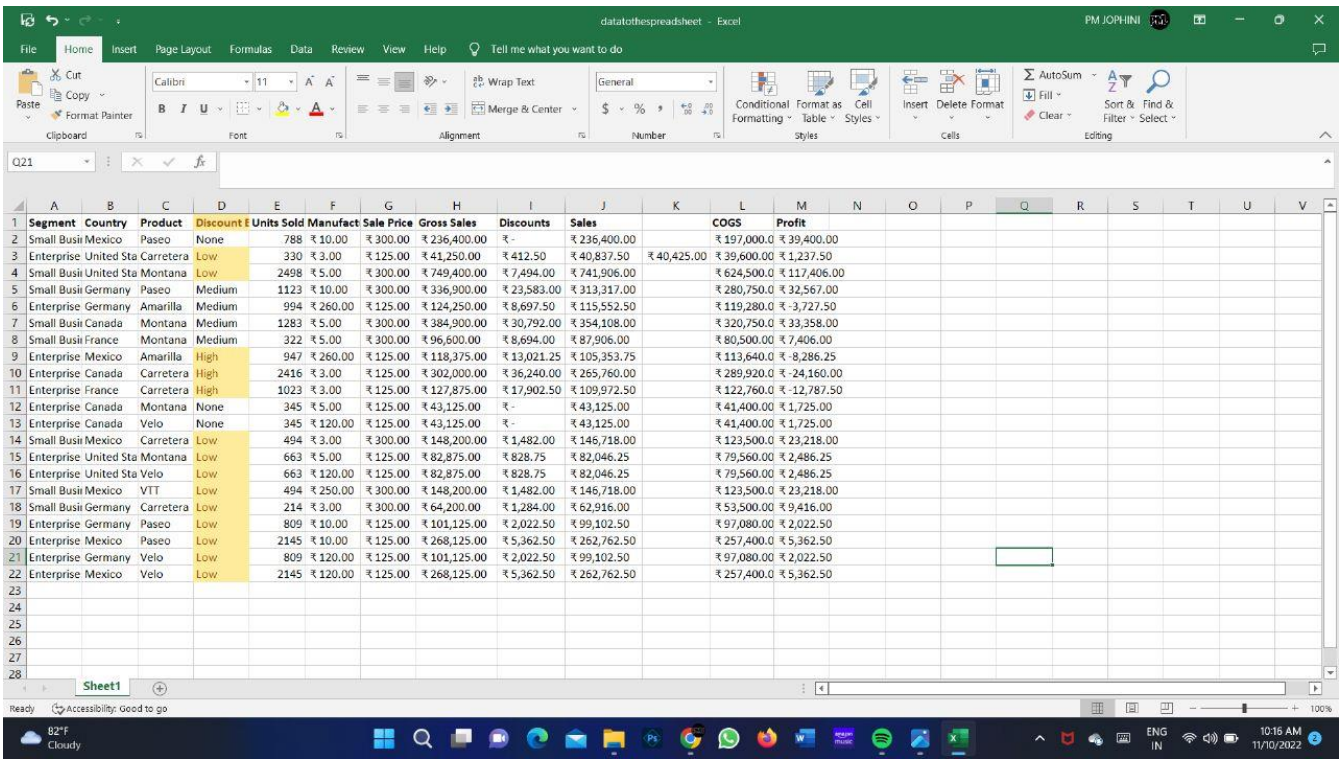
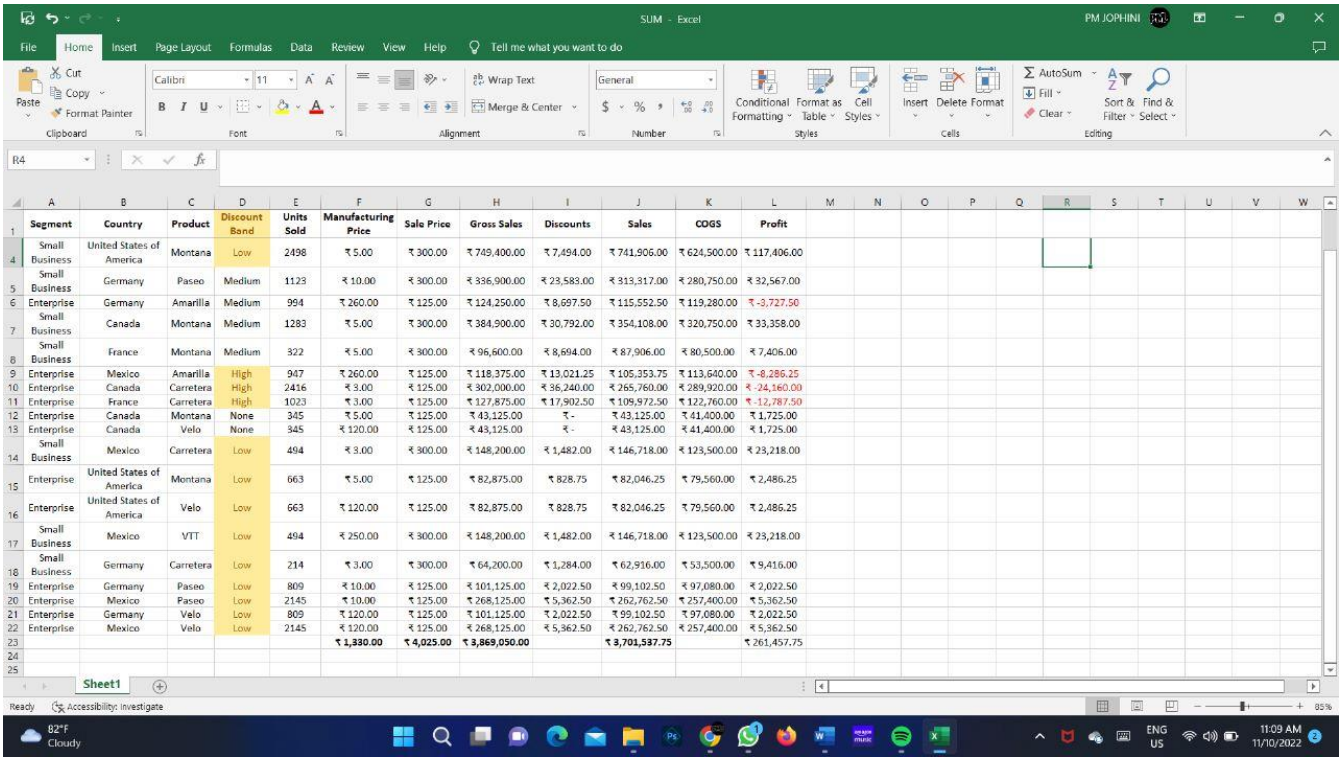
1.ADD THE DATA TO THE SPREADSHEET



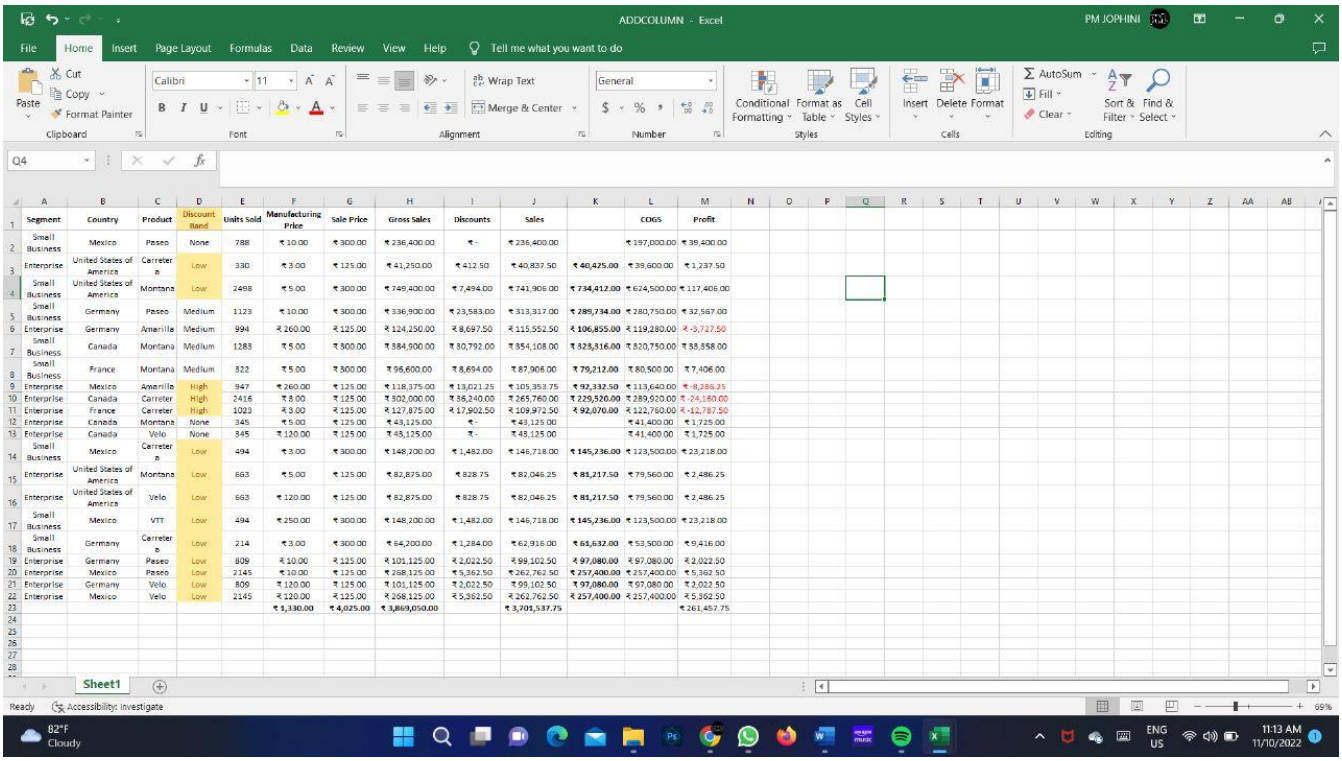
Segment	Country	Product	Discount B	Units Sold	Manufact	Sale Price	Gross Sales	Discounts	Sales		COGS	Profit
Small Busi	Mexico	Paseo	None	788	₹ 10.00	₹ 300.00	₹ 236,400.00	₹ -	₹ 236,400.00		₹ 197,000.0	₹ 39,400.00
Enterprise	United Sta	Carretera	Low	330	₹ 3.00	₹ 125.00	₹ 41,250.00	₹ 412.50	₹ 40,837.50	₹ 40,425.00	₹ 39,600.00	₹ 1,237.50
Small Busi	United Sta	Montana	Low	2498	₹ 5.00	₹ 300.00	₹ 749,400.00	₹ 7,494.00	₹ 741,906.00		₹ 624,500.0	₹ 117,406.00
Small Busi	Germany	Paseo	Medium	1123	₹ 10.00	₹ 300.00	₹ 336,900.00	₹ 23,583.00	₹ 313,317.00		₹ 280,750.0	₹ 32,567.00
Enterprise	Germany	Amarilla	Medium	994	₹ 260.00	₹ 125.00	₹ 124,250.00	₹ 8,697.50	₹ 115,552.50		₹ 119,280.0	₹ -3,727.50
Small Busi	Canada	Montana	Medium	1283	₹ 5.00	₹ 300.00	₹ 384,900.00	₹ 30,792.00	₹ 354,108.00		₹ 320,750.0	₹ 33,358.00
Small Busi	France	Montana	Medium	322	₹ 5.00	₹ 300.00	₹ 96,600.00	₹ 8,694.00	₹ 87,906.00		₹ 80,500.00	₹ 7,406.00
Enterprise	Mexico	Amarilla	High	947	₹ 260.00	₹ 125.00	₹ 118,375.00	₹ 13,021.25	₹ 105,353.75		₹ 113,640.0	₹ -8,286.25
Enterprise	Canada	Carretera	High	2416	₹ 3.00	₹ 125.00	₹ 302,000.00	₹ 36,240.00	₹ 265,760.00		₹ 289,920.0	₹ -24,160.00
Enterprise	France	Carretera	High	1023	₹ 3.00	₹ 125.00	₹ 127,875.00	₹ 17,902.50	₹ 109,972.50		₹ 122,760.0	₹ -12,787.50
Enterprise	Canada	Montana	None	345	₹ 5.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00		₹ 41,400.00	₹ 1,725.00
Enterprise	Canada	Velo	None	345	₹ 120.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00		₹ 41,400.00	₹ 1,725.00
Small Busi	Mexico	Carretera	Low	494	₹ 3.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00		₹ 123,500.0	₹ 23,218.00
