Mark Frtiedman
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Pivot Table: CSA Tutorial Data File with Data Inconsistencies

Use Pivot Tables to transform the Source Data from last year:

Sales Order #	Salesperson #	Salesperson	Title	Region #	Region	State	Product	# of units	Sales	Profit Margin
35005	1305	John Tyler	Sales Associate I	4	West	NM	Stuffed Elephant	120	2,520.00	1,470.00
35006	1304	James Monroe	Sales Associate I	2	Northeast	NJ	Stuffed Frog	72	1,584.00	972.00
35009	1305	John Tyler	Sales Associate I	2	Northeast	NH	Stuffed Elephant	132	2,772.00	1,617.00
35011	1306	George Washington	Senior Sales Associate	3	South	LA	Stuffed Frog	108	2,376.00	1,458.00
35014	1303	James Polk	Senior Sales Associate	1	Midwest	SD	Stuffed Elephant	72	1,512.00	882.00
35017	1304	James Monroe	Sales Associate I	1	Midwest	MO	Stuffed Elephant	36	756.00	441.00
35025	1305	John Tyler	Sales Associate I	4	West	HI	Stuffed Unicorn	72	1,440.00	828.00
35026	1303	James Polk	Senior Sales Associate	2	Northeast	MA	Stuffed Bear	120	3,000.00	1,770.00
35027	1303	James Polk	Senior Sales Associate	2	Northeast	ME	Stuffed Frog	84	1,848.00	1,134.00
35032	1305	John Tyler	Sales Associate I	1	Midwest	MN	Stuffed Elephant	120	2,520.00	1,470.00
35041	1306	George Washington	Senior Sales Associate	4	West	UT	Stuffed Frog	120	2,640.00	1,620.00
35046	1305	John Tyler	Sales Associate I	3	South	AL	Stuffed Unicorn	120	2,400.00	1,380.00
35052	1306	George Washington	Senior Sales Associate	1	Midwest	MO	Stuffed Bear	72	1,800.00	1,062.00

Into meaningful information by using a Pivot Table:

Column Labels	George Washington						James Madison					
Row Labels	Total Sales	Count	Average	% of Salesperson	% of Product	Rank	Total Sales	Count	Average	% of Salesperson	% of Product	Rank
Stuffed Bear	$263,700	148	$1,782	20.30%	15.76%	2	$165,300	97	$1,704	19.35%	9.88%	3
Stuffed Elephant	$398,664	240	$1,661	30.69%	15.19%	1	$258,552	158	$1,636	30.26%	9.85%	1
Stuffed Frog	$255,816	141	$1,814	19.69%	14.67%	3	$177,936	101	$1,762	20.83%	10.21%	2
Stuffed Koala	$130,752	81	$1,614	10.06%	16.39%	4	$79,776	52	$1,534	9.34%	10.00%	6
Stuffed Panda	$128,340	76	$1,689	9.88%	13.85%	5	$90,528	51	$1,775	10.60%	9.77%	4
Stuffed Unicorn	$121,920	71	$1,717	9.38%	14.47%	6	$82,320	46	$1,790	9.63%	9.77%	5
Grand Total	**$1,299,192**	**757**	**$1,716**	**100.00%**	**15.09%**		**$854,412**	**505**	**$1,692**	**100.00%**	**9.92%**	

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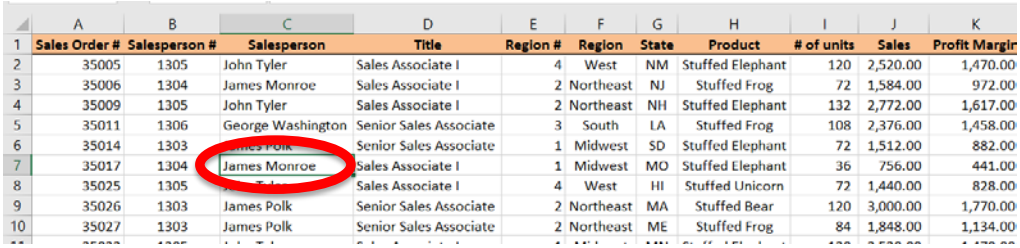
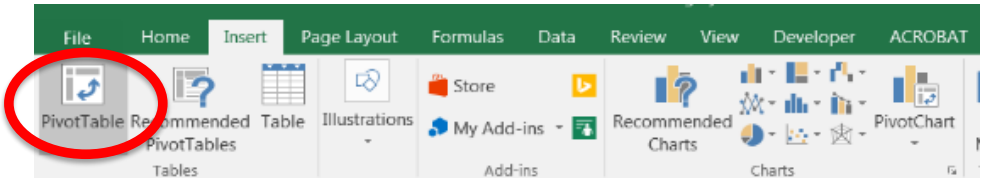
A. What were George Washington's sales in dollars for the Stuffed Bear product?
Select any cell with data on the ***Source Data Sheet*** , for example cell C7.

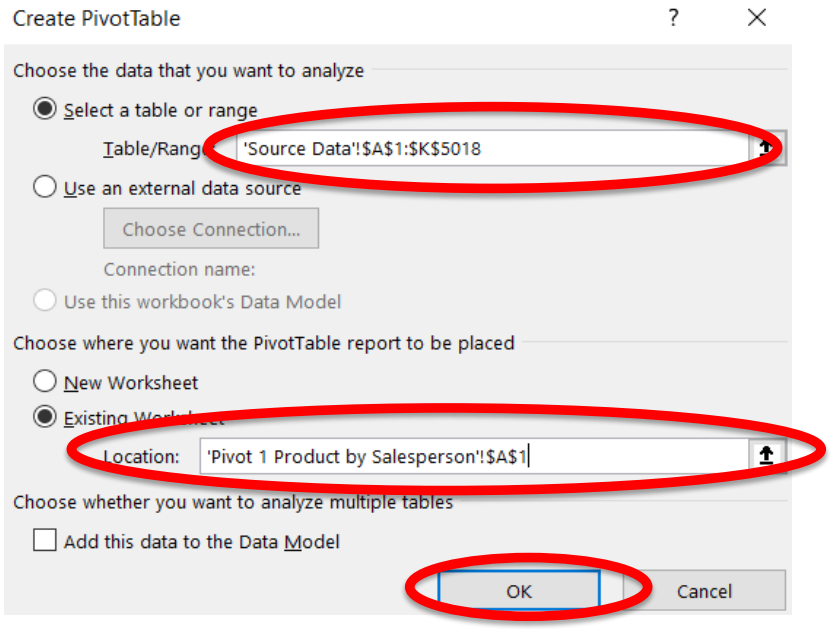


	A	B	C	D	E	F	G	H	I	J	K
1	Sales Order #	Salesperson #	Salesperson	Title	Region #	Region	State	Product	# of units	Sales	Profit Margin
2	35005	1305	John Tyler	Sales Associate I	4	West	NM	Stuffed Elephant	120	2,520.00	1,470.00
3	35006	1304	James Monroe	Sales Associate I	2	Northeast	NJ	Stuffed Frog	72	1,584.00	972.00
4	35009	1305	John Tyler	Sales Associate I	2	Northeast	NH	Stuffed Elephant	132	2,772.00	1,617.00
5	35011	1306	George Washington	Senior Sales Associate	3	South	LA	Stuffed Frog	108	2,376.00	1,458.00
6	35014	1303	[illegible]	Senior Sales Associate	1	Midwest	SD	Stuffed Elephant	72	1,512.00	882.00
7	35017	1304	James Monroe	Sales Associate I	1	Midwest	MO	Stuffed Elephant	36	756.00	441.00
8	35025	1305	[illegible]	Sales Associate I	4	West	HI	Stuffed Unicorn	72	1,440.00	828.00
9	35026	1303	James Polk	Senior Sales Associate	2	Northeast	MA	Stuffed Bear	120	3,000.00	1,770.00
10	35027	1303	James Polk	Senior Sales Associate	2	Northeast	ME	Stuffed Frog	84	1,848.00	1,134.00

B. On the Insert tab select Pivot Table

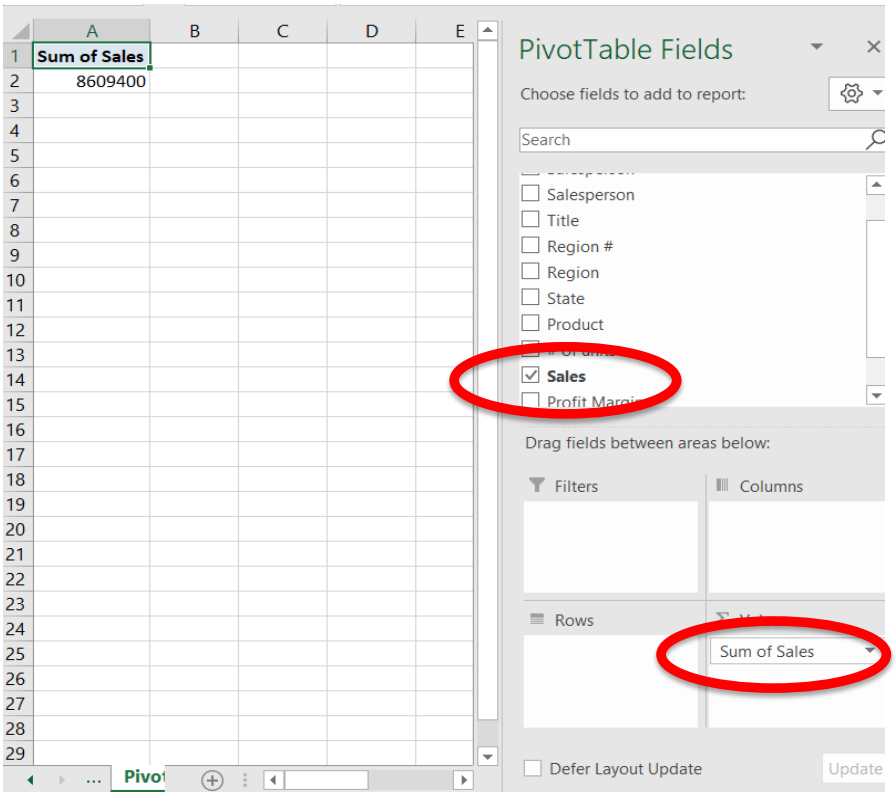


C. The **Table/Range** is defined based on the number of rows and columns in the data
Place the Pivot Table on an Existing Worksheet: **'Pivot 1 Product by Salesperson'!$A$1**

