



# Analyzing the Impact of Car Features

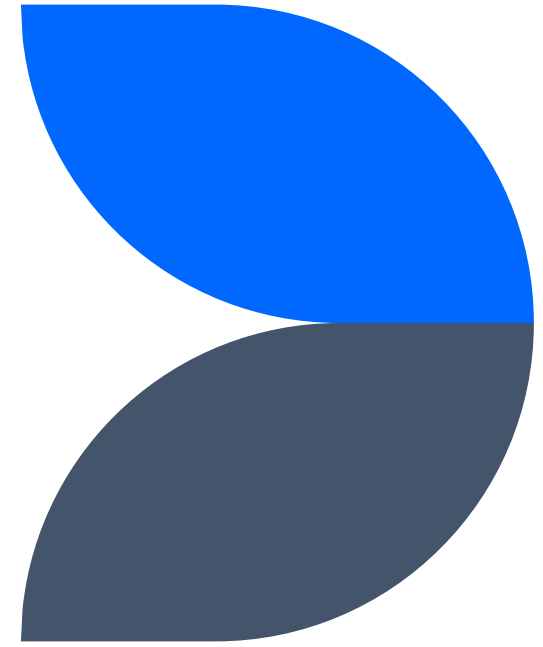
Sanjana Kumari Yadav



# Description

This problem could be approached by analyzing the relationship between a car's features, market category, and pricing, and identifying which features and categories are most popular among consumers and most profitable for the manufacturer. By using data analysis techniques such as regression analysis and market segmentation, the manufacturer could develop a pricing strategy that balances consumer demand with profitability, and identify which product features to focus on in future product development efforts. This could help the manufacturer improve its competitiveness in the market and increase its profitability over time.

**Tasks: Analysis**



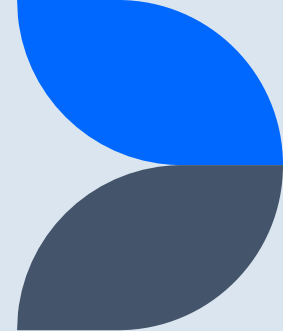
# Task 1

**Insight Required:** How does the popularity of a car model vary across different market categories?

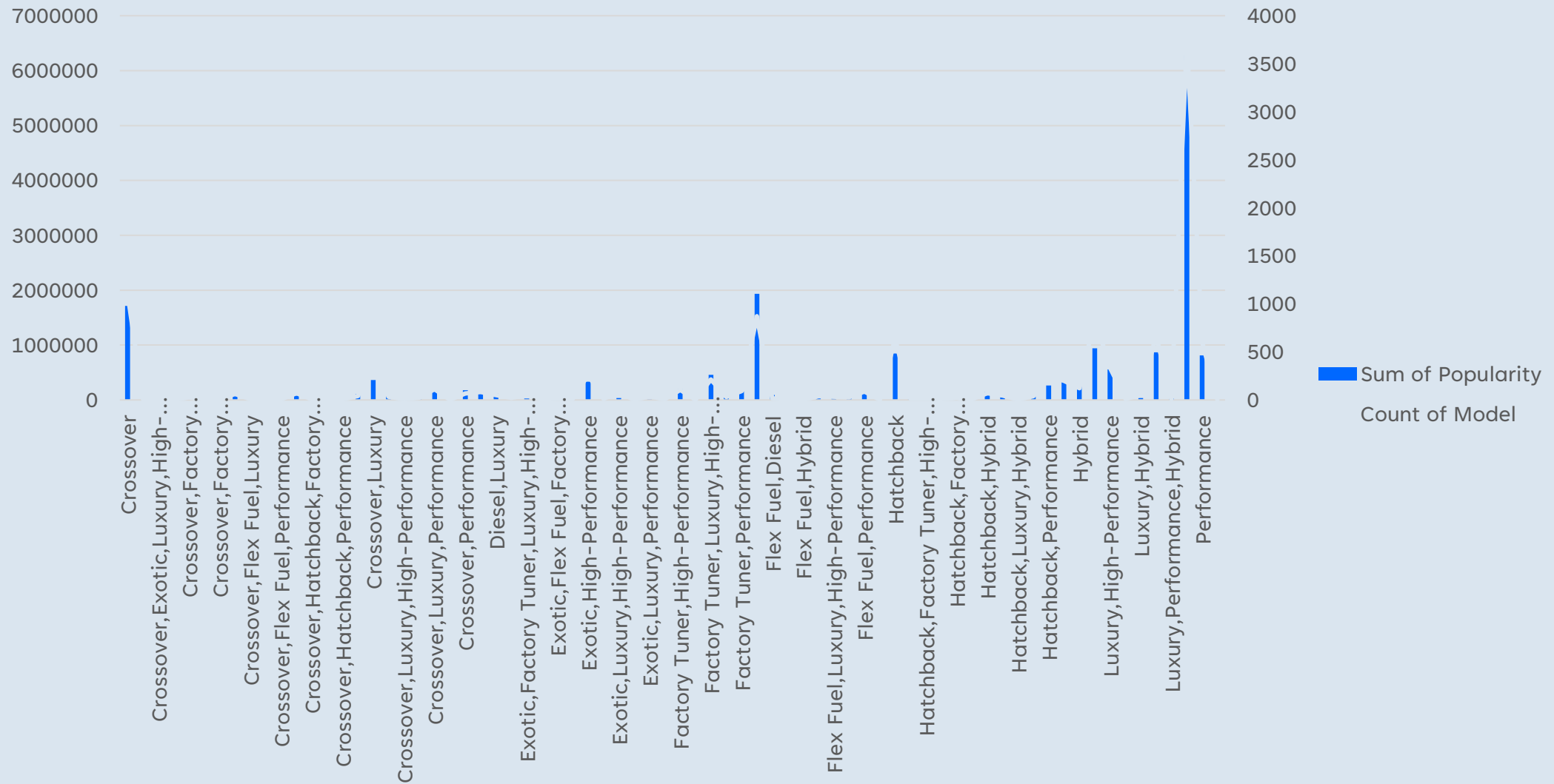
- Task 1.A:** Create a pivot table that shows the number of car models in each market category and their corresponding popularity scores.

**Task 1.B:** Create a combo chart that visualizes the relationship between market category and popularity.

**Approach:** In this task, we use pivot table to analysis the data and insert the chart using given Data.





## Relationship between market category and popularity



| Row Labels                                      | Sum of Popularity | Count of Model |
|---|-------------------|----------------|
| Crossover                                       | 1715242           | 1110           |
| Crossover,Diesel                                | 6111              | 7              |
| Crossover,Exotic,Luxury,High-Performance        | 238               | 1              |
| Crossover,Exotic,Luxury,Performance             | 238               | 1              |
| Crossover,Factory Tuner,Luxury,High-Performance | 47410             | 26             |
| Crossover,Factory Tuner,Luxury,Performance      | 13037             | 5              |
| Crossover,Factory Tuner,Performance             | 840               | 4              |
| Crossover,Flex Fuel                             | 132720            | 64             |
| Crossover,Flex Fuel,Luxury                      | 11732             | 10             |
| Crossover,Flex Fuel,Luxury,Performance          | 9744              | 6              |
| Crossover,Flex Fuel,Performance                 | 33942             | 6              |
| Crossover,Hatchback                             | 120650            | 72             |
| Crossover,Hatchback,Factory Tuner,Performance   | 12054             | 6              |
| Crossover,Hatchback,Luxury                      | 1428              | 7              |
| Crossover,Hatchback,Performance                 | 12054             | 6              |
| Crossover,Hybrid                                | 107662            | 42             |
| Crossover,Luxury                                | 362665            | 410            |
| Crossover,Luxury,Diesel                         | 73080             | 34             |
| Crossover,Luxury,High-Performance               | 9335              | 9              |
| Crossover,Luxury,Hybrid                         | 15142             | 24             |
| Crossover,Luxury,Performance                    | 151968            | 113            |
| Crossover,Luxury,Performance,Hybrid             | 7832              | 2              |
| Crossover,Performance                           | 178431            | 69             |

### PivotTable Fields

Choose fields to add to report: 

Search 

- ☐ Make
- ☒ **Model**
- ☐ Year
- ☐ Engine Fuel Type
- ☐ Engine HP
- ☐ Engine Cylinders
- ☐ Transmission Type
- ☐ Driven\_Wheels
- ☐ Number of Doors
- ☒ **Market Category**
- ☐ Vehicle Size
- ☐ Vehicle Style
- ☐ highway MPG
- ☐ city mpg
- ☒ **Popularity**
- ☐ MSRP

More Tables...

