

Sales Data

					Q1	Q2	Q3	Q4	Q5
Product ID	Product	Sales	Target	Region	Met Target?	Regional Eligibility	Commission	Bonus	Performance
101	Product A	120	150	North	No	Not Eligible		5% ₹	6.00 Needs Improvement
102	Product B	150	140	South	Yes	Not Eligible		7% ₹	15.00 Good
103	Product C	200	200	East	Yes	Not Eligible		10% ₹	20.00 Excellent
104	Product D	90	100	West	No	Not Eligible		5% ₹	4.50 Needs Improvement
105	Product E	220	210	North	Yes	Eligible		10% ₹	22.00 Excellent
106	Product F	130	160	South	No	Not Eligible		5% ₹	6.50 Needs Improvement

- Q1 Use the IF function to evaluate whether each product met its sales target.
- Q2 Use the IF function to determine if a product is eligible for a regional bonus. Products in the "North" region with sales over 200 are eligible.
- Q3 Use nested IF functions to assign a commission rate based on sales. Sales ≥ 200 get a 10% commission, sales ≥ 150 get a 7% commission, and others get a 5% commission.
- Q4 Use the IF function to calculate a bonus amount. If sales met or exceeded the target, the bonus is 10% of the sales; otherwise, it's 5%.
- Q5 Use the IF function to categorize sales performance as "Excellent" (≥ 200), "Good" (≥ 150), or "Needs Improvement" (< 150).