SOMAIYA
VIDYAVIHAR UNIVERSITY

Semester: June 23 – Sept 23			
Maximum Marks: 50 Examination: ESE Examination Date: 12/11/2024 Duration: 2 Hrs			
Programme code: 01 **Programme: MBA**		**Class:** FY	**Semester/~~Trimester~~:** I
College: K J Somaiya Institute of Management		**Name of the department/Section/Center: DST**	
Course Code: 317P01C110		**Name of the Course: Spreadsheet Modelling**	
Instructions: **1.** **Answer Any five of the following**			

Ques tion No.		Max. Marks

Q. 1	Use **Employee Performance.xls** file
	1. Find out the average annual performance rating
	2. Add a new column to categorize these annual ratings based on the following
	    a. <= 2 Below Expectations
	    b. >2 and <=4.5 Meets Expectations
	    c. > 4.5 Exceeds Expectations
	3. Find out how many employees fall in each category
	4. Show visually %age of employees fall in each of these categories
	5. Apply different colors for each category and bring one color to one place.
		10 Marks

Q. 2	CSS Inc. is investing in a new product with fixed costs of $49980; each unit sells for $150 while costing $80 to produce. How many units do you need to sell to break even? Copy the same data again and perform the following If the company wants a profit of 10710, then how many products do they need to sell?	**10 Marks**
Q. 3	PFA the file **"Emp sales data"** and answer the following queries 1. Create a column that displays whether the employee achieved the target or not 2. How many employees achieved the target and how many did not achieve it 3. Show the top 3 employees who did the highest sales 4. Count the number of employees who could achieve more than 80% target 5. Display the name of the employee who did sales = 650000	**10 Marks**
Q. 4	Sale of food items of different categories is given. Find out following things using file **Q 4.xls**	**10**

	a) Find the Total Revenue of Asia	
	b) Find the Total Count of European Region with Item Type: Beverages	
	c) Find the Total Profit of Asia region with Country Malaysia and Item type Cereal	
	d) Find the total count of offline sales	
	e) Find the total count of offline sales in whose revenue is greater than 9000	
	f) Find the total profit of baby food with high-priority	
	g) Find the Average Revenue of the given data	

Q. 5

ABC Co. Ltd wants to analyze their net income. Use **ABC.XLSX** and use the following formulas to complete the spreadsheet to calculate net income. Do the further analysis using data table where copy volumes (Copies/Month/Copier) ranging from 22000 to 32000. You need to track how changes in copy volumes affect Net Income.

10 Mark s

Cell	Formula
Fixed Expense per Copier (B7)	Monthly Lease Cost + Copier Service Cost + Other Fixed Costs
Revenue (B12)	No. Of Copier Leased x Copies/Month/Copier x Price Charged per Copy
Cost of Goods Sold (B13)	No. Of Copiers Leased x Copies/ Month/Copier x Variable Cost per Copy
Contribution Margine (B14)	Revenue – Cost of Goods Sold
General & Admin. Costs (B15)	No. Of Copiers Leased x (Fixed Expense per Copier + Space Rental Rate)
Net Income (B16)	Contribution Margin – General & Admin. Costs

Use the Scenario Manager to generate a summary of the below scenarios.

Scenario Name	Copy Volume (Copies/Month/Copier)
Expected Demand	35000
Very Low Demand	18,000
Very High Demand	55,000

The Scenario Manager should track the values for Revenue, Cost of Goods Sold, Contribution Margin, and General & Admin. Costs.

Q. 6

Use file **Prod_sales** and answer the following queries

1. Use the table from sheet 2 and find out the type, product, category, price and Commission for each transaction

2. Find out the revenue generated region-wise and then show the percentage contribution

3. Find out the commission paid and revenue generated yearly, quarterly and monthly

4. Find out the total commission paid channel wise

5. Find out the product wise revenue we generated. Highlight the highest saling product.

10 Mark s