

Sales rep	Quota (K)	Variance to quota	% of quota	Forecast (K)	Actual bookings
Albright, Gary	200	-16,062	92	205	183,938
Brown, Sheryll	150	84,983	157	260	234,983
Cartwright, Bonnie	100	-56,125	44	50	43,875
Caruthers, Michael	300	-25,125	92	324	274,875
Garibaldi, John	250	143,774	158	410	393,774
Girard, Jean	75	-48,117	36	50	26,883
Jones, Suzanne	140	-5,204	96	149	134,796
Larson, Terri	350	238,388	168	600	588,388
LeShan, George	200	-75,126	62	132	124,874
Levenson, Bernard	175	-9,267	95	193	165,733
Mulligan, Robert	225	34,383	115	275	259,383
Tetracelli, Sheila	50	-1,263	97	50	48,737
Wotisek, Gillian	190	-3,648	98	210	186,352

- 1). Used Jonathan A. Schwabish article for building a better table from this.
- 2). I have bold the variables for columns above to give it a clear look
- 3). I have right aligned the text in the header above table.
- 4). Similarly I have right aligned the numbers in the table because it is read easily and comfortably this way as discussed by Schwabish in his article
- 5). I have made my table column titles clear and made it boldface and line under it to offset it from other part of table.
- 6). Remove the trailing zeros from cell elements in Quota and Forecast columns, and wrote k to represent that these values are in thousands.
- 7). Conditionally formatted the last column cells to bring visualization into the table above.
- 8). In the last I have created another visualization of the table using pivot table in the excel
- 9). Created bar chart for pivot table, hided field button, deleted vertical lines and legends to clean
- 10). Ploted percentage of quota against total bookings to show %age impact on # of bookings.

Sum of Actual bookings	
% of quota	Total
36	26883
44	43875
62	124874
92	458813
95	165733
96	134796
97	48737
98	186352
115	259383
157	234983
158	393774
168	588388
Grand Total	2666591

