

Welcome to this data analytics tutorial that covers sales, cost, and gross profit analysis using pivot tables and charts in Excel.



In this activity, we are using a sales and cost data set for a fictitious company, Cabinet Accessories Company (CAC.) The sales and cost data covers 2014 – 2018. For this tutorial only, we are using a small, 36-record data set. For the actual activity, you will be using the full data set so your answers for the activity requirements will be different – but the process will be similar.



For this tutorial on pivot tables and pivot charts, we will be demonstrating using Office 365 Excel for Windows. Other versions of Excel may be slightly different. Also note that there may be many ways of accomplishing the same thing – we are just presenting one way here. Make sure your version of Office 365 is updated; you may not see things the same way if you have not updated recently.

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	479491 5	South	6/1/2017	885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	101			
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3	479518 5	South	7/6/2017	Z115-128PC	Elements	Lindos	128° CC pull	12.98	8,46	268			
4	479518 5	South	3/10/2018	Z115-965N	Elements	Lindos	96" CC pull	4.87	3.29	892			
5	480137 0	Central	2/22/2018	878AE	Elements	Kingsport	Knob	3.29	2.27	846			
6	478782	Central	4/10/2017	Z115-1285N	Elements	Lindos	128° CC pull	12.98	8.08	301			
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6	479491	South	7/3/2015	885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	207			
7	479491 5	South	7/3/2015	885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	186			
8	480137	Central	2/5/2015	878AE	Elements	Kingsport	Knob	3.29	2.27	487			
19	476614 5	South	4/25/2018	885-3055N	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	37.55	30			
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Start this activity by opening the Excel workbook containing the data set.

## General instructions

For each of the requirements (except Requirement 1), create a new pivot table in a new worksheet. Name each new worksheet as "Req 2," "Req 3," etc. If instructed, format the dollar amounts in each pivot table or pivot chart using the accounting format with two decimal places.

In general, for each of the requirements in this activity (except for Requirement 1), create a new pivot table in a new worksheet. Name each new worksheet as "Req 2," "Req 3," etc. If instructed, format the dollar amounts in each pivot table or pivot chart using the accounting format with two decimal places.

## Requirement 1

Create three columns in the Data worksheet that calculate sales revenue, cost, and gross profit for each sales record

Requirement 1 asks "Create three columns in the Data worksheet that calculate sales revenue, cost, and gross profit for each sales record."

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For the first step in the first requirement, to go Cell K2 in the Data worksheet, which is the cell under the column heading sales revenue. Enter the formula for sales revenue, which is =h2\*j2. Point to the cells rather than typing them in.

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4	479518	South	3/10/2018	8 Z115-965N	Elements	Lindos	96° CC pull	4.87	3.29	892				
5	480137	Central	2/22/2018	8 878AE	Elements	Kingsport	Knob	3.29	2.27	846				
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7	479491	South	7/3/2019	5 885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	186				
8	480137	Central	2/5/2019	5 878AE	Elements	Kingsport	Knob	3.29	2.27	487				
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For the second step, click in Cell L2, which is right below the column heading total cost. Enter the formula for total cost, which is =i2\*j2. Again, point to the cells rather than typing in the names.

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	480402 0	Central	3/5/2017	885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	374			
	479491 5	south	6/19/2016	Z115-128DBAC	Elements	Lindos	128° CC pull	12.98	8.29	685			
	479471 0	Central	1/2/2018	885-96NI	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.95	216			
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	479491 5	south	10/26/2017	885-305PC	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	30.1	470			
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For the third column, click in cell M2, which is the cell right below the column heading of gross profit. Enter the formula for gross profit, which is sales revenue minus total cost or=K2–L2 (again, point to the cells rather than typing them in – there is a lot less potential for error that way.)



In the fourth step, copy the three formulas down to the rest of the rows by selecting the three cells and then double-clicking the small box in the lower right-hand corner of cell M2.

For Step 5, format the three columns by selecting the columns and then clicking on Format, Accounting format with 2 decimal places.

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That's it, you have added three formatted columns to the Data worksheet.

## Requirement 2

Create a pivot table that shows sales revenue by region for each year. Correct any errors in the data set. Insert a pivot chart to show sales trends.

Requirement 2 states "Create a pivot table that shows sales revenue by region for each year. Correct any errors in the data set. Insert a pivot chart to show sales trends."

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	479491 South	10/26/2017	7 885-305PC	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	36.1	470	\$ 27,255.30	\$ 16,967.00	\$ 10,288.
	479491 South	6/1/201	7 885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	101	\$ 1,396.83	\$ 826.18	\$ \$70.
	479566 Centra	12/18/2019	5 885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	759	\$ 10,496.97	\$ 6,747.51	\$ 3,749.
	479529 Centra	6/3/201	7 Z115-128DBAC	Elements	Lindos	128° CC pull	12.98	8.29	999	\$ 12,967.02	\$ 8,281.71	\$ 4,685.
	479518 South	12/23/2018	8 885-3055N	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	37.55	315	\$ 18,266.85	\$ 11,828.25	5 6,438.
	479529 Centra	1 10/26/2017	7 Z115-1280BAC	Elements	Lindos	128° CC pull	12.98	8.29	561	5 7,281.78	\$ 4,650.69	\$ 2,631.
	479518 South	7/6/2011	7 Z115-128PC	Elements	Lindos	128" CC pull	12.98	8.46	268	\$ 3,478.64	\$ 2,267.28	\$ 1,211
	479518 South	3/10/2018	8 Z115-965N	Elements	Lindos	96° CC pull	4.87	3.29	892	\$ 4,344.04	\$ 2,934.68	5 1,409.
	480137 Centra 470702 Contra	2/22/2010	3 878AE	Elements	Kingsport	Knob	3.29	2.27	840	5 2,783.34	5 1,920.42	5 862.
	478782 Centra 478783 Centra	4/10/201	7 2115-1285N	Elements	Lindos	128° CC pull	12.98	8.08	301	\$ 3,906.98	\$ 2,432.08	5 1,474.
	478782 Centra 477402 South	3/11/2016	6 885.3745N	Leffrey Alexander	Havaucorth	224 mm CC null	24.4	14.22	101	\$ 17,031,20	\$ 0.035.56	\$ 7105
	480137 Centra	2/1/2010	6 878AF	Elements	Kinesport	Knob	3.29	2.27	612	\$ 2,013,48	\$ 1,389,24	5 624.
	478406 Centra	1/18/2018	8 Z115-96DBAC	Elements	Lindos	96° CC pull	4.87	3.1	566	\$ 2,756,42	\$ 1,754.60	\$ 1.001
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The first step is to click anywhere in the data in the Data worksheet.

