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

ANSWER: =IF(C2>=D2,"YES","NO")

		fx	=IF(C2>=D2,"YES","NO")

	A	B	C	D	E	F	
	PRODUCT ID	PRODUCT	SALES	TARGET	REGION	QUESTION 1	QU
	101	Product A	120	150	North	NO	NO
	102	Product B	150	140	South	YES	NO
	103	Product C	200	200	East	YES	EL
	104	Product D	90	100	West	NO	NO
	105	Product D	220	210	North	YES	EL
	106	Product E	130	100	South	NO	NO

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.

ANSWER: =IF(C3>=200,"ELIGIBLE FOR BONUS","NOT ELIGIBLE FOR BONUS")

		fx	=IF(C3>=200,"ELIGIBLE FOR BONUS","NOT ELIGIBLE FOR BONUS")

A	B	C	D	E	F	G	H
PRODUCT ID	PRODUCT	SALES	TARGET	REGION	QUESTION 1	QUESTION 2	QUESTION
101	Product A	120	150	North	NO	NOT ELIGIBLE FOR BONUS	5%
102	Product B	150	140	South	YES	NOT ELIGIBLE FOR BONUS	7%
103	Product C	200	200	East	YES	ELIGIBLE FOR BONUS	10%
104	Product D	90	100	West	NO	NOT ELIGIBLE FOR BONUS	5%
105	Product D	220	210	North	YES	ELIGIBLE FOR BONUS	10%
106	Product E	130	100	South	NO	NOT ELIGIBLE FOR BONUS	5%

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.

ANSWER:

=IF(C2>=200,"10%",IF(C2>=150,"7%","5%"))

| | fx | =IF(C2>=200,"10%",IF(C2>=150,"7%","5%")) |

A	B	C	D	E	F	G	H
PRODUCT ID	PRODUCT	SALES	TARGET	REGION	QUESTION 1	QUESTION 2	QUESTION 3
101	Product A	120	150	North	NO	NOT ELIGIBLE FOR BONUS	5%
102	Product B	150	140	South	YES	NOT ELIGIBLE FOR BONUS	7%
103	Product C	200	200	East	YES	ELIGIBLE FOR BONUS	10%
104	Product D	90	100	West	NO	NOT ELIGIBLE FOR BONUS	5%
105	Product D	220	210	North	YES	ELIGIBLE FOR BONUS	10%
106	Product E	130	100	South	NO	NOT ELIGIBLE FOR BONUS	5%

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%.**

ANSWER: =IF(C2>=D2,"10%","5%")

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| | fx | =IF(C2>=D2,"10%","5%") |

A	B	C	D	E	F	G	H	I	
PRODUCT ID	PRODUCT	SALES	TARGET	REGION	QUESTION 1	QUESTION 2	QUESTION 3	QUESTION 4	QU
101	Product A	120	150	North	NO	NOT ELIGIBLE FOR BONUS	5%	5%	NI
102	Product B	150	140	South	YES	NOT ELIGIBLE FOR BONUS	7%	10%	GG
103	Product C	200	200	East	YES	ELIGIBLE FOR BONUS	10%	10%	EX
104	Product D	90	100	West	NO	NOT ELIGIBLE FOR BONUS	5%	5%	NI
105	Product D	220	210	North	YES	ELIGIBLE FOR BONUS	10%	10%	EX
106	Product E	130	100	South	NO	NOT ELIGIBLE FOR BONUS	5%	5%	NI

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

ANSWER: =IF(C2>=200,"EXCELLENT",IF(C2>=150,"GOOD",IF(C2<150,"NEEDS IMPROVEMENT")))

| | | | fx | =IF(C2>=200,"EXCELLENT",IF(C2>=150,"GOOD",IF(C2<150,"NEEDS IMPROVEMENT"))) | | | | | |

	A	B	C	D	E	F	G	H	I	J	K
	PRODUCT ID	PRODUCT	SALES	TARGET	REGION	QUESTION 1	QUESTION 2	QUESTION 3	QUESTION 4	QUESTION 5	
	101	Product A	120	150	North	NO	NOT ELIGIBLE FOR BONUS	5%	5%	NEEDS IMPROVEMENT	
	102	Product B	150	140	South	YES	NOT ELIGIBLE FOR BONUS	7%	10%	GOOD	
	103	Product C	200	200	East	YES	ELIGIBLE FOR BONUS	10%	10%	EXCELLENT	
	104	Product D	90	100	West	NO	NOT ELIGIBLE FOR BONUS	5%	5%	NEEDS IMPROVEMENT	
	105	Product D	220	210	North	YES	ELIGIBLE FOR BONUS	10%	10%	EXCELLENT	
	106	Product E	130	100	South	NO	NOT ELIGIBLE FOR BONUS	5%	5%	NEEDS IMPROVEMENT	