Section	Description	Points	Grade Breakdown and Requirements	Weightage
Answering the Business Questions	[Q1] What is the distribution of customers across states? [Q2] What is the average rating in each quarter? [Q3] Are customers getting more dissatisfied over time? [Q4] Which are the top 5 vehicle makers preferred by the custom [Q5] What is the most preferred vehicle make in each state? [Q6] What is the trend of number of orders by quarters? [Q7] What is the quarter over quarter % change in revenue? [Q8] What is the trend of revenue and orders by quarters? [Q9] What is the average discount offered for different types of c [Q10] What is the average time taken to ship the placed orders f	25	Total 10 questions: [1] Q2, Q3, Q5, Q7 and Q9 carry each 3 pts. [2] Q1, Q4, Q6, Q8 and Q10 carry each 2 pts	41.67%
Quarterly Business Report		20	[1] 0.5 pts for each metric present in the overview slide (Total Revenue, Total Orders, Total Customers, Average Rating, Last Quarter Revenue, Last Quarter Orders, Average Days to Ship, % Good Feedback) (0.5 * 8) [2] Overall 8 pts for observations / findings [3] Overall 8 pts for insights and recommendations	33.33%
SQL Query Hygiene		7	[1] 3 pts for well formatted & indented SQL code [2] 2 pts for standard naming conventions are followed [3] 2 pts for aliases are given to aggregated columns	11.67%
Report Design Elements		8	Overall 5 marks for the following things below- [1] 1.5 pts for standard fonts used in the whole presentation [2] 1.5 pts for charts are cleanly visible with labels [3] 2 pts for findings and observations are written in a crisp manner [4] 3 pts for overall aesthetics and feel of the report (Color choices, Font Sizes, Object Placements and Alignments, etc)	13.33%