

UNICORN

Explore a unified dataset in Spreadsheets!

BUSINES REPORT

Somnath PODDAR



1. What was the city with the highest sales?

City	SUM of Sales
New York City	\$256,397.00
Los Angeles	\$175,857.00
Seattle	\$119,552.00
San Francisco	\$112,690.00
Philadelphia	\$109,085.00

2. What is the average discount given for all orders?

Grand Total	15.62%
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3. What is the most popular product among customers in the "Consumer" segment?

1	Product Name	COUNTA of Produ
2	Staple envelope	48
3	Staples	46
4	Easy-staple paper	46
5	Avery Non-Stick Binders	20
6	Staples in misc. colors	19
7	Staple remover	18
8	KI Adjustable-Height Table	18
9	Storex Dura Pro Binders	17
10	Staple-based wall hangings	16
11	Situations Contoured Foldin	15
12	Logitech 910-002974 M325	15
13	Global Wood Trimmed Mani	14
14	Global High-Back Leather T	14
15	GBC Premium Transparent	14
16	Eldon Wave Desk Accessor	14
17	Zipper Ring Binder Pockets	13
18	Wilson Jones Turn Tabs Bin	13
19	Staple holder	13
20	SAFCO Arco Folding Chair	13
21	Kingston Digital DataTravele	13
22	Ibico Plastic Spiral Binding C	13
23	Hot File 7-Pocket, Floor Sta	13
24	GBC Instant Report Kit	13
25	Chromcraft Round Conferer	13
26	Avery File Folder Labels	13
27	ACCOHIDE 3-Ring Binder I	13

Rows

Add

Product Name

Order Descen... Sort by COUNT...

Show totals

Columns

Add

Values

Add

Product Name

Summarize by COUN... Show as Default

Filters

Add

Segment

Status Showing all items

Order Date

Order ID

Quantity

Customer Name

Segment

Product Name

Category

Manufacturer

City

State

Region

Ship Date

Ship Mode

Discount

Profit

Profit Ratio

Sales

4. What is the total profit made for the "Office Supplies" category?

Category	SUM of Profit
Furniture	\$18,444.00
Office Supplies	\$122,474.00
Technology	\$145,429.00
Grand Total	\$286,347.00

5. Who is the customer who has made the most purchases? (Hint: use the "Order ID" column to answer the question.)

Customer Name	COUNTA of Order
William Brown	37
Paul Prost	34
Matt Abelman	34
John Lee	34
Seth Vernon	32
Jonathan Doherty	32
Edward Hooks	32
Chloris Kastensmidt	32
Zuschuss Carroll	31
Emily Phan	31
Arthur Prichep	30
Lena Cacioppo	30
Sally Hughsby	29
Ken Lonsdale	29
Greg Tran	29
Dean percer	29
Brian Moss	29
Xylona Preis	28
Kunst Miller	28
Keith Dawkins	28
Clay Ludtke	28
Chris Selesnick	28
Damala Kotsonis	27
Ben Ferrer	27
Steven Cartwright	26
Patrick Gardner	26

6. What state made the most profit?

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State	SUM of Profit
California	\$76,368.00
New York	\$74,020.00
Washington	\$33,390.00
Michigan	\$24,458.00
Virginia	\$18,600.00
Indiana	\$18,382.00
Georgia	\$16,247.00
Kentucky	\$11,202.00
Minnesota	\$10,828.00
Delaware	\$9,979.00
New Jersey	\$9,771.00
Wisconsin	\$8,400.00
Rhode Island	\$7,286.00
Maryland	\$7,032.00
Massachusetts	\$6,782.00
Missouri	\$6,435.00
Alabama	\$5,785.00
Oklahoma	\$4,852.00
Arkansas	\$4,006.00
Connecticut	\$3,510.00
Nevada	\$3,316.00
Mississippi	\$3,172.00
Utah	\$2,546.00
Vermont	\$2,247.00
Louisiana	\$2,194.00
Nebraska	\$2,038.00

Pivot table editor

store_data1A1:Q9995

Suggested

Rows

State

Order Descen... Sort by SUM of ...

