

**You are the proud owner of a multinational home appliances retailer.**

You have decided to use Pivot Table to analyze your data and see how business can be improved.

Your data contains information about the type of product sold, the Date each product was sold, its List Price  
And also - Where it was sold - City, Country and Region (APAC = Asia Pacific, EMEA - Europe, Middle East and Africa)  
The data is located in the following sheet: [Data](#)

**Now, time to answer some questions... (You can place your pivot tables in a new worksheet)**

- 1 How much in \$ did you sell in each city?
- 2 Per each home appliance item, how many items were sold by your company?
- 3 Now, create a table which shows a breakdown of Total Revenue from each of Items Sold (in Rows), and the Total Revenue by Region (in Columns).
- 4 Now, based on your last Pivot Table, Apply filter so only Microwave, Oven and Refrigerators will show in "Items Sold". Additionally, remove NA from the "Region" field.
- 5 Now, show the Average Discount % per Sales Person. Apply an external filter that will show only sales made in 2018.
- 6 Create a report detailing the \$ Sales by Region, Country and Store, in the following format:

Region	Country	Store	Sales
EMEA	Russia	Moscow	123
APAC	Japan	Tokyo	456

and so on...

- 7 Based on the table from the previous question, and without removing any field - How can you change the table to show only Sales by Region?

EMEA	123
APAC	456

- 8 As part of a re-organization process, you have decided that NA (North America) and LATAM (Latin America) are now part of the Americas region. Rename the data accordingly to have the Pivot from previous question show the new "Americas" value instead of NA and LATAM.
- 9 You found out that your Financial Controller, whom you fired last week for falling asleep during work hours, has been using your data to create a report. The report shows the following data:

Store	Country	Region	Date	Item	Salesperson	List Price	Actual Price	Discount %
Capetown	South Africa	EMEA	18/06/10	Coffee grinder	Noel Bull	50	20	60.00%
Sydney	Australia	APAC	18/06/12	Iron	Christine D	50	18	64.00%
Sydney	Australia	APAC	18/06/13	Toaster	Susan Luke	150	68	54.67%
Riyadh	Saudi Arabia	EMEA	18/06/14	Toaster	Victoria Sh	500	175	65.00%
Tel Aviv	Israel	EMEA	18/06/15	Toaster	David Isaac	30	14	53.33%
Istanbul	Turkey	EMEA	18/06/16	Ceiling fan	George She	700	315	55.00%
Kuala Lumpur	Malaysia	APAC	18/06/17	Washing Machine	Valerie Hoc	1000	360	64.00%
Dublin	Ireland	EMEA	18/06/18	Blender	Robert Har	70	28	60.00%

Madrid	Spain	EMEA	18/06/20	Iron	Roy Nunes	150	65	56.67%
Kuala Lumpur	Malaysia	APAC	18/06/21	Microwave	Ian Baker	700	273	61.00%
Sydney	Australia	APAC	18/06/22	Blender	Richard Ma	150	45	70.00%
London	UK	EMEA	18/06/23	Vacuum Ck	Claire Broo	50	20	60.00%

**10** Create a Pie Chart showing the \$ amount of sales per store in the USA.

**11** Add a Slicer to your last Pivot Chart that allows you to filter your chart by Item.

ce (in \$), its actual Sale Price (\$), the Discount %, and Africa, NA = North America, LATAM = Latin America)

e Regions each item was sold (in Columns).

Item".

le in Columbia. Sort the results in Ascending Order. Who's the best sales agent?

pivot to group the values to be shown on a Region basis only? For Example:

l) should be consolidated into one entity called "Americas".  
stead of LATAM and NA.

s, has omitted the following transactions from APAC and EMEA from your books. Add them to the bot

← **No need to copy this row!**



tom of your data, and make sure that the last Pivot Table includes these rows!