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4795	18 South	12/23/2018 885-3055N	Jeffrey Alexander	Hayworth	305 mm	CC pull	57.99	37.55	315	\$ 18,266.85	\$ 11,828.25	\$ 6,438.6
4795	29 Central	10/26/2017 2115-1280BAC	Elements	Lindos	128° CC	pull	12.98	8.29	561	5 7,281.78	5 4,650.69	5 2,631.0
4795	18 South	7/6/2017 2115-128PC	Elements	Lindos	128-00	. pull	12.98	8,40	268	5 3,478.64	\$ 2,267.28	5 1,211.3
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4787	R2 Central	9/26/2016 7115-1285N	Elements	Lindos	128" 00	ault	12.90	8.08	161	\$ 2,089,78	\$ 1300.88	\$ 788.0
4774	02 South	3/11/2016 885-2245N	Jeffrey Alexander	Hayworth	224 mm	CC pull	24.4	14.22	698	\$ 17.031.20	\$ 9,925.56	\$ 7.105.6
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4001	of Cashiel	A MARINAN THE ACOUNT	Elements	Hindor	96* 00	line	4.87	3.1	566	\$ 2756.42	\$ 1,754.60	\$ 1 001.8

Next, on the ribbon, click Insert and then Pivot Table.



Before we go any further, right-click the worksheet name tab and rename it "Req 2." That will help to keep track of the different pivot tables.



By the way, if the PivotTable Fields panel ever disappears, you can bring it back by clicking anywhere in the pivot table you have created.



The next step is to drag "Region" in the PivotTable Fields panel down to the Rows box, "Sales revenue" down to the Values box, and "date\_of\_sale" down to the Columns box.



#5: Examine the pivot table now. Look for errors. Here we see that "Central" has been entered as "Centrals" at least once in the dataset. When you work on the large assigned dataset, there may be different error(s), but the same visual inspection technique will work to find any errors.



Now switch back to the Data worksheet and click on Find & Select in the Home ribbon. Select Find and Replace. Type in the error term(s) you found in the pivot table and click Find Next. Replace with the corrected spelling. Do this process for each error you find in the pivot table. Here we had just one, Centrals instead of the correct Central.



For Step 7, return to the Req 2 worksheet. Click in the data in the pivot table. Right-click and select Refresh. This process should update the pivot table so the errors you corrected are no longer in the pivot table.



Next, we will format the data in the pivot table. Select the pivot table data and right-click to select Value Field Settings.



Select Number Format and then format the pivot table cells as Accounting with 2 decimal places.



Now we are going to insert a PivotChart in this same worksheet. Select the pivot table data. On the Insert ribbon, click on PivotChart.

Req 2: Sales	by region an Medical Construct - For New York Construct - For New Y	of derror corr Tofreedd ywardt to Der Bay Start Starter Starter Start Starter Starter Start Starter Starter Start Starter Starter Start Starter Starter Start Starter Starter Start Starter Starter Start Starter Starter Start Starter Start Starter Start Starter	rection were two the theory of the theory the theory of the theory the theory of the theory the theory of the theory the theory of the theory of the theory the theory of the theory of the theory the theory of the theory of the theory of the theory of the theory the theory of the theory
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#11: Next,	select the Lin	e type of cha	Int West or of side to *-

Next, select the Line type of chart and then click on OK.



The pivot chart now appears in the worksheet. However, we need to switch the data rows and columns.



To switch the rows and columns, right-click the chart and click on Select Data.



Next, click on the Switch Row/Column button at the top of the box.



Now click OK to finalize the switch of the rows and columns.



The pivot table rows and columns now have been switched, as well as the pivot chart data.

## Requirement 3

Create a pivot table that shows sales revenue, costs, and gross profit for each year. What is the impact on retained earnings each year?

Requirement 3 reads "Create a pivot table that shows sales revenue, costs, and gross profit for each year. What is the impact on retained earnings each year?"

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	478406	Central	7/20/2017	2115-1288NBDI	Elements	Lindos	128° CC pull	12.98	8.2	307	\$ 3,984.8	\$ 2,517.40	\$ 1,467.4
	480402	Central	3/5/2017	885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	374	5 5,172.4	\$ 3,324.86	5 1,847.5
	479491	Central	6/19/2016	2113-1280846	Liements	Lindos	128° CC pull	12.98	8.29	216	5 8,891.9	\$ 1,078.00	5 3,212,0 6 1,054,0
	479471	South	8/12/2015	71158NBDI	Elements	Lindos	Knoh	4.15	2.52	169	\$ 701.3	\$ 475.88	\$ 275.
	479491	South	10/26/2017	885-305PC	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	36.1	470	\$ 27,255.3	\$ 16,967.00	\$ 10,288.
	479491	South	6/1/2017	885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	101	\$ 1,396.8	\$ 826.18	\$ \$70.0
	479566	Central	12/18/2015	885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	759	\$ 10,496.9	\$ 6,747.51	\$ 3,749.4
	479529	Central	6/3/2017	Z115-1280BAC	Elements	Lindos	128° CC pull	12.98	8.29	999	\$ 12,967.0	\$ 8,281.71	\$ 4,685.3
	479518	South	12/23/2018	885-3055N	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	37.55	315	\$ 18,266.8	\$ 11,828.25	5 6,438.0
	479529	Central	10/26/2017	Z115-1280BAC	Elements	Lindos	128" CC pull	12.98	8.29	561	5 7,281.7	\$ 4,650.69	\$ 2,631.0
	479518	South	7/6/2017	2115-128PC	Elements	Lindos	128° CC pull	12.98	8.40	268	5 3,478.64	\$ 2,267.28	5 1,211.3
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	478782	Central	4/10/2017	2115-1285N	Elements	Lindos	128° CC null	12.98	8.08	301	\$ 3,906.9	\$ 2,432.08	\$ 1.474.9
	478782	Central	9/26/2016	Z115-1285N	Elements	Lindos	128" CC pull	12.98	8.08	161	\$ 2,089.7	\$ 1,300.88	\$ 788.9
	477402	South	3/11/2016	885-2245N	Jeffrey Alexander	Hayworth	224 mm CC pull	24.4	14.22	698	\$ 17,031.20	\$ 9,925.56	\$ 7,105.6
	480137	Central	2/1/2016	878AE	Elements	Kingsport	Knob	3.29	2.27	612	\$ 2,013.4	\$ 1,389.24	\$ 624.2
	478406	Central	1/18/2018	Z115-96DBAC	Elements	Lindos	96° CC pull	4.87	3.1	566	\$ 2,756.4	\$ 1,754.60	\$ 1,001.8
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	4781.7 South	8/12/2015 Z1158NBDL	Elements	Lindos	Knob	4.15	2.52	169	\$ 701.35	\$ 425.88	\$ 275.47	
	479491 South	10/26/2017 885-305PC	Seffrey Alexander	Hayworth	305 mm CC pull	57.99	36.1	470	\$ 27,255.30	\$ 16,967.00	\$ 10,288.30	
	479491 South	6/1/2017 885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	101	\$ 1,396.83	\$ 826.18	\$ 570.65	
	479566 Central	12/18/2015 885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	759	5 10,496.97	\$ 6,747.51	\$ 3,749,46	
	479529 Central	6/3/2017 Z115-128DBAC	Elements	Lindos	128" CC pull	12.98	8.29	999	\$ 12,967.02	5 8,281.71	\$ 4,685.31	
	479518 South	12/23/2018 885-3055N	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	37.55	315	\$ 18,266.85	\$ 11,828.25	\$ 6,438.60	
	479529 Central	10/26/2017 2115-128DBAC	Elements	Lindos	128° CC pull	12.98	8.29	561	\$ 7,281.78	\$ 4,650.69	\$ 2,631.09	
	479518 South	7/6/2017 Z115-128PC	Elements	Lindos	128" CC pull	12.98	8.46	268	\$ 3,478.64	\$ 2,267.28	\$ 1,211.36	
	479518 South	3/10/2018 Z115-965N	Elements	Lindos	96" CC pull	4.87	3.29	892	\$ 4,344.04	\$ 2,934.68	\$ 1,409.36	
	480137 Central	2/22/2018 878AE	Elements	Kingsport	Knob	3.29	2.27	846	\$ 2,783.34	\$ 1,920.42	\$ 862.92	
	478782 Central	4/10/2017 2115-1285N	Elements	Lindos	128° CC pull	12.98	8.08	301	5 3,906.98	5 2,432.08	\$ 1,474.90	
	478782 Central	9/35/2016 Z115-1285N	Elements	Lindos	128" CC pull	12.98	8.08	161	\$ 2,089.78	\$ 1,300.88	\$ 788.90	
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	480137 Central	2/5/2015 8/8AE	Elements	kingsport	Knob	3.29	1.27	487	5 1,602.23	5 1,105.49	5 496.74	
	470014 South	4/20/2018 885-3055N	Jeffrey Alexander	Hannach	305 mm CC pull	57.99	37.33	50	a 1,739.70	\$ 1,120.50	5 013.20	
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Click on the Insert tab and then click on Pivot Table.