Drag fields between areas below:

**Filters**

**Columns**  
Σ Values

**Rows**  
Market Category

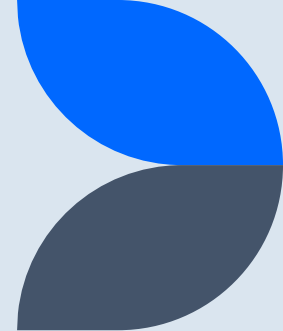
**Σ Values**  
Sum of Popularity  
Count of Model

# Task 2

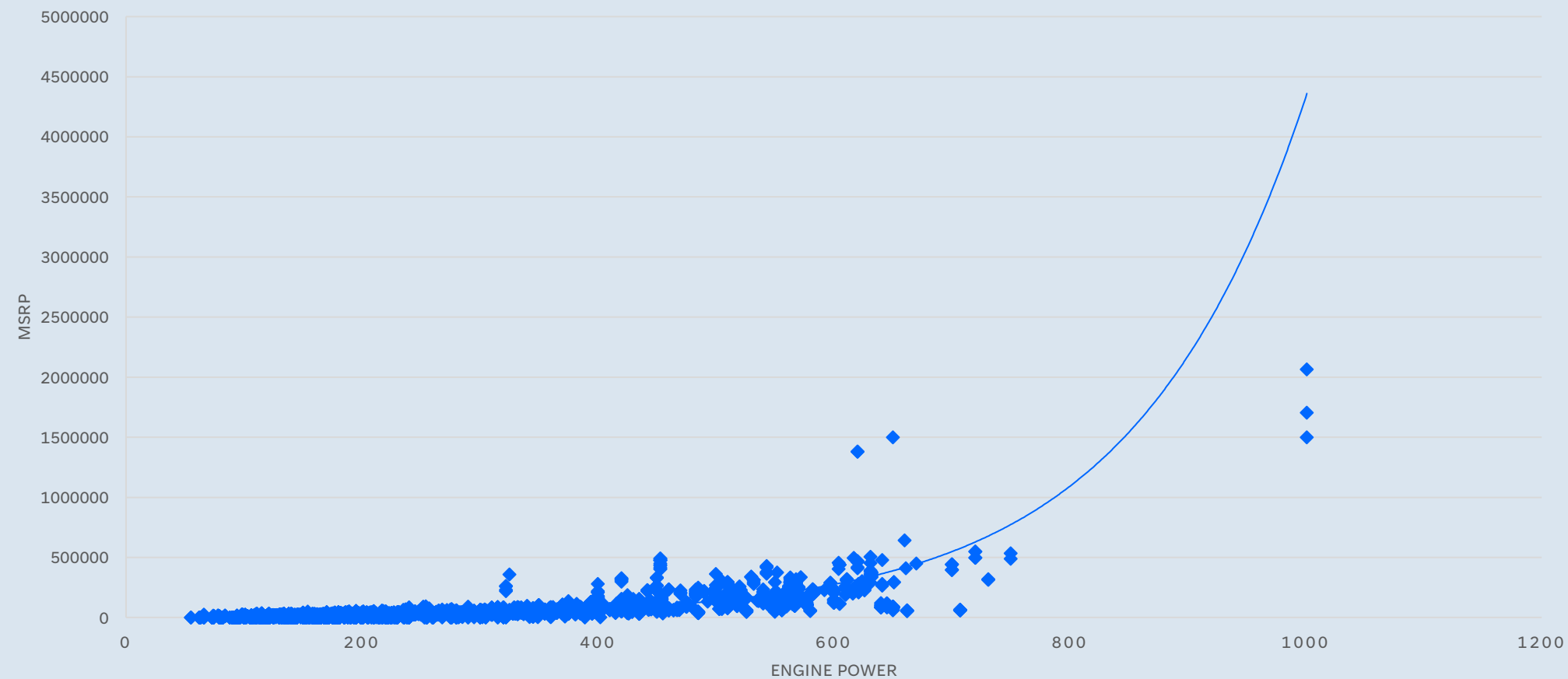
**Insight Required:** What is the relationship between a car's engine power and its price?

**Task 2:** Create a scatter chart that plots engine power on the x-axis and price on the y-axis. Add a trendline to the chart to visualize the relationship between these variables.

**Approach:** Plot the chart using the given data.



RELATIONSHIP BETWEEN A CAR ENGINE POWER AND PRICE



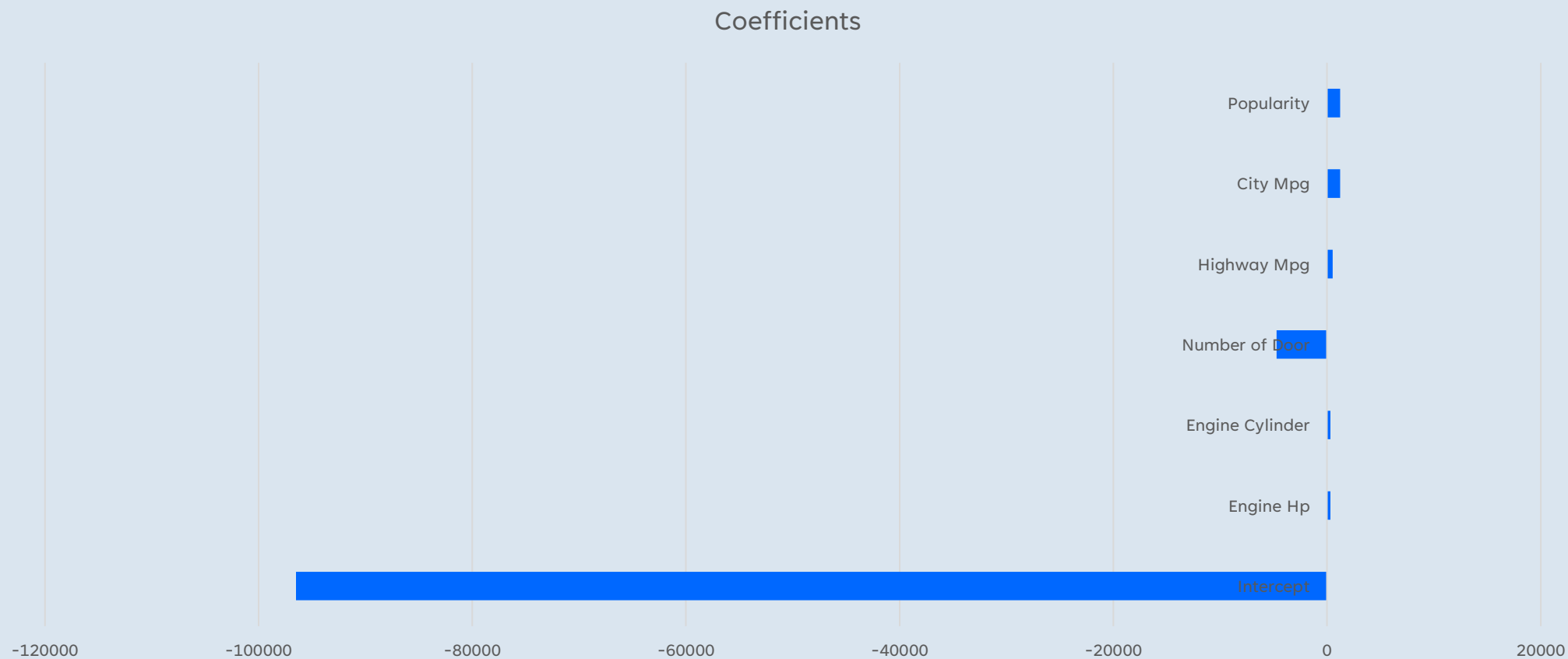
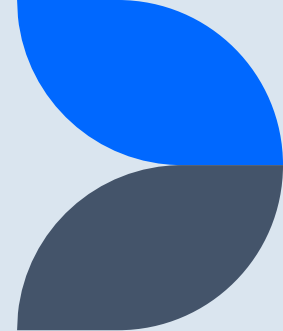


