Q1)

Consider the Excel table (SALES1 EXCEL FILE) that has two months of daily sales data for a team of four sales people, broken down by product. The first few rows are shown below:

	A	B	C	D	E	F
1	**Sales Data**					
2	**January - February**					
3	Number of rows:	688				
4						
5	**Date**	**Salesperson**	**Item**	**Quantity**	**Unit cost**	**Sales**
6	Wed, 02 Jan 2013	Mike	Washing machine	5	500	2500
7	Wed, 02 Jan 2013	Mike	Dishwasher	5	350	1750
8	Wed, 02 Jan 2013	Mike	Microwave	14	220	3080
9	Wed, 02 Jan 2013	Mike	Refrigerator	7	650	4550
10	Wed, 02 Jan 2013	Abdul	Washing machine	5	500	2500
11	Wed, 02 Jan 2013	Abdul	Dishwasher	13	350	4550
12	Wed, 02 Jan 2013	Abdul	Microwave	14	220	3080
13	Wed, 02 Jan 2013	Abdul	Refrigerator	7	650	4550
14	Wed, 02 Jan 2013	Leila	Washing machine	12	500	6000
15	Wed, 02 Jan 2013	Leila	Dishwasher	5	350	1750
16	Wed, 02 Jan 2013	Leila	Microwave	9	220	1980
17	Wed, 02 Jan 2013	Leila	Refrigerator	4	650	2600
18	Wed, 02 Jan 2013	Maryanne	Washing machine	8	500	4000
19	Wed, 02 Jan 2013	Maryanne	Dishwasher	12	350	4200
20	Wed, 02 Jan 2013	Maryanne	Microwave	8	220	1760
21	Wed, 02 Jan 2013	Maryanne	Refrigerator	9	650	5850
22	Thu, 03 Jan 2013	Mike	Washing machine	4	500	2000
23	Thu, 03 Jan 2013	Mike	Dishwasher	13	350	4550
24	Thu, 03 Jan 2013	Mike	Microwave	14	220	3080
25	Thu, 03 Jan 2013	Mike	Refrigerator	9	650	5850

This spreadsheet extends down for 688 rows of sales data, for all of January and February.

- Create a PivotTable to show the number of each product sold by each sales person on each day.

	A	B	C	D	E	F
1	**Sum of Quantity**	**Column Labels**				
2	**Row Labels**	**Dishwasher**	**Microwave**	**Refrigerator**	**Washing machine**	**Grand Total**
3	**Wed, 02 Jan 2013**	**35**	**45**	**27**	**30**	**137**
4	Abdul	13	14	7	5	39
5	Leila	5	9	4	12	30
6	Maryanne	12	8	9	8	37
7	Mike	5	14	7	5	31
8	**Thu, 03 Jan 2013**	**40**	**43**	**29**	**23**	**135**
9	Abdul	6	13	10	5	34
10	Leila	13	2	1	5	21
11	Maryanne	8	14	9	9	40
12	Mike	13	14	9	4	40
13	**Fri, 04 Jan 2013**	**21**	**44**	**20**	**19**	**104**
14	Abdul	2	14	3	2	21
15	Leila	13	10	5	2	30
16	Maryanne	2	6	7	11	26
17	Mike	4	14	5	4	27
18	**Sat, 05 Jan 2013**	**41**	**43**	**42**	**30**	**156**
19	Abdul	7	14	11	13	45
20	Leila	9	8	8	5	30
21	Maryanne	11	10	9	10	40
22	Mike	14	11	14	2	41
23	**Sun, 06 Jan 2013**	**11**	**32**	**24**	**22**	**89**
24	Abdul	5	11	8	7	31
25	Leila	1	8	7	3	19
26	Maryanne	4	8	8	10	30
27	Mike	1	5	1	2	9
28	**Grand Total**	**148**	**207**	**142**	**124**	**621**

Changing your PivotTable to show the report another way, i.e. show Products down the side, and Sales people across the top.

	A	B	C	D	E	F
1	**Sum of Quantity**	**Column Labels**				
2	**Row Labels**	**Abdul**	**Leila**	**Maryanne**	**Mike**	**Grand Total**
3	**Wed, 02 Jan 2013**	**39**	**30**	**37**	**31**	**137**
4	Dishwasher	13	5	12	5	35
5	Microwave	14	9	8	14	45
6	Refrigerator	7	4	9	7	27
7	Washing machine	5	12	8	5	30
8	**Thu, 03 Jan 2013**	**34**	**21**	**40**	**40**	**135**
9	Dishwasher	6	13	8	13	40
10	Microwave	13	2	14	14	43
11	Refrigerator	10	1	9	9	29
12	Washing machine	5	5	9	4	23
13	**Fri, 04 Jan 2013**	**21**	**30**	**26**	**27**	**104**
14	Dishwasher	2	13	2	4	21
15	Microwave	14	10	6	14	44
16	Refrigerator	3	5	7	5	20
17	Washing machine	2	2	11	4	19
18	**Sat, 05 Jan 2013**	**45**	**30**	**40**	**41**	**156**
19	Dishwasher	7	9	11	14	41
20	Microwave	14	8	10	11	43
21	Refrigerator	11	8	9	14	42
22	Washing machine	13	5	10	2	30
23	**Sun, 06 Jan 2013**	**31**	**19**	**30**	**9**	**89**
24	Dishwasher	5	1	4	1	11
25	Microwave	11	8	8	5	32
26	Refrigerator	8	7	8	1	24
27	Washing machine	7	3	10	2	22
28	**Grand Total**	**170**	**130**	**173**	**148**	**621**

Q2)

Consider the workbook "sales" data and answer the following questions

- Make a pivot table showing each segments revenue and expenses.
- Create a column entitled "Net Income/Loss." This column will represent Revenue minus Expenses.
- Make a pivot table representing Each Segment and Subdivision by Revenue, Expenses, and Net Income/Loss.

  Note: Use appropriate row headers and column headers.