

## **1. Total Sales Calculation**

- **Question:** Calculate the total sales for each category using Excel formulas.

## **2. Most Profitable Sub-Category**

- **Question:** Find the sub-category with the highest total sales.

## **3. Sales by Region**

- **Question:** Calculate the total sales for each region (e.g., West, South, Central, etc.).

## **5. Number of Orders by Customer**

- **Question:** Count the number of orders placed by each customer.

## **6. Highlight Orders Above a Threshold**

- **Question:** Highlight all rows where the sales amount is greater than \$500.

## **7. Customer with Maximum Sales**

- **Question:** Identify the customer who has contributed the maximum sales.

## **8. Orders Shipped on Time**

- **Question:** How many orders were shipped on time (Ship Date  $\leq$  Order Date + 2 days)?

## **9. Average Shipping Time**

- **Question:** Calculate the average delivery time (difference between "Ship Date" and "Order Date") in days.

## **10. Category-Wise Contribution to Total Sales**

- **Question:** What percentage of total sales does each category contribute?

## **12. Top 5 Customers by Sales**

- **Question:** List the top 5 customers based on total sales.

## **13. Monthly Sales Trend**

- **Question:** Calculate the total sales for each month.

## **14. Sales Growth Rate**

- **Question:** Calculate the percentage growth in sales between two consecutive years.