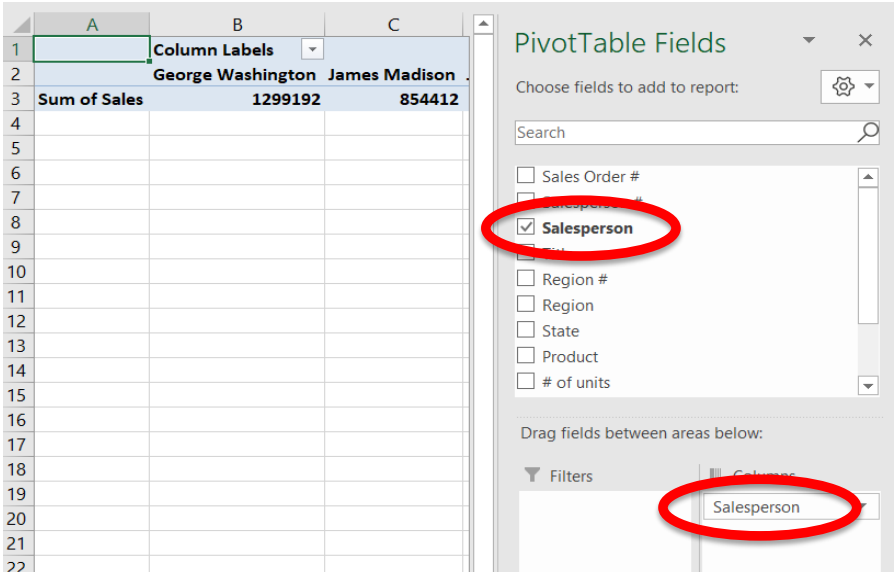


D. Select OK

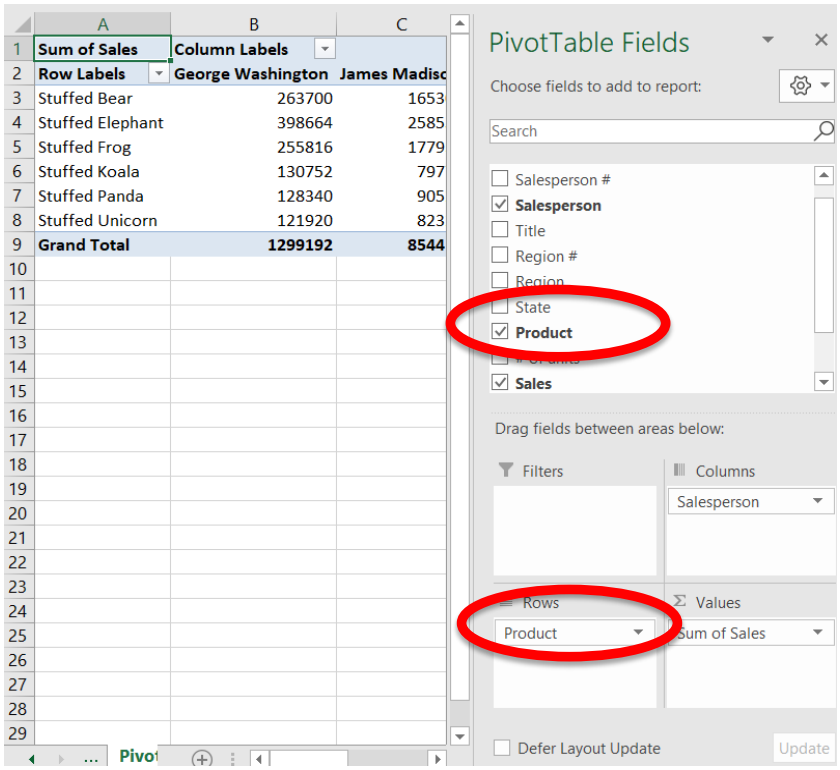
E. Add ***Sales*** to the **Values** section, by selecting the field and dragging it to the Values section.



F. Add ***Salesperson*** to the Columns section by selecting the field and dragging it to the Columns section.

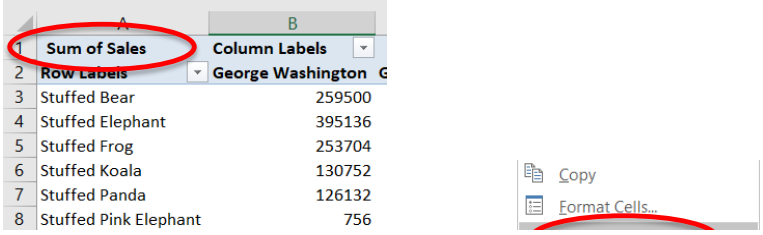


G. Add ***Products*** to the Rows section by selecting the field and dragging it to the Rows section.

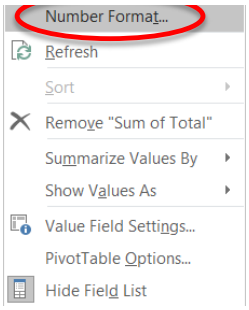


H. Change the format of the numbers

(1) Right click on cell A1, which contains the heading Sum of Sales



9	Stuffed Unicorn	119040
10	**Grand Total**	**1285020**

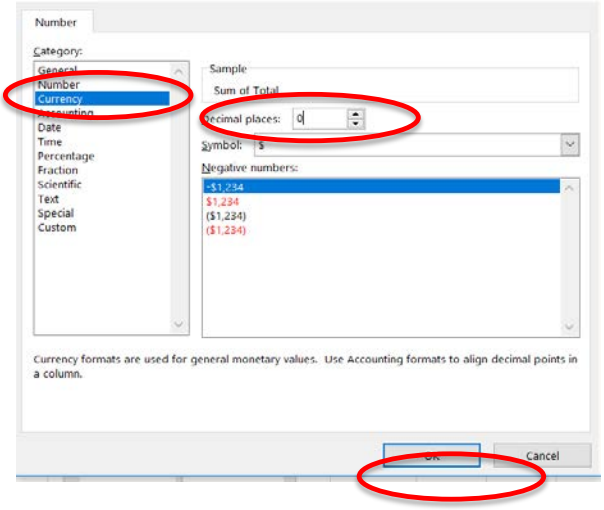


(2) Select Number Format

(3) Currency

(4) Decimal places 0

(5) OK



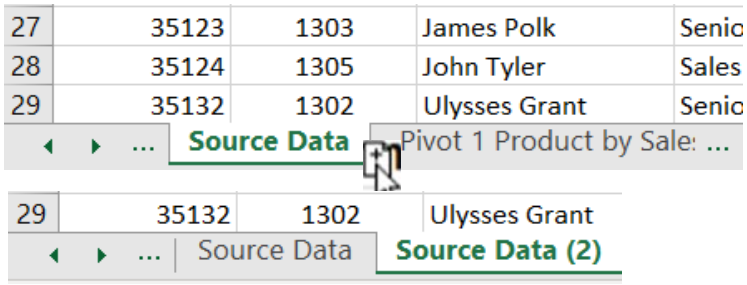
(6) **If there are no data errors skip to step R on page 12**.
If there are data entry errors they must be fixed.
Product Stuffed Elephant should be Stuffed Elephant.
Salesperson George Washington should be George Washington.

	A	B	C	D	E	F	G	H	I
1	**Sum of Sales**	**Column Labels**							
2	**Row Labels**	**George Washington**	**George Washingtons**	**James Madison**	**James Monroe**	**James Polk**	**John Tyler**	**Ulysses Grant**	**Grand Total**
3	Stuffed Bear	$259,500	$4,200	$165,300	$420,300	$324,000	$326,100	$174,000	$1,673,400
4	Stuffed Elephant	$395,136	$2,772	$258,552	$651,420	$518,616	$562,968	$214,200	$2,603,664
5	Stuffed Frog	$253,704	$2,112	$177,936	$472,824	$333,168	$333,168	$170,544	$1,743,456
6	Stuffed Koala	$130,752		$79,776	$209,664	$160,704	$147,744	$69,120	$797,760
7	Stuffed Panda	$126,132	$2,208	$90,528	$198,168	$210,588	$197,340	$101,844	$926,808
8	Stuffed Pink Elephant	$756			$11,340	$5,040	$4,032	$504	$21,672
9	Stuffed Unicorn	$119,040	$2,880	$82,320	$198,720	$171,840	$180,000	$87,840	$842,640
10	**Grand Total**	**$1,285,020**	**$14,172**	**$854,412**	**$2,162,436**	**$1,723,956**	**$1,751,352**	**$818,052**	**$8,609,400**

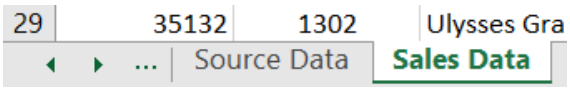
I. Fix the data inconsistencies

(1) Click on the tab “Source Data”, and then press the Ctrl key. Move slightly to the right, release the

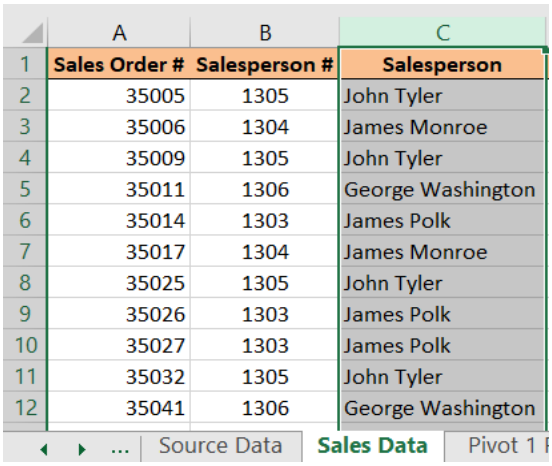
mouse and then release the Ctrl key.



