

## What-If Analysis (Goal seek)

Step-1: Create a table in excel

Product Name	Rice	
Qty.	78	
Price/Qty.	70	

Step-2: Multiply the qty and price

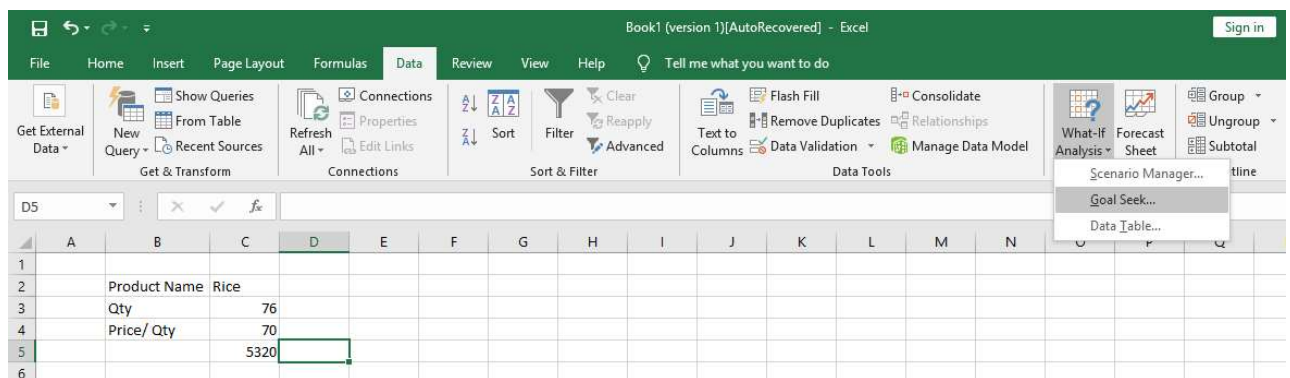
Product Name	Rice
Qty	78
Price/ Qty	70
	=C3*C4

Product Name	Rice
Qty.	78
Price/Qty.	70
Total sale	5460

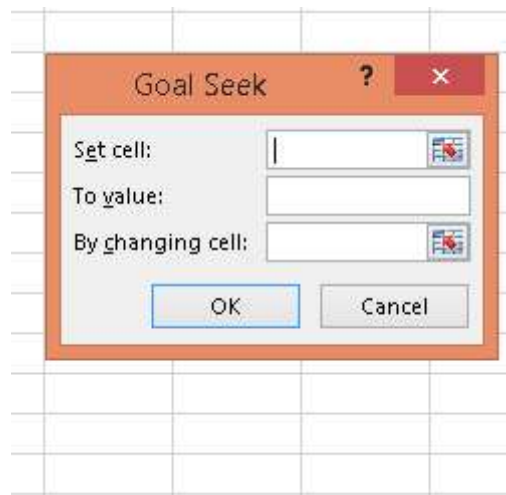
Step-3: If we Change the value then total sale will also change

Product Name	Rice
Qty.	76
Price/Qty.	70
Total sale	5320

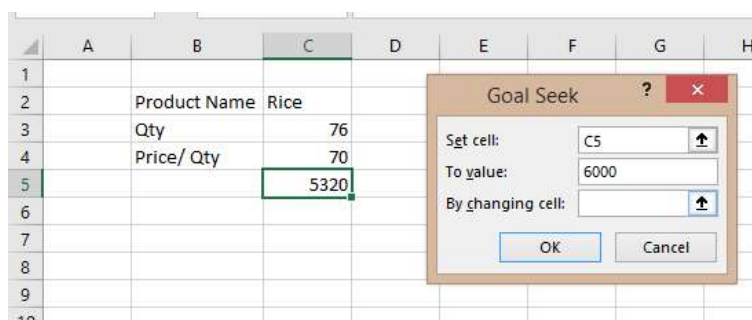
Step-4: Go to data menu -> select what if analysis -> select goal seek\



