

Worksheet: Sales Data

Product ID	Product	Sales	Target	Region
101	Product A	120	150	North
102	Product B	150	140	South
103	Product C	200	200	East
104	Product D	90	100	West
105	Product E	220	210	North
106	Product F	130	160	South

1. Use the IF function to evaluate whether each product met its sales target.
=IF(C2>=D2,"Met Target", "Missed Target")

Product ID	Product	Sales	Target	Region	Sales Target
101	Product A	120	150	North	Missed Target
102	Product B	150	140	South	Met Target
103	Product C	200	200	East	Met Target
104	Product D	90	100	West	Missed Target
105	Product E	220	210	North	Met Target
106	Product F	130	160	South	Missed Target

2. Use the IF function to determine if a product is eligible for a regional bonus. Products in the "North" region with sales over 200 are eligible.
=IF(AND(E2="North", C2>200), "Eligible", "Not Eligible")

Product ID	Product	Sales	Target	Region	Sales Target	Regional Bonus
101	Product A	120	150	North	Missed Target	Not Eligible
102	Product B	150	140	South	Met Target	Not Eligible
103	Product C	200	200	East	Met Target	Not Eligible
104	Product D	90	100	West	Missed Target	Not Eligible
105	Product E	220	210	North	Met Target	Eligible
106	Product F	130	160	South	Missed Target	Not Eligible

3. Use nested IF functions to assign a commission rate based on sales. Sales ≥ 200 get a 10% commission, sales ≥ 150 get a 7% commission, and others get a 5% commission.

=IF(C2 \geq 200, 0.1, IF(C2 \geq 150, 0.07, 0.05))

Product ID	Product	Sales	Target	Region	Sales Target	Regional Bonus	Commission Rate
101	Product A	120	150	North	Missed Target	Not Eligible	0.05
102	Product B	150	140	South	Met Target	Not Eligible	0.07
103	Product C	200	200	East	Met Target	Not Eligible	0.1
104	Product D	90	100	West	Missed Target	Not Eligible	0.05
105	Product E	220	210	North	Met Target	Eligible	0.1
106	Product F	130	160	South	Missed Target	Not Eligible	0.05

4. Use the IF function to calculate a bonus amount. If sales met or exceeded the target, the bonus is 10% of the sales; otherwise, it's 5%.

=IF(C11 \geq D11, C11*0.1, C11*0.05)

Product ID	Product	Sales	Target	Region	Bonus
101	Product A	120	150	North	6
102	Product B	150	140	South	15
103	Product C	200	200	East	20
104	Product D	90	100	West	4.5
105	Product E	220	210	North	22
106	Product F	130	160	South	6.5

5. Use the IF function to categorize sales performance as "Excellent" (≥ 200), "Good" (≥ 150), or "Needs Improvement" (< 150).

=IF(C2 \geq 200, "Excellent", IF(C2 \geq 150, "Good", "Needs Improvement"))

Product ID	Product	Sales	Target	Region	Bonus	Sales Performance
101	Product A	120	150	North	6	Needs Improvement
102	Product B	150	140	South	15	Good
103	Product C	200	200	East	20	Excellent
104	Product D	90	100	West	4.5	Needs Improvement
105	Product E	220	210	North	22	Excellent
106	Product F	130	160	South	6.5	Needs Improvement

6. Use the IF function to assign a price tier based on the sales value. "High" for sales > 200, "Medium" for sales between 100 and 200, and "Low" for sales < 100.
 =IF(C2>200, "High", IF(C2>=100, "Medium", "Low"))

Product ID	Product	Sales	Target	Region	Price Tier
101	Product A	120	150	North	Medium
102	Product B	150	140	South	Medium
103	Product C	200	200	East	Medium
104	Product D	90	100	West	Low
105	Product E	220	210	North	High
106	Product F	130	160	South	Medium

7. Use the IF function to calculate the year-end bonus. If sales >= 150 and region is "North", the bonus is \$500, otherwise, it's \$300.
 =IF(AND(C2>=150, E2="North"), 500, 300)

Product ID	Product	Sales	Target	Region	Price Tier	Year-End Bonus
101	Product A	120	150	North	Medium	300
102	Product B	150	140	South	Medium	300
103	Product C	200	200	East	Medium	300
104	Product D	90	100	West	Low	300
105	Product E	220	210	North	High	500
106	Product F	130	160	South	Medium	300

8. Use the IF function to mark high performers. A product is a high performer if its sales are in the top 25% of all sales.
 =IF(C2>=QUARTILE(C\$2:C\$7,3), "High Performer", "Not High Performer")

Product ID	Product	Sales	Target	Region	Price Tier	Year-End Bonus	Performers
101	Product A	120	150	North	Medium	300	Not High Performer
102	Product B	150	140	South	Medium	300	Not High Performer
103	Product C	200	200	East	Medium	300	High Performer
104	Product D	90	100	West	Low	300	Not High Performer
105	Product E	220	210	North	High	500	High Performer
106	Product F	130	160	South	Medium	300	Not High Performer