# Task 3

**Insight Required:** Which car features are most important in determining a car's price?

**Task 3:** Use regression analysis to identify the variables that have the strongest relationship with a car's price. Then create a bar chart that shows the coefficient values for each variable to visualize their relative importance.

**Approach:** Here we use Data Analysis tool which located in tool bar.



|                              |                     |                       |               |                |                       |                  |                    |                    |  |
|------------------------------|---------------------|-----------------------|---------------|----------------|-----------------------|------------------|--------------------|--------------------|--|
| SUMMARY OUTPUT               |                     |                       |               |                |                       |                  |                    |                    |  |
| <i>Regression Statistics</i> |                     |                       |               |                |                       |                  |                    |                    |  |
| Multiple R                   | 0.685314933         |                       |               |                |                       |                  |                    |                    |  |
| R Square                     | 0.469656558         |                       |               |                |                       |                  |                    |                    |  |
| Adjusted R Square            | 0.469387052         |                       |               |                |                       |                  |                    |                    |  |
| Standard Error               | 43909.88965         |                       |               |                |                       |                  |                    |                    |  |
| Observations                 | 11814               |                       |               |                |                       |                  |                    |                    |  |
| ANOVA                        |                     |                       |               |                |                       |                  |                    |                    |  |
|                              | <i>df</i>           | <i>SS</i>             | <i>MS</i>     | <i>F</i>       | <i>Significance F</i> |                  |                    |                    |  |
| Regression                   | 6                   | 2.01599E+13           | 3.36E+12      | 1742.655       | 0                     |                  |                    |                    |  |
| Residual                     | 11807               | 2.27648E+13           | 1928078409    |                |                       |                  |                    |                    |  |
| Total                        | 11813               | 4.29247E+13           |               |                |                       |                  |                    |                    |  |
|                              | <i>Coefficients</i> | <i>Standard Error</i> | <i>t Stat</i> | <i>P-value</i> | <i>Lower 95%</i>      | <i>Upper 95%</i> | <i>Lower 95.0%</i> | <i>Upper 95.0%</i> |  |
| Intercept                    | -96501.08874        | 3687.922772           | -26.166787    | 9.3E-147       | -103730               | -89272.2         | -103730            | -89272.2           |  |
| 335                          | 323.0750333         | 5.980356771           | 54.0227023    | 0              | 311.3525              | 334.7975         | 311.3525           | 334.7975           |  |
| 6                            | 323.0750333         | 437.1009686           | 16.2821057    | 5.79E-59       | 6260.134              | 7973.714         | 6260.134           | 7973.714           |  |
| 2                            | -4724.977031        | 463.4755928           | -10.194662    | 2.64E-24       | -5633.47              | -3816.49         | -5633.47           | -3816.49           |  |
| 26                           | 533.9815012         | 105.2017563           | 5.07578505    | 3.92E-07       | 327.7687              | 740.1943         | 327.7687           | 740.1943           |  |
| 19                           | 1219.774915         | 121.3673361           | 10.0502734    | 1.14E-23       | 981.8749              | 1457.675         | 981.8749           | 1457.675           |  |
| 3916                         | 1219.774915         | 0.281354523           | -11.809347    | 5.29E-32       | -3.87411              | -2.77111         | -3.87411           | -2.77111           |  |

# Task 4

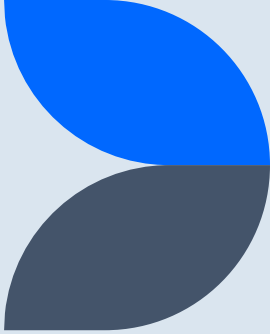
**Insight Required:** How does the average price of a car vary across different manufacturers?

•**Task 4.A:** Create a pivot table that shows the average price of cars for each manufacturer.

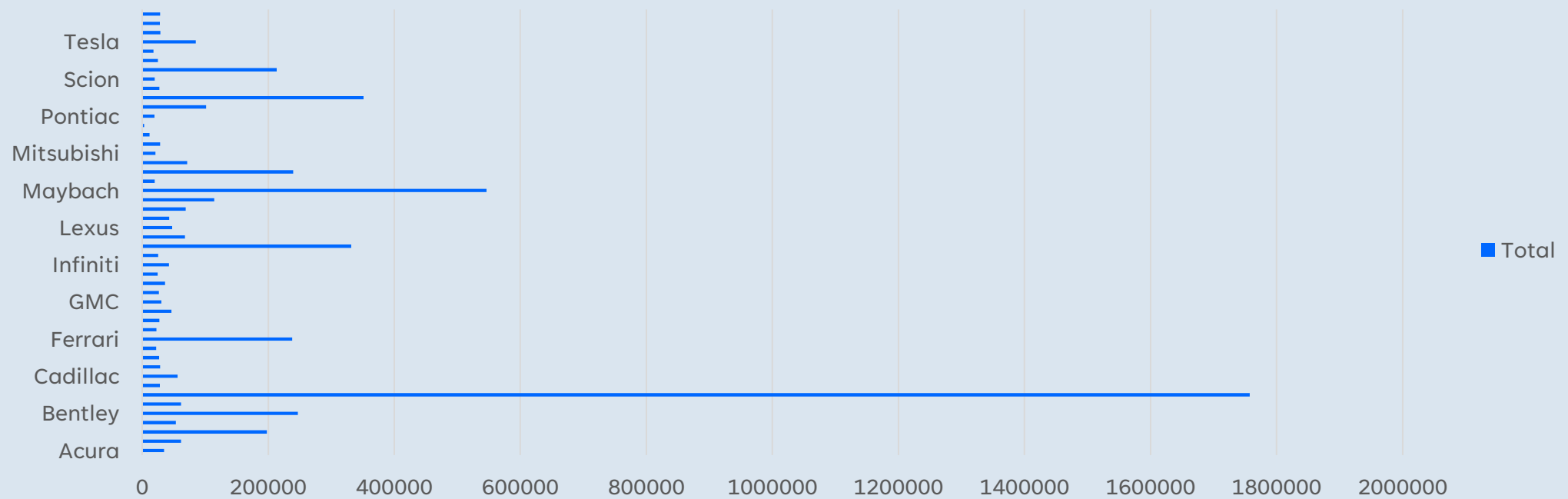
**Task 4.B:** Create a bar chart or a horizontal stacked bar chart that visualizes the relationship between manufacturer and average price.