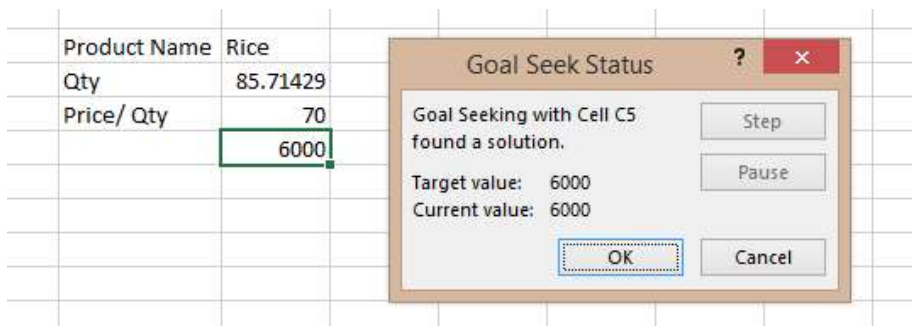
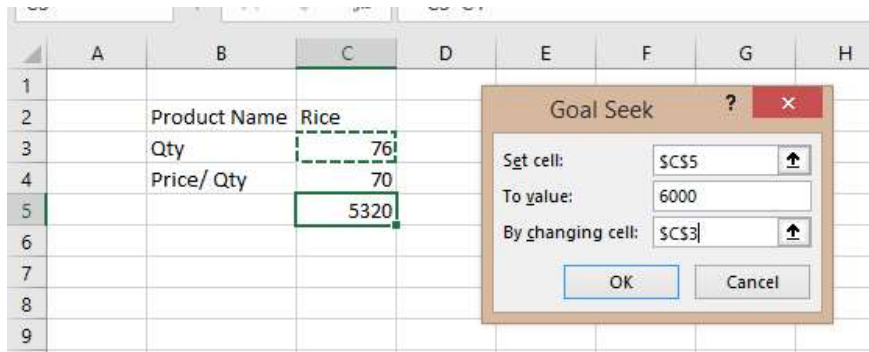
This pop-up will arise on clicking the goal seek menu



Step-5: Go to set cell -> select the total sale cell and write the value that we want to change in To Value.



Step-6: In By changing cell select any value from Rice Column. (here we have select Qty).



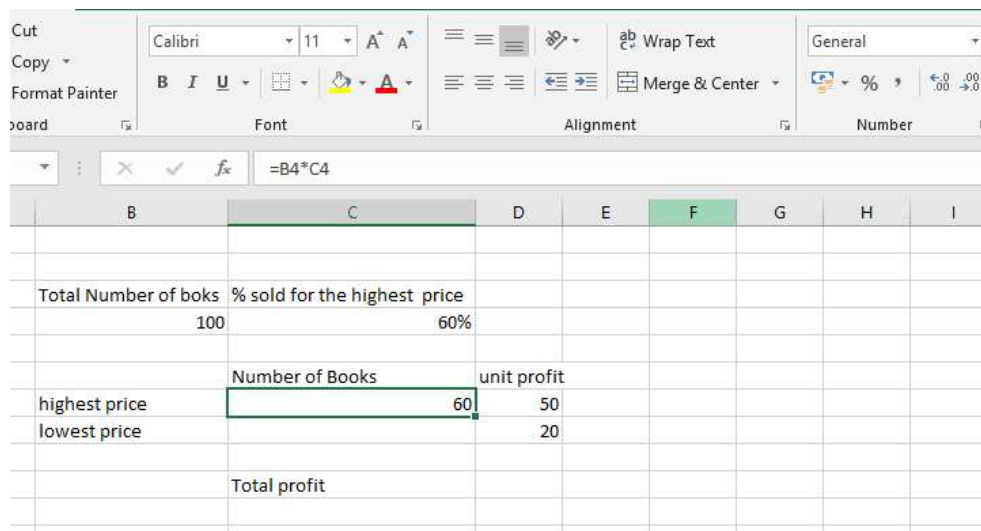
Step-7: After Step 6 is done click on Cancel.

## What – If Analysis (Manual)

A book store has 100 books in storage. You sell a certain % for the highest price of \$50 and a certain % for the lower price of \$20.

