**DiscountShop.com: eCommerce Data Analyst**

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**Description**

This challenge is divided into two sections: section A and section B. Both sections are compulsory. The first section involves answering questions based on a dataset detailing inventory while the second section involves answering questions based on a dataset detailing sales data. Both sections are compulsory. Note that the links to the two datasets can be found after the description of both problem statements.

ProblemStatements

**Problem A**

**Questions based on Sales Data**

Answer the following questions based on a dataset detailing sales data. You are to use Excel to answer the questions. In your answer, write down the Excel function(s) that you have used. The explanation of what the fields mean is given below.

**What the fields mean**

This is a set of sales data detailing products sold, date, and in which geographical region. The fields are:

**Order date:** Date on which the order was placed

**Brand:** The brand

**Model:** The model number

**Quantity:** The number sold

**Country:** From which country the order was placed

**Price:** The total sales price of the particular item(s)

1. What was the total amount of sales of the Fossil brand?

2. What was the total number of sales in the United States?

3. What is the product price of item code SS010600610 sold in India?

4. Find the average amount of sales for each country for each brand.

5. Rank the countries in terms of total amount of sales in

(i) descending order

(ii) ascending order

6. Find the average amount of sales for each brand.

7. Rank each brand in terms of the total number of sales in

(i) descending order

(ii) ascending order

8. Which brand is the most expensive on average?

9. On which order date was the most number of items sold?

10. On which order date was the most number of items belonging to the Mont Blanc brand sold?

**Recommended Excel Functions**

* VLookup
* SUMIFS
* INDEX + MATCH
* COUNTIFS
* Large
* Pivot Table
* Min

**Problem B**

**Questions based on Inventory**

Answer the following questions based on a dataset detailing inventory. You are to use Excel to answer the questions. In your answer, write down the Excel function(s) that you have used. The explanation of what the fields mean is given below.

**What the fields mean**

This is a set of inventory detailing items in stock, brand, days of supply and days unsold.

**Brand:** The brand

**Model:** The model number

**MSRP:** Manufacturer suggested retail price

**Days unsold:** Average number of days item is unsold

**Days of supply:** Estimation of how long a stock level of a certain material will be sufficient to match upcoming requirements.

**Questions:**

1. What is the MSRP of model SSC008P2?
2. What is the total number of items in stock of the Armani brand?
3. What brand does the model number YA127504 correspond to?
4. Which is the model number that has the third most number of items in stock?
5. How many items have a MSRP greater than $300?

ii. ascending order

Use a pivot table to do the ranking.

1. How many items have a MSRP lesser than $500 and items left in stock greater than 3?
2. Which two models would you liquidate? Why?
3. Consider the item whose model number is ADP6061. Would you mark the item up? Why or why not?
4. Based on the data, which item(s) would you restock and why?

**Recommended Excel Functions**

* VLookup
* SUMIFS
* INDEX + MATCH
* COUNTIFS
* Large
* Pivot Table
* Min