## **UNICORN**

**Explore a unified dataset in Spreadsheets!** 

## BUSINES REPORT

**Somnath PODDAR** 

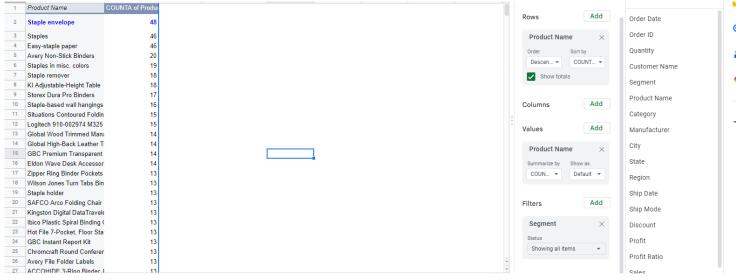
#### 1. What was the city with the highest sales?

City	SUM of Sales
New York City	<b>\$2</b> 56,397.00
Los Angeles	\$175,857.00
Seattle	\$119,552.00
San Francisco	\$112,690.00
Philadelphia	\$109,085.00

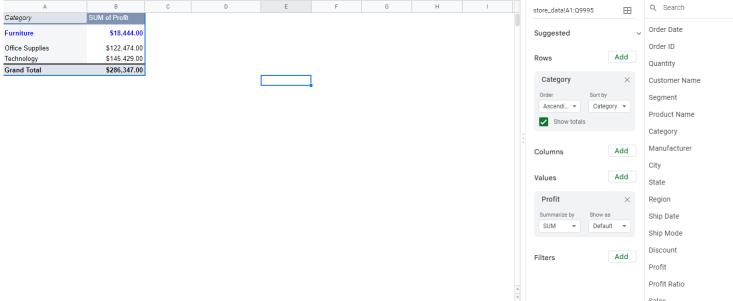
#### 2. What is the average discount given for all orders?

Grand Total	15.62%

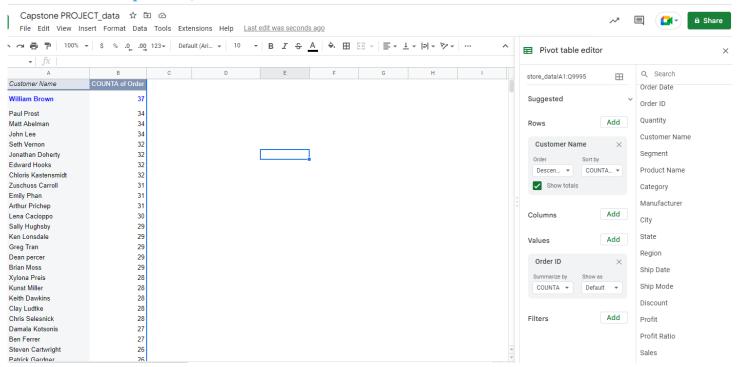
#### 3. What is the most popular product among customers in the "Consumer" segment?