**Approach:** Using pivot table and create bar chart using the data.

# Task 4



Relationship Between cars and Prices



# Task 4

| Row Labels   | Average of MSRP |
|--------------|-----------------|
| Acura        | 34887.5873      |
| Alfa Romeo   | 61600           |
| Aston Martin | 197910.3763     |
| Audi         | 53452.1128      |
| Bentley      | 247169.3243     |
| BMW          | 61546.76347     |
| Bugatti      | 1757223.667     |
| Buick        | 28206.61224     |
| Cadillac     | 56231.31738     |
| Chevrolet    | 28350.38557     |
| Chrysler     | 26722.96257     |
| Dodge        | 22390.05911     |
| Ferrari      | 238218.8406     |
| FIAT         | 22670.24194     |
| Ford         | 27399.26674     |
| Genesis      | 46616.66667     |
| GMC          | 30493.29903     |
| Honda        | 26674.34076     |
| HUMMER       | 36464.41176     |
| Hyundai      | 24597.0363      |
| Infiniti     | 42394.21212     |
| Kia          | 25310.17316     |
| Lamborghini  | 331567.3077     |
| Land Rover   | 67822.31678     |

### PivotTable Fields

Choose fields to add to report:

☒ **Make**  
☐ Model  
☐ Year  
☐ Engine Fuel Type  
☐ Engine HP  
☐ Engine Cylinders  
☐ Transmission Type  
☐ Driven\_Wheels  
☐ Number of Doors  
☐ Market Category  
☐ Vehicle Size  
☐ Vehicle Style  
☐ highway MPG  
☐ city mpg  
☐ Popularity  
☒ **MSRP**  
[More Tables...](#)

Drag fields between areas below:

**Filters**

**Columns**

**Rows**

Make

**Values**

Average of MSRP

☐ **Defer Layo...**

# Task 4

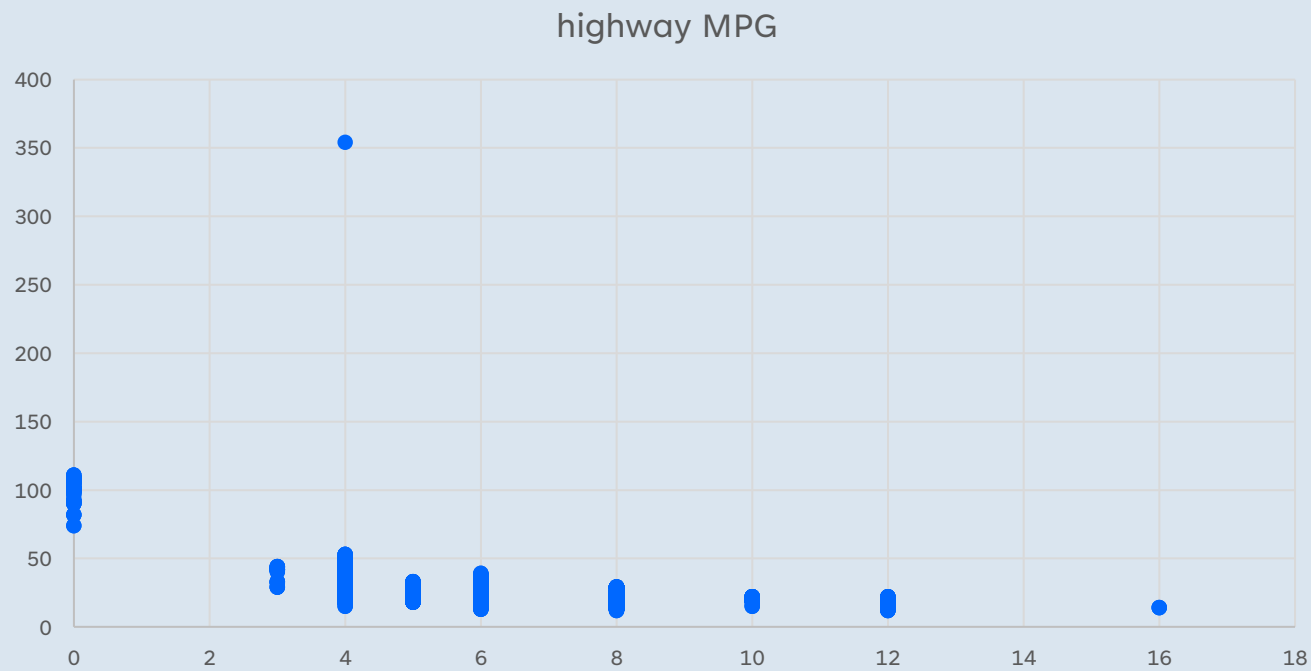
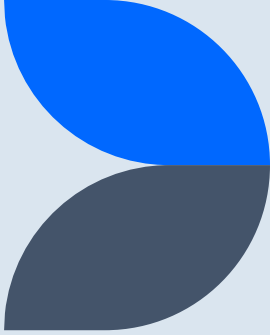
**Insight Required:** What is the relationship between fuel efficiency and the number of cylinders in a car's engine?

•**Task 5.A:** Create a scatter plot with the number of cylinders on the x-axis and highway MPG on the y-axis. Then create a trendline on the scatter plot to visually estimate the slope of the relationship and assess its significance.

**Task 5.B:** Calculate the correlation coefficient between the number of cylinders and highway MPG to quantify the strength and direction of the relationship.

**Approach:** `=CORREL(M2:M11915,F2:F11915)` is use to find the correlation.

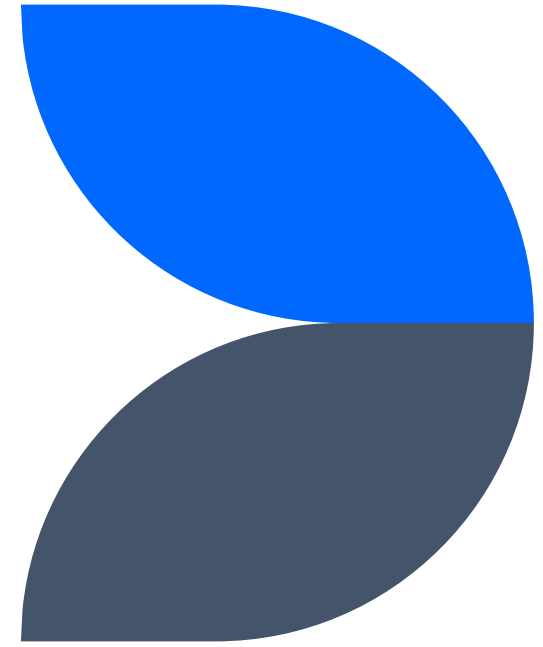
# Task 5



|             |          |  |
|-------------|----------|--|
| Correlation |          |  |
|             | Cylinder |  |
| Highway MPG | -0.62161 |  |
|             |          |  |