Show totals

Columns

Values

Profit

Summarize by SUM Show as Default

Filters

Order Date
Order ID
Quantity
Customer Name
Segment
Product Name
Category
Manufacturer
City
State
Region
Ship Date
Ship Mode
Discount
Profit
Profit Ratio
Sales

7. How many orders were shipped via "Standard Class" ship mode?

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Ship Mode	COUNTA of Order
Standard Class	5968
Second Class	1945
First Class	1538
Same Day	543
Grand Total	9994

Pivot table editor

store_data1A1:Q9995

Suggested

Rows

Ship Mode

Order Descen... Sort by COUNTA...

Show totals

Columns

Values

Order ID

Summarize by COUNTA Show as Default

Filters

Order Date
Order ID
Quantity
Customer Name
Segment
Product Name
Category
Manufacturer
City
State
Region
Ship Date
Ship Mode
Discount
Profit
Profit Ratio
Sales

8. Which region had the highest sales in the month of June?

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Region	SUM of Sales
West	\$60,894.00
East	\$56,450.00
Central	\$32,975.00
South	\$18,241.00
Grand Total	\$168,560.00

Pivot table editor

Suggested

Rows

Region

Order Descen... Sort by SUM of...

Show totals

Columns

Values

Sales

Summarize by SUM Show as Default

Filters

Ship Month

Status Showing 1 item

Order Month
Order Date
Order Year
Customer Name
Segment
Product Name
Category
Manufacturer
City
State
Region
Ship Month
Ship Date
Ship Year
Profit
Profit Ratio
Sales

9. Calculate the price per unit of each product (before discounts), and put it in a separate column. What's the most expensive product?

Hint: use the quantity, sales, and discount columns.

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Product Name	MAX of Price without Discount
Cisco TelePresence System EX90 Videoconferencing Unit	\$7,546.00
Cubify CubeX 3D Printer Triple Head Print	\$4,000.00
Canon imageCLASS 2200 Advanced Copier	\$3,500.00
Cubify CubeX 3D Printer Double Head Print	\$3,000.00
Canon imageCLASS MF7460 Monochrome Digital Laser Multifunction Copier	\$1,996.00
Ibico EPK-21 Electric Binding System	\$1,890.00
HP DesignJet T520 Inkjet Large Format Printer - 24" Color	\$1,750.00
Lexmark MX611dhe Monochrome Laser Printer	\$1,700.00
High Speed Automatic Electric Letter Opener	\$1,637.67
Okidata MB760 Printer	\$1,399.17
GBC DocuBind P400 Electric Binding System	\$1,361.25
3D Systems Cube Printer, 2nd Generation, White	\$1,300.00
3D Systems Cube Printer, 2nd Generation, Magenta	\$1,300.00
Fellowes PB500 Electric Punch Plastic Comb Binding Machine with Manual Bind	\$1,271.67
Zebra ZM400 Thermal Label Printer	\$1,161.00
GBC DocuBind TL300 Electric Binding System	\$897.22
Riverside Palais Royal Lawyers Bookcase, Royale Cherry Finish	\$881.18
Martin Yale Chadless Opener Electric Letter Opener	\$833.00
Bady BDG101FRU Card Printer	\$800.00
GBC Ibimaster 500 Manual ProClick Binding System	\$761.67
HON 5400 Series Task Chairs for Big and Tall	\$701.25
Canon PC1060 Personal Laser Copier	\$700.00
Canon Imageclass D680 Copier / Fax	\$700.00
Ativa V4110MDD Micro-Cut Shredder	\$700.00
Cisco CP-7937G Unified IP Conference Station Phone	\$696.00

Pivot table editor

store_data!1:19409

Suggested

Rows

Product Name

Order Descen... Sort by MAX of ...

Show totals

Columns

Values

Price without Discount

Summarize by MAX Show as Default

Filters

Order Month
Order Date
Order Year
Order ID
Quantity
Customer Name
Segment
Product Name
Category
Manufacturer
City
State
Region
Ship Month
Ship Date
Ship Year
Ship Month

10. Create a pivot table that shows the total sales for each manufacturer and category combination. In the "Technology" category, which manufacturer had the second highest sales?

