**JAIPURIA INSTITUTE OF MANAGEMENT, INDORE**

**PGDM**

**FIRST TRIMESTER (Batch 2020-22)**

**Set-C**

**END TERM EXAMINATION, NOV-2020**

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| Course Name | **Data Analysis using Spreadsheets** | Course Code | **IT101** |
| Max. Time | **2 hours** | Max. Marks | **40** |

**INSTRUCTIONS:**

All the questions are compulsory.

Please save the file with Full Name and Section (FirstNameLastname\_Section)

All the questions are based on one file (DataC.xlsx)

**Questions.1**

a) Highlight all the customers who all use sales channel 3. **2.5 marks**

b) Find out total number of male customers who are Bachelor and sales more than 20000 and from Washington. **Note: Do not use Filter option 2.5 marks**

c) Sort the data as per the increasing order of the salary. **2.5 marks**

d) Calculate the total sales of Masters working in Arizona.

**2.5 marks**

**Questions.2**

Q2 a) Calculate the tax if sales are more than 10000 it will be 5% else it will be 7.5%.

**Note: Create separate column to generate tax. 2.5 marks**

b) As we have to find out how business is doing we have to find out the average sales of Male customers of California and compare it with Male customers of Nevada and which state is performing good. **2.5 marks**

c) It is better to take decision on various states, for this we need to get graphical representation of tax amount of various states. **(Use Excel File DataC).**

**2.5 marks**

d) Generate various sales channel type as per the sales channel codes, insert the new column at an appropriate location **(Use Excel File DataC). 2.5 marks**

**Questions.3**

a) We have to target customers on the basis of sales channel, the below mentioned type:

a.) Agent: poor knowledge

b.) Branch: moderate knowledge

c.) Call centre: very good knowledge

d.) Website: excellent knowledge

**Note: Use appropriate function 2.5 marks**

b) Generate information of tax of customers in various states as per the gender and qualification. **2.5 marks**

c) In which state there are more number of "excellent knowledge". **2.5 marks**

d) Calculate some allowances which needs to pay by everyone which is 10% flat of their sales.

**2.5 marks**

**Questions.4**

1. Find out gender wise sales channel and tax, give your analysis.  **Note: Analysis needs to be given in the excel sheet 5 marks**

b)Explain graphically the performance of various education background of customers as per their sales**. (Use Pivot Chart) 2.5 marks**

c) Filter out all the Female bachelors of Arizona with very good knowledge. **(Use Filters)**

**2.5 marks**