Enterprise	United Sta	Montana	Low	663	₹ 5.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25		₹ 79,560.00	₹ 2,486.25
Enterprise	United Sta	Velo	Low	663	₹ 120.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25		₹ 79,560.00	₹ 2,486.25
Small Busi	Mexico	VTT	Low	494	₹ 250.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00		₹ 123,500.0	₹ 23,218.00
Small Busi	Germany	Carretera	Low	214	₹ 3.00	₹ 300.00	₹ 64,200.00	₹ 1,284.00	₹ 62,916.00		₹ 53,500.00	₹ 9,416.00
Enterprise	Germany	Paseo	Low	809	₹ 10.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50		₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Paseo	Low	2145	₹ 10.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50		₹ 257,400.0	₹ 5,362.50
Enterprise	Germany	Velo	Low	809	₹ 120.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50		₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Velo	Low	2145	₹ 120.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50		₹ 257,400.0	₹ 5,362.50

2.USE SUM TO ADD ALL THE TOTAL OF THE PRICES – MANUFACTURING PRICES, GROSS SALES, SALES, PROFIT



Segment	Country	Product	Discount Band	Units Sold	Manufacturing Price	Sale Price	Gross Sales	Discounts	Sales	COGS	Profit
Small Business	United States of America	Montana	Low	2498	₹ 5.00	₹ 300.00	₹ 749,400.00	₹ 7,494.00	₹ 741,906.00	₹ 624,500.00	₹ 117,406.00
Small Business	Germany	Paseo	Medium	1123	₹ 10.00	₹ 300.00	₹ 336,900.00	₹ 23,583.00	₹ 313,317.00	₹ 280,750.00	₹ 32,567.00
Enterprise	Germany	Amarilla	Medium	994	₹ 260.00	₹ 125.00	₹ 124,250.00	₹ 8,697.50	₹ 115,552.50	₹ 119,280.00	₹ -3,727.50
Small Business	Canada	Montana	Medium	1283	₹ 5.00	₹ 300.00	₹ 384,900.00	₹ 30,792.00	₹ 354,108.00	₹ 320,750.00	₹ 33,358.00
Small Business	France	Montana	Medium	322	₹ 5.00	₹ 300.00	₹ 96,600.00	₹ 8,694.00	₹ 87,906.00	₹ 80,500.00	₹ 7,406.00
