

Outlander Spices Assignment

Objectives:

- Advanced formulas: countifs, averageifs
- Advanced formulas: vlookup

Instructions:

1. On the Lookup tab, use the VLOOKUP function in cells B6 and C6 that based the lookup on the value in cell A6, as shown on the figure on the right.
2. On the Match tab, use advanced logical formulas as shown in the figure below:
 - a. In cell B6, display the count of all the managers for the region entered into cell A6. Check the formula by entering different regions, like Southwest and West
 - b. In column E, identify the sales city as either "Large" or "Small" based on the number of accounts. (25 or more accounts is large, otherwise the city is considered a small market.)
 - c. Utilize the AVERAGEIFS and SUMIFS functions to complete the cells between G2 and J6

	A	B	C
1	Outlander Spices		
2	City managers details		
3			
4	Search	Results	
5	Enter city	Manager name	Phone number
6	El Paso	Cynthia Roberts	(555) 654-3787
7			
8			
9	City	Manager name	Phone number
10	Ashford	Melinda McGregor	(555) 345-4024
11	Atlanta	Julia Stockton	(555) 565-4581
12	Austin	Rebecca Austin	(555) 858-5866
13	Baltimore	Sandra Lawrence	(555) 390-8944
14	Bennett	Mary Smith	(555) 376-3760
15	Berkeley	James Overmire	(555) 028-7743
16	Boston	Wendy Alto	(555) 767-6432
17	Chicago	Rita Lawson	(555) 284-0767
18	Columbus	Michelle Washington	(555) 330-3389
19	Dallas	Maureen O'Connor	(555) 617-3312
20	Denver	Tina Ralls	(555) 646-7973
21	Detroit	Julie George	(555) 458-9578
22	El Paso	Cynthia Roberts	(555) 654-3787

	A	B	C	D	E	F	G	H	I	J	
1	Outlander Spices						Total Sales for Managers with more than 25 Accounts	Total Sales for Managers with less than 25 Accounts	Average Sales for Managers with more than 25 Accounts	Average Sales for Managers with less than 25 Accounts	
2	City managers details						Northeast	\$2,359,891	\$126,370	\$214,536	\$126,370
3							Southeast	\$390,188	\$263,198	\$195,094	\$131,599
4	Search	Results					Midwest	\$901,301	\$277,758	\$180,260	\$92,586
5	Region	Count of Managers in the Region					Southwest	\$501,375	\$137,868	\$167,125	\$137,868
6	West	12					West	\$1,752,231	\$464,857	\$219,029	\$116,214
7											
8											
9	Manager name	Region	City	# of accounts	Size	Q1 Sales	Q2 Sales	Q3 Sales	Q4 Sales	Total	
10	Julie George	Midwest	Detroit	11	Small	\$10,693	\$8,624	\$9,324	\$17,976	\$46,617	
11	Mary Smith	Southeast	Bennett	14	Small	\$11,544	\$20,240	\$9,252	\$19,950	\$60,986	
12	Tammy Heiret	West	San Francisco	15	Small	\$24,377	\$15,246	\$10,155	\$12,096	\$61,874	
13	Rita Greg	Midwest	Indianapolis	18	Small	\$35,112	\$19,026	\$32,228	\$11,376	\$97,742	