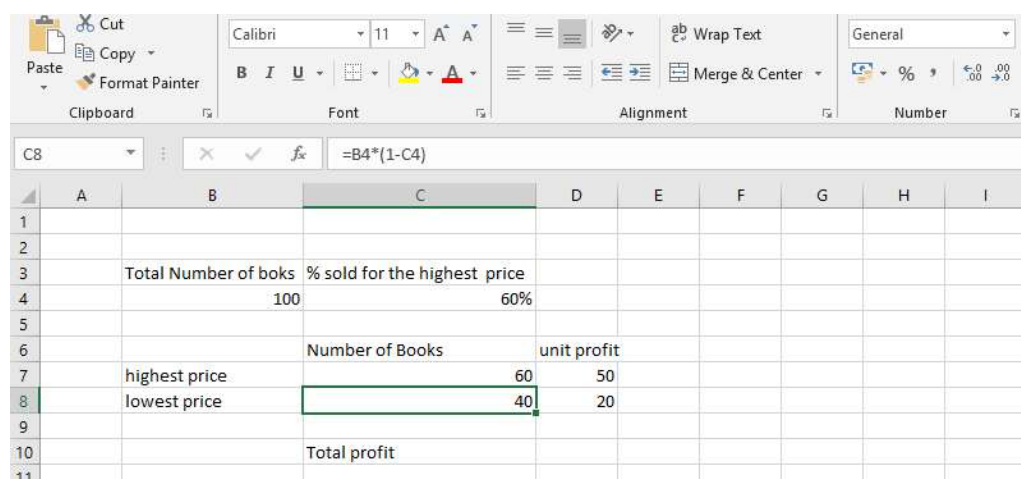
Step 1: Create a table where the upper table with total no. of books is constant and the unit price is to be taken as defined in the case above.

The value for no. of books with highest price will be Total no. of books i.e.  $100 * \% \text{ sold for the highest price i.e. } 60 \%$ . ( $B4 * C4$ )



	B	C	D	E	F	G	H	I
	Total Number of books	% sold for the highest price						
	100	60%						
		Number of Books	unit profit					
	highest price	60	50					
	lowest price		20					
		Total profit						

The value for no. of books with lowest price will be Total no. of books i.e.  $100 * 1 - \% \text{ sold for the highest price i.e. } 60 \%$ . ( $B4 * (1 - C4)$ ).



	A	B	C	D	E	F	G	H	I
1									
2									
3		Total Number of books	% sold for the highest price						
4		100	60%						
5			Number of Books	unit profit					
6									
7		highest price	60	50					
8		lowest price	40	20					
9									
10			Total profit						
11									

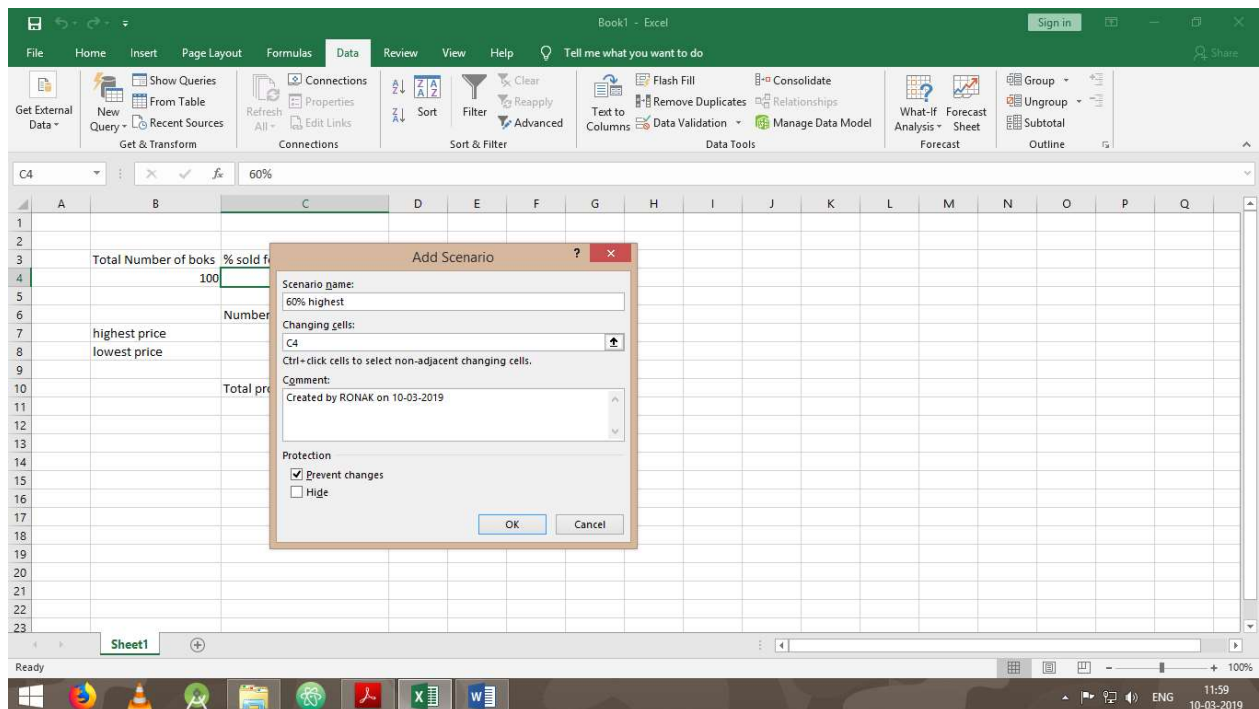
Step 2: To calculate the total profit take the sum of the product of no. of books and their unit profit