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Next, accept the defaults and click on OK.



Before we go any further, right-click the worksheet name tab and rename it "Req 3." That will just help to keep track of the various pivot tables.



In the next step, drag "Years" in the PivotTable Fields panel down to the Rows box. Drag "sales revenue", "total cost", and "gross profit" down to the Values box.


Next, select the pivot table data. Right-click and select Value Field Settings.

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This pivot table that shows sales revenue, total cost, and gross profit by year is now finished. The requirements for the data project ask to calculate the net impact on retained earnings in each of the years from the transactions. Remember that gross profit will increase retained earnings.

## Requirement 4

Create a pivot table that shows the most profitable brand in each year, as measured by gross profit.

Requirement 4 reads "Create a pivot table that shows the most profitable brand in each year, as measured by gross profit."

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	478406	Central	7/20/2017	2115-1288NBDL	Elements	Lindos	128° CC pull	12.98	8.2	307	\$ 3,984.86	\$ 2,517.40	5 1,467
	479491	South	6/19/2016	2115-1280BAC	Elements	Lindos	128° CC pull	12.03	8.29	685	\$ 8.891.30	\$ 5,678,65	5 3,212
	479471	Central	1/2/2018	885-96NI	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.95	216	\$ 2,987.28	\$ 1,933.20	\$ 1.054
	478187	South	8/12/2015	Z1158NBDL	Elements	Lindos	Knob	4.15	2.52	169	\$ 701.35	\$ 425.88	\$ 275
	479491	South	10/26/2017	885-305PC	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	36.1	470	\$ 27,255.30	\$ 16,967.00	\$ 10,288
	479491	South	6/1/2017	885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	101	\$ 1,396.83	\$ 826.18	\$ 570
	479566	Central	12/18/2015	885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	759	\$ 10,496.97	\$ 6,747.51	\$ 3,749
	479529	Central	6/3/2017	Z115-128DBAC	Elements	Lindos	128° CC pull	12.98	8.29	999	\$ 12,967.02	\$ 8,281.71	\$ 4,685
	479518	South	12/23/2018	885-3055N	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	37.55	315	\$ 18,266.85	\$ 11,828.25	\$ 6,438
	479529	Central	10/26/2017	2115-1280BAC	Elements	Lindos	128° CC pull	12.98	8.29	561	5 7,281.78	5 4,650.69	5 2,631
	479518	South	2/10/2017	2115-128PC	Elements	Lindos	128 CC pull	12.98	3 20	208	\$ 3,478.04	\$ 2,207.28	5 1,211
	480137	Central	2/22/2018	878AF	Elements	Kinesport	Kooh	3.20	2.27	846	5 2 783.34	\$ 1,920.42	5 862
	478782	Central	4/10/2017	2115-1285N	Elements	Lindos	128° CC pull	12.98	8.08	301	\$ 3,906.98	\$ 2,432.08	\$ 1,474
	478782	Central	9/26/2016	Z115-1285N	Elements	Lindos	128° CC pull	12.98	8.08	161	\$ 2,089.78	\$ 1,300.88	\$ 788
	477402	South	3/11/2016	885-2245N	Jeffrey Alexander	Hayworth	224 mm CC pull	24.4	14.22	698	\$ 17,031.20	\$ 9,925.56	\$ 7,105
	480137	Central	2/1/2016	878AE	Elements	Kingsport	Knob	3.29	2.27	612	\$ 2,013.48	\$ 1,389.24	5 624
	478406	Central	1/18/2018	Z115-96DBAC	Elements	Lindos	96° CC pull	4.87	3.1	566	\$ 2,756.42	\$ 1,754.60	\$ 1,001
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4       479491 South       0/19/2018 2713-12280bc       Bernerds       Lindos       1270 Conservation provide the function regulator of the functin regulatore regulator of the function regulator of the	3 480402 Central	3/5/2017 885-96PC	Jeffrey Alexander	Hayworth	96 mm	Ger this workby	oit's Data Model			\$ 5,172.42	\$ 3,324.86	\$ 1,847.56
3       479471 central       1/1/2018 885-9061       attrivy Askander       Hayworth       ber wraskand       5       2,972.8       5       1,982.8       5       7       6       7,812.105 south       10/202017 1885-0056°C       beffrey Alexander       Hayworth       Born       Born       Filler       5       7,972.8       5	4 479491 South	6/19/2016 Z115-128DBAC	Elements	Lindos	128° C4	Choose where you wi	ant the PivotTable	report to be placed		\$ 8,891.30	\$ 5,678.65	\$ 3,212.65
0       47/3107 South       91/22/037 S12510000       Ummerts       Links       South       57/255.33       54,56.40       5         6       479491 South       10/22/037 885-905N       Jeffrey Alexander       Hayworth       50 ml       Jones       57/255.33       54,56.40       5       27/255.30       5       10,56.70       5       10,57.70       5       31,55       5       10,57.70       5       31,55       5       12,87.70       5       8,28.71       5       11,82.75       5       11,82.75       5       12,87.70       5       8,28.71       5       11,82.75       5       12,87.70       5       8,28.71       5       1,28.72       5       4,28.70       5	5 479471 Central	1/2/2018 885-96NI	Jettrey Alexander	Hayworth	90 mm	Ben Worksheet				5 2,987.28	5 1,933.20	5 1,054.08
6       474901 South       10.002/0101 885-3054.       Jettrey Alexander       Hayworth       Born       C pull       10.002/0101 115-1200AC       Linke 38.5       S Jobe 38.5       Jobe 38.5       Jobe 38.5 </td <td>6 4/818/ South</td> <td>8/12/2015 21158NBDL</td> <td>Elements</td> <td>Lindos</td> <td>Knoo</td> <td>Location</td> <td>en.</td> <td></td> <td></td> <td>5 701.35</td> <td>5 425.88</td> <td>5 2/5.4/</td>	6 4/818/ South	8/12/2015 21158NBDL	Elements	Lindos	Knoo	Location	en.			5 701.35	5 425.88	5 2/5.4/
9       473901 South       601/2012 805 98644       A lifting valuanties       1001000000000000000000000000000000000	479491 South	6/1/2017 885-505PL	Jettrey Alexander	Hayworth	305 mm	Choose whether you	want to analyze H	nuttiple tables		5 27,255.50	5 10,907.00	5 10,288.30
9       473080 cmma       122 122/3218 885-9054       jetting variables       jetting variables <td>8 479491 South</td> <td>6/1/2017 885-965N</td> <td>Jeffrey Alexander</td> <td>Hayworth</td> <td>90 mm</td> <td>Add this data to</td> <td>the Data Model</td> <td></td> <td></td> <td>5 1,390.83</td> <td>5 820.18</td> <td>5 570.65</td>	8 479491 South	6/1/2017 885-965N	Jeffrey Alexander	Hayworth	90 mm	Add this data to	the Data Model			5 1,390.83	5 820.18	5 570.65
