

IF STATEMENT LAB

1. Use the IF function to evaluate whether each product met its sales target.

Step1. Create a new Column for Sales Target Met or Not.

Step2. In the first row of the new column using the following formula.

=IF(C14 >= D14, "Met", "Not Met")

where C14 is the cell number of sales and D14 is the cell number of target.

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

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.

Step1. Create a new column for Regional Bonus.

Step2. In the First row of the new column using the following formula.

=IF(AND(E34 = "North", C34 > 200), "Eligible", "Not Eligible")

where E34 is the cell number of region column, C34 is the cell number of sales column.

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

Step1.Create a new column for Commission Rate.

Step2. In the First row of the new column using the following formula.

=IF(C45 >= 200, 0.1, IF(C45 >= 150, 0.07, 0.05))

where C45 is the cell number of sales column.

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

Step1.Create a new column for Bonus Amount.

Step2. In the First row of the new column using the following formula.

=IF(C55 >= D55, C55 * 0.1, C55 * 0.05)

where **C55** is the cell number of sales column and **D55** is the cell number of Target.

ProductID	Product	Sales	Target	Region	Sales Target Met	Regional Bonus	Commission Rate	Bonus Amount
101	Product A	120	150	North	Not Met	Not Eligible	0.05	6
102	Product B	150	140	South	Met	Not Eligible	0.07	15
103	Product C	200	200	East	Met	Not Eligible	0.1	20
104	Product D	90	100	West	Not Met	Not Eligible	0.05	4.5
105	Product E	220	210	North	Met	Not Eligible	0.1	22
106	Product F	130	160	South	Not Met	Not Eligible	0.05	6.5

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

Step1. Create a new column for Sales Performance.

Step2. In the First row of the new column using the following formula.

=IF(C66 \geq 200, "Excellent", IF(C66 \geq 150, "Good", "Needs Improvement"))

where **C66** is the cell number of sales column.

ProductID	Product	Sales	Target	Region	Sales Target Met	Regional Bonus	Commission Rate	Bonus Amount	Sales Performance
101	Product A	120	150	North	Not Met	Not Eligible	0.05	6	Needs Improvement
102	Product B	150	140	South	Met	Not Eligible	0.07	15	Good
103	Product C	200	200	East	Met	Not Eligible	0.1	20	Excellent
104	Product D	90	100	West	Not Met	Not Eligible	0.05	4.5	Needs Improvement
105	Product E	220	210	North	Met	Not Eligible	0.1	22	Excellent
106	Product F	130	160	South	Not Met	Not Eligible	0.05	6.5	Needs Improvement