**Capstone Project: Data Cleaning and Analysis with Spreadsheet**

1. **What was the city with the highest sales?**

**Ans.** New York City:256397 (total sales)

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1. **What is the average discount given for all orders?**

**Ans. 15.62%**

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1. **What is the most popular product among customers in the "Consumer" segment?**

**Ans. Staple envelope: 29 orders in Consumer Segment**

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1. **What is the total profit made for the "Office Supplies" category?**

**Ans. $122,474**

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1. **Who is the customer who has made the most purchases?**

**Ans. William Brown: 37 Orders**

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1. **What state made the most profit?**

**Ans. California: $76,368**

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1. **How many orders were shipped via "Standard Class" ship mode?**

**Ans. 5968**

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1. **Which region had the highest sales in the month of June?**

**Ans. West: $55,953 profit in June**

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1. **Which region had the highest sales in the month of June?**

**Ans. Cisco TelePresence System EX90 Videoconferencing Unit : $7,546**

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1. **Create a pivot table that shows the total sales for each manufacturer and category combination. In the "Technology" category, which manufacturer had the second highest sales?**

**Ans. Canon: $ 107,506**

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1. **Create a new column that calculates the profit margin for each order. What's the profit margin average?**

**Ans. 12%**

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1. **Use a VLOOKUP function to create a new column that shows the product sub-category for each product based on the separate sub-category sheet.**

**What is the subcategory of “Xerox 1887”?**

**Ans. Subcategory: Paper**

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1. **Create a new column that calculates the number of days between the order date and the ship date for each order. Create a conditional formatting “color scale” for this column, from greenish to reddish. What is the number of days for order id - “CA-2015-100363”?**

**Ans. 5**

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1. **Use the INDEX and MATCH functions to create a new column that shows the shipping cost for each order based on the separate shipping prices sheet. Assume that quantity or weight doesn’t matter.**

**What is the shipping price for order id “CA-2015-100678”?**

**Ans. $ 11.99**

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1. **Create a new column that concatenates the customer’s name, city, and state into a single string for each order. Select the correct result for "CA-2015-100090"**.

**Ans. Ed Braxton, San Francisco, California**

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1. **Use the IFS function to create a new column that categorizes each order as "High," "Low" or "Loss" based on profit and sales criteria. Profit is “*high*” if:**
   * **Sales are above 200 and profit is above 20**
   * **If profit is above 40.**

**Otherwise:**

* + **If the profit is above 0 but below 20, this is categorized as “low”.**
  + **If the profit is below 0, this is categorized as a “loss.”**

**Use conditional formatting to color the columns with the values “high” in green and the value “loss” in red.**

**How many “losses” do you have?**

**Ans. Loss : 2029**