

1. Baseline Pivot tables – Roles & Aliases

1a)

Packers	# Sales
Packer	
Hung Singh	33
Odessa Yu	31
Senior Packer	
Bill Barley	42
William Un	34
Grand Total	140

Sales Rep	# Sales
Executive Consultant	
Alexi Witt	52
Coly Luca	27
Julia Santos	32
Wei Xiao	29
Grand Total	140

1b)

# Sales					
	Packer		Senior Packer		Grand Total
Sales Rep	Hung Singh	Odessa Yu	Bill Barley	William Un	
Executive Consultant					
Alexi Witt	3	4	37	8	52
Coly Luca		26	1		27
Julia Santos	27		3	2	32
Wei Xiao	3	1	1	24	29
Grand Total	33	31	42	34	140

1c)

Percent of Sales					
	Packer		Senior Packer		Grand Total
Sales Rep	Hung Singh	Odessa Yu	Bill Barley	William Un	
Executive Consultant					
Alexi Witt	5.77%	7.69%	71.15%	15.38%	100.00%
Coly Luca	0.00%	96.30%	3.70%	0.00%	100.00%
Julia Santos	84.38%	0.00%	9.38%	6.25%	100.00%
Wei Xiao	10.34%	3.45%	3.45%	82.76%	100.00%
Grand Total	23.57%	22.14%	30.00%	24.29%	100.00%

2.

2a)

I think that the rumors are true. Based on the baseline pivot tables above you can tell that each Sales Reps have a higher number of sales with a specific Packer. For example, if you look at the Joint Activity table , you can see that Julia Santos highest amount of sale are with the packer Hung Singh, Alexi Witt's highest amount of sale are with the packer Bill Barley, Coly Luca's highest amount of sale are with the packer Odessa Yu, and Wei Xiao's highest amount of sale are with the packer William Un. Also, if you look at the Disjoint Activity table, you can see the Sales Reps highest percent of sale are with that given packer.

3a)

Discount Level	DiscountPct
High	16.36%
Low	3.32%
Medium	7.37%
Grand Total	11.06%

3b)

DiscountPct	Column Labels				
Discount Level	2020-Q1	2020-Q2	2020-Q3	2020-Q4	Grand Total
High	10.73%	13.64%	14.44%	21.72%	16.36%
Low	3.24%	6.79%	3.38%	1.40%	3.32%
Medium	6.05%	7.07%	8.08%	7.62%	7.37%
Grand Total	5.17%	10.59%	11.45%	16.22%	11.06%

3c)

Gross Sale	Column Labels ▼				
Row Labels ▼	2020-Q1	2020-Q2	2020-Q3	2020-Q4	Grand Total
High	\$3,058.00	\$6,361.00	\$8,387.00	\$9,435.00	\$27,241.00
Low	\$8,917.00	\$1,238.00	\$2,603.00	\$1,928.00	\$14,686.00
Medium	\$215.00	\$4,160.00	\$1,201.00	\$2,702.00	\$8,278.00
Grand Total	\$12,190.00	\$11,759.00	\$12,191.00	\$14,065.00	\$50,205.00

3d)

Net Sale	Quarters ▼				
Discount Level ▼	2020-Q1	2020-Q2	2020-Q3	2020-Q4	Grand Total
High	\$2,730.00	\$5,493.24	\$7,176.24	\$7,386.00	\$22,785.48
Low	\$8,628.00	\$1,154.00	\$2,515.00	\$1,901.00	\$14,198.00
Medium	\$202.00	\$3,866.00	\$1,104.00	\$2,496.00	\$7,668.00
Grand Total	\$11,560.00	\$10,513.24	\$10,795.24	\$11,783.00	\$44,651.48

4.

4a)

I think that Ivan is correct, and the Sales Reps are hardly working to do anything except give away discounts to get commissions. This is because if you look at the Timely Gross Sales and Timely Net Sales tables, you can see that highest number of sales are when the discount level is high. Also, there is a more consistent number of sales when there is a higher discount level.