Enterprise	Mexico	Amarilla	High	947	₹ 260.00	₹ 125.00	₹ 118,375.00	₹ 13,021.25	₹ 105,353.75	₹ 113,640.00	₹ -8,286.25
Enterprise	Canada	Carretera	High	2416	₹ 3.00	₹ 125.00	₹ 302,000.00	₹ 36,240.00	₹ 265,760.00	₹ 289,920.00	₹ -24,160.00
Enterprise	France	Carretera	High	1023	₹ 3.00	₹ 125.00	₹ 127,875.00	₹ 17,902.50	₹ 109,972.50	₹ 122,760.00	₹ -12,787.50
Enterprise	Canada	Montana	None	345	₹ 5.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00	₹ 41,400.00	₹ 1,725.00
Enterprise	Canada	Velo	None	345	₹ 120.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00	₹ 41,400.00	₹ 1,725.00
Small Business	Mexico	Carretera	Low	494	₹ 3.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00	₹ 123,500.00	₹ 23,218.00
Enterprise	United States of America	Montana	Low	663	₹ 5.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25	₹ 79,560.00	₹ 2,486.25
Enterprise	United States of America	Velo	Low	663	₹ 120.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25	₹ 79,560.00	₹ 2,486.25
Small Business	Mexico	VTT	Low	494	₹ 250.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00	₹ 123,500.00	₹ 23,218.00
Small Business	Germany	Carretera	Low	214	₹ 3.00	₹ 300.00	₹ 64,200.00	₹ 1,284.00	₹ 62,916.00	₹ 53,500.00	₹ 9,416.00
Enterprise	Germany	Paseo	Low	809	₹ 10.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50	₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Paseo	Low	2145	₹ 10.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50	₹ 257,400.00	₹ 5,362.50
Enterprise	Germany	Velo	Low	809	₹ 120.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50	₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Velo	Low	2145	₹ 120.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50	₹ 257,400.00	₹ 5,362.50
					₹ 1,330.00	**₹ 4,025.00**	**₹ 3,869,050.00**		**₹ 3,701,537.75**		₹ 261,457.75