# Building the Dashboard



# Task 1

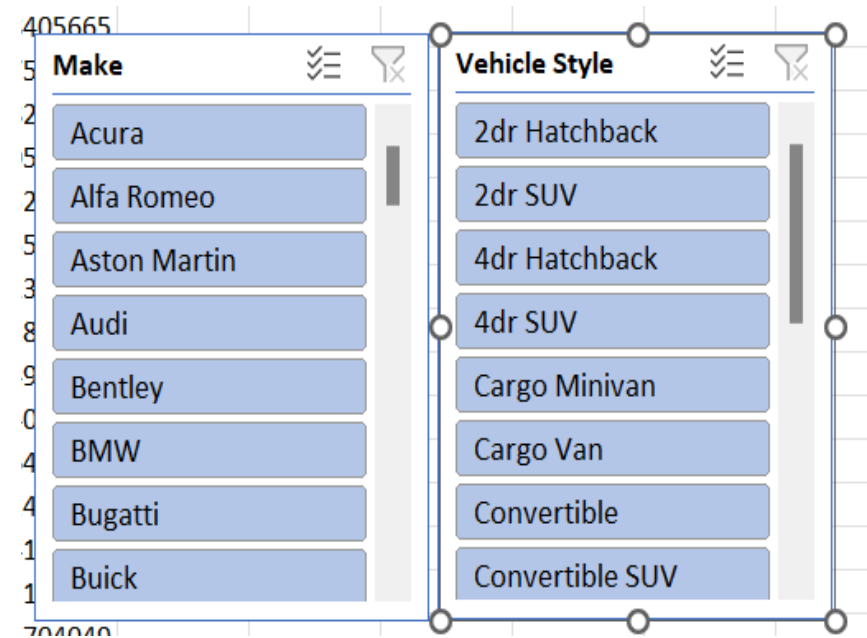
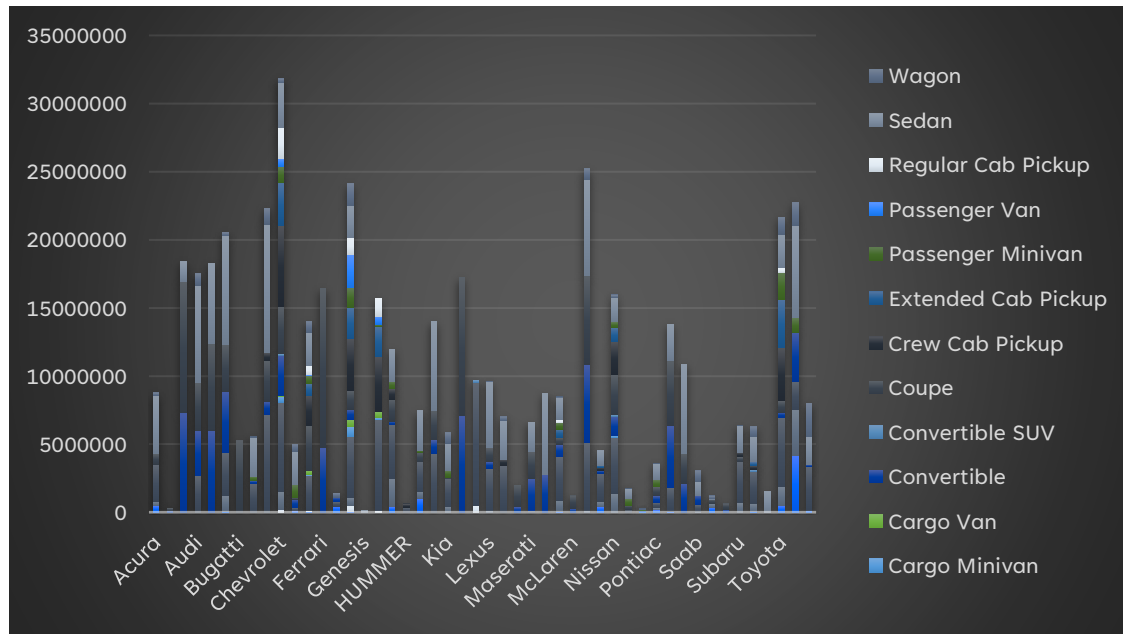
**Task 1:** How does the distribution of car prices vary by brand and body style?

**Hints:** Stacked column chart to show the distribution of car prices by brand and body style. Use filters and slicers to make the chart interactive. Calculate the total MSRP for each brand and body style using SUMIF or Pivot Tables.

**Approach:** Here we use pivot table and insert column chart.

|    | A            | B             | C       | D             | E       | F             | G         | H           | I               | J        | K               | L                   | M                 | N             | O                  | P     |
|----|--------------|---------------|---------|---------------|---------|---------------|-----------|-------------|-----------------|----------|-----------------|---------------------|-------------------|---------------|--------------------|-------|
| 4  | Row Labels   | 2dr Hatchback | 2dr SUV | 4dr Hatchback | 4dr SUV | Cargo Minivan | Cargo Van | Convertible | Convertible SUV | Coupe    | Crew Cab Pickup | Extended Cab Pickup | Passenger Minivan | Passenger Van | Regular Cab Pickup | Sedan |
| 5  | Acura        | 480917        |         | 357440        | 2663505 |               |           |             |                 | 793748   |                 |                     |                   |               |                    | 42947 |
| 6  | Alfa Romeo   |               |         |               |         |               |           | 129800      |                 | 178200   |                 |                     |                   |               |                    |       |
| 7  | Aston Martin |               |         |               |         |               |           | 7321655     |                 | 9635275  |                 |                     |                   |               |                    | 14487 |
| 8  | Audi         | 4000          |         |               | 2674900 |               |           | 3291405     |                 | 3556290  |                 |                     |                   |               |                    | 71583 |
| 9  | Bentley      |               |         |               |         |               |           | 6012870     |                 | 6356760  |                 |                     |                   |               |                    | 59209 |
| 10 | BMW          | 80097         |         | 1144950       | 3160950 |               |           | 4502671     |                 | 3419051  |                 |                     |                   |               |                    | 79893 |
| 11 | Bugatti      |               |         |               |         |               |           |             |                 | 5271671  |                 |                     |                   |               |                    |       |
| 12 | Buick        |               |         |               | 2141770 |               |           | 179325      |                 | 18534    |                 |                     | 330065            |               |                    | 28505 |
| 13 | Cadillac     |               |         |               | 7182555 |               |           | 985607      |                 | 2953574  | 599150          |                     |                   |               |                    | 94188 |
| 14 | Chevrolet    | 8000          | 213310  | 1287260       | 6569568 | 420150        | 78688     | 2953245     | 106300          | 3504525  | 5927617         | 3117951             | 1178515           | 607670        | 2260032            | 33039 |
| 15 | Chrysler     | 98805         |         |               | 250545  |               |           | 630105      |                 | 114510   |                 |                     | 922295            |               |                    | 24798 |
| 16 | Dodge        | 48000         | 44000   | 18000         | 2572405 | 60520         | 338497    | 12000       |                 | 3264627  | 2235775         | 864172              | 557425            | 70708         | 719408             | 24175 |
| 17 | Ferrari      |               |         |               |         |               |           | 4723811     |                 | 11713289 |                 |                     |                   |               |                    |       |
| 18 | FIAT         | 420715        |         |               | 369305  |               |           | 327965      |                 |          |                 |                     |                   |               |                    |       |
| 19 | Ford         | 36000         | 479873  | 567615        | 4482771 | 702400        | 566351    | 730007      |                 | 1398144  | 3812353         | 2285584             | 1411605           | 2431898       | 1299240            | 22993 |
| 20 | Genesis      |               |         |               |         |               |           |             |                 |          |                 |                     |                   |               |                    | 1398  |
| 21 | GMC          |               | 144319  |               | 6641919 | 142750        | 468085    |             |                 |          | 4062482         | 2183866             | 150630            | 603670        | 1306328            |       |
| 22 | Honda        | 413200        |         | 2088520       | 3953209 |               |           | 252135      |                 | 1588705  | 787720          |                     | 553185            |               |                    | 23401 |
| 23 | HUMMER       |               |         |               | 377490  |               |           |             |                 |          | 242405          |                     |                   |               |                    |       |
| 24 | Hyundai      | 1038050       |         | 528880        | 2128890 |               |           |             |                 | 724070   |                 |                     | 133075            |               |                    | 28995 |
| 25 | Infiniti     |               |         |               | 4340200 |               |           | 980050      |                 | 2175750  |                 |                     |                   |               |                    | 64940 |
| 26 | Kia          |               |         | 406960        | 2049645 |               |           |             |                 | 142630   |                 |                     | 494650            |               |                    | 19803 |
| 27 | Lamborghini  |               |         |               |         |               |           | 7064450     |                 | 10177050 |                 |                     |                   |               |                    |       |
| 28 | Land Rover   |               | 476394  |               | 9076595 |               |           |             | 145731          |          |                 |                     |                   |               |                    |       |

