- 1) Row and Colum make up Cell
- 2) All Cells = Worksheet = Sheet
- 3) Name of Sheet is in Sheet Tab
- 4) All Worksheets = Workbook File
- 5) What Excel can do:
  - i. Make Calculations: like calculate % Grade or Net Income.
  - ii. **Data Analysis:** Converting Raw Data into Useful Information, like taking table of data and creating a Reginal Sales Report.
- 6) Default Alignment In Excel:
  - i. Text aligned Left
  - ii. Numbers aligned Right
- 7) Formulas
  - i. Equal sign start all formulas
  - ii. Built-in functions like SUM or AVERAGE can make calculations for us
  - iii. Excel's Golden Rule:
    - 1. If a formula input can change, put it into a cell and refer to it in the formula with a cell reference.
    - 2. If a formula input will not change, you can type it into a formula (like 12 months in a year or 7 days in a week).
    - 3. Always label your formula inputs so that the formula input can be clearly understood by any user of the spreadsheet solution.
  - iv. Relative Cell Reference: Cell references will move throughout the copy action.
  - v. Absolute Cell References are Cell References that "Do Not Move" as you copy a formula.
- 8) The beauty of Excel: When formula inputs are changed, everything updates in the workbook!!
- 9) Number Formatting
  - i. Façade that sits on top of the numbers
  - ii. The number that is actually in the cell can be different than what you see in the cell
  - iii. Formulas do not see Number Formatting they act on the underlying number.
- 10) Style Formatting like: Borders, Fill Color, Font Color.
- 11) Page Setup: Be sure to do it WHEN you are printing.
- 12) Charts can show the data visually.
- 13) Counting with a condition or criteria (counting just some of the items, not all of them) can be done with COUNTIFS
- 14) Adding with a condition or criteria (adding just some of the numbers, not all of them) can be done with SUMIFS
- 15) Proper Data Set contains:
  - i. "Column Headers" / "Field Names" in First Row.
  - ii. Each row contains a record or transaction
  - iii. Leave empty cells or Excel column/row headers around the entire Proper Data Set.
- 16) If you have a Proper Data Set, PivotTables can quickly create Summary Reports that contain calculations with conditions or criteria. You can add conditions or criteria to the PivotTable Values area by dropping Fields into the Rows area or Columns area or by adding a Slicer.

## 17) Making Calculations with Conditions or Criteria

- i. "Calculations with Conditions or Criteria" is an important concept in business because most reports contain calculations with conditions or criteria
- ii. Example of adding sales with one condition using SUMIFS. Here we are adding the sales for "Northwest":

13	Date	Region	SalesRep	Sales	Region	Total
14	10/20/17	West	Gigi	\$620	Northwest	=SUMIFS(\$D\$14:\$D\$35,\$B\$14:\$B\$35,F14)
15	10/20/17	Northwest	Gigi	\$484	Southwest	
16	10/20/17	West	Freddy	\$376	West	
17	10/00/117		F 11			

iii. Example of adding sales with one condition using PivotTable. The selected cell shows adding the sales for "Northwest":

13	Date	Region	SalesRep	Sales				
14	10/20/17	West	Gigi	\$620			PivotTable Fiel	ds 🔹 👻
15	10/20/17	Northwest	Gigi	\$484				
16	10/20/17	West	Freddy	\$376			Choose fields to add to re	port:
17	10/20/17	Northwest	Freddy	\$1,141			Search	Q
18	10/20/17	Northwest	Chin	\$725				
19	10/20/17	West	Chin	\$222			Date	<b>A</b>
20	10/20/17	West	June	\$1,038		4	✓ Region	
21	10/21/17	Northwest	Chin	\$154	Region 👻 S	Sum of Sales	Sales	
22	10/21/17	Northwest	Gigi	\$205	Northwest	\$4,791		<b>•</b>
23	10/21/17	Southwest	Gigi	\$895	Southwest	\$3,117	More Tabler	
24	10/21/17	West	Chin	\$1,254	West	\$6,215	Drag fields between areas	s below:
25	10/22/17	Northwest	June	\$596	Grand Total	\$14,123	Tiltorr	III Columns
26	10/24/17	Southwest	Gigi	\$799			i Fillers	in columns
27	10/24/17	Northwest	Gigi	\$651				
28	10/24/17	West	June	\$1,235				
29	10/24/17	Southwest	Chin	\$684			E Rows	Σ Values
30	10/24/17	Northwest	June	\$127			Region	Sum of Sales
31	10/24/17	West	June	\$269			lingion	
22	10/05/17	C	Chin	6720				

a) to be determined by the selected cell shows an average of sales in "Northwest" Region:

13	Date	Region	SalesRep	Sales			100 0000000000	3
14	10/20/17	West	Gigi	\$620			PivotTable Field	s 🔻 🗄
15	10/20/17	Northwest	Gigi	\$484			Choose fields to add to ren	ort: Ö
16	10/20/17	West	Freddy	\$376			choose neids to add to report:	
17	10/20/17	Northwest	Freddy	\$1,141			Search	
18	10/20/17	Northwest	Chin	\$725			<b>— .</b> .	
19	10/20/17	West	Chin	\$222			U Date	
20	10/20/17	West	June	\$1,038		+	SalesRep	
21	10/21/17	Northwest	Chin	\$154	Region 🔻 Ave	rage of Sales	✓ Sales	
22	10/21/17	Northwest	Gigi	\$205	Northwest	\$479	More Tabler	
23	10/21/17	Southwest	Gigi	\$895	Southwest	\$779		
24	10/21/17	West	Chin	\$1,254	West	\$777	Drag fields between areas	below:
25	10/22/17	Northwest	June	\$596	Grand Total	\$642	<b>T</b> Filters	Columns
26	10/24/17	Southwest	Gigi	\$799				
27	10/24/17	Northwest	Gigi	\$651				
28	10/24/17	West	June	\$1,235				
29	10/24/17	Southwest	Chin	\$684			Rows	$\Sigma$ Values
30	10/24/17	Northwest	June	\$127			Region 🔻	Average of Sales
31	10/24/17	West	June	\$269				

v. Example of adding sales with two condition / criteria using PivotTable. The interesting cell is an example of adding sales that were by the SalesRep "Chin" in the Region "Northwest":

Sum of Sales	Region 👻				
SalesRep 🔽	Northwest	Southwest	West	Grand Total	
June	\$1,269		\$2,542	\$3,811	
Chin	\$1,041	\$1,423	\$1,476	\$3,940	
Freddy	\$1,141		\$376	\$1,517	
Gigi	\$1,340	\$1,694	\$1,821	\$4,855	
Grand Total	\$4,791	\$3,117	\$6,215	\$14,123	