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Manufacturer	SUM of Sales
Other	\$123,509.00
Canon	\$107,506.00
Logitech	\$67,375.00
Hewlett-Packard	\$59,434.00
Cisco	\$52,523.00
Samsung	\$46,664.00
Plantronics	\$37,905.00
Polycom	\$25,899.00
Panasonic	\$20,496.00
Apple	\$19,492.00
Cubify	\$19,100.00
Okidata	\$17,111.00
3D Systems	\$16,640.00
Zebra	\$13,457.00
AT&T	\$13,323.00
Sharp	\$10,800.00
Ativa	\$10,598.00
Motorola	\$10,315.00
Imation	\$10,105.00
Nortel	\$10,058.00
Razer	\$9,900.00
Mitel	\$9,816.00
GE	\$9,065.00
M...	\$8,382.00
	\$7,558.00

Pivot table editor

Suggested

Rows

Manufacturer

Order Descen... Sort by SUM of...

Show totals

Columns

Values

Sales

Summarize by SUM Show as Default

Filters

Category

Status Showing 1 item

Order Month
Order Date
Order Year
Order ID
Quantity
Customer Name
Segment
Product Name
Category
Manufacturer
City
State
Region
Ship Month
Ship Date
Ship Year
Ship Mode

11. Create a new column that calculates the profit margin for each order (*hint: profit/sales*). What's the profit margin average?

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Order ID	AVERAGE of Profit Margin
CA-2015-101147	-300%
CA-2018-165099	-400%
Grand Total	12%

Pivot table editor

store_data1:1:19409

Suggested

Rows

Order ID

Order Descen... Sort by AVERAG...

Show totals

Columns

Values

Profit Margin

Summarize by AVERA... Show as Default

Filters

Order Month
Order Date
Order Year
Order ID
Quantity
Customer Name
Segment
Product Name
Category
Manufacturer
City
State
Region
Ship Month
Ship Date
Ship Year
Ship Mode

12. Use a VLOOKUP function to create a new column that shows the product sub-category for each product based on the separate sub-category sheet. What is the subcategory of “Xerox 1887”?

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13267 =VLOOKUP(H3267,'Sub_categories'!\$A\$2:\$C\$1851,3,False)

	A	B	C	D	E	F	G	H	I	J	K	L
1	Order Mor	Order Date	Order Year	Order ID	Quantit	Customer N.	Segment	Product Name	Vlookup Sub	Category	Manufacture	City
3267	4	17	2016	CA-2016-124653	7	David Bremer	Corporate	Xerox 1887	Paper	Office Supplies	Xerox	Rochester
3898	7	11	2018	CA-2018-160927	5	Tamara Manning	Consumer	Xerox 1887	Paper	Office Supplies	Xerox	Marion
3947	1	4	2015	CA-2015-100293	6	Neil Französisch	Home Office	Xerox 1887	Paper	Office Supplies	Xerox	Jacksonville
4321	10	10	2017	CA-2018-104927	5	Alex Grayson	Consumer	Xerox 1887	Paper	Office Supplies	Xerox	Houston
5348	7	3	2018	CA-2018-158722	3	Matt Abelman	Home Office	Xerox 1887	Paper	Office Supplies	Xerox	Philadelphia
5738	7	2	2016	CA-2016-137708	2	Nathan Gelder	Consumer	Xerox 1887	Paper	Office Supplies	Xerox	Los Angeles
7330	10	20	2018	US-2017-101497	1	Pamela Stobb	Consumer	Xerox 1887	Paper	Office Supplies	Xerox	Los Angeles
7830	8	27	2017	CA-2017-163328	1	Tracy Poddar	Corporate	Xerox 1887	Paper	Office Supplies	Xerox	Eugene

13. Create a new column that calculates the number of days between the order date and the ship date for each order. Create a conditional formatting “color scale” for this column, from greenish to reddish. What is the number of days for order id - “CA-2015-100363”?