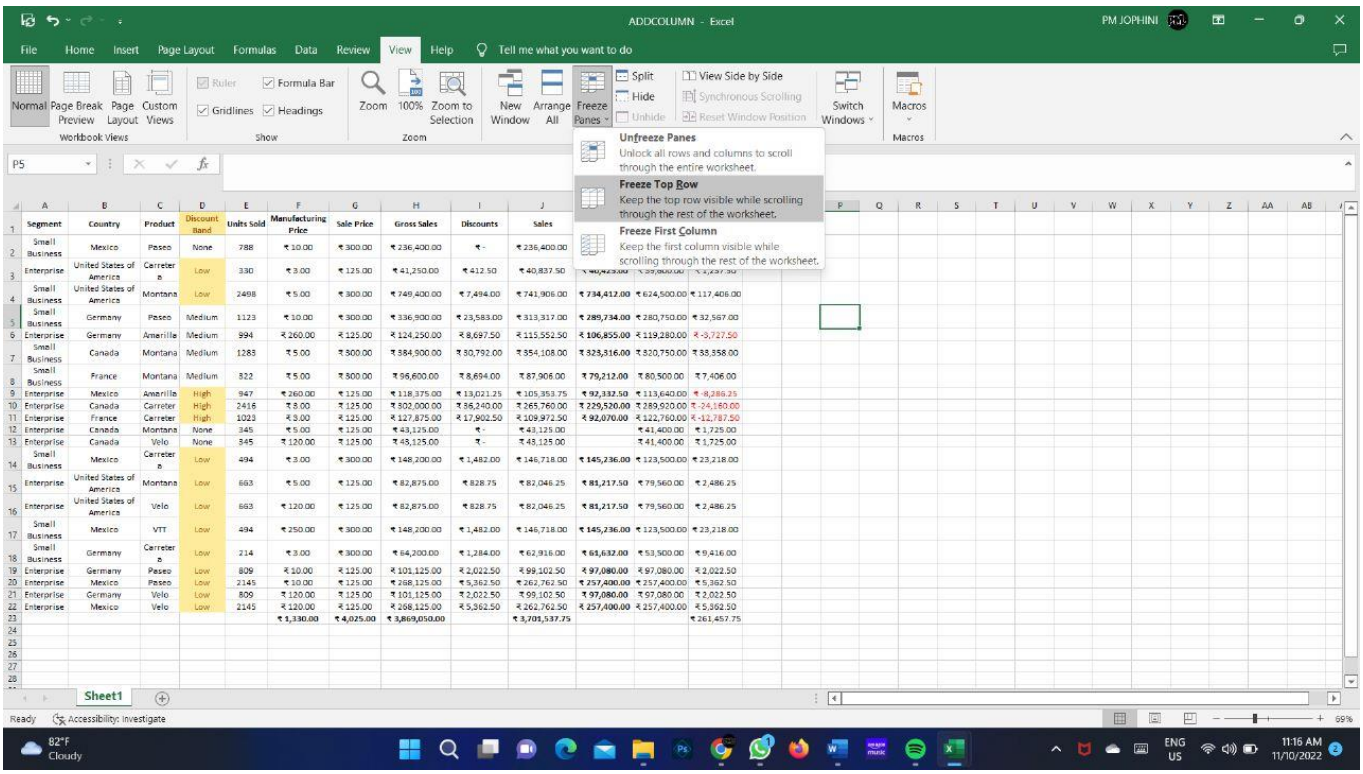
3.INSERT A COLUMN BESIDE SALES, AND USE SUBTRACT DISCOUNT FROM SALES



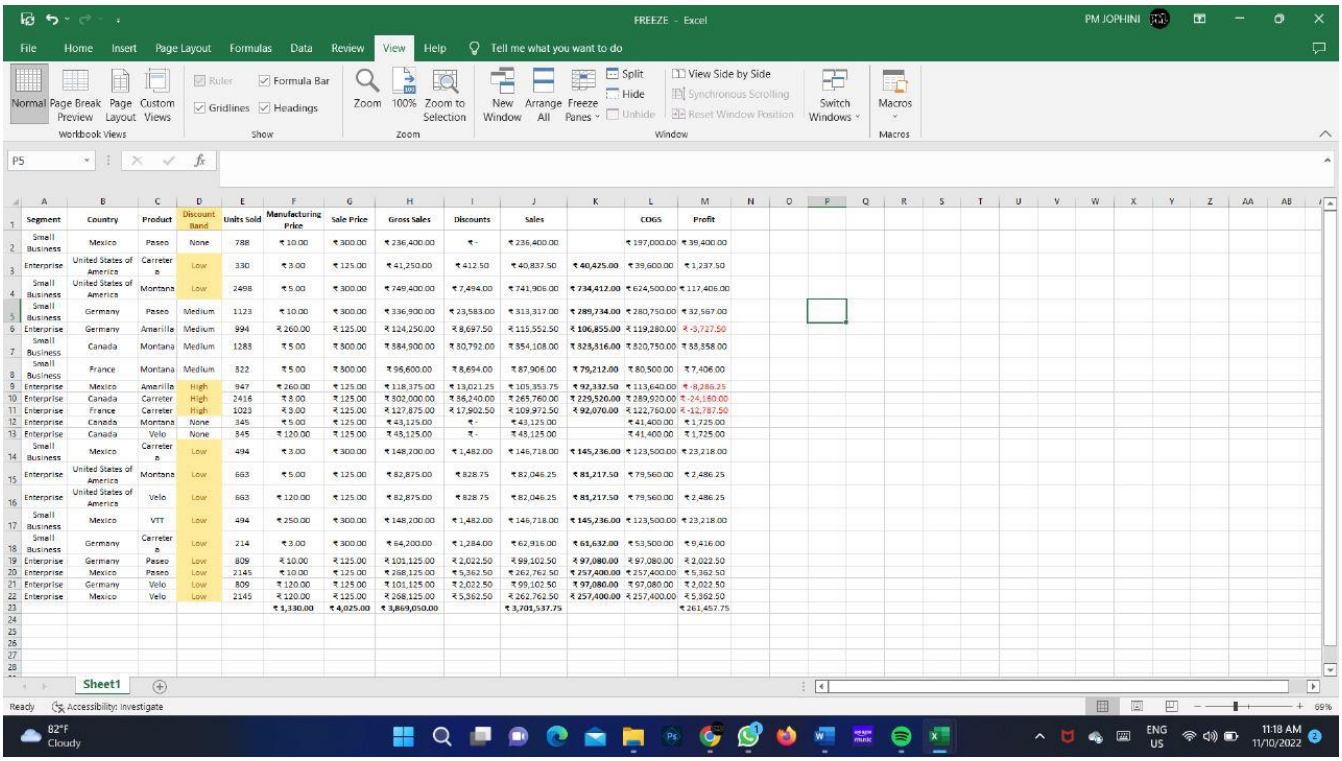
Segment	Country	Product	Discount Band	Units Sold	Manufacturing Price	Sale Price	Gross Sales	Discounts	Sales		COGS	Profit
Small Business	Mexico	Paseo	None	788	₹ 10.00	₹ 300.00	₹ 236,400.00	₹ -	₹ 236,400.00		₹ 197,000.00	₹ 39,400.00
Enterprise	United States of America	Carretera	Low	330	₹ 3.00	₹ 125.00	₹ 41,250.00	₹ 412.50	₹ 40,837.50	₹ 40,425.00	₹ 39,600.00	₹ 1,237.50
Small Business	United States of America	Montana	Low	2498	₹ 5.00	₹ 300.00	₹ 749,400.00	₹ 7,494.00	₹ 741,906.00	₹ 734,412.00	₹ 624,500.00	₹ 117,406.00
Small Business	Germany	Paseo	Medium	1123	₹ 10.00	₹ 300.00	₹ 336,900.00	₹ 23,583.00	₹ 313,317.00	₹ 289,734.00	₹ 280,750.00	₹ 32,567.00
Enterprise	Germany	Amarilla	Medium	994	₹ 260.00	₹ 125.00	₹ 124,250.00	₹ 8,697.50	₹ 115,552.50	₹ 106,855.00	₹ 119,280.00	₹ -3,727.50
Small Business	Canada	Montana	Medium	1283	₹ 5.00	₹ 300.00	₹ 384,900.00	₹ 30,792.00	₹ 354,108.00	₹ 323,316.00	₹ 320,750.00	₹ 33,358.00
Small Business	France	Montana	Medium	322	₹ 5.00	₹ 300.00	₹ 96,600.00	₹ 8,694.00	₹ 87,906.00	₹ 79,212.00	₹ 80,500.00	₹ 7,406.00
Enterprise	Mexico	Amarilla	High	947	₹ 260.00	₹ 125.00	₹ 118,375.00	₹ 13,021.25	₹ 105,353.75	₹ 92,332.50	₹ 113,640.00	₹ -8,286.25
Enterprise	Canada	Carretera	High	2416	₹ 3.00	₹ 125.00	₹ 302,000.00	₹ 36,240.00	₹ 265,760.00	₹ 229,520.00	₹ 289,920.00	₹ -24,160.00
Enterprise	France	Carretera	High	1023	₹ 3.00	₹ 125.00	₹ 127,875.00	₹ 17,902.50	₹ 109,972.50	₹ 92,070.00	₹ 122,760.00	₹ -12,787.50
Enterprise	Canada	Montana	None	345	₹ 5.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00		₹ 41,400.00	₹ 1,725.00
Enterprise	Canada	Velo	None	345	₹ 120.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00		₹ 41,400.00	₹ 1,725.00