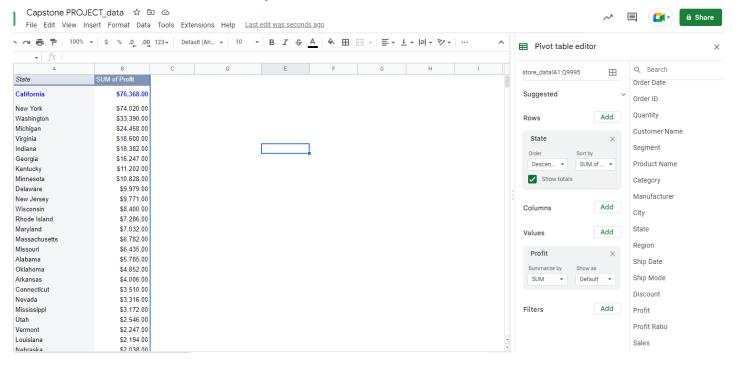




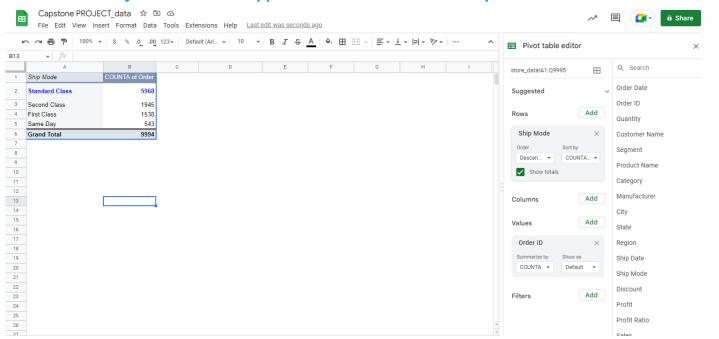
## 5. Who is the customer who has made the most purchases? (*Hint: use the "Order ID column to answer the question.*)



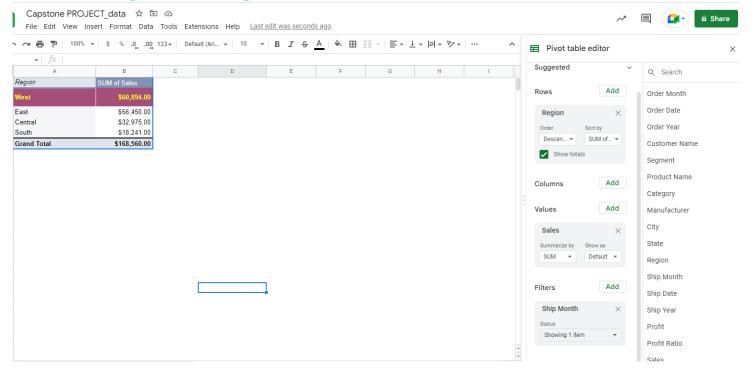
#### 6. What state made the most profit?



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

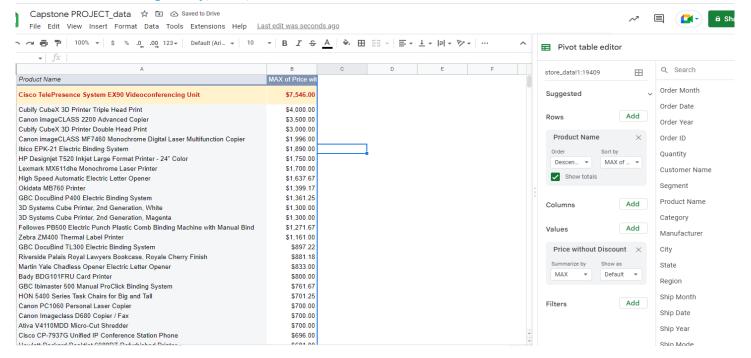




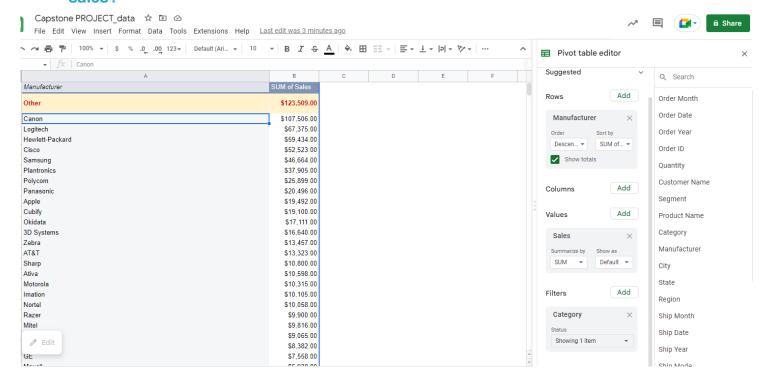


9. Calculate the price per unit of each product (before discounts), and put it in a separate column. What's the most expensive product?