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T9872 =S9872-D9872

	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X
1	Vlookup Sub	Category	Manufacture	City	State	Region	Ship Month	Ship Date	Ship Year	Ship Date	Date Differen	Ship Mode	Discount	Profit	Profit Ratio
7202	Paper	Office Supplies	Things To Do	Glendale	Arizona	West	1	11	2015	1/11/2015	5	Standard Class	20.00%	\$7.00	36.0
9872	Fasteners	Office Supplies	OIC	Glendale	Arizona	West	1	11	2015	1/11/2015	5	Standard Class	20.00%	\$1.00	35.0

14. Use the INDEX and MATCH functions to create a new column that shows the shipping cost for each order based on the separate shipping prices sheet. Assume that quantity or weight doesn’t matter. What is the shipping price for order id “CA-2015-100678”?

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=INDEX(shipping_prices!\$C\$1:\$F\$1229,MATCH(store_data!N1804,shipping_prices!\$A\$1:\$A3031,0),MATCH(V1804,shipping_prices!\$C\$1:\$F\$1,0))

	A	B	C	D	E	F	G	H	I	J	K
	Order Mor	Order Dat	Order Year	Order Date	Order ID	SHIPPING COST	Quantit	Customer N	Segment	Product Name	Vlookup Sub
1	6	2015	1/6/2015	CA-2015-100678	11.99	3	Kunst Miller	Consumer	DMI Arturo Collection Mission-style Design Wood Chair	Chairs	
1	6	2015	1/6/2015	CA-2015-100678	11.99	3	Kunst Miller	Consumer	Kensington Expert Mouse Optical USB Trackball for PC or Mac	Accessories	
1	6	2015	1/6/2015	CA-2015-100678	11.99	3	Kunst Miller	Consumer	Cameo Buff Policy Envelopes	Envelopes	
1	6	2015	1/6/2015	CA-2015-100678	11.99	2	Kunst Miller	Consumer	Prang Dustless Chalk Sticks	Art	

Add1000more rows at bottom.

15. Create a new column that concatenates the customer's name, city, and state into a single string for each order. Select the correct result for CA-2015-100090.

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$\text{CONCATENATE(H1159, ",", O1159, ",", P1159)}$

Order Month	Order Date	Order Year	Order Date	Order ID	SHIPPING COST	Quantity	Customer Name	CONCAT NAME	Segment	Product Name
1	4	2015	1/4/2015	CA-2015-100090	10.99	3	Ed Braxton	Ed Braxton, San Francisco, Calif	Corporate	Hon 2111 Invitation Series Corner Table
1	4	2015	1/4/2015	CA-2015-100090	10.99	6	Ed Braxton	Ed Braxton, San Francisco, Calif	Corporate	Wilson Jones Ledger-Size, Piano-Hinge Binder, 2", Blue

Add 1000 more rows at bottom.

16. Use the IFS function to create a new column that categorizes each order as "High," "Low" or "Loss" based on profit and sales criteria. Profit is considered to be "high" if: Sales are above 200 and profit is above 20 If profit is above 40. Otherwise: If the profit is above 0 but below 20, this is categorized as "low" If the profit is below 0, this is categorized as "loss." Use conditional formatting to colour the columns with the values "high" in green and the value "loss" in red. How many "losses" do you have?

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$\text{IFS(AND(AA2 > 200, Y2 > 20), "High", Y2 > 40, "High", Y2 > 0, "Low", Y2 <= 0, "Loss")}$