Small Business	Mexico	Carretera	Low	494	₹ 3.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00	₹ 145,236.00	₹ 123,500.00	₹ 23,218.00
Enterprise	United States of America	Montana	Low	663	₹ 5.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25	₹ 81,217.50	₹ 79,560.00	₹ 2,486.25
Enterprise	United States of America	Velo	Low	663	₹ 120.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25	₹ 81,217.50	₹ 79,560.00	₹ 2,486.25
Small Business	Mexico	VTT	Low	494	₹ 250.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00	₹ 145,236.00	₹ 123,500.00	₹ 23,218.00
Small Business	Germany	Carretera	Low	214	₹ 3.00	₹ 300.00	₹ 64,200.00	₹ 1,284.00	₹ 62,916.00	₹ 61,632.00	₹ 53,500.00	₹ 9,416.00
Enterprise	Germany	Paseo	Low	809	₹ 10.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50	₹ 97,080.00	₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Paseo	Low	2145	₹ 10.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50	₹ 257,400.00	₹ 257,400.00	₹ 5,362.50
Enterprise	Germany	Velo	Low	809	₹ 120.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50	₹ 97,080.00	₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Velo	Low	2145	₹ 120.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50	₹ 257,400.00	₹ 257,400.00	₹ 5,362.50
					₹ 1,330.00	₹ 4,025.00	₹ 3,869,050.00		₹ 3,701,537.75			₹ 261,457.75

4.FREEZE THE FIRST ROW

(i)

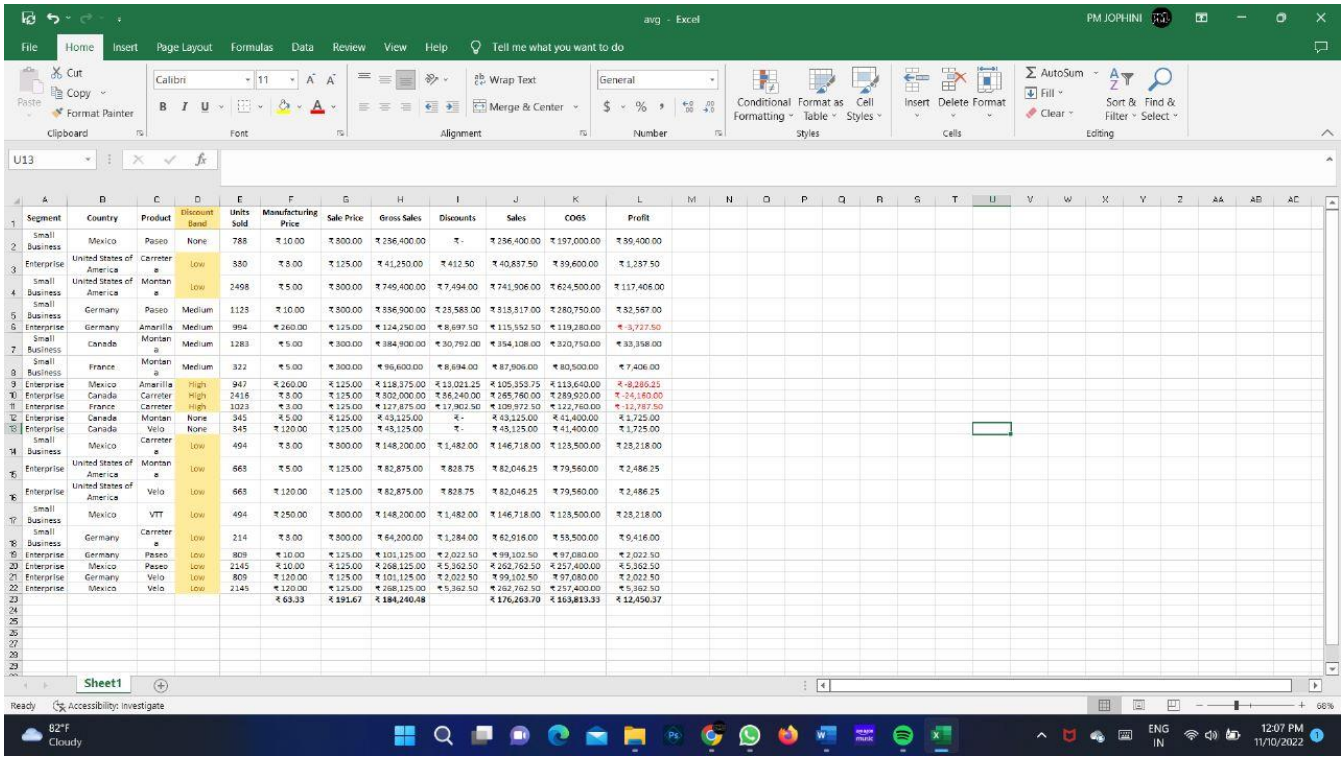


(ii)



Segment	Country	Product	Discount Band	Units Sold	Manufacturing Price	Sale Price	Gross Sales	Discounts	Sales		COGS	Profit
Small Business	Mexico	Paseo	None	788	₹ 10.00	₹ 300.00	₹ 236,400.00	₹ -	₹ 236,400.00		₹ 197,000.00	₹ 39,400.00
Enterprise	United States of America	Carretera	Low	330	₹ 3.00	₹ 125.00	₹ 41,250.00	₹ 412.50	₹ 40,837.50	₹ 40,425.00	₹ 39,600.00	₹ 1,237.50
