Class Tasks A1.1

Understanding the Scenario

Student Worksheet

# Class Task 1.1.1 – Understanding the Scenario Example A

You are working as a Business Analyst for a large pharmaceutical company. The Managing Director wants to be able to look at the sales being made by each of the sales managers and identify which of a range of four KPI factors are influencing sales.

From this the Manging Director wants to be able to identify which Sales Manager is performing the best and the worst and identify the top selling product and the sales median over a 6-month period.

**Time Allowed: 7 minutes**

## Who Needs the Data model?

Answer:

## Identify four things that the data model should do?

|  |  |
| --- | --- |
| 1. | 2. |
| 3. | 4. |

## What is the context of the data model?

Answer:

## List all the keywords that you do not understand.

Answer:

# Class Task 1.1.2 – Understanding the Scenario Example B

You are constructing a data model to analyse a business workflow for a medium sized book publishing company. The Backlist Production Manager has requested that the data model check to see that the input sales match the vendor sales.

In addition, the data model should estimate the TTP for each book, the vendor percentage markup as well as the overall lead time for the workflow.

**Time Allowed: 10 minutes**

## Who Needs the Data model?

Answer:

## Identify four things that the data model should do?

|  |  |
| --- | --- |
| 1. | 2. |
| 3. | 4. |

## What is the context of the data model?

Answer:

## List all the keywords that you do not understand.

Answer:

Class Tasks 1.1

Sources of Data

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# Class Task 1.1.3 – Sources of Data

You are carrying out an analysis of the weekend box office results for films released over the Christmas and New year weekends.

You have been given four spreadsheets located in the folder called ***DataSets***. Only two contain the information you need.

Firstly: decide which spreadsheets you are going to use.

Then, open a new Excel Worksheet, and save it as 1.2\_Answers.xlsx.

Copy and paste only the following columns into your answer sheet for both weekends:

Rank

Film

Weekend Gross

% Change on Last Week

Weeks on release

Number of Cinemas

Arrange the columns of data as you see fit and answer the following questions:

**TIME ALLOWED: 15 minutes**

## Question 1:

Which films stayed in the same place over Christmas and New Year?

## Answer:

## Question 2:

Which films were newly released at New Year?

## Answer:

## Question 3:

Which film showed the biggest weekly percentage gain over New Year?

## Answer:

## Question 4:

Which films were newly released at New Year?

## Answer:

## Question 5:

What was the total box office income at Christmas?

## Answer:

## Question 6:

Which film had the biggest increase in the number of cinemas it was released on between Christmas and New Year and by how much?

## Answer:

*Logo, company name

Description automatically generated*

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