

Question 1: Top Product Lines by Sales

SQL Query:

```
SELECT PRODUCTLINE, SUM(SALES) AS total_sales  
FROM sales_data_raw  
GROUP BY PRODUCTLINE  
ORDER BY total_sales DESC;
```

Result:

The screenshot shows the MySQL Workbench interface with a red border around the main window. At the top, there's a toolbar with various icons. Below the toolbar, the SQL editor contains the following code:

```
2 • SHOW TABLES;  
3 • SELECT COUNT(*) FROM sales_data_raw;  
4 • SELECT * FROM sales_data_raw LIMIT 10;  
5 • SELECT PRODUCTLINE, SUM(SALES) AS total_sales  
6   FROM sales_data_raw  
7   GROUP BY PRODUCTLINE  
8   ORDER BY total_sales DESC;
```

Below the SQL editor is a result grid titled "Result Grid". It has two columns: "PRODUCTLINE" and "total_sales". The data is as follows:

PRODUCTLINE	total_sales
Classic Cars	3919615.659999997
Vintage Cars	1903150.839999992
Motorcycles	1166388.340000003
Trucks and Buses	1127789.839999996
Planes	975003.570000001
Ships	714437.13
Trains	226243.46999999997

Insight:

Classic Cars and Vintage Cars generate the highest revenue.

Question 2: Year-wise Sales Trend.

SQL Query:

```
SELECT YEAR_ID, SUM(SALES) AS yearly_sales  
FROM sales_data_raw  
GROUP BY YEAR_ID  
ORDER BY YEAR_ID;
```

Result :

The screenshot shows a SQL query editor interface. At the top, there is a code editor with the following SQL query:

```
9 •   SELECT YEAR_ID, SUM(SALES) AS yearly_sales  
10    FROM sales_data_raw  
11    GROUP BY YEAR_ID  
12    ORDER BY YEAR_ID;
```

Below the code editor is a result grid. The grid has a header row with columns labeled "YEAR_ID" and "yearly_sales". The data rows are:

YEAR_ID	yearly_sales
2003	3516979.540000001
2004	4724162.599999997
2005	1791486.71

Insight:

Sales show steady growth across years.

Question3: Monthly Sales Trend

SQL Query:

```
SELECT MONTH_ID, SUM(SALES) AS monthly_sales  
FROM sales_data_raw  
GROUP BY MONTH_ID  
ORDER BY MONTH_ID
```

Result:

The screenshot shows a SQL query editor interface. At the top, there is a code editor with numbered lines 13 through 16 containing the SQL query. Below the code editor is a toolbar with buttons for 'Result Grid', 'Filter Rows', 'Export', and 'Wrap Cell Content'. The main area displays a table titled 'Result Grid' with two columns: 'MONTH_ID' and 'monthly_sales'. The table contains 12 rows, each representing a month from 1 to 12 with its corresponding monthly sales value.

	MONTH_ID	monthly_sales
1	1	785874.4400000008
2	2	810441.9
3	3	754501.3900000001
4	4	669390.9600000003
5	5	923972.56
6	6	454756.77999999985
7	7	514875.9700000001
8	8	659310.5699999998
9	9	584724.2699999999
10	10	1121215.2199999997
11	11	2118885.67
12	12	634679.1199999998

Insight:

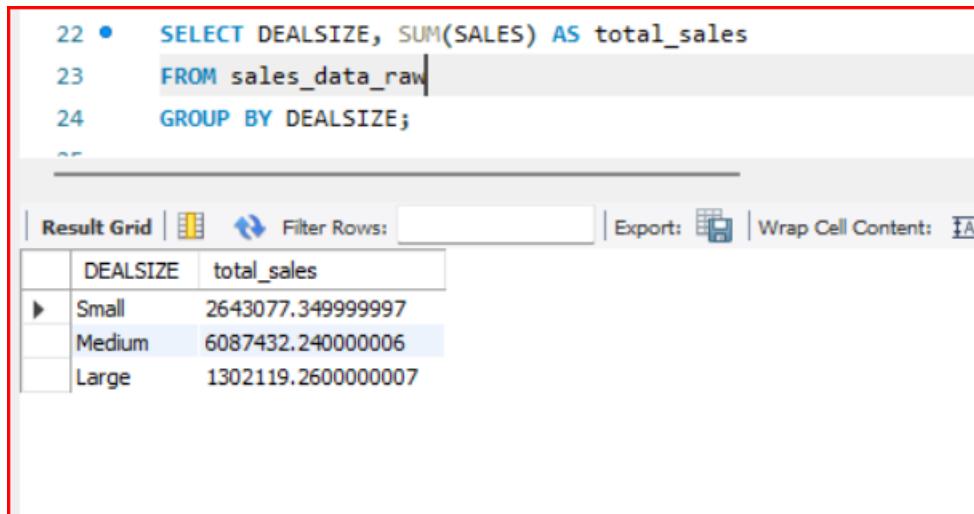
Monthly sales fluctuate throughout the year, suggesting seasonality with peak performance in specific months.