# Task 1



# Task 2

**Task 2:** Which car brands have the highest and lowest average MSRPs, and how does this vary by body style?

**Hints:** Clustered column chart to compare the average MSRPs across different car brands and body styles. Calculate the average MSRP for each brand and body style using AVERAGEIF or Pivot Tables.

| Row Labels   | Average of MSRP |
|--------------|-----------------|
| Acura        | 34887.5873      |
| Alfa Romeo   | 61600           |
| Aston Martin | 197910.3763     |
| Audi         | 53452.1128      |
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- ☒ Make
- ☐ Model
- ☐ Year
- ☐ Engine Fuel Type
- ☐ Engine HP
- ☐ Engine Cylinders
- ☐ Transmission Type
- ☐ Driven\_Wheels
- ☐ Number of Doors
- ☐ Market Category
- ☐ Vehicle Size
- ☐ Vehicle Style
- ☐ highway MPG
- ☐ city mpg
- ☐ Popularity
- ☒ MSRP

More Tables...

Drag fields between areas below:

**Filters**

**Columns**

**Rows**

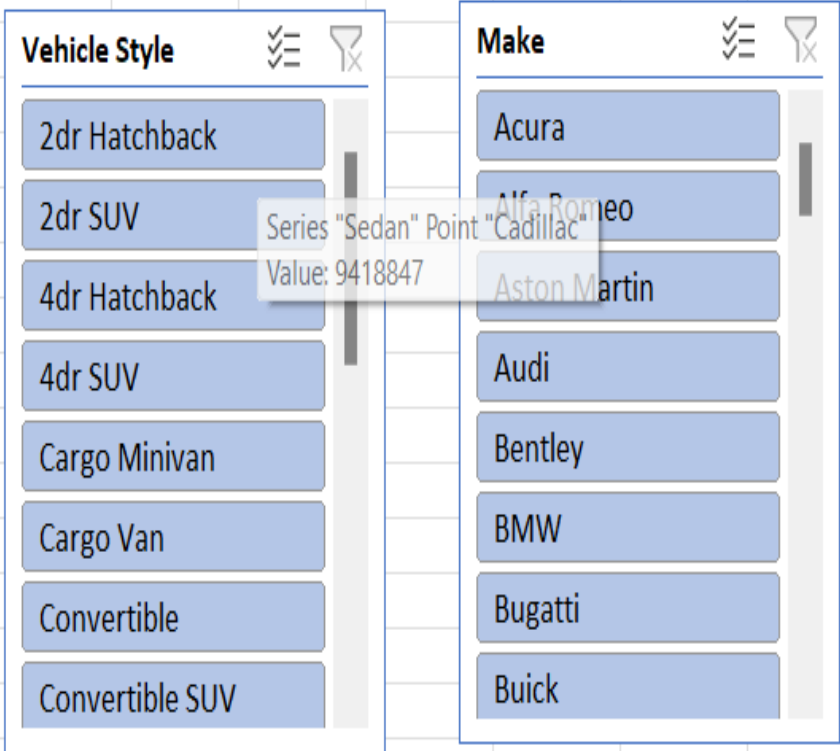
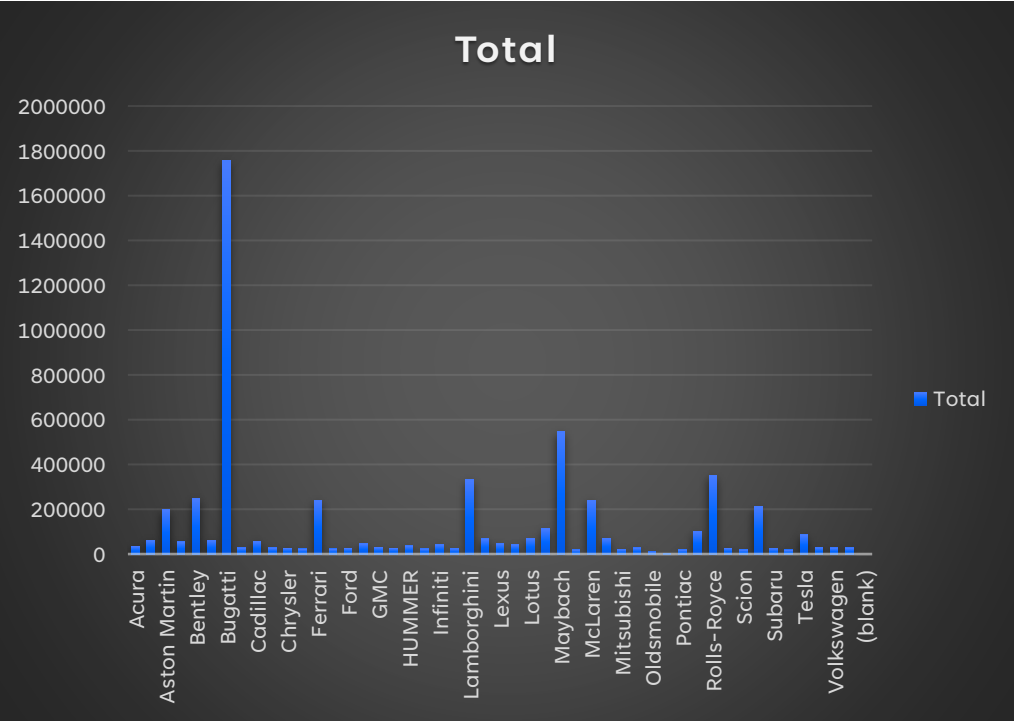
Make

**Values**

Average of MSRP

Defer Layo... Update

# Task 2



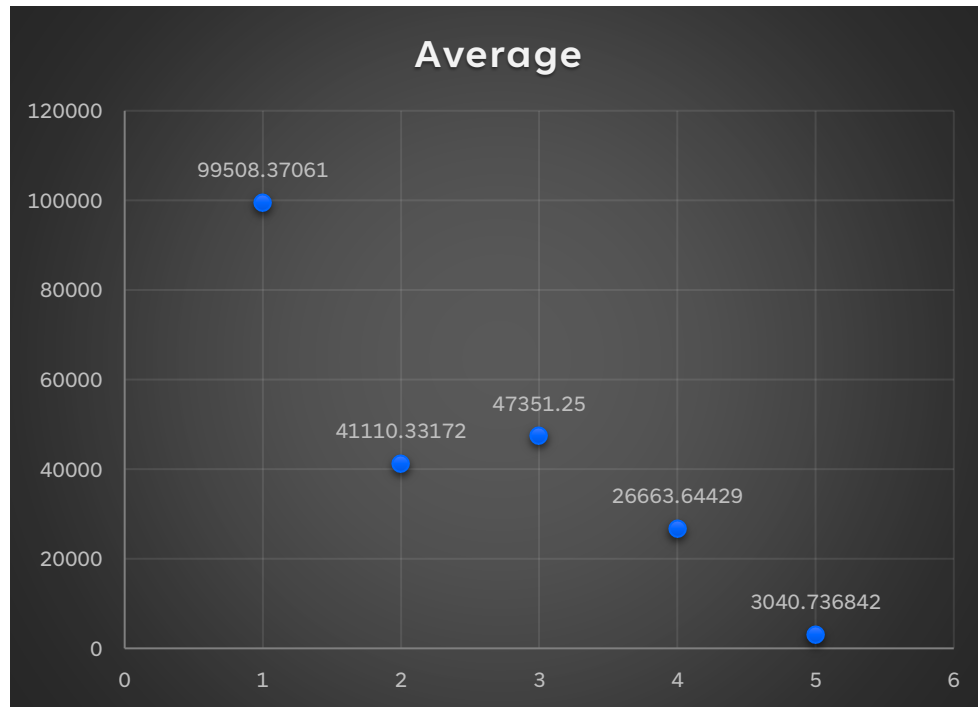
# Task 3

**Task 3:** How do the different feature such as transmission type affect the MSRP, and how does this vary by body style?

