|  |  |
| --- | --- |
| **Pricing Table** | |
| No of Units | Price/Unit |
| 1 | 70 |
| 10 | 60 |
| 100 | 50 |
| 200 | 40 |
| 500 | 30 |
| 1000 | 20 |

|  |  |
| --- | --- |
| **Delivery Table** | |
| Method | R/Unit |
| Ship | 1 |
| Truck | 1.5 |
| Road | 2 |
| Rail | 2.5 |
| Air | 3 |
|  |  |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Sales Table** | | | | | | |
| Delivery Method | Units sold | Total Cost | Unit Delivery | Total Delivery | Delivery Discount | Final Total |
| Ship | 2 | 140 | 1 | 2 | 0.2 | 141.8 |
| Rail | 12 | 720 | 2.5 | 30 | 3 | 747 |
| Road | 150 | 7500 | 2 | 300 | 30 | 7770 |
| Air | 260 | 10400 | 3 | 780 | 78 | 11102 |
| Truck | 580 | 17400 | 1.5 | 870 | 87 | 18183 |
| Truck | 1010 | 20200 | 1.5 | 1515 | 151.5 | 21563.5 |
| Ship | 679 | 20370 | 1 | 679 | 67.9 | 20981.1 |
| Road | 230 | 9200 | 2 | 460 | 46 | 9614 |
| Rail | 125 | 6250 | 2.5 | 312.5 | 31.25 | 6531.25 |
| Air | 25 | 1500 | 3 | 75 | 7.5 | 1567.5 |

|  |  |  |  |
| --- | --- | --- | --- |
| **Discount Table** | | | |
| Total Cost | 0 | 5000 | 10000 |
| Discount 1 | 0.00% | 10.00% | 20.00% |
| Discount 2 | 5.00% | 10.00% | 15.00% |
| Discount 3 | 10.00% | 15.00% | 20.00% |

***Exercise 1***

The formula is inserted in the cells C12 to C21

My formula for the Total Cost was as follows;

=LOOKUP(B12,$A$3:$B$8,$B$3:$B$8\*B12)   **→**    =LOOKUP(B21,$A$3:$B$8,$B$3:$B$8\*B21)

***Exercise 2***

The formula is inserted in the cells D12 to D21

My formula for the Unit Delivery was as follows;

=VLOOKUP(A12,$D$3:$E$7,2,FALSE)          **→**=VLOOKUP(A21,$D$3:$E$7,2,FALSE)

***Exercise 3***

The formula is inserted in the cells E12 to E21

My formula for the Total Delivery was as follows;

=PRODUCT(B12,D12)                                 **→**=PRODUCT(B21,D21)

***Exercise 4***

The formula is inserted in the cells F12 to F21

The data range for the *Discount Table* is in the range H3 to J6, as seen in the formula.

My formula for the Delivery Discount was as follows;

=HLOOKUP(E12,$H$3:$J$6,4)\*E12              **→**=HLOOKUP(E21,$H$3:$J$6,4)\*E21

***Exercise 5***

The formula is inserted in the cells G12 to G21

My formula for the Final Total was as follows;

=C12+E12-F12                                            **→**       =C21+E21-F21