10       479529 central       0072017 215-12800K       befferty Alexander       Hayworth       305 mm CC pull       57.99       37.55       315.5       315.8       315.8       315.8       315.8       311.882.5       56.5       328.17.8       54.662.0       52.2         12       479529 central       1072/2017 215-12800K       Elements       Lindos       128° CC pull       12.98       8.29       561.5       728.17.8       54.665.00       5.2       22.27.28       58.05       377.56       315.5       315.6       37.25       315.5       315.6       37.25       315.5       315.6       37.25       315.5       315.6       37.25       315.5       315.6       37.25       315.5       315.5       315.6       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.7       315.6       57.27       315.7       315.6       317.7       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.6       315.7       315.6       31287.2       56.6       315.7	479506 Central	12/16/2013 865-90PC	Serrey Alexander	Linder	1397.01			OK	Cancer	5 10,496.97	5 0,747.51	5 3,749,40
12       479529 Central       10/26/2017 2115-1280BAC       Elements       Lindos       128° CC pull       12.98       8.29       561       5       7,281.78       5       4,650.69       5       2,267.28       5       1       2,272       8.69       5,377.66       5       2,267.28       5       1,278       5       4,87       1,298       8.29       561       5       7,281.78       5       4,560.69       5       2,267.28       5       1,278       4,775.29       802       5       3,776.64       5       2,207.88       5       1,278       6       6,778.72       6       5       2,781.34       5       1,207.64       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.24       5       1,278.25       5       1,278.25       5       1,278.25       5       1,278.25       5       1,278.25       5       1,278.25       5       1,278.25	11 479518 South	13/23/2018 885-3055N	Leffrey Alexander	Havaurath	305 mm	CC null	57.99	37.55	315	\$ 18 366 85	\$ 11 828 25	5 6 438 60
13       479518 Soath       7/4/2017 2115-1289C       Elements       Lindos       122 °C pull       12.298       8.46       208       5       3478.46       5       2287.48       5       12         15       480117 Central       2/22/2018       878.46       5       1267.42       5       12       347.46       5       2287.48       5       12       12       5       12       12       8       6.66       208       5       347.84       5       1207.02       5       12       12       12       8       6.66       2,783.34       5       1207.02       5       1       12       12       8       6.08       301       5       2,482.06       5       1,200.48	12 479529 Central	10/26/2017 7115-1280BAC	Elements	Lindos	128° CC	pull	12.98	8.29	561	5 7,281,78	\$ 4,650.69	\$ 2,631.09
14       479518 soch       3/10/2018 z115-965N       Elements       Lindos       99° CC pull       4.87       3.29       892       5       4.94.04       5       2.954.40.4       5       2.974.40.4       5       2.974.40.4       5       2.974.42.4       5       1.904.84.5       1.904.44.5       1.904.44.5       1.904.84.5       1.904.45.5       1.904.45.5       1.904.45.5       1.904.45.5       1.904.45.5       1.904.45.5       1.904.84.5       1.904.45.5       1.904.45.5       1.904.95.5       5       1.904.85.5       5       1.904.85.5       1.904.85.5       1.904.85.5       1.904.85.5       1.904.85.5       1.904.85.5       1.904.85.5       1.904.85.5	13 479518 South	7/6/2017 7115-128PC	Elements	Lindos	128" CC	pull	12.98	8.46	268	\$ 3,478.64	\$ 2,267.28	\$ 1,211.36
15       480137 Central       2/2/2/018 878.4       Elements       Kingport       Koob       3.29       2.27       846       5       278.14       5       1,807.4       5         16       478722 Central       4/10/2017 2115.128.5K       Elements       Lindos       128° CC pull       12.98       8.08       161       5       208.75       5       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1       2,420.08       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48       5       1,520.48<	14 479518 South	3/10/2018 Z115-965N	Elements	Lindos	96* CC g	auli	4.87	3.29	892	\$ 4,344.04	\$ 2,934.68	\$ 1,409.36
16       478782 central       470/2017 2115-12854       Elements       Lindos       127 C pull       12.98       8.08       301 5       3.906.98       5.2452.08       5.17         17       478782 central       9/26/2016 2115-12854       Elements       Lindos       128° CC pull       12.98       8.08       161 5       2,096.78       5.1,300.88       5       13         18       477842 central       9/26/2016 873AL       Elements       Kingport       Rob       1.8.29       2.27       612 5       2,012.48       5       1,892.54       5       6         19       440117 central       1/18/2018 2115-960BAC       Elements       Lindos       96° CC pull       4.87       3.1       566 5       2,756.40       5       2,754.00       <	15 480137 Central	2/22/2018 878AE	Elements	Kingsport	Knob		3.29	2.27	846	5 2,783.34	\$ 1,920.42	5 862.92
17       472722 certral       9/26/2016 2115-12854       Elements       Lindos       122* C pull       12.98       8.08       161 \$ 2.088 7.8 \$ 1,100.88 \$ 2         18       477402 certral       9/12/2016 8778.4       Elements       Kingsport       224       244       14.22       668 \$ 1703.12 \$ 9,925.56 \$ 7.5 \$ 1,150.48 \$ 5         19       460137 Certral       1/1/2016 878.4       Elements       Kingsport       600 \$ 0.27 \$ 2,023.44 \$ 1,189.24 \$ 1,189.24 \$ 5       20         20       478406 Central       1/1/2018 2115-9608AC       Elements       Lindos       96* CC pull       4.87       3.1       566 \$ 2,756.4 \$ 1,179.46 \$ 1,179.10 \$	16 478782 Central	4/10/2017 2115-1285N	Elements	Lindos	128° CC	pull	12.98	8.08	301	\$ 3,906.98	\$ 2,432.08	\$ 1,474.90
18       477402 South       3/11/2016 885-2255N       Jeffrey Alexander       Hayworth       224 emm CC pull       24.4       14.22       608 5       1701.20       5       9.925.56 5       7.7         19       480137 Central       2/1/2016 878AE       Elements       Kingsport       Koob       3.29       2.27       612 5       2013.48       5       1.389.24       5       6         20       478406 Central       1/18/2018 2115-960BAC       Elements       Lindos       96° CC pull       4.87       3.1       566 5       2.756.0       5       1.756.00       5       2.7         21       4738406 Central       1/18/2018 2115-960BAC       Elements       Lindos       96° CC pull       4.87       3.1       566 5       2.756.40       5       1.756.00       5       2.7         22       4738491 South       7/3/2015 885-965N       Jeffrey Alexander       Hayworth       96 mm Cc pull       13.83       8.18       20° 5       2.962.81       5       1.093.26       5       3.7         24       479491 South       7/3/2015 885-965N       Jeffrey Alexander       Hayworth       96 mm Cc pull       13.83       8.18       186       165       2.972.81       1.093.26       5       3.1	17 478782 Central	9/26/2016 Z115-128SN	Elements	Lindos	128" CC	pull	12.98	8.08	161	\$ 2,089.78	\$ 1,300.88	\$ 788.90
