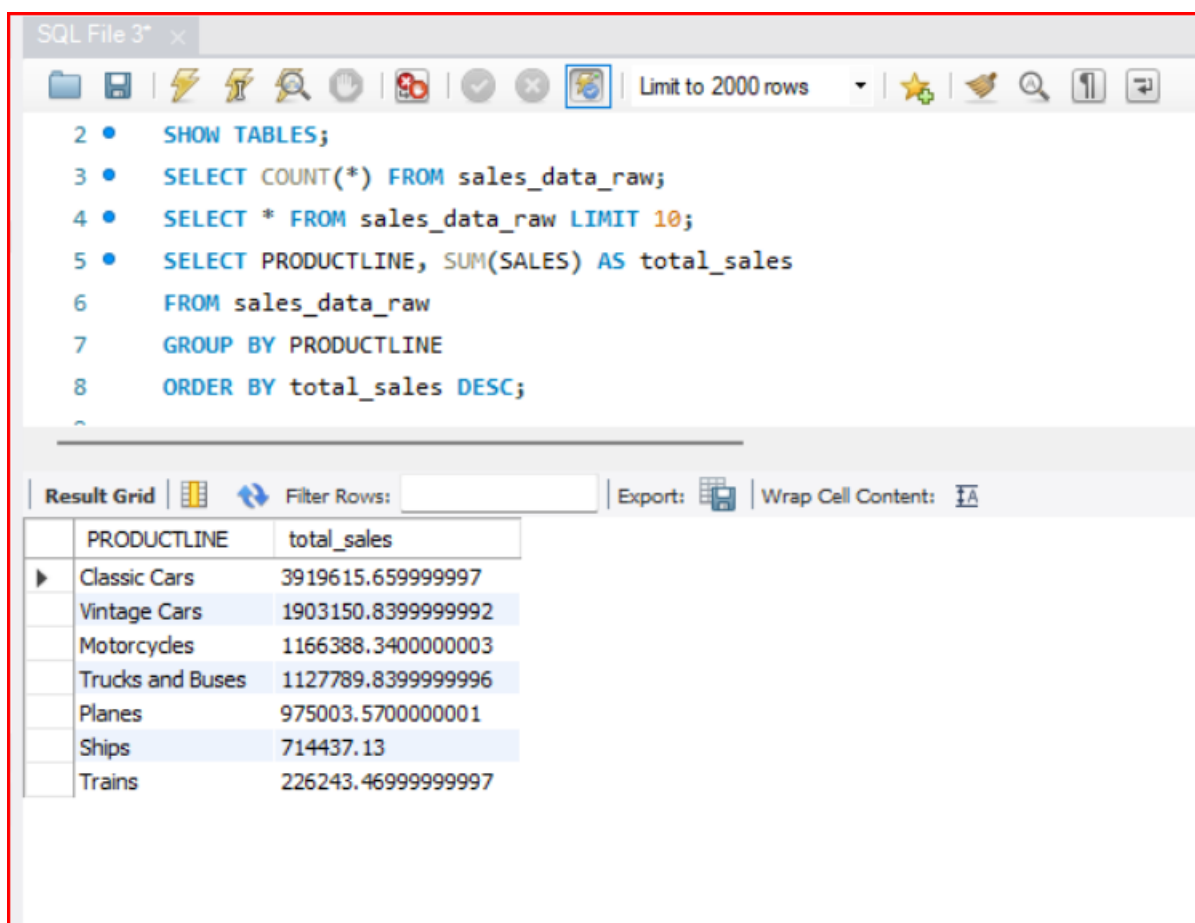


Question 1: Top Product Lines by Sales

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 a SQL IDE window titled 'SQL File 3*'. The query editor contains the following SQL 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 query editor, the 'Result Grid' tab is active, displaying the results of the query. The results are as follows:

	PRODUCTLINE	total_sales
▶	Classic Cars	3919615.6599999997
	Vintage Cars	1903150.8399999992
	Motorcycles	1166388.3400000003
	Trucks and Buses	1127789.8399999996
	Planes	975003.5700000001
	Ships	714437.13
	Trains	226243.46999999997

Insight:

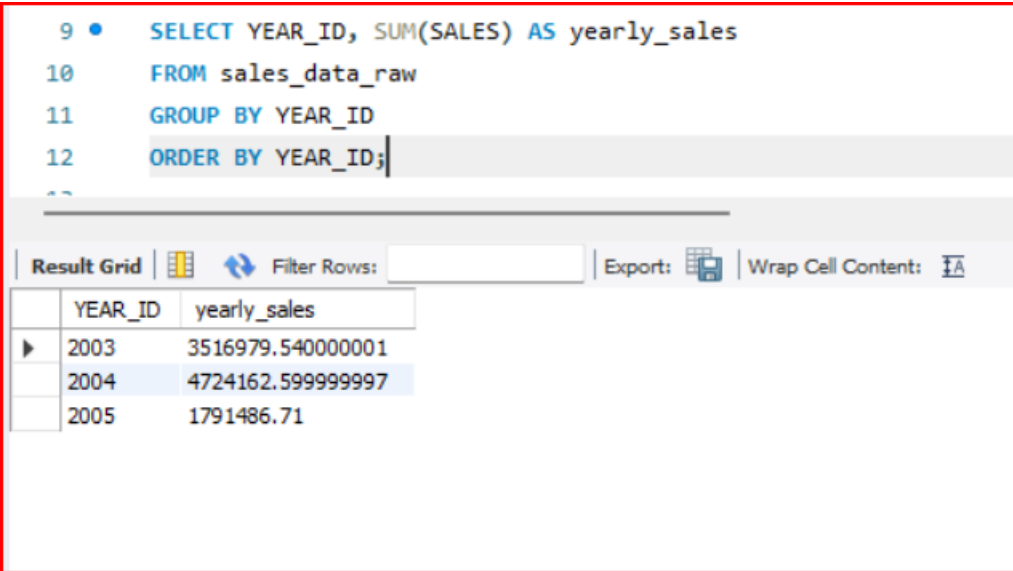
Classic Cars and Vintage Cars generate the highest revenue.

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 with the following 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 query editor is a toolbar with options: Result Grid, Filter Rows, Export, and Wrap Cell Content. The results grid displays the following data:

	YEAR_ID	yearly_sales
▶	2003	3516979.540000001
	2004	4724162.5999999997
	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:

13 • SELECT MONTH_ID, SUM(SALES) AS monthly_sales

14 FROM sales_data_raw

15 GROUP BY MONTH_ID

16 ORDER BY MONTH_ID;

Result Grid

Filter Rows:

Export:

Wrap Cell Content:

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

Insight:

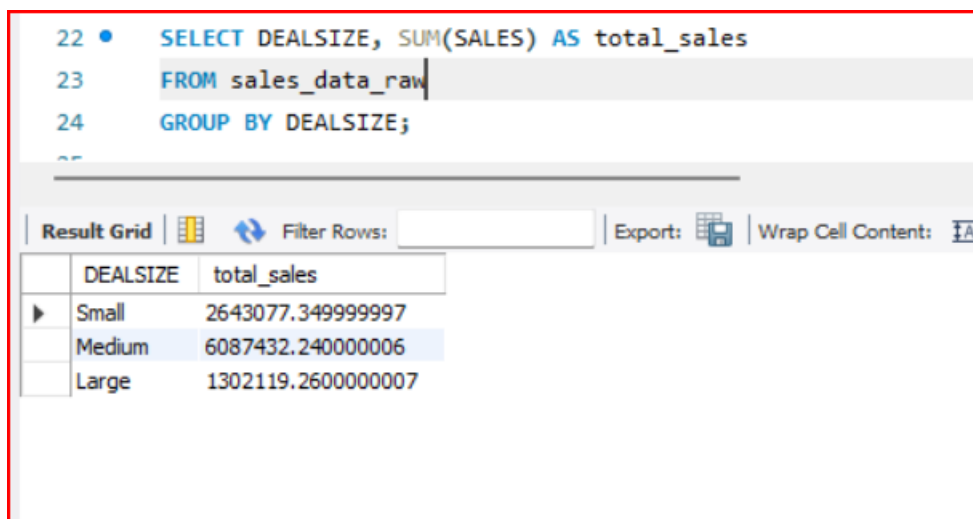
Monthly sales fluctuate throughout the year, suggesting seasonality with peak performance in specific months.

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 the following code:

```
22 • SELECT DEALSIZE, SUM(SALES) AS total_sales  
23 FROM sales_data_raw  
24 GROUP BY DEALSIZE;  
25
```

Below the query editor is a toolbar with options: Result Grid, Filter Rows, Export, and Wrap Cell Content. The results grid displays the following data:

	DEALSIZE	total_sales
▶	Small	2643077.349999997
	Medium	6087432.240000006
	Large	1302119.2600000007

Insight:

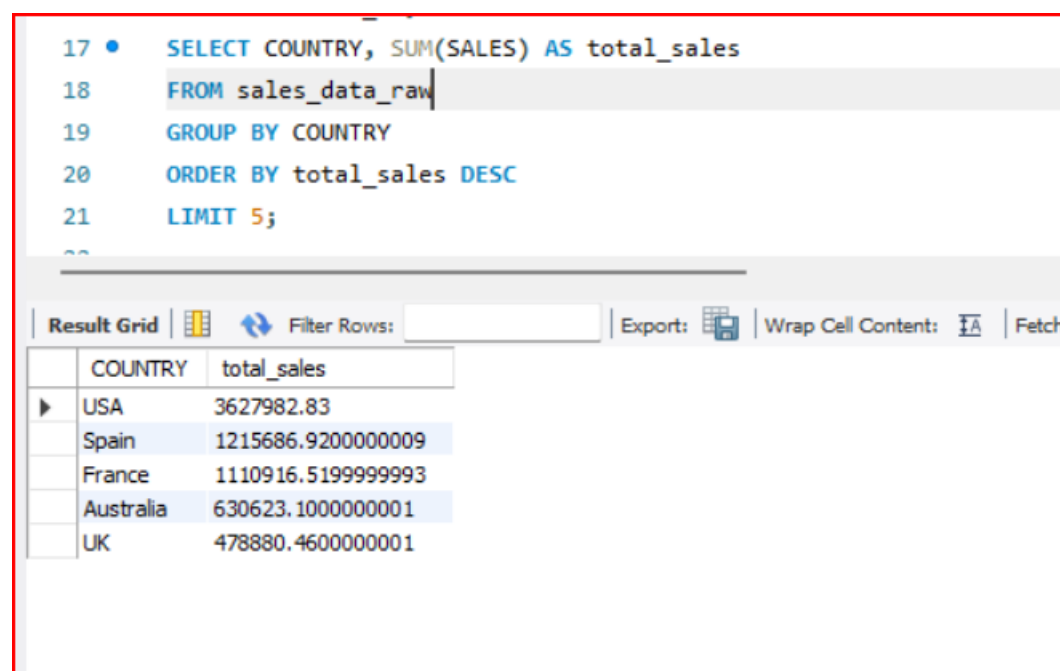
Medium deals contribute the highest sales.

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;
```

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

Insight:

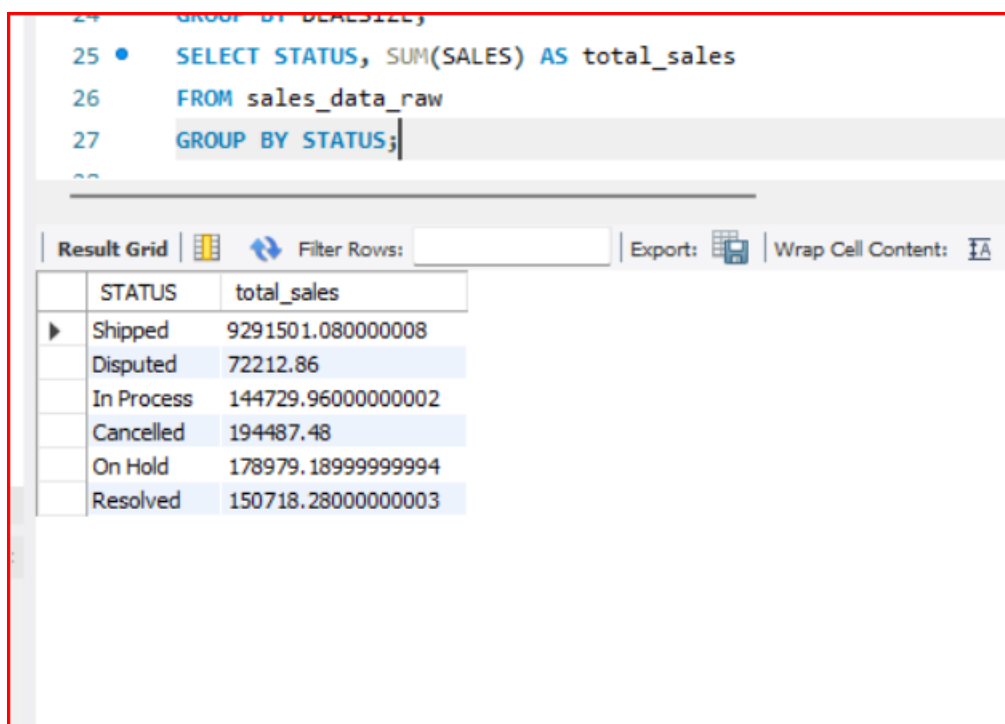
USA is the largest revenue-contributing country.

Question 6: Order Status Analysis

SQL Query:

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

Result:



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

	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.