	A	B	C	D	E	F	G	H	I
1									
2									
3		Total Number of books	% sold for the highest price						
4		100	60%						
5									
6			Number of Books	unit profit					
7		highest price	60	50					
8		lowest price	40	20					
9									
10		Total profit	3800						
11									

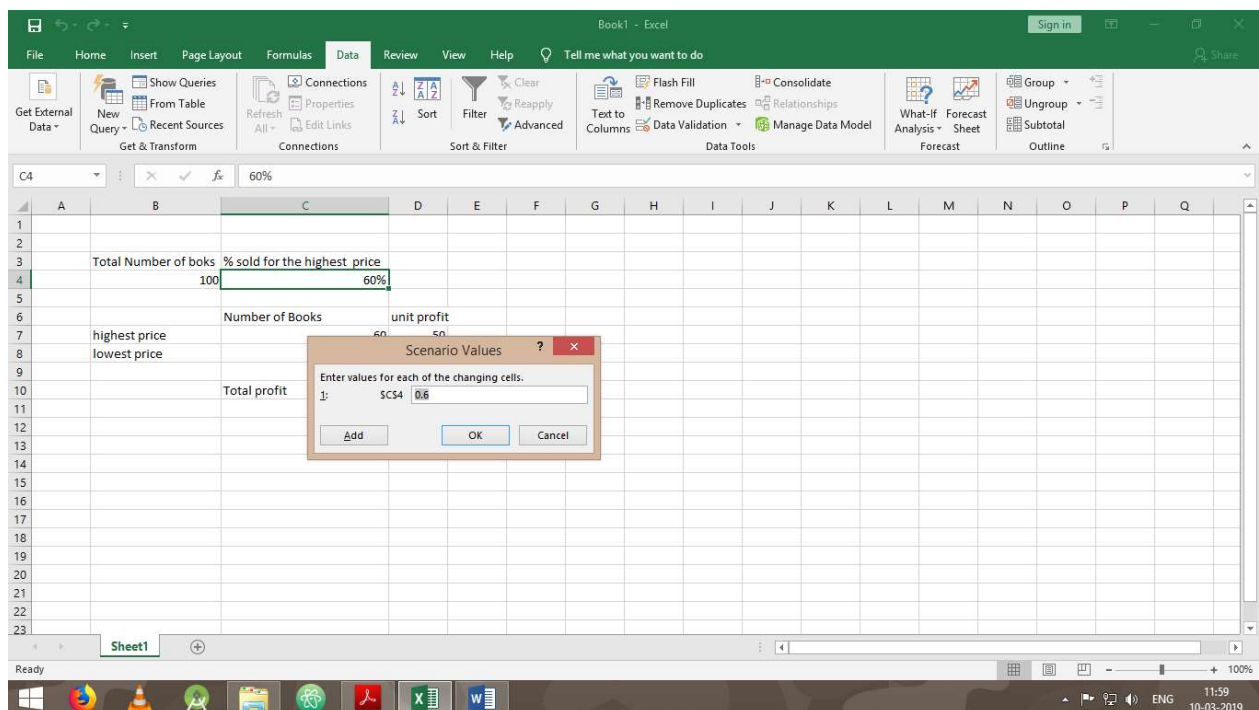
Step 3 : Select the Scenario Manager under the What – If analysis in the Data Tab.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q
1																	
2																	
3		Total Number of books	% sold for the highest price														
4		100	60%														
5																	
6			Number of Books	unit profit													