19         460137 central         2/1/2016 #78A4         Elements         Kingsport	18 477402 South	3/11/2016 885-2245N	Jeffrey Alexander	Hayworth	224 mm	CC pull	24.4	14.22	698	\$ 17,031.20	\$ 9,925.56	\$ 7,105.64
20         478406 Central         1/18/2018 2115-960BAC         Elements         Lindos         96° CC pull         4.87         3.1         566 5         2,756.42         5         1.754.60         5         1.7           21         #3: Accept the defaults and click on OK         22         23         24         24         24         24         24         24         25         26         2754.91         5         1.054.20         5 <td>19 480137 Central</td> <td>2/1/2016 878AE</td> <td>Elements</td> <td>Kingsport</td> <td>Knob</td> <td></td> <td>3.29</td> <td>2.27</td> <td>612</td> <td>\$ 2,013.48</td> <td>\$ 1,389.24</td> <td>5 624.24</td>	19 480137 Central	2/1/2016 878AE	Elements	Kingsport	Knob		3.29	2.27	612	\$ 2,013.48	\$ 1,389.24	5 624.24
21         22           23         #3: Accept the defaults and click on OK         22,23           24         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm Cc pull         13.83         8.18         207 5         2,862.81 5         1,693.26 5         1,23           25         24         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm Cc pull         13.83         8.18         207 5         2,862.81 5         1,693.26 5         1,3           26         479491 South         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm Cc pull         13.83         8.18         207 5         2,862.81 5         1,693.26 5         1,3           27         479491 South         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm Cc pull         13.83         8.18         186 5         2,572.08 5         1,512.46 5	20 478406 Central	1/18/2018 Z115-96DBAC	Elements	Lindos	96* CC \$	luc	4.87	3.1	566	\$ 2,756.42	\$ 1,754.60	\$ 1,001.82
#3: Accept the defaults and click on OK         22           26         479491 South         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         207 \$         2,962.81         5 1,693.26         5 1,693.26         5 1,693.26         5 1,593.26         5 1,512.46         5 1,	21											684,99
32         #3: Accept the detaults and click on UK         2.           25         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         207 \$ 2,962.81 \$ 1,093.26 \$ 1.3         24           26         479491 South         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         207 \$ 2,962.81 \$ 1,093.26 \$ 1.3         1.521.46 \$ 5 \$ 1.5           27         479491 South         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         180 \$ 2,372.81 \$ 5,152.46 \$ 5 \$ 1.5         1,521.46 \$ 5 \$ 1.5         1,521.46 \$ 5 \$ 1.5	22	A	II.	- C -	La.			- 1 2 - 1 1	_	~ ~	17	2,889.48
24         72           25         26         470491 South         7/3/2015 885-965M         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         207         5         2,602.81         5         1,693.6         5         2,7         27,9991 South         7/3/2015 885-965M         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         207         5         2,602.81         5         1,693.6         5         3,773.48         5         3,757.48         5         1,571.46         5         1,571.46         5         3,573.48         5         1,571.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         1,572.46         5         5         1,572.46         5         1,572.46         5         1,572.	23 # .	Ассерт т	ne a	ета	шт	's ar	າດເ	ГІІСК	C O	nu	K	2,145.12
25         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         207         5         2,602.81         5         1,6193.26         5         1,7           26         479491 South         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         207         \$         2,602.81         \$         1,57         3         \$         1,57         3         \$         1,57         3         \$         1,57         3         \$         1,57         3         \$         1,57         3         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         4         \$         1,57         1,57         1,57         1,57         1,57         1,57         1,57 <td< td=""><td>24</td><td>, weept t</td><td></td><td>Ciu</td><td>are</td><td>Jui</td><td></td><td></td><td><math>\cdot</math></td><td></td><td></td><td>2,815.96</td></td<>	24	, weept t		Ciu	are	Jui			$\cdot$			2,815.96
26         479491 South         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         207         \$         2,862.81         \$         1,693.26         \$         1,           27         479491 South         7/3/2015 885-965N         Jeffrey Alexander         Hayworth         96 mm CC pull         13.83         8.18         207         \$         2,862.81         \$         1,693.26         \$         1,           27         479491 South         7/3/2015 885-965N         Jeffrey Alexander         Harworth         96 mm CC pull         13.83         8.18         186         \$         2,572.38         \$         1,521.48         \$         1,6	25											- 511.02
27 479491 South 7/3/2015 885-965N Jeffrey Alexander Hayworth 96 mm CC pull 13.83 8.18 186 5 2,572.38 5 1,521.48 5 1,0	26 479491 South	7/3/2015 885-965N	Jeffrey Alexander	Hayworth	96 mm 0	C pull	13.83	8.18	207	\$ 2,862.81	\$ 1,693.26	\$ 1,169.55
	27 479491 South	7/3/2015 885-965N	Jeffrey Alexander	Hayworth	96 mm 0	JC pull	13.83	8.18	186	\$ 2,572.38	\$ 1,521.48	5 1,050.90
28 480137 Central 2/5/2015 878AE Elements Kingsport Knob 3.29 2.27 487 \$ 1,602.23 \$ 1,105.49 \$ 4	28 480137 Central	2/5/2015 878AE	Elements	Kingsport	Knob		3.29	2.27	487	\$ 1,602.23	\$ 1,105.49	\$ 496.74
29 476614 South 4/25/2018 885-3055N Jeffrey Alexander Hayworth 305 mm CC pull 57.99 37.55 30 \$ 1,739.70 \$ 1,126.50 \$ 6	29 476614 South	4/25/2018 885-3055N	Jeffrey Alexander	Hayworth	305 mm	CC pull	57.99	37.55	30	\$ 1,739.70	\$ 1,126.50	\$ 613.20
Data 🕀	Data 🛞											

