**Assignment No 25**

**Consider The Following Worksheet**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Sales person** | **Product** | **Region** | **Cost/Unit** | **Unit sold** | **Sale** | **Target** | **Surplus sale** | **Less sale** | **Commission**  **Surplus sale** | **Penalty on**  **Less sale** | **Perks** | **Total perks** |
| Aamir | Cd rom | South |  | 10 |  | 45000 |  |  |  |  |  |  |
| Aadil | Hard disk | West |  | 15 |  | 80000 |  |  |  |  |  |  |
| Ameen | Cd rom | South |  | 20 |  | 40000 |  |  |  |  |  |  |
| Amil | Monitor | North |  | 8 |  | 30000 |  |  |  |  |  |  |
| Tahir | Floppy | West |  | 10 |  | 35000 |  |  |  |  |  |  |
| Arjuman | Hard disk | South |  | 12 |  | 60000 |  |  |  |  |  |  |
| Bilal | Cd rom | East |  | 5 |  | 25000 |  |  |  |  |  |  |
| Fardeen | Monitor | North |  | 9 |  | 20000 |  |  |  |  |  |  |
| Abrar | Floppy | West |  | 11 |  | 40000 |  |  |  |  |  |  |
| Tanveer | Hard disk | east |  | 15 |  | 35000 |  |  |  |  |  |  |

**Calculate with formula**

**Product:**  **CD rom Monitor Hard Disk Floppy**

**Cost/unit:** 5000 7000 3000 1000

**Surplus sale:** Sales-Target (not less than zero)

**Commission:** 7.5% of surplus sale

**Perks:**  20% of sale

**Total Perks:** Commission + perks - penalty