



PROJECT QUESTIONS (USE THESE IN EXCEL)

◆ BASIC LEVEL

1. What is the **total sales** of the company?
 2. What is the **average unit price**?
 3. How many **orders** were placed in total?
 4. Find the **maximum and minimum sales value**.
 5. Count total sales per **product**.
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◆ INTERMEDIATE LEVEL

6. Which **product has the highest total sales**?
 7. Which **region performs best** in terms of revenue?
 8. Who is the **top salesperson**?
 9. Monthly **sales trend** (use Pivot + Line Chart).
 10. Average units sold per product.
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◆ ADVANCED LEVEL

11. Create a **Pivot Table** showing:
 - Rows → Product
 - Columns → Region
 - Values → Sum of Total_Sales
 12. Add **Top 5 salespersons** using filter.
 13. Use **Conditional Formatting** to highlight:
 - Sales > 1,00,000
 14. Create a **Dashboard** with:
 - KPI cards (Total Sales, Avg Sales, Orders)
 - Bar chart (Product vs Sales)
 - Pie chart (Region-wise sales)
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FUNCTIONS YOU WILL USE

- SUM()

- AVERAGE()
 - COUNT()
 - IF()
 - VLOOKUP / XLOOKUP
 - Pivot Tables
 - Conditional Formatting
 - Charts & Slicers
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