(2) Rename the Source Data (2) tab Sales Data

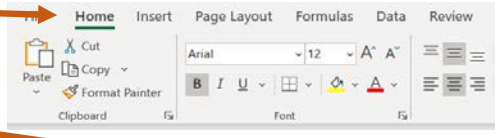


(3) Left click on Column C of the Sales Data sheet

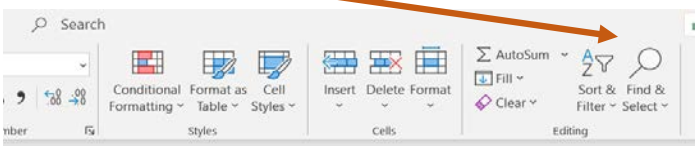


	A	B	C
1	Sales Order #	Salesperson #	Salesperson
2	35005	1305	John Tyler
3	35006	1304	James Monroe
4	35009	1305	John Tyler
5	35011	1306	George Washington
6	35014	1303	James Polk
7	35017	1304	James Monroe
8	35025	1305	John Tyler
9	35026	1303	James Polk
10	35027	1303	James Polk
11	35032	1305	John Tyler
12	35041	1306	George Washington

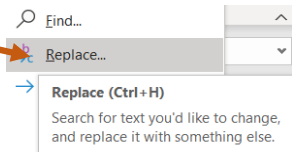
With “Home” selected



Select “Find & Select”

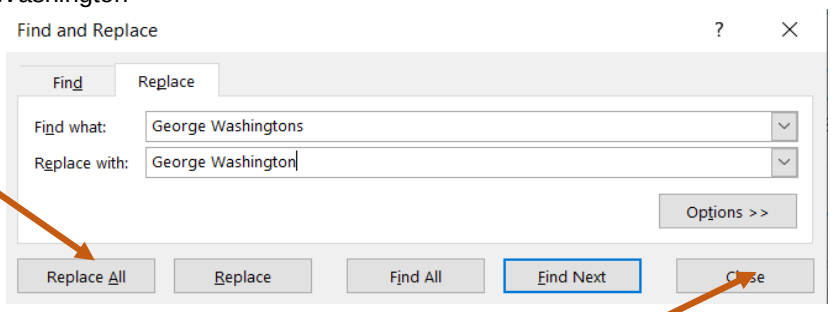


and then “Replace”.

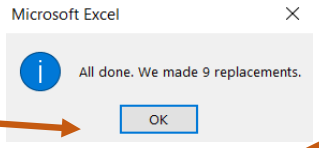


Complete the dialog box.

"Find what:" George Washingtons
"Replace with:" George Washington
Select: "Replace All"

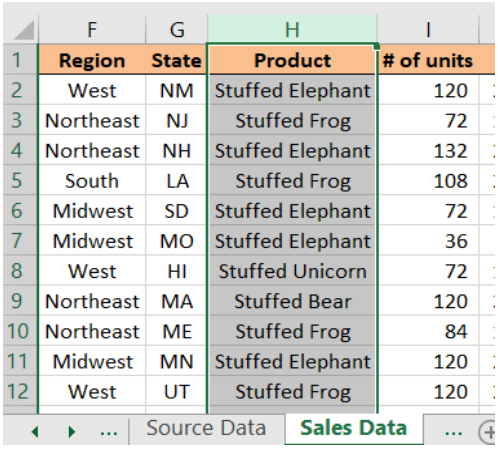


Select "OK".



"Close" the "Find and Replace" dialog box.

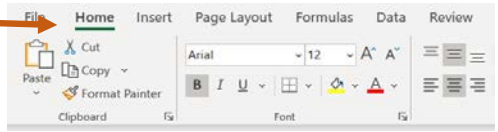
(4) Left click on Column H of the Sales Data sheet



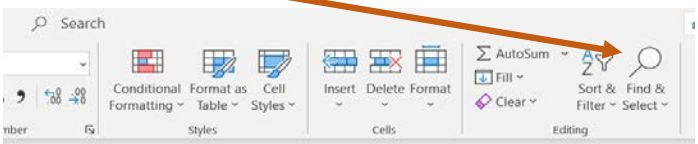
	F	G	H	I
1	Region	State	Product	# of units
2	West	NM	Stuffed Elephant	120
3	Northeast	NJ	Stuffed Frog	72
4	Northeast	NH	Stuffed Elephant	132
5	South	LA	Stuffed Frog	108
6	Midwest	SD	Stuffed Elephant	72
7	Midwest	MO	Stuffed Elephant	36
8	West	HI	Stuffed Unicorn	72
9	Northeast	MA	Stuffed Bear	120
10	Northeast	ME	Stuffed Frog	84
11	Midwest	MN	Stuffed Elephant	120
12	West	UT	Stuffed Frog	120

Source Data | Sales Data

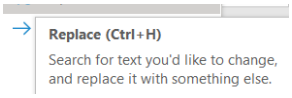
With "Home" selected



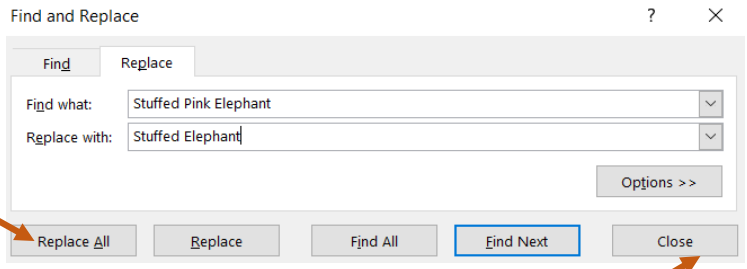
Select "Find & Select"



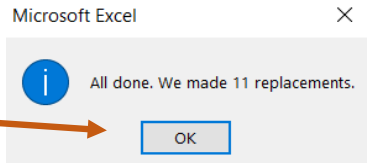
and then "Replace".



Complete the dialog box.
"Find what:" Stuffed Pink Elephant
"Replace with:" Stuffed Elephant
Select: "Replace All"



Select "OK".



"Close" the "Find and Replace" dialog box.

J. Delete the old Pivot Table

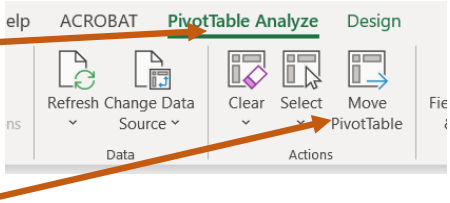
(1) Select the Pivot 1 Product by Salesperson sheet

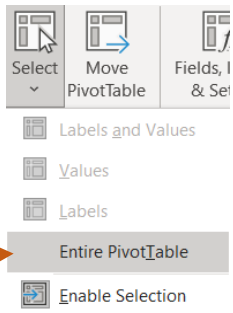
(2) Select any cell in the Pivot Table

	A	B	C
1	**Sum of Sales**	**Column Labels**	
2	**Row Labels**	**George Washington**	**George Washingtons**
3	Stuffed Bear	$259,500	$4,200
4	Stuffed Elephant	$395,136	$2,772
5	Stuffed Frog	$253,704	$2,112
6	Stuffed Koala	$130,752	
7	Stuffed Panda	$126,132	$2,208
8	Stuffed Pink Elephant	$756	
9	Stuffed Unicorn	$119,040	$2,880
10	**Grand Total**	**$1,285,020**	**$14,172**

(3) Select PivotTable Analyze

(4) Choose Select





(5) Choose Entire Pivot Table

(6) Press the Delete key

K. Select any cell with data on the Sales Data Sheet, for example cell C7.

	A	B	C	D	E	F	G	H	I	J	K
1	Sales Order #	Salesperson #	Salesperson	Title	Region #	Region	State	Product	# of units	Sales	Profit Margin
2	35005	1305	John Tyler	Sales Associate I	4	West	NM	Stuffed Elephant	120	2,520.00	1,470.00
3	35006	1304	James Monroe	Sales Associate I	2	Northeast	NJ	Stuffed Frog	72	1,584.00	972.00
4	35009	1305	John Tyler	Sales Associate I	2	Northeast	NH	Stuffed Elephant	132	2,772.00	1,617.00
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6	35014	1303	James Polk	Senior Sales Associate	1	Midwest	SD	Stuffed Elephant	72	1,512.00	882.00
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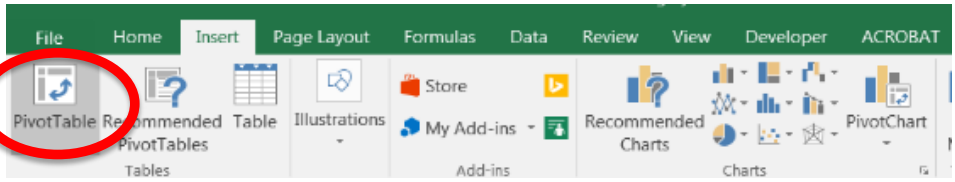
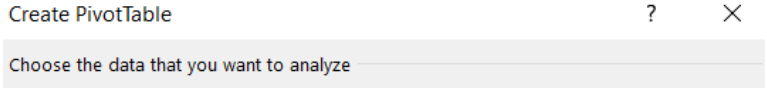
9	35026	1303	James Polk	Senior Sales Associate	2	Northeast	MA	Stuffed Bear	120	3,000.00	1,770.00
10	35027	1303	James Polk	Senior Sales Associate	2	Northeast	ME	Stuffed Frog	84	1,848.00	1,134.00

