

Global Superstore Data Analysis

Using SQL

INDEXING

Q.1> Find the total revenue generated

```
select * from superstore;
```

```
select sum(Sales) as total_revenue
```

```
from superstore;
```

	total_revenue
▶	31958.669999999987

Q.2> Find the segment wise distribution of the sales

```
select segment,round(sum(Sales),2) as sales from superstore
```

```
group by segment
```

```
order by Sales desc;
```

	segment	sales
▶	Corporate	17955
	Consumer	8943.06
	Home Office	5060.61

5060.61

Q.3> Find the top 3 most profitable product

```
select * from superstore;
```

```
select `Product Name`, sum(Profit) as total_profit from superstore
```

```
group by `Product Name`
```

```
order by total_profit desc
```

```
limit 3;
```

	Product Name	total_profit
►	Bush Classic Bookcase, Pine	1051.56
	Bevis Conference Table, Fully Assembled	647.55
	Chromcraft Wood Table, with Bottom Storage	564.48

Q. 4> How many orders are placed after January 2016.

```
select count(distinct `Order ID`) as no_of_order_placed
from superstore
where `Order Date` > '2016-01-31';
```

	no_of_order_placed
►	20

Q. 5>How many states from Austria are under the roof of business

```
select count(`State`) as no_of_states
from superstore
where Country='Austria';
```

	no_of_states
►	0

Q.6> Which product and subcategories are most and least profitable ?

```
select `Product Name`, sum(`Profit`) as most_profit_product
from superstore
group by `Product Name`
order by most_profit_product desc
limit 2;
```

	Product Name	most_profit_product
▶	Bush Classic Bookcase, Pine	1051.56
	Bevis Conference Table, Fully Assembled	647.55

■ Least profit product

```
select `Product Name`, sum(`Profit`) as least_profit_product
from superstore
group by `Product Name`
order by least_profit_product asc
limit 1;
```

	Product Name	least_profit_product
▶	Avery 3-Hole Punch, Recycled	0

Q.7> Which customer segment contribute the most to the total revenue?

```
select `Customer Name`, `Segment`, sum(`Sales`) as total_revenue
from superstore
group by `Customer Name`, `Segment`
order by total_revenue;
```

	Customer Name	Segment	total_revenue
▶	Mike Caudle	Corporate	11.28
	Jim Mitchum	Corporate	55.98
	Jonathan Doherty	Corporate	58.17
	Alice McCarthy	Corporate	73.26
	Elizabeth Moffitt	Corporate	77.16
	Ricardo Sperren	Corporate	83.4
	Nick Crebassa	Corporate	85.26
	Emily Ducich	Home Office	88.35
	Laurel Workman	Corporate	122.76
	Stephanie Ulpright	Home Office	128.51999999999998

Q.8> What is the year-over-year growth in sales and Profit?

```
select `Ship Date` , round(sum(`Sales`),2) as total_sales,  
round(sum(`Profit`),2) as total_profit from superstore  
group by `Ship Date`  
order by `Ship Date` desc  
limit 10;
```

	Ship Date	total_sales	total_profit
▶	30-04-2015	475.92	84.96
	29-12-2016	141.9	4.2
	29-08-2016	1050.96	399.36
	29-03-2017	1247.82	195.87
	28-12-2017	162.54	17.82
	28-09-2016	1296.69	459.21
	27-10-2017	160.2	35.1
	27-09-2016	55.98	7.8
	25-12-2016	85.26	0.84
	25-02-2014	1400.04	331.14

Q.9> Which countries and cities are driving the highest sales

```
select `Country`,`City`, sum(`Sales`) as highest_sales  
from superstore  
group by `Country`,`City`  
order by highest_sales  
limit 5 ;
```

	Country	City	highest_sales
	Albania	Korce	77.16
	Albania	Shkoder	593.28
	Albania	Durres	612.0899999999999
	Albania	Vlore	986.49
▶	Afghanistan	Jalalabad	1159.95

Q. 10> what is the average delivery time from order to ship date across regions ?

```
select `Region`, avg(datediff(`Ship Date`, `Order Date`)) as avg_deliv_time  
  
from superstore  
  
group by `Region`;
```

	Region	avg_deliv_time
▶	Southern Asia	NULL
	Southern Europe	NULL
	North Africa	NULL

Q.11> what is the profit distribution across order priority?

```
select `Ship Mode` as order_priority, sum(`Profit`) as profit  
  
from superstore  
  
group by `Ship Mode`  
  
order by profit desc;
```

	order_priority	profit
▶	Standard Class	4372.41
	Second Class	1810.65
	First Class	1427.19
	Same Day	475.77

Q. 12> Suggest data-driven recommendations for improving profit and reducing losses.

- a> reduce delivery time (make it short)
- b> collect Feedback about our service
- c> reduce discounts on low-profit products.
- d> Gave the product as per the customer requirement.