**JAIPURIA INSTITUTE OF MANAGEMENT, INDORE**

**PGDM**

**THIRD TRIMESTER (Batch 2019-21)**

**MID TERM EXAMINATION, FEBRUARY-2020**

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| Course Name | **Advanced Excel for Decision Making** | Course Code | **IT 302** |
| Max. Time | **1 hour** | Max. Marks | **20** |

**INSTRUCTIONS:**

1. ***After opening the given workbook in EXCEL 2016, student will solve the problems as per the instructions.***
2. ***Attempt all questions on the Excel workbook only.***
3. ***Upload the Excel workbook on Moodle for Evolution.***

***Problem Statement (For Question 1&2):***

Mr. Beans is an owner of a Lemonade shop. After selling his product (in Lemon and orange flavor) in the month of July, he is keeping record in this worksheet. He is recording about the sale of each type of flavor at two locations (Park and Beach), temperature of the day and number of leaflets distributed during the day. Kindly help him to check the performance of his business by answering the following questions.

**Question 1**: Understanding basics (Max 8 Marks)

1. ***To do***: Calculate Total Sales and Revenue for each day after removing the duplicate row, if any. (Add columns- Total Sales, Revenue.)
2. Calculate the following:
3. Best day Sales (in dollars)
4. Average Sales (in dollars)
5. ***To do***: Highlight the cells in Revenue which are above average

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| 1. ***To do***: Add a column to the given database to categorize each day sales as Low Sales, Average Sales and High Sales using the categorization table provided to you along with the database. |
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1. How many of them falls under the "High Sales" category?
2. Draw a chart to show a relationship between Sales and Leaflets distribution.

**Question 2**: Using Pivot tables (Max. 8 Marks)

1. Add a pivot table to compare the sales of Lemon and orange flavors at various locations for each day (Sunday, Monday…..). Draw an appropriate pivot chart.
2. Add a pivot table to draw a frequency distribution of no of days in various Temperature bands. Draw an appropriate pivot chart.

**OR**

Add a pivot table to check the proportion of sales of Lemon and orange flavors at each location. Draw an appropriate pivot chart.

**Question 3**- Creating Basic Model. (Max Marks- 4)

Assume you own a book store and have to send certain number of books (say 100) to a customer. You sell a certain percentage for MRP of $50 and a balance percentage on discount price of $20.

Fixed cost of packaging is charged for the whole consignment (i.e. $100)

Create the scenario for: Revenue generated if

(a) Percentage sold on MRP - 60%,

(b) Percentage sold on MRP - 80%

(c) Percentage sold on MRP - 100%

Create a summary for the scenarios, if 500 books were send.