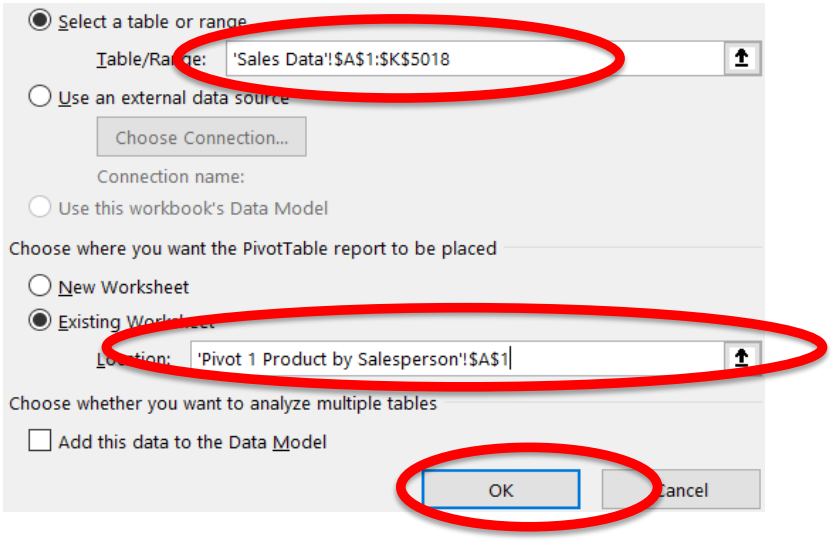
L. On the Insert tab select Pivot Table



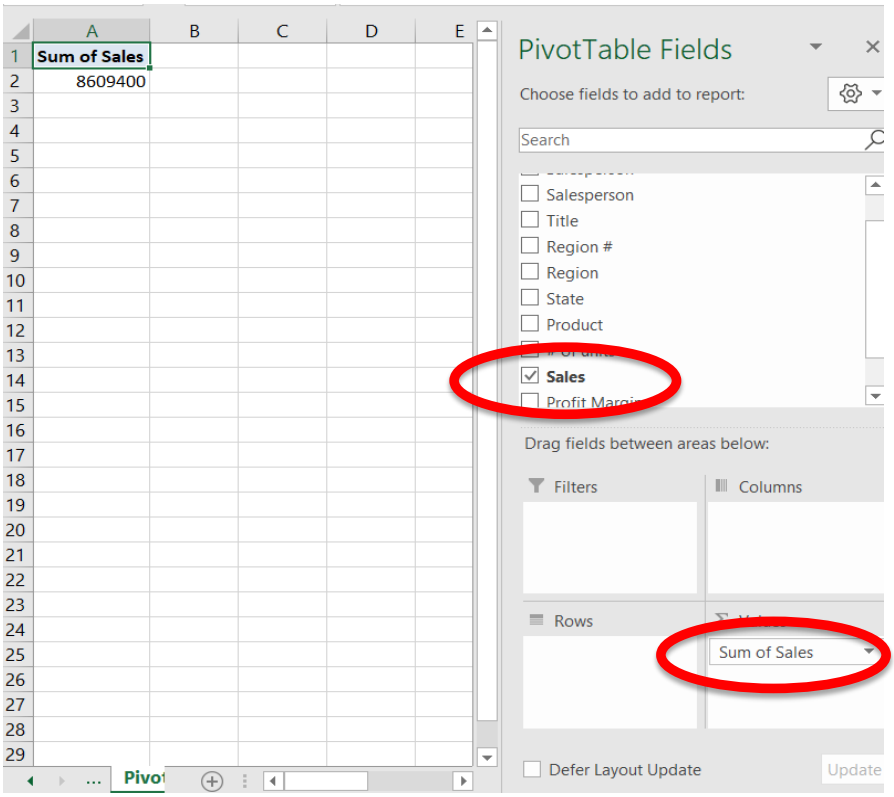
M. The **Table/Range** is defined based on the number of rows and columns in the data
Place the Pivot Table on an Existing Worksheet: **'Pivot 1 Product by Salesperson'!$A$1**



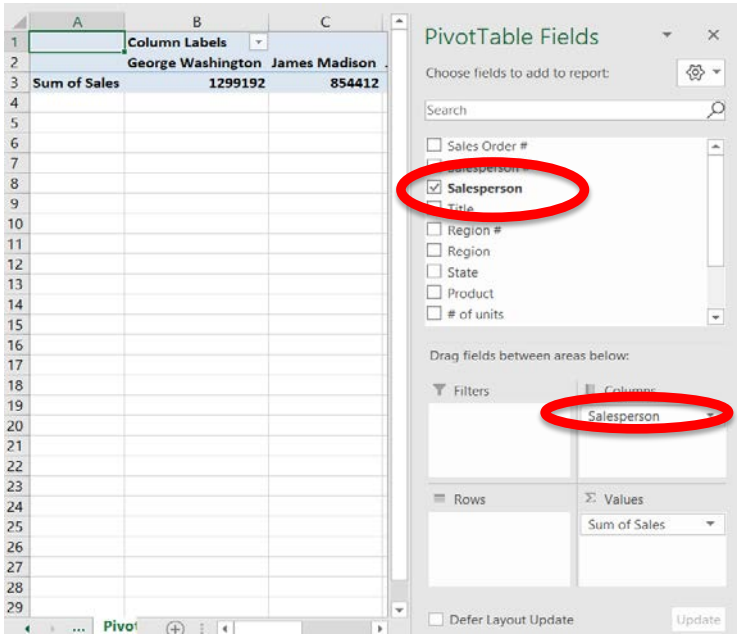
Select OK


Select a table or range
Table/Range:
'Sales Data'!$A$1:$K$5018
Use an external data source
Choose Connection...
Connection name:
Use this workbook's Data Model
Choose where you want the PivotTable report to be placed
New Worksheet
Existing Worksheet
Location:
'Pivot 1 Product by Salesperson'!$A$1
Choose whether you want to analyze multiple tables
Add this data to the Data Model
OK
Cancel

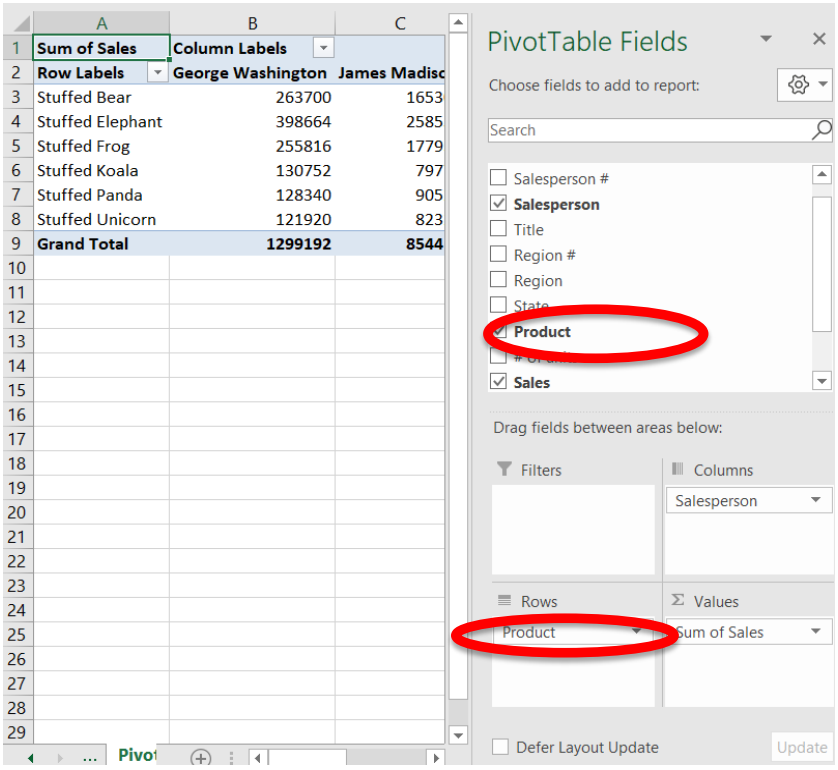
N. Add ***Sales*** to the **Values** section, by selecting the field and dragging it to the Values section.



O. Add ***Salesperson*** to the Columns section by selecting the field and dragging it to the Columns section.



P. Add ***Products*** to the Rows section by selecting the field and dragging it to the Rows section.

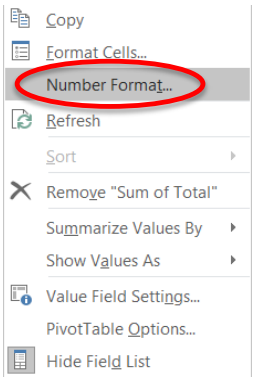


Q. Change the format of the numbers

(1) Right click on cell A1, which contains the heading Sum of Sales.

