**Worksheet 3: ‘What if’ scenarios**

Task 1

1. Open the spreadsheet Merchandising TBNT UK that you worked on in the last lesson. Using the data that you entered in Worksheet 2, Table 1, enter three new products that TBNT should add to their stock of merchandise. Enter cost and selling prices, Target sales and Forecast profit. Adjust the formula for Total Forecast profit to include the   
   new products.
2. Name the cells containing the values for Target Profit and the Total Forecast Profit.
3. Enter an IF function in cell E4, beneath the cell containing Total Forecast Profit, which will display “Target achieved” if Total Forecast Profit is greater than or equal Target Profit, or otherwise display “Target not achieved”.
4. At the bottom of the spreadsheet use the Max function to find the maximum Forecast Profit figure.
5. In cell F7 enter an IF function to display “Best seller” if Forecast Profit is equal to the Maximum Profit, or blank otherwise. Copy this down the column.
6. Sort the data in ascending order of target sales.

Task 2

1. What is your Total Forecast Profit? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. What is the selling price and forecast profit of your best-selling item?  
     
   Selling Price: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Forecast Profit: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. Increase the price of your best selling item by about 10%, and the target sales by a few thousand.

New Selling price: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ New Forecast Profit: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Keep making changes until you hit the target. Remember, you will have to justify your forecasts to management! Describe your changes below:

Task 3

1. Display the formulae in your spreadsheet by pressing Ctrl + ` (The key at the top left of the keyboard under Esc.)