Small Business	United States of America	Montana	Low	2498	₹ 5.00	₹ 300.00	₹ 749,400.00	₹ 7,494.00	₹ 741,906.00	₹ 734,412.00	₹ 624,500.00	₹ 117,406.00
Small Business	Germany	Paseo	Medium	1123	₹ 10.00	₹ 300.00	₹ 336,900.00	₹ 23,583.00	₹ 313,317.00	₹ 289,734.00	₹ 280,750.00	₹ 32,567.00
Enterprise	Germany	Amarilla	Medium	994	₹ 260.00	₹ 125.00	₹ 124,250.00	₹ 8,697.50	₹ 115,552.50	₹ 106,855.00	₹ 119,280.00	₹ -3,727.50
Small Business	Canada	Montana	Medium	1283	₹ 5.00	₹ 300.00	₹ 384,900.00	₹ 30,792.00	₹ 354,108.00	₹ 323,316.00	₹ 320,750.00	₹ 33,358.00
Small Business	France	Montana	Medium	322	₹ 5.00	₹ 300.00	₹ 96,600.00	₹ 8,694.00	₹ 87,906.00	₹ 79,212.00	₹ 80,500.00	₹ 7,406.00
Enterprise	Mexico	Amarilla	High	947	₹ 260.00	₹ 125.00	₹ 118,375.00	₹ 13,021.25	₹ 105,353.75	₹ 92,332.50	₹ 113,640.00	₹ -8,286.25
Enterprise	Canada	Carretera	High	2416	₹ 3.00	₹ 125.00	₹ 302,000.00	₹ 36,240.00	₹ 265,760.00	₹ 229,520.00	₹ 289,920.00	₹ -24,160.00
Enterprise	France	Carretera	High	1023	₹ 3.00	₹ 125.00	₹ 127,875.00	₹ 17,902.50	₹ 109,972.50	₹ 92,070.00	₹ 122,760.00	₹ -12,787.50
Enterprise	Canada	Montana	None	345	₹ 5.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00		₹ 41,400.00	₹ 1,725.00
Enterprise	Canada	Velo	None	345	₹ 120.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00		₹ 41,400.00	₹ 1,725.00
Small Business	Mexico	Carretera	Low	494	₹ 3.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00	₹ 145,236.00	₹ 123,500.00	₹ 23,218.00
Enterprise	United States of America	Montana	Low	663	₹ 5.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25	₹ 81,217.50	₹ 79,560.00	₹ 2,486.25
Enterprise	United States of America	Velo	Low	663	₹ 120.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25	₹ 81,217.50	₹ 79,560.00	₹ 2,486.25