Accept the defaults and click on OK.



Before we go any further, right-click the worksheet name tab and rename it "Req 4." That will help to keep track of the pivot tables.



In the next step, drag "Years" in the PivotTable Fields panel down to the Columns box. Drag "brand" and "collection" down to the Rows box. Drag "gross profit" down to the Values box.



Next, select the pivot table data, right-click, click Value Field Settings, Number Format, and format as Accounting with 2 decimal places.

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A	- J.	B	с	D	E	F	G	Н	<u>_1</u>	j.	К	L	M	PivotTable Fields *
														Otorge fields to add to report
Sum of gross pro Row Labels	+ 2015	nn Labels -	2016	2017	2018	Grand Total								Search
Elements	\$	2,184.67	\$10,393.31	\$12,666.13	\$ 7,203.39	\$ 32,447.50								Contorner_humber
Lindos	s	496.74	\$ 9,769.07	\$ 511.02	5 862.92 \$ 6.340.47	\$ 2,494.92 \$ 29.952.58							-	date, of jale
Jeffrey Alexand	ler S	23,153.56	\$ 9,328.42	\$12,706.51	\$28,769.94	\$ 73,958.43								2 brand
Hayworth	5	23,153.56	\$ 9,328.42	\$ 12,706.51	\$ 28,769.94	\$ 73,958.43								daticipation
Grand Local	•	25,338.23	\$19,721.73	323,372.64	\$ 35,973.33	\$106,405.93								i cest
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The pivot table is now done – it shows the most profitable brand each year.

## Requirement 5

Create a pivot table to answer the question "Within each brand, what was the most profitable brand in each year, as measured by gross profit?"

Requirement 5 reads ""Within each brand, what was the most profitable collection in 2018, as measured by the gross profit percentage? The least most profitable collection for each brand?" Use the field "years" to filter the data to include just the year of 2018. You will need to add a calculated field to the pivot table to calculate the gross profit percentage. Within each brand, sort the collections by gross profit percentage, from the largest to the smallest. Interpret your findings."

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	A	В	C	D	E	F	G	н	1	J	к	L	м
usto	mer_number	region	date_of_sale	e item	brand	collection	description	list_price	cost	quantity_sold	sales revenue	cost	gross pro
	478406	Central	7/20/2013	7 Z115-1288NBD	L Elements	Lindos	128° CC pull	12.98	8.2	307	\$ 3,984.86	\$ 2,517.40	\$ 1,467.
	480402	Central	3/5/2017	7 885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	374	\$ 5,172.42	\$ 3,324.86	\$ 1,847
	479491	South	6/19/2016	6 Z115-128DBAC	Elements	Lindos	128" CC pull	12.98	8.29	685	\$ 8,891.30	\$ 5,678.65	\$ 3,212
	479471	Central	1/2/2018	8 885-96NI	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.95	216	\$ 2,987.28	\$ 1,933.20	\$ 1,054
	478187	South	8/12/2019	5 Z115BNBDL	Elements	Lindos	Knob	4.15	2.52	169	\$ 701.35	\$ 425.88	\$ 275
	479491	South	10/26/2017	7 885-305PC	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	36,1	470	\$ 27,255.30	\$ 16,967.00	\$ 10,288
	479491	South	6/1/2017	7 885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	101	\$ 1,396.83	\$ 826.18	\$ 570
	479566	Central	12/18/2015	5 885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	759	\$ 10,496.97	\$ 6,747.51	\$ 3,749
	479529	Central	6/3/2017	7 Z115-128DBAC	Elements	Lindos	128° CC pull	12.98	8.29	999	\$ 12,967.02	\$ 8,281.71	\$ 4,685.
	479518	South	12/23/2018	8 885-3055N	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	37.55	315	\$ 18,266.85	5 11,828.25	5 6,438
	479529	Central	10/26/201	7 2115-12808AC	Elements	Lindos	128° CC pull	12.98	8.29	501	5 7,281.78	\$ 3,650.69	5 2,031
	470510	South	3/10/2011	9 2115-120PC	Elements	Lindos	DE* CC pull	4 97	3 20	208	\$ A 384 04	5 2,207.20	6 1,000
	480137	Central	3/22/2010	8 878AF	Elements	Kinesout	Foob	3.20	3.27	845	\$ 3783.34	\$ 1,939.43	5 863
	478782	Central	4/10/2013	7 7115-1285N	Elements	Lindos	128° CC pull	12.98	8.08	301	\$ 3,906,98	\$ 2,432.0R	\$ 1.474
	478782	Central	9/26/2016	6 Z115-128SN	Elements	Lindos	128" CC pull	12.98	8.08	161	\$ 2.089.78	\$ 1,300.88	\$ 788.
	477402	South	3/11/2016	6 885-2245N	Jeffrey Alexander	Hayworth	224 mm CC pull	24.4	14.22	698	\$ 17,031.20	\$ 9,925.56	\$ 7,105
	480137	Central	2/1/2010	6 878AE	Elements	Kingsport	Knob	3.29	2.27	612	5 2,013.48	\$ 1,389.24	5 624
	478406	Central	1/18/2018	8 Z115-96DBAC	Elements	Lindos	96° CC pull	4.87	3.1	566	\$ 2,756.42	\$ 1,754.60	\$ 1,001
	479529	Central	11/30/2017	7 Z115-960BAC	Elements	Lindos	96* CC pull	4.87	3.1	387	\$ 1,884.69	\$ 1,199.70	\$ 684
	479471	Central	11/1/2015	5 885-305PC	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	36.1	132	\$ 7,654.68	\$ 4,765.20	\$ 2,889
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	478406	Central	7/20/2017	2115-1288NBDL	Elements	Lindos	128° CC pull	12.98	8.2	307	\$ 3,984.86	\$ 2,517.40	\$ 1,467.4
	480402	Central	3/5/2017	885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	374	\$ 5,172.42	\$ 3,324.86	\$ 1,847.5
	479491	South	6/19/2016	Z115-128DBAC	Elements	Lindos	128° CC pull	12.98	8.29	685	\$ 8,891.30	\$ 5,678.65	\$ 3,212.0
	479471	Central	1/2/2018	885-96NI	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.95	216	\$ 2,987.28	\$ 1,933.20	\$ 1,054.0
	478187	South	8/12/2015	Z1158NBDL	Elements	Lindos	Knob	4.15	2.52	169	\$ 701.35	\$ 425.88	\$ 275.4
	479491	South	10/26/2017	885-305PC	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	36.1	470	\$ 27,255.30	\$ 16,967.00	\$ 10,288.3
	479491	South	6/1/2017	885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	101	\$ 1,396.83	\$ 826.18	\$ \$70.6
	479566	Central	12/18/2015	885-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	759	5 10,496.97	5 6,747.51	5 3,749.4
	479529	Central	6/3/2017	2115-1280BAC	Elements	Lindos	128° CC pull	12.98	8.29	999	5 12,967.02	5 8,281.71	5 4,685.3
	479518	South	12/23/2018	885-3055N	Jettrey Alexander	Hayworth	305 mm CC pull	57.99	37.55	315	5 18,266.85	\$ 11,828.25	5 0,458.0
	479529	Central	7/6/2017	2115-1280644	Elements	Lindes	128 CC pull	12.98	8.46	301	5 7,281.78	\$ 3367.39	5 2,031.0
	470510	South	3/10/2017	2113-120PC	Elements	Lindos	DE* CC oull	4.97	2 20	208	\$ 4 344 04	\$ 2,207.20	\$ 1,000 3
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	478782	Central	4/10/2017	2115-1285N	Elements	Lindos	128° CC null	12.08	8.08	301	\$ 1006.98	\$ 2,432.08	\$ 1474.0
	478782	Central	9/26/2016	7115-1285N	Elements	Lindos	128° CC null	12.98	8.08	161	\$ 2,089,78	\$ 1300.88	\$ 788.0
	477402	South	3/11/2016	885-2245N	Jeffrey Alexander	Hayworth	224 mm CC pull	24.4	14.22	698	\$ 17,031,20	\$ 9,925.56	\$ 7.105.6
	480137	Central	2/1/2016	878AF	Elements	Kinesport	Knob	3.29	2.27	612	\$ 2,013,48	\$ 1,389.24	\$ 624.3
	478406	Central	1/18/2018	Z115-96DBAC	Elements	Lindos	96° CC pull	4.87	3.1	566	\$ 2,756.42	\$ 1,754.60	\$ 1.001.6
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	479491	South	7/3/2015	885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	207	\$ 2,862.81	\$ 1,693.26	\$ 1,169.5
	479491	South	7/3/2015	885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	186	5 2,572.38	\$ 1,521.48	\$ 1,050.9
	400437	Central	2/5/2015	OTONE	Elements	Kinesport	Knob	3.29	2.27	487	\$ 1,602,23	\$ 1.105.49	\$ 496.7
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Next, click on Insert and then Pivot Table.

