Date: 21ˢᵗ Nov 2018   **Maximum Marks: 50**
Day : Wednesday   **Duration: 3 hrs**

Note: Solve any 5.

1. CREATE a folder **XX** - MMM-I-ENDTERM (where XX should be your roll No.)
2. Copy all files from MMM-ENDTERM-EXAM to this new FOLDER that you created.
3. Use the Data files *where ever necessary* from the folder **XX** - MMM-I-ENDTERM.
4. **Save** your answer files in your created folder   **XX** - MMM-I-ENDTERM.

		Marks
Q1.	Using **Vlookup** Prepare the daily 1. Purchase Register by calculating the Purchase Amount using the Purchase price list . 2. Sales Register by calculating the Sales Amount using Sales Rate cards . 3. Using the Purchase & Sales Register find the Product wise Purchase & Sale Amount for the month.	**10**
Q2.	From the Monthly Sales Data made for the given Salesman find the Total sales Turnover of the every quarter made by each sales men and update against their Qrtly turnover statement using Vlookup . Draw a graph showing the quarterly sales Turnover verses the Sales Men	**10**
Q3.	Using the Monthly Sales Data prepare Pivot Table for Region wise Salesmen wise , Productwise Sales Turnover. Draw a combination graph shoing the Product wise Quantity sold & Sales Turnover.	**10**
Q4.	A new product is to be launched into the market. 1. Its raw material Cost is Rs. 68/- unit and 2. the production cost is Rs. 25/- per unit . 3. Its overhead cost is found to be 15/- per unit. 4. And a Selling price of Rs. 120/- per unit. If the production capacity is 100 units per shift and the factory works only for 1 shift . Using What-if-analysis find 1. If the profit has to be Rs. 14/-per unit, find the Raw material cost .	**10**

	2. If the company does not want to compromise on the quality then find the profit that the company can have per unit .	

Q5.	Prepare the following Table :
	 1. for '*Rate Card*' with following fields : Prod-Id (Key field), Prod-Name (20 alpanumeric) , Prod-Price (only numeric 4 digits).
	 2. 'Customer Details' with fields
	      a. Cust-Id
	      b. Cust-Name
	      c. Cust Address
	      d. Cust-City
	      e. Cust-Pincd
	      f. Cust-Cell No
	
	 The Company has 10 products P1 to P10 and has customers from 4 zones North(N), West(W), South (S) and East(E). Two cities in each zone and 5 customers in each city.
	 1. Design a Query to List All customers of East Zone and South Zone.
	 2. Print a Report to list all the customers Zone wise & Citiwise in alphabetic order with their Address & Contact no.
		10

Q6.	Prepare a table "Sales Turn over" with following fields:
	      a) Salesmen-Id
	      b) Salesmen Name
	      c) Zone
	      d) Region
	      e) City
	      f) Sales Turn over
	 1. Use lookup wizard from the table design option to create Zone , Region & City.
	 2. Create a Form and format it to an appealing Design and enter the Data.
	 3. Create a Query to show the Sales turnover with the top Sales appearing in the above rows.
		10

Q7.	Send Mail to all Sales Rep & Sales Manager from Chennai ONLY calling them for an AWARD function on 2nd December 2018 @ The Crystal Ball Room, 3rd Floor, The Marriot, Triplicane, Chennai 700001. Fill in the letter date as today's date . "Sales Rep Address" has to be converted from the Addrappln.xls from **XX** - MMM-I-ENDTERM. The invite letter is in the same folder with name " INVITE LETTER.doc".	**10**

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