	A	B
1	**Sum of Sales**	**Column Labels**
2	**Row Labels**	**George Washington**
3	Stuffed Bear	259500
4	Stuffed Elephant	395136
5	Stuffed Frog	253704
6	Stuffed Koala	130752
7	Stuffed Panda	126132
8	Stuffed Pink Elephant	756
9	Stuffed Unicorn	119040
10	**Grand Total**	**1285020**

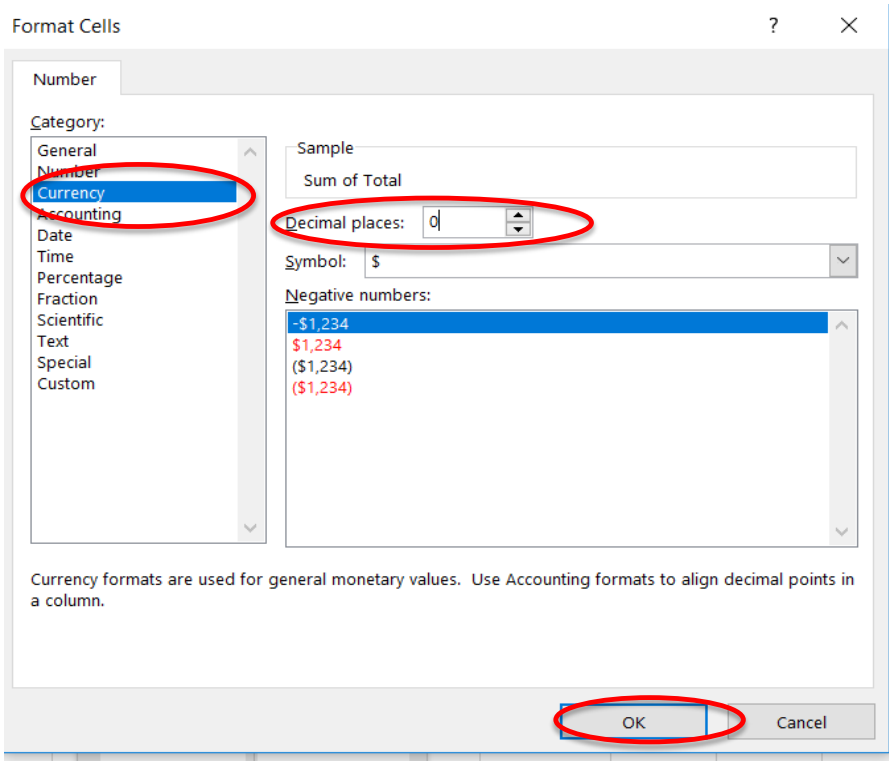
(2) Select Number Format



(3) Currency

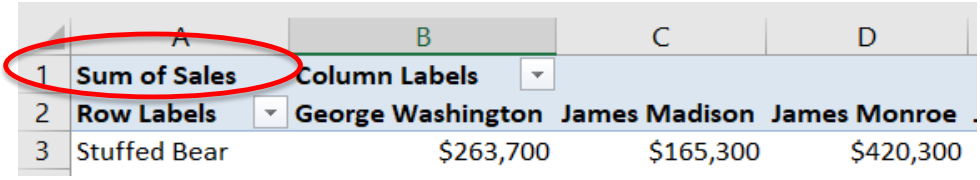
(4) Decimal places 0

(5) OK



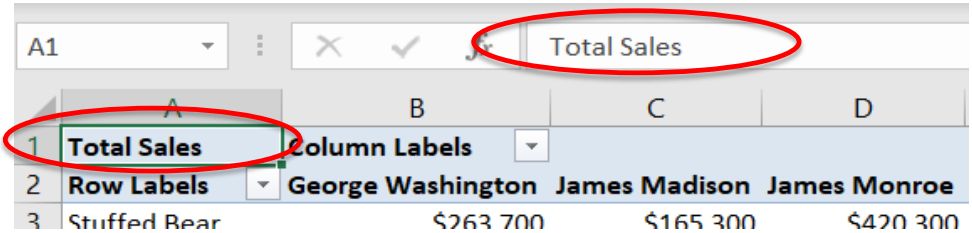
R. Change the "Sum of Sales" to "Total Sales"

(1) Left click on cell A1, which contains the heading Sum of Sales



	A	B	C	D
1	**Sum of Sales**	**Column Labels**		
2	**Row Labels**	**George Washington**	**James Madison**	**James Monroe**
3	Stuffed Bear	$263,700	$165,300	$420,300

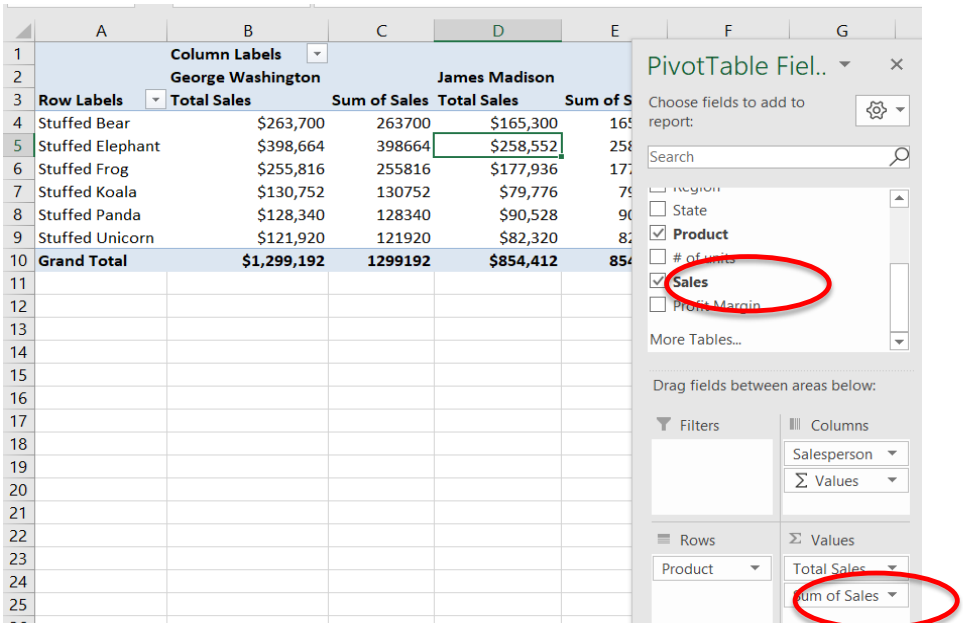
(2) Type in the new heading, "Total Sales"



	A1: Total Sales	B	C	D
1	**Total Sales**	**Column Labels**		
2	**Row Labels**	**George Washington**	**James Madison**	**James Monroe**
3	Stuffed Bear	$263,700	$165,300	$420,300

S. How many orders of Stuffed Bears did George Washington's clients place?

(1) For the second time , add ***Sales*** to the **Values** section, by selecting the field and dragging it to the Values section.



	A	B	C	D	E
1		**Column Labels**			
2		**George Washington**		**James Madison**	
3	**Row Labels**	**Total Sales**	**Sum of Sales**	**Total Sales**	**Sum of S**
4	Stuffed Bear	$263,700	263700	$165,300	165
5	Stuffed Elephant	$398,664	398664	$258,552	258
6	Stuffed Frog	$255,816	255816	$177,936	177
7	Stuffed Koala	$130,752	130752	$79,776	79
8	Stuffed Panda	$128,340	128340	$90,528	90
9	Stuffed Unicorn	$121,920	121920	$82,320	82
10	**Grand Total**	**$1,299,192**	**1299192**	**$854,412**	**854**

PivotTable Fiel..

Choose fields to add to report:

Search

State

Product

# of units

Sales

Profit Margin

More Tables...

Drag fields between areas below:

Filters

Columns

Salesperson

Σ Values

Rows

Product

Σ Values

Total Sales

Sum of Sales

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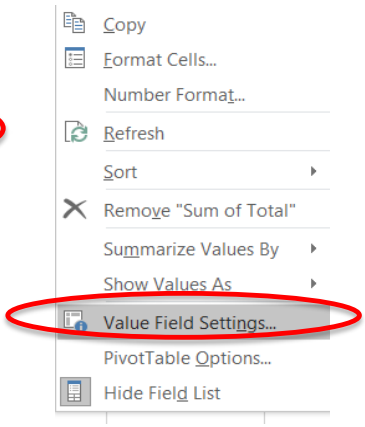
University of Miami

(2) Right click on cell C3, which contains the heading Sum of Sales

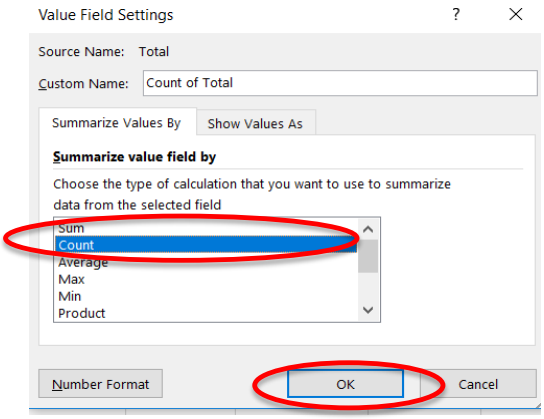
	A	B	C
1		**Column Labels**	
2		**George Washington**	
3	**Row Labels**	**Total Sales**	**Sum of Sales**
4	Stuffed Bear	$263,700	263700
5	Stuffed Elephant	$398,664	398664



