**Practical Excel Question:**

You are tasked with preparing a simple performance report for a company's sales team. The data below represents the **sales revenue** and **target revenue** for each salesperson.

| **Salesperson** | **Sales Revenue** | **Target Revenue** | **Bonus Percentage (%)** | **Bonus Amount** | **Difference (Target - Sales)** | **Total Earnings** |
| --- | --- | --- | --- | --- | --- | --- |
| John | 3500 | 4000 | 5% |  |  |  |
| Maria | 5000 | 4500 | 5% |  |  |  |
| Alex | 4200 | 4200 | 5% |  |  |  |
| Sarah | 4800 | 5000 | 5% |  |  |  |

**Instructions:**

1. **Calculate the Bonus Amount**:
   * Use the formula:  
     Bonus Amount = Sales Revenue × Bonus Percentage.
   * Use **absolute referencing** for the Bonus Percentage (%), which is the same for all salespersons.
2. **Find the Difference**:
   * Calculate the difference between Target Revenue and Sales Revenue for each salesperson.
3. **Calculate Total Earnings**:
   * Use the formula:  
     Total Earnings = Sales Revenue + Bonus Amount.
4. **Calculate Average Sales Revenue**:
   * Find the **average** of all Sales Revenue values using the AVERAGE function.
5. **Find Percentage Achievement**:
   * Add a new column **Percentage Achievement**:  
     Percentage Achievement = (Sales Revenue / Target Revenue) × 100.
6. **Apply Formatting**:
   * Format all percentages to **2 decimal places**.
   * Highlight salespersons who achieved more than their target in **green**.