**Hints:** Scatter plot chart to visualize the relationship between MSRP and transmission type, with different symbols for each body style. Calculate the average MSRP for each combination of transmission type and body style using AVERAGEIFS or Pivot Tables.

| Average of MSRP  | Column Labels |             |               |             |               |             |             |                 |             |                 |                     |                   |               |       |
|------------------|---------------|-------------|---------------|-------------|---------------|-------------|-------------|-----------------|-------------|-----------------|---------------------|-------------------|---------------|-------|
| Row Labels       | 2dr Hatchback | 2dr SUV     | 4dr Hatchback | 4dr SUV     | Cargo Minivan | Cargo Van   | Convertible | Convertible SUV | Coupe       | Crew Cab Pickup | Extended Cab Pickup | Passenger Minivan | Passenger Van | Regul |
| AUTOMATED_MANUAL | 27180.96491   |             | 29249.07407   | 40451.15385 |               |             | 121256.6444 |                 | 245977.4252 |                 |                     |                   |               |       |
| AUTOMATIC        | 20926.464     | 18615.20455 | 23833.67898   | 41535.60646 | 20920.98592   | 15280.22105 | 90637.3869  | 38925.5         | 63371.81076 | 37744.07154     | 30637.34973         | 26412.68159       | 29015.20313   |       |
| DIRECT_DRIVE     | 31800         |             | 32799.72973   | 49800       |               |             |             |                 |             |                 |                     |                   |               |       |
| MANUAL           | 13353.65831   | 6303.811111 | 17594.41313   | 15426.46226 |               |             | 62357.75625 | 9233.142857     | 50484.37241 | 28360.52632     | 10884.19455         | 4405.333333       |               |       |
| UNKNOWN          | 7361.5        | 2371        |               |             |               |             | 5783.5      |                 | 2000        |                 |                     |                   |               |       |
| (blank)          |               |             |               |             |               |             |             |                 |             |                 |                     |                   |               |       |
| Grand Total      | 16867.71344   | 10115.18841 | 22420.8661    | 40421.87178 | 20920.98592   | 15280.22105 | 84224.28499 | 17424.13793     | 76248.32205 | 37220.46696     | 22488.77689         | 25621.05036       | 29015.20313   |       |

# Task 3



|   |                  |             |
|---|------------------|-------------|
| 3 | Transmission     | Average     |
| 4 | AUTOMATED_MANUAL | 99508.37061 |
| 5 | AUTOMATIC        | 41110.33172 |
| 6 | DIRECT_DRIVE     | 47351.25    |
| 7 | MANUAL           | 26663.64429 |
| 8 | UNKNOWN          | 3040.736842 |
| 9 |                  |             |

# Task 4

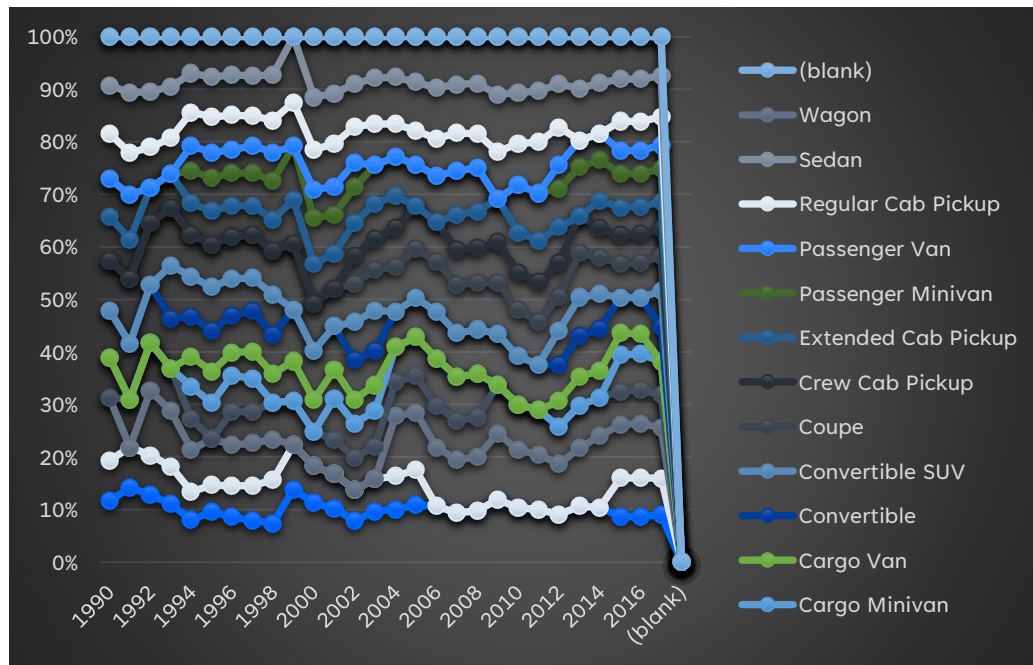
**Task 4:** How does the fuel efficiency of cars vary across different body styles and model years?

**Hints:** Line chart to show the trend of fuel efficiency (MPG) over time for each body style. Calculate the average MPG for each combination of body style and model year using AVERAGEIFS or Pivot Tables.