(3) Select Value Field Settings

(4) Select Count

(5) Select OK



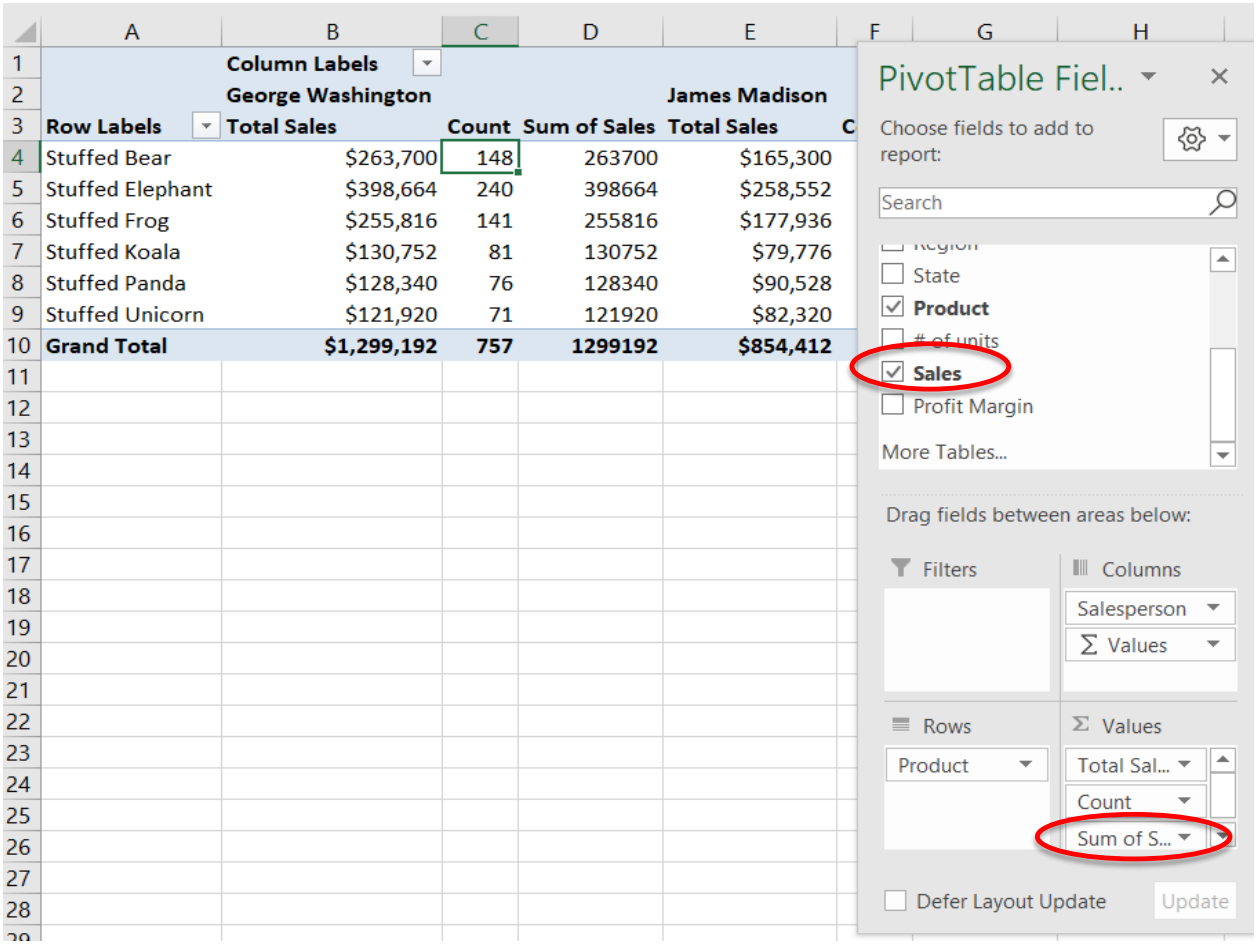
(6) Change C3 from **Count of Total** to **Count**

	A	B	C
1		**Column Labels**	
2		**George Washington**	
3	**Row Labels**	**Total Sales**	**Count of Sales**
4	Stuffed Bear	$263,700	148
5	Stuffed Elephant	$398,664	240
6	Stuffed Frog	$255,816	141

	A	B	C
1		**Column Labels**	
2		**George Washington**	
3	**Row Labels**	**Total Sales**	**Count**
4	Stuffed Bear	$263,700	148
5	Stuffed Elephant	$398,664	240
6	Stuffed Frog	$255,816	141

T. George Washington's clients placed 757 orders, of which 148 were for Stuffed Bear product. What was the average sales in dollars for George Washington's clients that purchased the Stuffed Frog product?

(1) Again, add Sales to the **Values** section, by selecting the field and dragging it to the Values section.

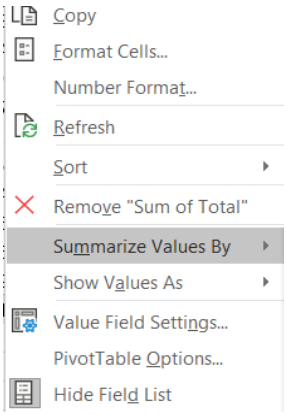


	A	B	C	D	E
1		Column Labels			
2		George Washington			James Madison
3	Row Labels	Total Sales	Count	Sum of Sales	Total Sales
4	Stuffed Bear	$263,700	148	263700	$165,300
5	Stuffed Elephant	$398,664	240	398664	$258,552
6	Stuffed Frog	$255,816	141	255816	$177,936
7	Stuffed Koala	$130,752	81	130752	$79,776
8	Stuffed Panda	$128,340	76	128340	$90,528
9	Stuffed Unicorn	$121,920	71	121920	$82,320
10	**Grand Total**	**$1,299,192**	**757**	**1299192**	**$854,412**

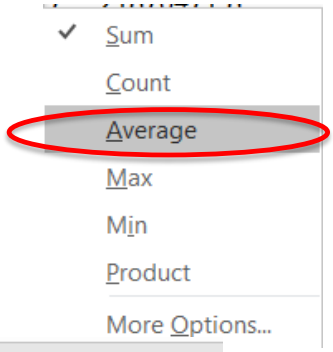
(2) Right click on cell D3, which contains the heading Sum of Sales

	A	B	C	D
1		**Column Labels**		
2		**George Washington**		
3	**Row Labels**	**Total Sales**	**Count**	**Sum of Sales**
4	Stuffed Bear	$263,700	148	263700

(3) Select Summarize Value By



(4) Select Average



(5) Change D3 from **Sum of Total** to **Average**

	A	B	C	D
1		**Column Labels**		
2		**George Washington**		
3	**Row Labels**	**Total Sales**	**Count**	**Average of Sales**
4	Stuffed Bear	$263,700	148	1781.756757

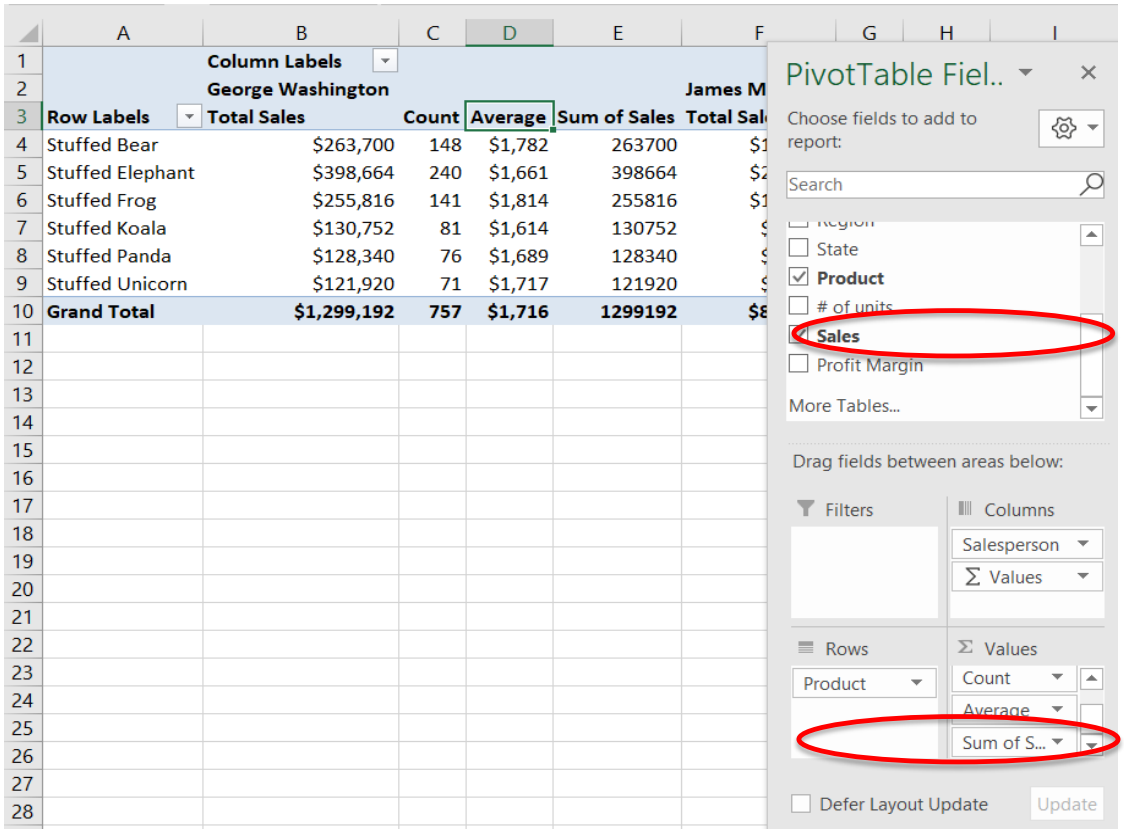
	A	B	C	D
1		**Column Labels**		
2		**George Washington**		
3	**Row Labels**	**Total Sales**	**Count**	**Average**

4	Stuffed Bear	$263,700	148	1781.756757
5	Stuffed Elephant	$398,664	240	1661.1

(6) Change the format to Currency

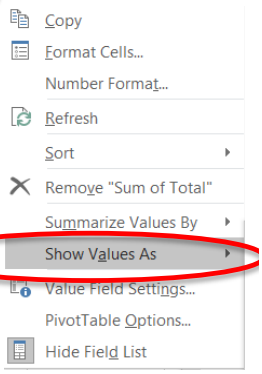
U. George Washington sold his clients $398,664 of the Stuffed Elephant product. The sales of Stuffed Elephants represent what percent of his total sales?