Small Business	Mexico	VTT	Low	494	₹ 250.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00	₹ 145,236.00	₹ 123,500.00	₹ 23,218.00
Small Business	Germany	Carretera	Low	214	₹ 3.00	₹ 300.00	₹ 64,200.00	₹ 1,284.00	₹ 62,916.00	₹ 61,632.00	₹ 53,500.00	₹ 9,416.00
Enterprise	Germany	Paseo	Low	809	₹ 10.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50	₹ 97,080.00	₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Paseo	Low	2145	₹ 10.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50	₹ 257,400.00	₹ 257,400.00	₹ 5,362.50
Enterprise	Germany	Velo	Low	809	₹ 120.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50	₹ 97,080.00	₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Velo	Low	2145	₹ 120.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50	₹ 257,400.00	₹ 257,400.00	₹ 5,362.50
					₹ 1,130.00	₹ 4,025.00	₹ 3,869,050.00		₹ 3,701,537.75			₹ 261,457.75

5.USE TELL ME MORE TO USE THE AVERAGE FUNCTION



Segment	Country	Product	Discount Band	Units Sold	Manufacturing Price	Sale Price	Gross Sales	Discounts	Sales	COGS	Profit
Small Business	Mexico	Paseo	None	788	₹ 10.00	₹ 300.00	₹ 236,400.00	₹ -	₹ 236,400.00	₹ 197,000.00	₹ 39,400.00
Enterprise	United States of America	Carretera	Low	330	₹ 3.00	₹ 125.00	₹ 41,250.00	₹ 412.50	₹ 40,837.50	₹ 39,600.00	₹ 1,237.50
Small Business	United States of America	Montana	Low	2498	₹ 5.00	₹ 300.00	₹ 749,400.00	₹ 7,494.00	₹ 741,906.00	₹ 624,500.00	₹ 117,406.00
Small Business	Germany	Paseo	Medium	1123	₹ 10.00	₹ 300.00	₹ 336,900.00	₹ 23,583.00	₹ 313,317.00	₹ 280,750.00	₹ 32,567.00
Enterprise	Germany	Amarilla	Medium	994	₹ 260.00	₹ 125.00	₹ 124,250.00	₹ 8,697.50	₹ 115,552.50	₹ 119,280.00	₹ -3,727.50
Small Business	Canada	Montana	Medium	1283	₹ 5.00	₹ 300.00	₹ 384,900.00	₹ 30,792.00	₹ 354,108.00	₹ 320,750.00	₹ 33,358.00