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11 12 13 14 15 16 17 28	4/95/29 Central 480137 Central 479491 South 479691 South 480137 Central 476614 South	Click Ok 2/15/2017 878AE 7/3/2015 885-965N 7/3/2015 885-965N 2/5/2015 878AE 4/15/2018 885-905SN	Elements Elements Jeffrey Alexander Elements Jeffrey Alexander	Lingos Kingsport Hayworth Kingsport Hayworth	128 CC pr Knob 96 mm CC 96 mm CC Knob 305 mm C	un 14 pull 13 pull 13 pull 13	.98 1.29 1.83 1.83 1.29 7.99	0.40 2.27 8.18 8.18 2.27 37.55	023 501 207 186 487 30	5 8,080.54 \$ 1,648.29 \$ 2,862.81 \$ 2,572.38 \$ 1,602.23 \$ 1,739.70	5 5,270.38 \$ 1,137.27 \$ 1,693.26 \$ 1,521.48 \$ 1,105.49 \$ 1,126.50	5 2,813.90 \$ 511.02 \$ 1,169.55 \$ 1,050.90 \$ 496.74 \$ 613.20
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Next, accept the defaults for the pivot table and click OK.



Before we go any further, right-click the worksheet name tab and rename it "Req 5." Numbering the worksheets helps to keep track of the pivot tables.



Next, drag "Years" in the PivotTable Fields panel down to the Filters box. Drag "brand" and "collection" down to the Rows box. Finally, drag gross profit down to the Values box.



Next, in the Analyze ribbon, click on Fields, Items, & Sets to add a Calculated Field.

Req	5: Most p	profitabl	e brand by	gross	profit	
Insert Cal	culated Field			?	×	
<u>N</u> ame: For <u>m</u> ula:	grossprofitpct ='gross profit'/	'sales revenue		<u>A</u> d	<b>Id</b> ete	
<u>Fields:</u> cost quantity sales reve total cos gross pro Quarters Years grosspro	sold enue t fit fitper	↓ Insert Fi <u>e</u> ld	#7: Insert ( field using of "grosspr and the for 'gross prof revenue'	Calcula the na ofitpo rmula it'/ 'sa	ated ame ct" of = ales	
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For the next step, insert Calculated field using the name of "grossprofitpct" and the formula of = 'gross profit'/ 'sales revenue'. Point to the fields and click insert rather than typing them in.



Next, select the data in the grossprofitpct column and right-click. Select Value Field Settings, Number Format, and format as a percentage.



In the next step, in the Years filter box, select 2018 as the year to display only 2018 data.



Click on a cell in the pivot table at the collection level. Here we will click on Cell C5. Next, right-click and select Sort, and then Sort Largest to Smallest.

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The pivot table is finished. We can see the most profitable and least profitable brands as measured by gross profit dollars.

## Requirement 6

Create a pivot table to answer the question "Which region was the most profitable in 2018, as measured by the gross profit percentage?"

Requirement 6 reads "Create a pivot table to answer the question "Which region was the most profitable in 2018, as measured by the gross profit percentage?" Use a filter to include only sales from 2018 in this pivot table. Again, you will need to add a calculated field to the pivot table to calculate the gross profit percentage. Sort the regions by gross profit percentage, from largest to smallest."