7		highest price	60	50													
8		lowest price	40	20													
9																	
10		Total profit	3800														
11																	
12																	
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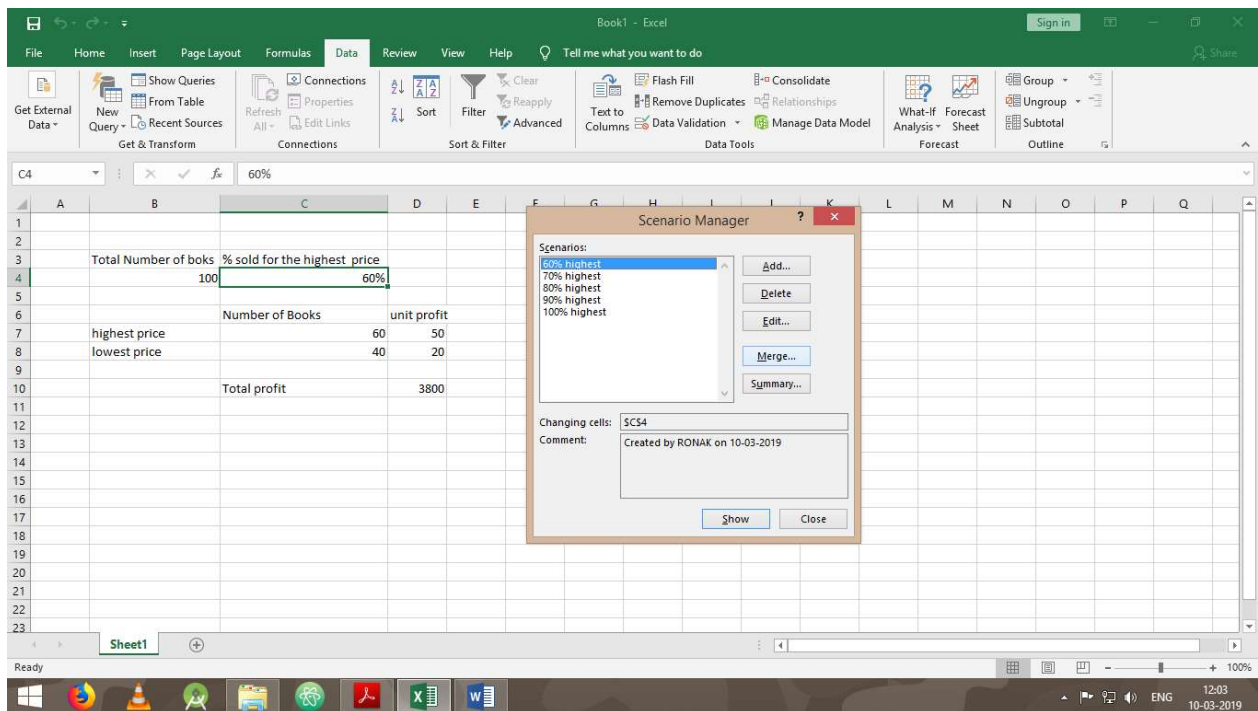
Step 4 : Click on add and change the name to '60% highest' and select the changing cell as C4 i.e. under '% sold for the highest price'.



Step 5 : Enter the value as 0.6 for changing cell and click OK



Step 6: Now add four other scenarios, viz, 70%, 80%, 90%, 100%.



Step 7: Select each of the scenario one after other and click on show and you can see the change in values of the table.

