

February 11, 2016

Name: _____

VR3 Table Exercise

The data encoded in the table that follows records the performance of 10 individuals who together comprise the sales team of a real estate firm. The data is intended to encapsulate the performance of the team over a six-month period. The table is available as an .xlsx file from the moodle page (see file TEX2VR3L4.xlsx)

Using the table address the following three prompts:

1. List each problem you can find with the table.
2. Suggest a solution to each problem you list.
3. Implement your suggestions. You may use any tool you choose.

Rep	Target	Variance to Target	% Target	Forecast	Booking
Allen, R.	200000	-40,877	80	210000	159,123
Baker, S.	150000	130,300	187	250000	280,300
Carr, B.	100000	-41,093	59	61000	58,907
Dunn, J.	300000	-29658	90	210000	270,342
Epstein, E.	250000	71,890	129	300000	321,890
Gupta, S.	75000	-29327	61	75000	45,673
Hill, B.	140000	-7433	95	130000	132,567
Isaacs, M.	350000	358,245	202	500000	708,245
Johnson, A.	200000	-43,020	78	200000	156,980
Kumar, K.	175000	-13,030	93	180000	161,970