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_	478406	Central	7/20/2017 2	2115-1288N8D	Elements	Lindos	128° CC pull	12.98	8.2	307	5 3,984.86	\$ 2,517.40	\$ 1,457.46
	480402	Central	3/5/2017 8	185-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	374	5 5,172.42	\$ 3,324.86	5 1,847.56
	479491	South	6/19/2016 2	2115-128DBAC	Elements	Lindos	128" CC pull	12.98	8.29	685	\$ 8,891.30	\$ 5,678.65	\$ 3,212.65
	479471	Central	1/2/2018 8	885-96NI	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.95	216	\$ 2,987.28	\$ 1,933.20	\$ 1,054.08
	478187	South	8/12/2015 2	21158NBDL	Elements	Lindos	Knob	4.15	2.52	169	\$ 701.35	\$ 425.88	\$ 275.47
	479491	South	10/26/2017 8	885-305PC	Seffrey Alexander	Hayworth	305 mm CC pull	57.99	36.1	470	\$ 27,255.30	\$ 16,967.00	\$ 10,288.30
	479491	South	6/1/2017 8	885-965N	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.18	101	\$ 1,396.83	\$ 826.18	\$ 570.65
	479566	Central	12/18/2015 8	185-96PC	Jeffrey Alexander	Hayworth	96 mm CC pull	13.83	8.89	759	5 10,496.97	5 6,747.51	\$ 3,749.46
	479529	Central	6/3/2017 2	2115-128DBAC	Elements	Lindos	128" CC pull	12.98	8.29	999	5 12,967.02	5 8,281.71	\$ 4,685.31
	479518	South	12/23/2018 8	185-3055N	Jeffrey Alexander	Hayworth	305 mm CC pull	57.99	37.55	315	5 18,266.85	5 11,828.25	\$ 6,438.60
	479529	Contrat	7/6/2017 2	2115-128DBAL	Elements	Lindos	128 CC pull	12.98	8.79	268	5 7,281.78	5 9,050.09	\$ 1,511.36
	479518	South	3/10/2018 2	7115-965N	Elements	Lindos	96° CC cull	4.87	1.70	892	5 4 344 04	\$ 2,207.28	\$ 1,409.36
	480137	Central	3/22/2018 1	17845	Elements	Kinesport	Knoh	1.07	3.27	846	5 2 783 34	\$ 1,920.42	\$ 862.02
	478782	Central	4/10/2017 2	115-1285N	Elements	Lindos	128° CC pull	12.98	8.08	301	\$ 3,906.98	\$ 2,412.08	\$ 1,474.90
	478782	Central	9/26/2016 2	2115-1285N	Elements	Lindos	128" CC pull	12.98	8.08	161	5 2,089.78	\$ 1,300.88	\$ 788.90
	477402	South	3/11/2016 8	185-2245N	Jeffrey Alexander	Hayworth	224 mm CC pull	24.4	14.22	698	\$ 17,031.20	\$ 9,925.56	\$ 7,105.64
	480137	Central	2/1/2016 1	B7BAE	Elements	Kingsport	Knob	3.29	2.27	612	\$ 2,013.48	5 1,389.24	\$ 624.24
	478406	Central	1/18/2018 2	2115-96DBAC	Elements	Lindos	96" CC pull	4.87	3.1	566	\$ 2,756.42	\$ 1,754.60	\$ 1,001.82
	479529	Central	11/30/2017 2	2115-96DBAC	Elements	Lindos	96" CC pull	4.87	3.1	387	5 1,884.69	\$ 1,199.70	\$ 684.99
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3	480402 Central	3/5/2017 885-96PC	Jettrey Alexander							5 5,172.42	\$ 5,324.80	5 1,847.56	
5	479471 Central	1/2/2018 885-96AU	Jeffrey Alexander						5 2 987 28	5 1 933 20	\$ 1054.08		
6	478187 South	8/12/2015 71158NB0L	Elements						\$ 701.35	\$ 425.88	\$ 275.47		
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8	479491 South	6/1/2017 885-965N			96 mm						\$ 570.65		
9	479566 Central	12/18/2015 885-96PC			96 mm						\$ 3,749.46		
10	479529 Central	6/3/2017 Z115-128DBAC	Elements	Lindos	128° C			OK	Cancel	\$ 12,967.02	\$ 8,281.71	\$ 4,685.31	
11	479518 South	12/23/2018 885-3055N	Jeffrey Alexander	Hayworth	305 mm	1 CC pull	57.99	37.55	315	\$ 18,266.85	\$ 11,828.25	\$ 6,438.60	
12	479529 Central	10/26/2017 2115-128DBAC	Elements	Lindos	128° C	pull	12.98	8.29	561	\$ 7,281.78	\$ 4,650.69	\$ 2,631.09	-
13	479518 South	7/6/2017 Z115-128PC	Elements	Lindos	128" C	pull	12.98	8.46	268	5 3,478.64	\$ 2,267.28	\$ 1,211.36	
14	479518 South	3/10/2018 2115-965N	Elements	Lindos	90°CL	puit	4.87	3.29	892	5 9,349.04	5 2,934.68	\$ 1,409.36 \$ 863.03	-
16	400137 Central	1/11/10/10 0/0MC	Ciciliciita	Kingsport	NIGO		2.4.2	4.41	040	5 2,705.34	3 1,720,42	1.90	
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18		in the li	nseri	r rir	າກ	<u>nn</u>		ск о	n	PIV	דר	6.64	
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27									•••			1.90	
28	480137 Central	2/5/2015 878AE	Elements	Kingsport	Клођ		3.29	2.27	487	5 1,602.23	\$ 1,105.49	\$ 496.74	
29	476614 South	4/25/2018 885-3055N	Jeffrey Alexander	Hayworth	305 mm	1 CC pull	57.99	37.55	30	5 1,739.70	\$ 1,126.50	\$ 613.20	
30	479471 Central	1/30/2015 885-305PC	Jeffrey Alexander	Hayworth	305 mr	NCC pull	57.99	36.1	653	\$ 37,867.47	\$ 23,573.30	\$ 14,294.17	
111	478303 Central Reg 2 Reg 3 Reg 4	0/35/3018 2115.06DRAC	Elements	Undos.	.96°.00	null	4.97	11	679	\$ 2,062,23	\$ 1.949.90	< 1 112 22	
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On the Insert ribbon, click on Pivot Table and accept the defaults to insert a new pivot table in the workbook.



Before we go any further, right-click the worksheet name tab and rename it "Req 6." That will help to keep track of the pivot tables.



Next, drag "Years" in the PivotTable Fields panel down to the Filters box. Drag "region" down to the Rows box. Finally, drag "gross profit" and "grossprofitpct" down to the Values box.



Select the data in the Sum of grossprofitpct column, right-click, and select Value Field Settings.



Next, in the Value Field Settings, select the Number Format box.



Format the data as percentage with 2 decimal places and click OK.



In the filter box in the upper right corner of the worksheet, select 2018 as the year.



Sort the data from largest to smallest even though here in this small data set, it is already in that order. In the large data set, sorting from largest to smallest will make a difference.



That's it – we can see the most profitable region in 2018 as measured by gross profit percentage.



That concludes this data analytics tutorial covering sales, cost, and gross profit analysis using pivot tables and charts in Excel. Thanks for watching!