

Data_Analysis_Homework1

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list of excel functions used

- Tables
- Pivot function
- Sort function
- Round

Award allocation strategy and Award proposal

- My strategy is Find the Top 3 of all representatives then
Top 1 will got 3% of total sales
Top 2 will got 1.5%
Top 3 will got 0.5%
- First we will find the total price that each of representative can earn:
- Create a new column called “Total Price of each unit”.
- Using multiplication operator(*) to find the total price of each row.

	A	B	C	D	E	F	G
1	OrderDate	Region	Rep	Item	Units	Unit Price	Total Price
2	17-Nov-14	Central	Alex	Binder	11	4.99	=E2*F2

- And in the Table Design tab check Total Row box to activate the total row at the bottom of the table
- So we will know that the total price that all representative can earn at the right corner of the table which is 19627.88

OrderDate	Region	Rep	Item	Units	Unit Price	Total Price of each unit
17-Nov-14	Central	Alex	Binder	11	4.99	54.89
4-Dec-14	Central	Alex	Binder	94	19.99	1879.06
9-Feb-15	Central	Alex	Pencil	36	4.99	179.64
24-Mar-15	Central	Alex	Pen Set	50	4.99	249.5
5-May-15	Central	Alex	Pencil	90	4.99	449.1
10-Sep-14	Central	Bill	Pencil	7	1.29	9.03
15-Jan-15	Central	Bill	Binder	46	8.99	413.54
26-Feb-15	Central	Bill	Pen	27	19.99	539.73
14-May-15	Central	Bill	Pencil	53	1.29	68.37
31-May-15	Central	Bill	Binder	80	8.99	719.2
24-Aug-14	West	James	Desk	3	275	825
27-Sep-14	West	James	Pen	76	1.99	151.24
7-Mar-15	West	James	Binder	7	19.99	139.93
15-Mar-15	West	James	Pencil	56	2.99	167.44
7-Aug-14	Central	Matthew	Pen Set	42	23.95	1005.9
25-Nov-14	Central	Matthew	Pen Set	96	4.99	479.04
23-Jan-15	Central	Matthew	Binder	50	19.99	999.5
17-Jun-15	Central	Matthew	Desk	5	125	625
21-Jul-14	Central	Morgan	Pen Set	55	12.49	686.95
5-Oct-14	Central	Morgan	Binder	28	8.99	251.72
25-Jun-15	Central	Morgan	Pencil	90	4.99	449.1
12-Jul-14	East	Nick	Binder	29	1.99	57.71
27-Apr-15	East	Nick	Pen	96	4.99	479.04
31-Oct-14	Central	Rachel	Pencil	14	1.29	18.06
21-Dec-14	Central	Rachel	Binder	28	4.99	139.72
10-Apr-15	Central	Rachel	Pencil	66	1.99	131.34
18-Apr-15	Central	Rachel	Pencil	75	1.99	149.25
4-Jul-14	East	Richard	Pen Set	62	4.99	309.38
15-Aug-14	East	Richard	Pencil	35	4.99	174.65
18-Sep-14	East	Richard	Pen Set	16	15.99	255.84
22-Oct-14	East	Richard	Pen	64	8.99	575.36
6-Jan-15	East	Richard	Pencil	95	1.99	189.05
18-Feb-15	East	Richard	Binder	4	4.99	19.96
1-Apr-15	East	Richard	Binder	60	4.99	299.4
8-Jun-15	East	Richard	Binder	60	8.99	539.4
1-Sep-14	Central	Smith	Desk	2	125	250
12-Dec-14	Central	Smith	Pencil	67	1.29	86.43
1-Feb-15	Central	Smith	Binder	87	15	1305
29-Jul-14	East	Susan	Binder	81	19.99	1619.19
8-Nov-14	East	Susan	Pen	15	19.99	299.85
29-Dec-14	East	Susan	Pen Set	74	15.99	1183.26
14-Oct-14	West	Thomas	Binder	57	19.99	1139.43
22-May-15	West	Thomas	Pencil	32	1.99	63.68
Total						19627.88

- Then we just want to know total price of each representative by using pivot table

Row Labels	Sum of Total Price of each unit
Alex	2812.19
Bill	1749.87
James	1283.61
Matthew	3109.44
Morgan	1387.77
Nick	536.75
Rachel	438.37
Richard	2363.04
Smith	1641.43
Susan	3102.3
Thomas	1203.11
Grand Total	19627.88

- After we got the table then sort the sum of total price to see who is the top 3 that can earn the price which are Matthew, Susan and Alex respectively.

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Matthew	3109.44
Susan	3102.3
Alex	2812.19
Richard	2363.04
Bill	1749.87
Smith	1641.43
Morgan	1387.77
James	1283.61
Thomas	1203.11
Nick	536.75
Rachel	438.37
Grand Total	19627.88

- Create new cell that show the award amount of Top 3

Row Labels	Sum of Total Price of each unit	Award Amount
Matthew	3109.44	5888
Susan	3102.3	2944
Alex	2812.19	981

- So the award recipients and amounts that we want to purpose are:

Matthew

- Award Amount: 5888

Susan

- Award Amount: 2944

Alex

- Award Amount: 981