(1) Again, add Sales to the Values section, by selecting the field and dragging it to the Values section.

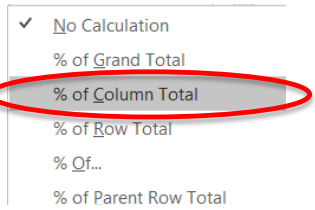


(2) Right click on cell E3, which contains the heading Sum of Sales

	A	B	C	D	E
1		Column Labels			
2		George Washington			
3	Row Labels	Total Sales	Count	Average	Sum of Sales
4	Stuffed Bear	$263,700	148	$1,782	263700



(3) Select Show Values As



(4) Select % of Column Total

(5) Change E3 from **Sum of Total** to **% of Salesperson**

	A	B	C	D	E
1		Column Labels			
2		George Washington			
3	Row Labels	Total Sales	Count	Average	Sum of Sales

	A	B	C	D	E
1		Column Labels			
2		George Washington			
3	Row Labels	Total Sales	Count	Average	% of Salesperson
4	Stuffed Bear	$263,700	148	$1,782	20.30%
5	Stuffed Elephant	$398,664	240	$1,661	30.69%
6	Stuffed Frog	$255,816	141	$1,814	19.69%

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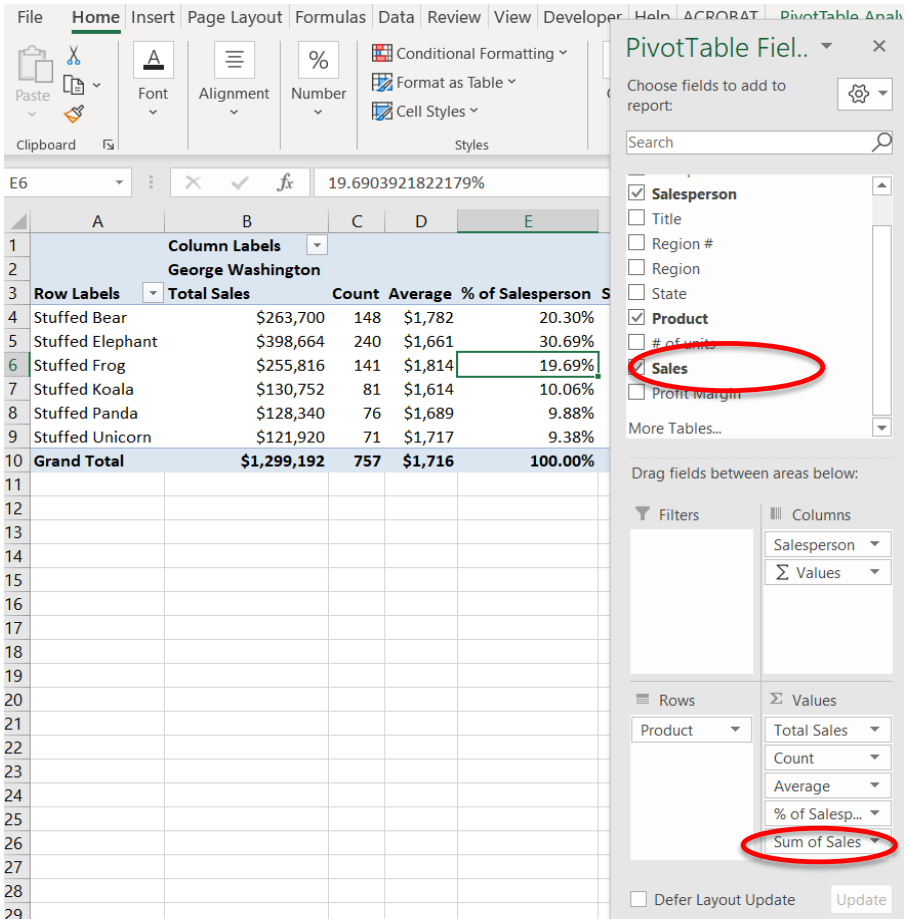
7	Stuffed Koala	$130,752	81	$1,614	10.06%
8	Stuffed Panda	$128,340	76	$1,689	9.88%
9	Stuffed Unicorn	$121,920	71	$1,717	9.38%
10	**Grand Total**	**$1,299,192**	**757**	**$1,716**	**100.00%**

V. The sales of Stuffed Elephants represent 30.69% of George Washington's total sales. The sales of Stuffed Bear by George Washington represent what percent of the total sales of the Stuffed Bear product.

(1) Again, add Sales to the Values section, by selecting the field and dragging it to the Values section.

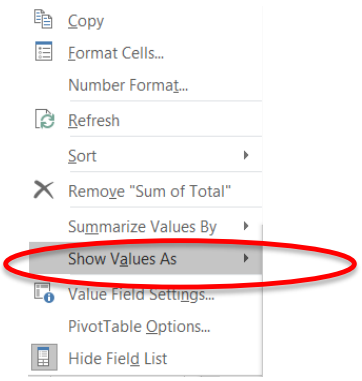


	A	B	C	D	E
1		**Column Labels**			
2		**George Washington**			
3	**Row Labels**	**Total Sales**	**Count**	**Average**	**% of Salesperson**
4	Stuffed Bear	$263,700	148	$1,782	20.30%
5	Stuffed Elephant	$398,664	240	$1,661	30.69%
6	Stuffed Frog	$255,816	141	$1,814	19.69%
7	Stuffed Koala	$130,752	81	$1,614	10.06%
8	Stuffed Panda	$128,340	76	$1,689	9.88%
9	Stuffed Unicorn	$121,920	71	$1,717	9.38%
10	**Grand Total**	**$1,299,192**	**757**	**$1,716**	**100.00%**

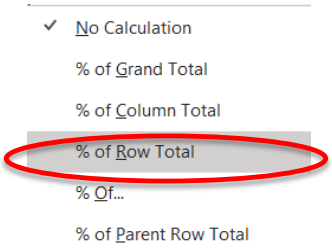
(2) Right click on cell F3, which contains the heading Sum of Sales.

	A	B	C	D	E	F
1		Column Labels				
2		George Washington				
3	Row Labels	Total Sales	Count	Average	% of Salesperson	Sum of Sales
4	Stuffed Bear	$263,700	148	$1,782	20.30%	263700
5	Stuffed Elephant	$398,664	240	$1,661	30.69%	398664

(3) Select Show Values As



(4) Select % of Column Total



(5) Change F3 from **Sum of Total** to **% of Product**

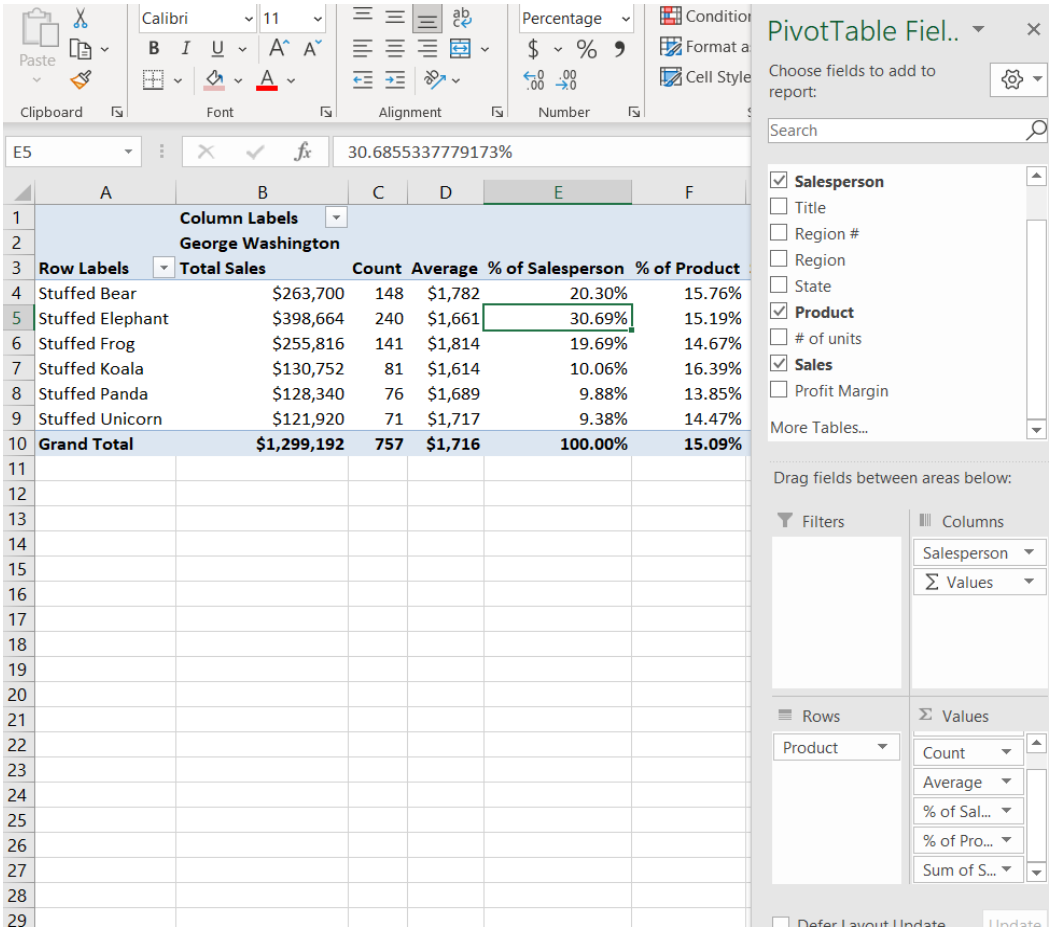
	A	B	C	D	E	F
1		Column Labels				
2		George Washington				
3	Row Labels	Total Sales	Count	Average	% of Salesperson	% of Product
4	Stuffed Bear	$263,700	148	$1,782	20.30%	15.76%
5	Stuffed Elephant	$398,664	240	$1,661	30.69%	15.19%
6	Stuffed Frog	$255,816	141	$1,814	19.69%	14.67%
7	Stuffed Koala	$130,752	81	$1,614	10.06%	16.39%
8	Stuffed Panda	$128,340	76	$1,689	9.88%	13.85%
9	Stuffed Unicorn	$121,920	71	$1,717	9.38%	14.47%
10	**Grand Total**	**$1,299,192**	**757**	**$1,716**	**100.00%**	**15.09%**

