

Monte Carlo Forecasting 2008 [Combinability Mode] - Microsoft Excel

SALES & PROFIT FORECASTING
MONTE CARLO SIMULATIONS

Product title	RANGES		MONTE CARLO FORECASTS								
	LOW	HIGH	Leads	Cost/Lead	Conversion	Revenue/Sale	Sales Forecast	Gross Margin	Gross Profits	G&A	Net Profits
Sales Leads/Week	325	375	337	\$10.66	36.97%	\$136.06	\$16,939.25	36.82%	\$2,645.93	5.90%	\$1,647.29
Cost per Lead	\$9.25	\$10.75	364	\$9.51	37.36%	\$143.25	\$19,480.64	33.13%	\$2,992.60	5.87%	\$1,849.23
Conversion Rate	35.00%	38.00%	372	\$10.25	35.57%	\$133.76	\$17,689.39	36.96%	\$2,727.62	5.75%	\$1,711.27
Revenue per Sale	\$125.00	\$145.00	385	\$9.78	37.00%	\$135.08	\$16,763.96	36.89%	\$2,905.43	5.58%	\$1,969.94
Gross Margin/Sale	32.75%	37.85%	353	\$9.49	37.91%	\$136.50	\$18,243.99	34.39%	\$2,928.83	5.59%	\$1,908.73
G&A allocation %*	5.50%	5.95%	332	\$9.73	37.17%	\$137.80	\$17,018.75	32.84%	\$2,355.86	5.81%	\$1,367.85
* G&A allocations are applied to sales value + leads x conversion x price x G&A											
Absolute Forecasts Max - Min			Mean								
Min - Max Sales	\$14,555.91	\$20,382.51	\$17,259.71								
Min - Max Profits	\$528.41	\$2,796.63	\$1,694.55								
Probability of Achieving Targets			Fail %								
Sales Target	\$17,500	38.00%	38.13%								

Book1 - Microsoft Excel

One day Workshop on MS-Excel application for Business

21st October 2022

PSG Institute of Management

PSG Institute of Management, a part of the renowned PSG & Sons' Charities, is one of the prestigious and premier business schools in the country. Ranked among the top 30 schools in the B-schools ratings, PSGIM has been spearheading change to be in tune with global requirements of management education. The curriculum is designed to deliver cutting edge application of theory, combined with an industry interface protocol that ensures that the students are industry - ready when they graduate from the portals of PSGIM. PSGIM also undertakes research and consultancy assignments which open up real-time opportunities for the students to understand and appreciate corporate functioning.



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MS Excel is a predominant tool which is used in almost every organization. MS Excel is equipped with so many functionalities and hence the extent to which it can be used is only limited by the user's capabilities. Excel skills have become mandatory for employees to excel in their career. This workshop is aimed at providing the basic skills in using excel over which the participants can build on. The workshop covers the below mentioned topics

- ❖ Conditional Formatting
- ❖ Absolute referencing and relative referencing while creating formulas
- ❖ Sorting and Filtering
- ❖ COUNTIF, COUNTIFS, AVERAGEIF, AVERAGEIFS
- ❖ VLOOKUP
- ❖ Match and Index Function
- ❖ Creating dropdown list
- ❖ IF Function
- ❖ Pivot Tables
- ❖ Visualization using charts
- ❖ Protecting cells and worksheets

Profile of Facilitator

Mr. Karthikeyan L

Mr Karthikeyan has 4 years of industry experience and nearly 8 years of teaching experience. He has his Master of Business administration degree from Bharathidasan institute of Management (BIM) Trichy and Mechanical engineering degree from Amrita Vishwa Vidyapeetham, Coimbatore. He has taught Spreadsheet modelling courses for the students and also conducted workshops on Excel for various industry connects.

Dr. Ramasundaram G

Dr.Ramasundaram has more than two decades of teaching experience. He is post graduate in economics and management with a doctorate in behavioural finance. He handles fixed-income securities, personal finance, and financial analytics. He has conducted many faculty development programs and management development programs in the area of finance, financial analytics, and financial econometrics.

Program Fee

₹ 1250 (Inclusive of 18% GST) has to be paid either by online money transfer or demand draft drawn in favour of "PSG Center for Non Formal and Continuing Education, Coimbatore".

For Registration, please contact :

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