Small Business	France	Montana	Medium	322	₹ 5.00	₹ 300.00	₹ 96,600.00	₹ 8,694.00	₹ 87,906.00	₹ 80,500.00	₹ 7,406.00
Enterprise	Mexico	Amarilla	High	947	₹ 260.00	₹ 125.00	₹ 118,375.00	₹ 13,021.25	₹ 105,353.75	₹ 113,640.00	₹ -8,286.25
Enterprise	Canada	Carretera	High	2416	₹ 3.00	₹ 125.00	₹ 302,000.00	₹ 36,240.00	₹ 265,760.00	₹ 289,920.00	₹ -24,160.00
Enterprise	France	Carretera	High	1023	₹ 3.00	₹ 125.00	₹ 127,875.00	₹ 17,902.50	₹ 109,972.50	₹ 122,760.00	₹ -12,787.50
Enterprise	Canada	Montana	None	345	₹ 5.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00	₹ 41,400.00	₹ 1,725.00
Enterprise	Canada	Velo	None	345	₹ 120.00	₹ 125.00	₹ 43,125.00	₹ -	₹ 43,125.00	₹ 41,400.00	₹ 1,725.00
Small Business	Mexico	Carretera	Low	494	₹ 3.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00	₹ 123,500.00	₹ 23,218.00
Enterprise	United States of America	Montana	Low	663	₹ 5.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25	₹ 79,560.00	₹ 2,486.25
Enterprise	United States of America	Velo	Low	663	₹ 120.00	₹ 125.00	₹ 82,875.00	₹ 828.75	₹ 82,046.25	₹ 79,560.00	₹ 2,486.25
Small Business	Mexico	VTT	Low	494	₹ 250.00	₹ 300.00	₹ 148,200.00	₹ 1,482.00	₹ 146,718.00	₹ 123,500.00	₹ 23,218.00
Small Business	Germany	Carretera	Low	214	₹ 3.00	₹ 300.00	₹ 64,200.00	₹ 1,284.00	₹ 62,916.00	₹ 53,500.00	₹ 9,416.00
Enterprise	Germany	Paseo	Low	809	₹ 10.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50	₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Paseo	Low	2145	₹ 10.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50	₹ 257,400.00	₹ 5,362.50
Enterprise	Germany	Velo	Low	809	₹ 120.00	₹ 125.00	₹ 101,125.00	₹ 2,022.50	₹ 99,102.50	₹ 97,080.00	₹ 2,022.50
Enterprise	Mexico	Velo	Low	2145	₹ 120.00	₹ 125.00	₹ 268,125.00	₹ 5,362.50	₹ 262,762.50	₹ 257,400.00	₹ 5,362.50
					₹ 63.33	₹ 191.67	₹ 184,240.48		₹ 176,263.70	₹ 163,813.33	₹ 12,450.37