Ship Month	Ship Date	Ship Year	Ship Date	Date Difference	Ship Mode	Discount	Profit	Profit Ratio	Sales	per unit with discount	Price without	P&L	Profit Margin
8	21	2016	8/21/2016	0	Same Day	80.00%	-\$2.00	-170.00%	\$1.00	\$0.50	\$2.50	Loss	-200%
10	5	2016	10/5/2016	9	Standard Class	20.00%	\$0.00	16.00%	\$1.00	\$1.00	\$1.25	Loss	0%
12	22	2016	12/22/2016	10	Standard Class	20.00%	\$0.00	11.00%	\$1.00	\$1.00	\$1.25	Loss	0%
8	12	2017	8/12/2017	5	Standard Class	80.00%	-\$2.00	-170.00%	\$1.00	\$0.50	\$2.50	Loss	-200%
9	10	2017	9/10/2017	4	Standard Class	80.00%	-\$1.00	-160.00%	\$1.00	\$1.00	\$5.00	Loss	-100%
9	16	2017	9/16/2017	5	Standard Class	80.00%	-\$2.00	-160.00%	\$1.00	\$0.25	\$1.25	Loss	-200%
10	21	2017	10/21/2017	1	Standard Class	80.00%	-\$2.00	-155.00%	\$1.00	\$0.50	\$2.50	Loss	-200%
12	6	2017	12/6/2017	0	Same Day	80.00%	-\$2.00	-165.00%	\$1.00	\$0.50	\$2.50	Loss	-200%
12	20	2017	12/20/2017	0	Same Day	80.00%	-\$1.00	-170.00%	\$1.00	\$1.00	\$5.00	Loss	-100%
12	31	2017	12/31/2017	2	First Class	0.00%	\$0.00	44.00%	\$1.00	\$1.00	\$1.00	Loss	0%
5	25	2018	5/25/2018	5	First Class	70.00%	-\$1.00	-83.00%	\$1.00	\$0.50	\$1.67	Loss	-100%
8	4	2018	8/4/2018	4	Standard Class	80.00%	-\$2.00	-165.00%	\$1.00	\$1.00	\$5.00	Loss	-200%
8	12	2018	8/12/2018	5	First Class	80.00%	-\$4.00	-270.00%	\$1.00	\$0.50	\$2.50	Loss	-400%
9	15	2018	9/15/2018	0	Same Day	80.00%	-\$1.00	-160.00%	\$1.00	\$1.00	\$5.00	Loss	-100%
10	14	2018	10/14/2018	1	Second Class	80.00%	-\$2.00	-155.00%	\$1.00	\$1.00	\$5.00	Loss	-200%
10	26	2018	10/26/2018	3	Standard Class	80.00%	-\$2.00	-170.00%	\$1.00	\$0.50	\$2.50	Loss	-200%
12	2	2018	12/2/2018	11	Standard Class	70.00%	-\$1.00	-73.00%	\$1.00	\$0.50	\$1.67	Loss	-100%
12	2	2018	12/2/2018	8	Standard Class	80.00%	-\$1.00	-250.00%	\$1.00	\$1.00	\$5.00	Loss	-100%
12	3	2018	12/3/2018	1	First Class	80.00%	-\$2.00	-155.00%	\$1.00	\$0.33	\$1.67	Loss	-200%
1	2	2019	1/2/2019	9	Second Class	70.00%	-\$1.00	-83.00%	\$1.00	\$0.50	\$1.67	Loss	-100%

Add 1000 more rows at bottom.

store_data Pivot Table 7 Sub categories shipping_prices Pivot Table 6 Count: 2,029

In a new sheet, create a dropdown of category and product which returns the price for a unit (which you previously solved in exercise 9.)

Hint:

In order to make your job easier and for it to look cleaner, you should first define "named ranges" for every column you will use - product name, category, unit price.

Create a drop-down list of categories:

In a separate cell, use data validation to create a drop-down list of categories, using the category column in your data as the source.

In the data validation criteria, use "Dropdown (from a range)" and put the named range of your category column in there.

In a separate sheet, use the "filter" function to filter the products based on your chosen category. Give this a named range too.

Create a drop-down list of product names based on the selected category; use this name range you have created in the separate sheet.

Use the INDEX MATCH function to find the corresponding product unit price. You could use this structure:
`=INDEX(unit_price, MATCH(1, (category=The_category_cell)*(product_name=The_product_cell), 0), 1)`

Note: Unit_price, category, and product_name are named ranges.

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fx =INDEX(UNIT_PRICE, MATCH(1, (CATEGORY=C3)*(PRODUCT_NAME=D3), 0), 1)

A	B	C	D	E	F
		CATEGORY	PRODUCT NAME	PRICE	
		Furniture	Ultra Door Push Plate	\$4.9107	



TITLE HEADING

Executive Summary

To get started right away, just tap any placeholder text (such as this) and start typing to replace it with your own.

Some of the sample text in this document indicates the name of the style applied, so that you can easily apply the same formatting again. For example, this is the Content style.