



# PROJECT QUESTIONS (USE THESE IN EXCEL)

## ◆ BASIC LEVEL

1. What is the **total sales** of the company?
  2. What is the **average unit price**?
  3. How many **orders** were placed in total?
  4. Find the **maximum and minimum sales value**.
  5. Count total sales per **product**.
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## ◆ INTERMEDIATE LEVEL

6. Which **product has the highest total sales**?
  7. Which **region performs best** in terms of revenue?
  8. Who is the **top salesperson**?
  9. Monthly **sales trend** (use Pivot + Line Chart).
  10. Average units sold per product.
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## ◆ ADVANCED LEVEL

11. Create a **Pivot Table** showing:
    - Rows → Product
    - Columns → Region
    - Values → Sum of Total\_Sales
  12. Add **Top 5 salespersons** using filter.
  13. Use **Conditional Formatting** to highlight:
    - Sales > 1,00,000
  14. Create a **Dashboard** with:
    - KPI cards (Total Sales, Avg Sales, Orders)
    - Bar chart (Product vs Sales)
    - Pie chart (Region-wise sales)
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## FUNCTIONS YOU WILL USE

- SUM()

- AVERAGE()
  - COUNT()
  - IF()
  - VLOOKUP / XLOOKUP
  - Pivot Tables
  - Conditional Formatting
  - Charts & Slicers
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