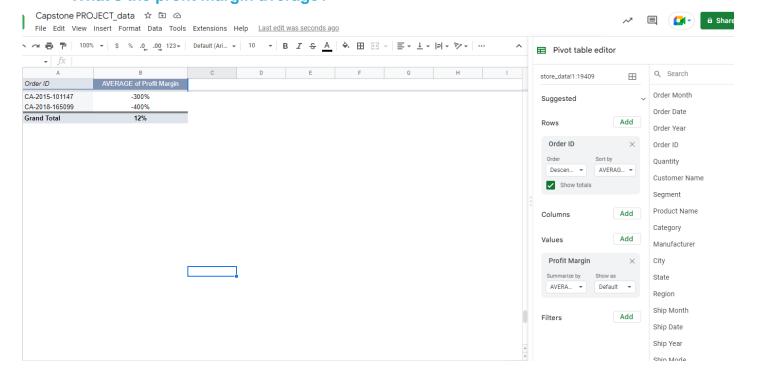
Hint: use the quantity, sales, and discount columns.



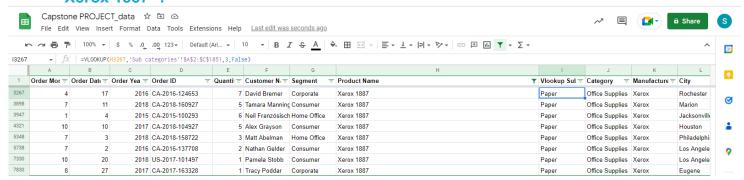
10. Create a pivot table that shows the total sales for each manufacturer and category combination. In the "Technology" category, which manufacturer had the second highest sales?



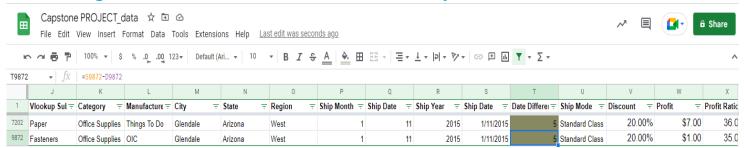
11. Create a new column that calculates the profit margin for each order (*hint: profit/sales*). What's the profit margin average?



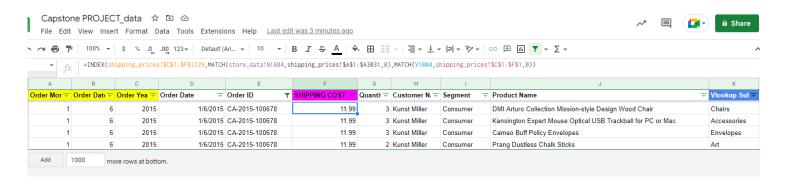
12. Use a VLOOKUP function to create a new column that shows the product sub-category for each product based on the separate sub-category sheet. What is the subcategory of "Xerox 1887"?



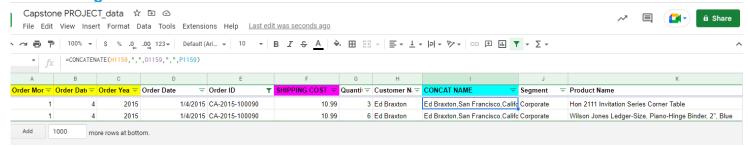
13. Create a new column that calculates the number of days between the order date and the ship date for each order. Create a conditional formatting "color scale" for this column, from greenish to reddish. What is the number of days for order id - "CA-2015-100363"?



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"?



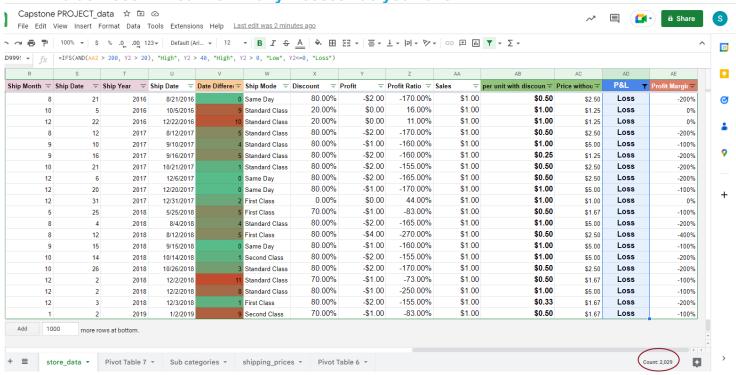
15. Create a new column that concatenates the customer's name, city, and state into a single string for each order. Select the correct result for CA-2015-100090.



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?



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)						
Α	В	С	D	Е	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.