SOLUTIONS MANUAL
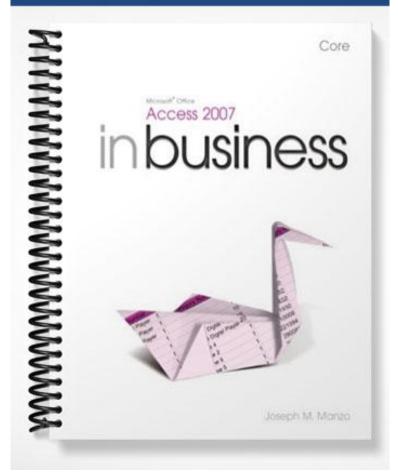
Core

Microsoft Office
Access 2007

in business

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Access
Chapter 2
Anecdote Assignment Points

3. **The table contains six years' worth of data. What are the top three items based on unit sales in a single year? What year were these sales achieved?**
   - Skirts, Skirts and Twill Shorts. Skirt sales in 2000 were the highest. Second of Skirts in 2001, and third was Twill Shorts in 2005.

4. **A buyer mentions that pink jeans are coming back into style. He explains that the last time the company sold pink jeans, they were really successful. He suggests buying 10,000 pairs. Do you agree?**
   - The highest unit sales for pink jeans was 4,800. Even if pink jeans are coming back, it's doubtful they would sell twice the amount the were selling when they were really successful.

5. **Is the sales trend for tan twill pants increasing or decreasing?**
   - The sales trend for tan twill pants has been increasing.

Questions for Discussion

1. **The anecdote mentioned that gathering and manipulating data took a significant amount of time before Access was used. Why do you think this is so?**
   - Access allows you to incorporate external data very easily. After you manipulate the data to create the correct format, with a few clicks the data can either imported or linked to an Access database. Once data is incorporated into an Access database, you can also quickly manipulate the data by using the sort and filter features.

2. **Besides increasing the speed of gathering data, what other benefits do you think the database brought to the role of the merchandise planner?**
   - Other benefits include flexibility, speed in manipulating the data, the ability to reuse materials, and the ability to delegate portions of the process to others.

3. **The anecdote mentions that analyzing trends was a big step in creating better merchandise plans. Why?**
   - Merchandise plans rely heavily on historical information. This historical information is used to identify trends in order to determine future needs (plans).