SCENARIO-BASED EXCEL QUESTIONS (SALES DATA MODEL)

A series of questions and answers

Section 1: Lookup & Reference (VLOOKUP / XLOOKUP / INDEX-MATCH)

1. Write a formula to return the Brand Name when a user enters a SALEID.
2. Find the Price per Unit for SALEID S1110 using XLOOKUP.
3. Using INDEX-MATCH, return the CITY & STATE together for SALEID S1095.
4. Lookup the Order Date for Nothing Phone 2 purchased in Hyderabad.
5. Return the CustomerKey for the record with highest Quantity sold.
6. For a given Brand Name, return the average Price per Unit dynamically.
7. Build a search box: Enter Product Name → return SALEID.
8. Find the Shipped Date for sale occurring on 15-08-2021.
9. Using XLOOKUP with wildcards, find SALEID containing the word “Predator”.
10. Lookup all SALEID for the state Kerala (use FILTER).
11. Return the latest Delivery date for any ACER product.
12. XLOOKUP between two tables: verify if all SALEID exist in a reference list.
13. Lookup the total invoice value (Quantity × Price) for SALEID S1112.
14. Search using approximate match: return a Price group (e.g., High/Medium/Low).
15. Find the Product Category for the CustomerKey equal to 20-01-1900.

Section 2: Date & Time Scenarios

1. Calculate Order to Delivery Days for each sale.
2. Calculate Shipped Delay Days: ShippedDate – OrderDate.
3. Identify orders with weekend deliveries using WEEKDAY().
4. Extract Year, Month Name, Quarter from ORDERDATE.
5. Highlight orders delivered within 3 days of shipping.
6. Find how many days each order spent in “Out for Delivery”.
7. Find all orders placed in 2020 using FILTER.
8. Find number of deliveries made in August month.
9. Calculate customer waiting time: Delivery – OrderDate.
10. Find fastest delivered Smartphone.
11. Identify orders where ORDERDATE = SHIPPEDDATE (same-day shipping).

12. For each state, find the average delivery duration.
13. Find the max delivery duration among all ACER products.
14. Create a column marking "Late Delivery" if duration > 7 days.
15. Find how many orders have delivery date earlier than shipping date (data error check).

Section 3: Text Functions (LEFT, RIGHT, MID, FIND, CONCAT)

1. Extract the brand initials (e.g., ACER → A).
2. Extract the State Code (e.g., Kerala → KE).
3. Separate the Product Name into Model and Version.
4. Count how many times the word “Phone” appears in PRODUCT_NAME.
5. Join CITY & STATE as City-State using CONCAT.
6. Extract day, month, year from text-format date "11-09-2019".
7. Identify the top words appearing in Product Names.
8. Extract only the numerical part from PRICE_PER_UNIT.
9. Find product names that contain digit characters.
10. Convert City names to Proper Case.

Section 4: Logical (IF, IFS, AND, OR)

1. How do you use the WORKDAY function to calculate a date after a specific number of workdays?
2. How do you use the NETWORKDAYS function to calculate the number of workdays between two dates?
3. How do you exclude holidays from the WORKDAY calculation?
4. How do you exclude holidays from the NETWORKDAYS calculation?
5. How do you calculate a project's end date considering only workdays?
6. How do you calculate the number of workdays available in a specific month? Create a column classifying states into South / Non-South region.
7. Mark orders as High Value if Price per Unit > 50,000.
8. If Quantity ≥ 3 and Category = Laptop → show “Bulk Laptop Order”.
9. If delivery time ≤ 4 → “Fast Delivery”, else → “Normal”.
10. If city is Kerala or Karnataka → mark as Southwest Shipping.
11. Add a status: If OutForDelivery date missing → “Pending Dispatch”.
12. Classify Month into Holiday Season (Nov–Dec) or Not.
13. Determine if Product Category = Brand Category (data clean check).
14. IF order was delivered in <3 days → “Prime-Speed Delivery”.
15. If Product Price < 25000 → “Budget Smartphone”.

Section 5: Pivot Table, Charts & Data Analysis

1. Create Pivot Table: Total Revenue per State.
2. Create Pivot Table: Quantity by Product Category.
3. Create a monthly sales trend using ORDERDATE.
4. Create a bar chart showing Brand-wise Revenue.
5. Build KPI: Average Delivery Days by City.
6. Create a slicer for CITY, BRAND, YEAR.
7. Build a dashboard summarizing Laptop vs Smartphone performance.
8. Use pivot to find Top 3 highest revenue SALEIDs.
9. Build a Sparklines trend of Quantity by Year.
10. Create a pivot chart showing Delivery Performance by State.?