AF
Total Total Sales
$1,673,400
$2,625,336
$1,743,456
$797,760
$926,808
$842,640
$8,609,400

$$\frac{263{,}700}{1{,}673{,}400} = 15.76\%$$

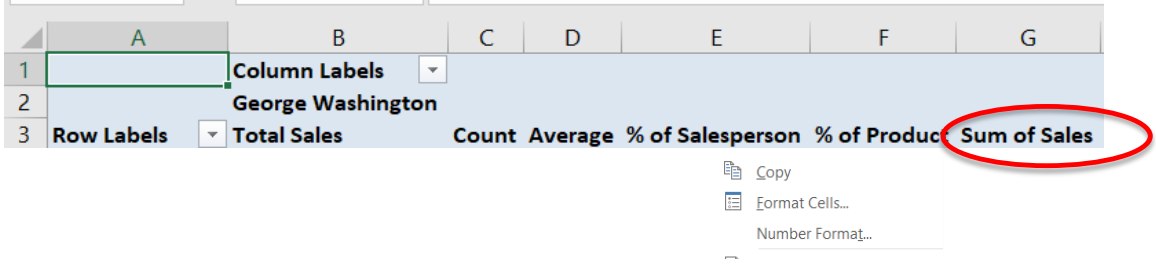
W. The sales of Stuffed Bear by George Washington represent 15.76% of the total sales of the Stuffed Bear product.
What were the sales in dollars of the product with the second highest sales for salesperson George Washington?

(1) Again, add Sales to the Values section, by selecting the field and dragging it to the Values section.

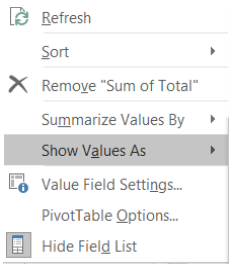


	A	B	C	D	E	F
1		Column Labels				
2		George Washington				
3	Row Labels	Total Sales	Count	Average	% of Salesperson	% of Product
4	Stuffed Bear	$263,700	148	$1,782	20.30%	15.76%
5	Stuffed Elephant	$398,664	240	$1,661	30.69%	15.19%
6	Stuffed Frog	$255,816	141	$1,814	19.69%	14.67%
7	Stuffed Koala	$130,752	81	$1,614	10.06%	16.39%
8	Stuffed Panda	$128,340	76	$1,689	9.88%	13.85%
9	Stuffed Unicorn	$121,920	71	$1,717	9.38%	14.47%
10	**Grand Total**	**$1,299,192**	**757**	**$1,716**	**100.00%**	**15.09%**

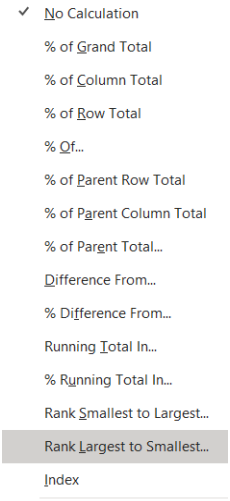
(2) Right click on cell G3, which contains the heading Sum of Sales.



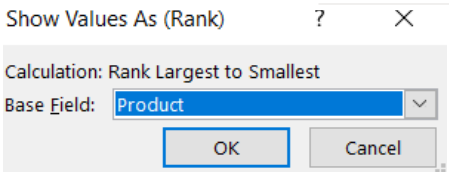
(3) Select Show Values As



(4) Select Rank Largest to Smallest



(5) Select OK to make the base field Product



(6) Change G3 from Sum of Total to Rank

	A	B	C	D	E	F	G
1		**Column Labels**					
2		**George Washington**					
3	**Row Labels**	**Total Sales**	**Count**	**Average**	**% of Salesperson**	**% of Product**	**Rank**
4	Stuffed Bear	$263,700	148	$1,782	20.30%	15.76%	2
5	Stuffed Elephant	$398,664	240	$1,661	30.69%	15.19%	1
6	Stuffed Frog	$255,816	141	$1,814	19.69%	14.67%	3
7	Stuffed Koala	$130,752	81	$1,614	10.06%	16.39%	4
8	Stuffed Panda	$128,340	76	$1,689	9.88%	13.85%	5
9	Stuffed Unicorn	$121,920	71	$1,717	9.38%	14.47%	6
10	**Grand Total**	**$1,299,192**	**757**	**$1,716**	**100.00%**	**15.09%**	

The Stuffed Bear product, with sales of $263,700, had the second highest sales for salesperson George Washington.

Y. Draw a thick outside border around B2:G10, copy the format to AQ.

Column Labels	George Washington						James Madison					
Row Labels	Total Sales	Count	Average	% of Salesperson	% of Product	Rank	Total Sales	Count	Average	% of Salesperson	% of Product	Rank
Stuffed Bear	$263,700	148	$1,782	20.30%	15.76%	2	$165,300	97	$1,704	19.35%	9.88%	3
Stuffed Elephant	$398,664	240	$1,661	30.69%	15.19%	1	$258,552	158	$1,636	30.26%	9.85%	1
Stuffed Frog	$255,816	141	$1,814	19.69%	14.67%	3	$177,936	101	$1,762	20.83%	10.21%	2
Stuffed Koala	$130,752	81	$1,614	10.06%	16.39%	4	$79,776	52	$1,534	9.34%	10.00%	6
Stuffed Panda	$128,340	76	$1,689	9.88%	13.85%	5	$90,528	51	$1,775	10.60%	9.77%	4
Stuffed Unicorn	$121,920	71	$1,717	9.38%	14.47%	6	$82,320	46	$1,790	9.63%	9.77%	5
Grand Total	**$1,299,192**	**757**	**$1,716**	**100.00%**	**15.09%**		**$854,412**	**505**	**$1,692**	**100.00%**	**9.92%**	

	James Monroe						James Polk					
Row Labels	Total Sales	Count	Average	% of Salesperson	% of Product	Rank	Total Sales	Count	Average	% of Salesperson	% of Product	Rank
Stuffed Bear	$420,300	248	$1,695	19.44%	25.12%	3	$324,000	185	$1,751	18.79%	19.36%	3
Stuffed Elephant	$662,760	382	$1,735	30.65%	25.24%	1	$523,656	307	$1,706	30.38%	19.95%	1
Stuffed Frog	$472,824	273	$1,732	21.87%	27.12%	2	$333,168	192	$1,735	19.33%	19.11%	2
Stuffed Koala	$209,664	125	$1,677	9.70%	26.28%	4	$160,704	101	$1,591	9.32%	20.14%	6
Stuffed Panda	$198,168	116	$1,708	9.16%	21.38%	6	$210,588	116	$1,815	12.22%	22.72%	4
Stuffed Unicorn	$198,720	113	$1,759	9.19%	23.58%	5	$171,840	102	$1,685	9.97%	20.39%	5
Grand Total	**$2,162,436**	**1257**	**$1,720**	**100.00%**	**25.12%**		**$1,723,956**	**1003**	**$1,719**	**100.00%**	**20.02%**	

	John Tyler						Ulysses Grant					
Row Labels	Total Sales	Count	Average	% of Salesperson	% of Product	Rank	Total Sales	Count	Average	% of Salesperson	% of Product	Rank
Stuffed Bear	$326,100	198	$1,647	18.62%	19.49%	3	$174,000	102	$1,706	21.27%	10.40%	2
Stuffed Elephant	$567,000	332	$1,708	32.37%	21.60%	1	$214,704	131	$1,639	26.25%	8.18%	1
Stuffed Frog	$333,168	195	$1,709	19.02%	19.11%	2	$170,544	95	$1,795	20.85%	9.78%	3
Stuffed Koala	$147,744	84	$1,759	8.44%	18.52%	6	$69,120	41	$1,686	8.45%	8.66%	6
Stuffed Panda	$197,340	113	$1,746	11.27%	21.29%	4	$101,844	58	$1,756	12.45%	10.99%	4
Stuffed Unicorn	$180,000	95	$1,895	10.28%	21.36%	5	$87,840	51	$1,722	10.74%	10.42%	5
Grand Total	**$1,751,352**	**1017**	**$1,722**	**100.00%**	**20.34%**		**$818,052**	**478**	**$1,711**	**100.00%**	**9.50%**	

Row Labels	Total Total Sales	Total Count	Total Average	Total % of Salesperson	Total % of Product	Total Rank
Stuffed Bear	$1,673,400	978	$1,711	19.44%	100.00%	3
Stuffed Elephant	$2,625,336	1550	$1,694	30.49%	100.00%	1
Stuffed Frog	$1,743,456	997	$1,749	20.25%	100.00%	2
Stuffed Koala	$797,760	484	$1,648	9.27%	100.00%	6
Stuffed Panda	$926,808	530	$1,749	10.77%	100.00%	4
Stuffed Unicorn	$842,640	478	$1,763	9.79%	100.00%	5
Grand Total	**$8,609,400**	**5017**	**$1,716**	**100.00%**	**100.00%**	

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