Question 4: Deal Size Performance.

SQL Query:

```
SELECT DEALSIZE, SUM(SALES) AS total_sales  
FROM sales_data_raw  
GROUP BY DEALSIZE;
```

Result:



The screenshot shows a SQL query editor with a red box highlighting the query text. Below the query is a results grid displaying the output of the query.

DEALSIZE	total_sales
Small	2643077.349999997
Medium	6087432.240000006
Large	1302119.2600000007

Insight:

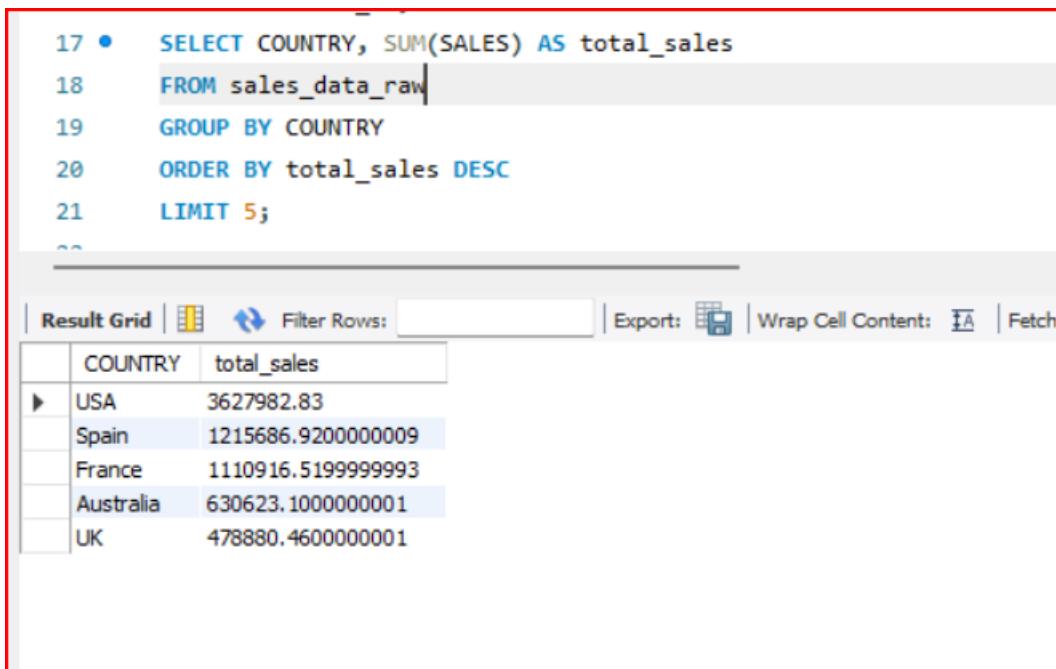
Medium deals contribute the highest sales.

Question5 : Top Countries by Sales.

SQL Query:

```
SELECT COUNTRY, SUM(SALES) AS total_sales  
FROM sales_data_raw  
GROUP BY COUNTRY  
ORDER BY total_sales DESC  
LIMIT 5;
```

Result:



```
17 •   SELECT COUNTRY, SUM(SALES) AS total_sales  
18     FROM sales_data_raw  
19     GROUP BY COUNTRY  
20     ORDER BY total_sales DESC  
21     LIMIT 5;  
~~
```

Result Grid | Filter Rows: Export: Wrap Cell Content: Fetch

COUNTRY	total_sales
USA	3627982.83
Spain	1215686.9200000009
France	1110916.5199999993
Australia	630623.1000000001
UK	478880.4600000001

Insight:

USA is the largest revenue-contributing country.

Question 6: Order Status Analysis

SQL Query:

```
SELECT STATUS, SUM(SALES) AS total_sales  
FROM sales  
GROUP BY STATUS;
```

Result:

The screenshot shows a SQL query editor interface with a red border around the results. At the top, there is a code editor with three lines of SQL:

```
24 GROUP BY DEALSIZE,  
25 •   SELECT STATUS, SUM(SALES) AS total_sales  
26     FROM sales_data_raw  
27     GROUP BY STATUS;  
28
```

Below the code editor is a results grid. The grid has a header row with "STATUS" and "total_sales". The data rows are:

STATUS	total_sales
Shipped	9291501.080000008
Disputed	72212.86
In Process	144729.96000000002
Cancelled	194487.48
On Hold	178979.18999999994
Resolved	150718.28000000003

Insight:

Medium deals contribute the highest sales.