** | **Total Revenue - all Products** |
| Nordstrom |  | Total Retail Revenue | Calculate |

1. Add Conditional formatting. If the Sales Channel contains the text Nordstrom highlight with Yellow Fill with Dark Yellow Text.
2. Add Conditional formatting. If the Sales Expectations are Below Target highlight in Light Red fill with Dark Red Text.