| Average of highway MPG | Column Labels |             |               |             |               |             |             |                 |             |                 |                     |                   |               |   |
|------------------------|---------------|-------------|---------------|-------------|---------------|-------------|-------------|-----------------|-------------|-----------------|---------------------|-------------------|---------------|---|
| Row Labels             | 2dr Hatchback | 2dr SUV     | 4dr Hatchback | 4dr SUV     | Cargo Minivan | Cargo Van   | Convertible | Convertible SUV | Coupe       | Crew Cab Pickup | Extended Cab Pickup | Passenger Minivan | Passenger Van | R |
| 1990                   | 30.4          | 20          | 31            |             | 20            |             | 23.5        |                 | 24.5        |                 | 22                  | 18.85714286       |               |   |
| 1991                   | 30.06666667   | 16.25       |               | 19.33333333 |               |             | 22.625      |                 | 26.15789474 |                 | 15.83333333         | 18                |               |   |
| 1992                   | 29.6969697    | 17.47058824 | 28.375        | 21.33333333 |               |             | 25.5        |                 | 27.28571429 |                 | 15.6                |                   |               |   |
| 1993                   | 28.53333333   | 18.47368421 | 27.3          | 21          |               |             | 24.46153846 |                 | 26          | 28.25925926     | 16.71428571         |                   |               |   |
| 1994                   | 27.35         | 18.42857143 | 27.14285714   | 20          | 21            | 19.33333333 | 26          | 26              | 27.29166667 |                 | 20.28571429         | 21                | 16.4          |   |
| 1995                   | 30.14285714   | 16          | 27.66666667   |             | 21.5          | 19          | 24.5        | 26              | 25.67741935 |                 | 20                  | 20.08333333       | 15            |   |
| 1996                   | 29            | 20          | 26.125        | 21.6        | 23            | 14.55555556 | 23.8        | 24              | 26.72727273 |                 | 20                  | 20.77777778       | 15            |   |
| 1997                   | 26.11111111   | 22          | 26.5          | 19.7        | 21            | 17.125      | 25.28571429 | 20.66666667     | 27.20689655 |                 | 18.35714286         | 20.55555556       | 17            |   |
| 1998                   | 23.2          | 26          | 24.5          | 22.11111111 |               |             | 17.2        | 23.66666667     | 24          | 26.26666667     | 18.625              | 23.4              | 17            |   |
| 1999                   | 30.33333333   | 18.75       |               | 18.3        |               | 16.66666667 | 21.5        |                 | 27.55555556 |                 | 18.42307692         | 22.33333333       |               |   |
| 2000                   | 30.41666667   | 18.75       |               | 17.73333333 |               |             | 16.4        | 25.28571429     | 24.16666667 |                 | 20.5                | 23.16666667       | 14.5          |   |
| 2001                   | 29            | 18.66666667 |               | 18.72727273 | 22            | 15.8        | 23.4375     |                 | 20.29411765 |                 | 19                  | 21.2              | 15            |   |
| 2002                   | 25.25         | 19          |               | 19.79411765 | 21            | 14.6        | 24.07142857 | 23.28571429     | 23.6        | 17              | 20.22222222         | 21.6875           | 15            |   |

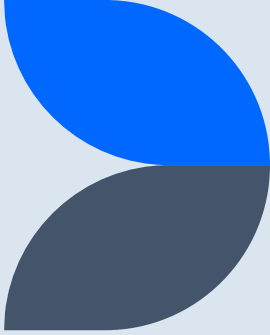


# Task 4



| Year | Vehicle Style   |
|------|-----------------|
| 1990 | 2dr Hatchback   |
| 1991 | 2dr SUV         |
| 1992 | 4dr Hatchback   |
| 1993 | 4dr SUV         |
| 1994 | Cargo Minivan   |
| 1995 | Cargo Van       |
| 1996 | Convertible     |
| 1997 | Convertible SUV |

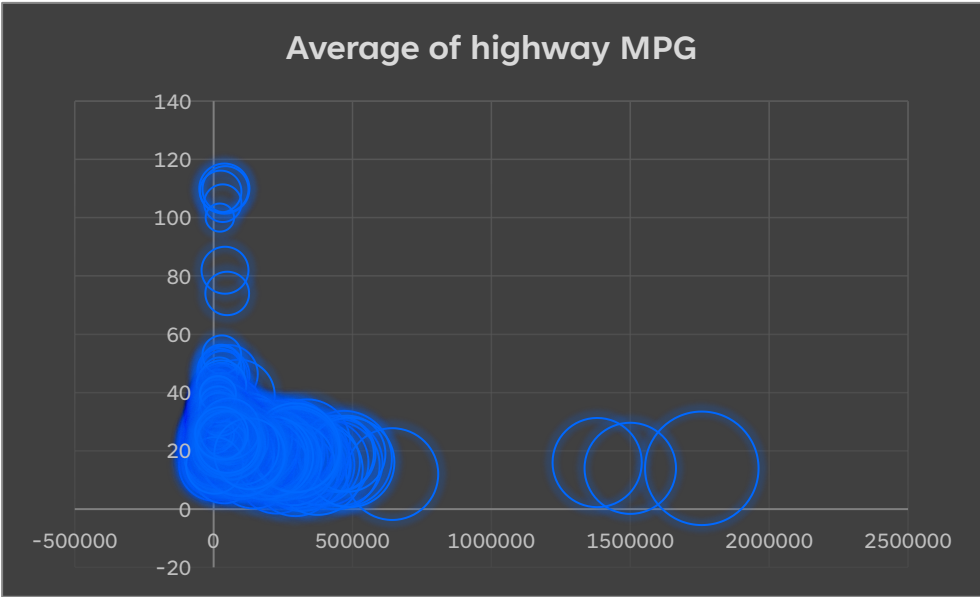
# Task 5



**Task 5:** How does the car's horsepower, MPG, and price vary across different Brands?

- Hints:** Bubble chart to visualize the relationship between horsepower, MPG, and price across different car brands. Assign different colors to each brand and label the bubbles with the car model name. Calculate the average horsepower, MPG, and MSRP for each car brand using AVERAGEIFS or Pivot Tables.

# Task 5



| Row Labels            | Average of MSRP | Average of highway MPG | Average of Engine HP |
|-----------------------|-----------------|------------------------|----------------------|
| 1 Series              | 37853.125       | 27.625                 | 267.5                |
| 1 Series M            | 46135           | 26                     | 335                  |
| 100                   | 2000            | 22.26666667            | 172                  |
| 124 Spider            | 26895           | 35                     | 160                  |
| 190-Class             | 2000            | 25.5                   | 144                  |
| 2                     | 15821.66667     | 34.5                   | 100                  |
| 2 Series              | 41697.05882     | 32.70588235            | 283.0588235          |
| 200                   | 21496.2069      | 31.20689655            | 210.0344828          |
| 200SX                 | 2008.111111     | 33.11111111            | 123.3333333          |
| 240                   | 2000            | 25.5                   | 114                  |
| 240SX                 | 4066.375        | 25.625                 | 155                  |
| 3                     | 22195           | 38.47169811            | 165.9433962          |
| 3 Series              | 40897.05882     | 35.73529412            | 230                  |
| 3 Series Gran Turismo | 45250           | 31.85714286            | 269.7142857          |
| 300                   | 38134.33333     | 28.83333333            | 294.6666667          |
| 3000GT                | 5035.777778     | 22.33333333            | 233                  |
| 300-Class             | 2385.586207     | 21.4137931             | 182.7931034          |
| 300M                  | 30600.83333     | 24.66666667            | 251.6666667          |
| 300ZX                 | 2968.583333     | 22                     | 241.5                |
| 323                   | 2000            | 32.8                   | 82                   |
| 350-Class             | 2182.75         | 23                     | 134                  |
| 350Z                  | 36442.35294     | 24.02941176            | 306                  |
| 360                   | 161978.5385     | 15                     | 401.9230769          |
| 370Z                  | 40654.11765     | 25.58823529            | 336.2352941          |

# Reference

Link Part 1:

[https://docs.google.com/spreadsheets/d/1\\_t3gwXU1WfDTs3jWrXYrVJXUHYOSroQO/edit?usp=drive\\_link&ouid=101206229307191695705&rtpof=true&sd=true](https://docs.google.com/spreadsheets/d/1_t3gwXU1WfDTs3jWrXYrVJXUHYOSroQO/edit?usp=drive_link&ouid=101206229307191695705&rtpof=true&sd=true)

Link Part 2:

[https://docs.google.com/spreadsheets/d/1qKRpVOM5J28nm\\_XgVJEmHy-1JiPzM9Im/edit?usp=drive\\_link&ouid=101206229307191695705&rtpof=true&sd=true](https://docs.google.com/spreadsheets/d/1qKRpVOM5J28nm_XgVJEmHy-1JiPzM9Im/edit?usp=drive_link&ouid=101206229307191695705&rtpof=true&sd=true)



**Thank you**