

1. Ranking Functions

- Identifies top customers for marketing purposes

PERCENT_RANK() OVER (ORDER BY SUM(t.amount) DESC) AS percent_rank

```
ORDER BY total_revenue DESC;
```

```
SELECT c.customer_id, c.name, SUM(t.amount) AS total_revenue,
ROW_NUMBER() OVER (ORDER BY SUM(t.amount) DESC) AS row_num,
RANK() OVER (ORDER BY SUM(t.amount) DESC) AS rank,
DENSE_RANK() OVER (ORDER BY SUM(t.amount) DESC) AS dense_rank,
PERCENT_RANK() OVER (ORDER BY SUM(t.amount) DESC) AS percent_rank
FROM customers c
JOIN transactions t ON c.customer_id = t.customer_id
GROUP BY c.customer_id, c.name
ORDER BY total_revenue DESC;
```

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Interpretation: This ranking highlights the top-spending customers, with row_num providing a unique order and rank showing ties, which is useful for identifying loyalty program candidates. The percent_rank can help segment customers into high-value groups for targeted promotions. More transactions would refine these rankings for better accuracy.

2. Aggregate Functions

-- Calculate running totals and averages for monthly shoe sales

-- Compares ROWS and RANGE frames to analyze sales trends

SELECT TO_CHAR(sale_date, 'YYYY-MM') AS month,

SUM(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') ROWS BETWEEN UNBOUNDED PRECEDING AND CURRENT ROW) AS running_sum_rows,

SUM(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') RANGE BETWEEN UNBOUNDED PRECEDING AND CURRENT ROW) AS running_sum_range,

AVG(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') ROWS BETWEEN 2 PRECEDING AND CURRENT ROW) AS three_month_avg_rows,

MIN(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') ROWS BETWEEN UNBOUNDED PRECEDING AND CURRENT ROW) AS min_to_date,

MAX(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') ROWS BETWEEN UNBOUNDED PRECEDING AND CURRENT ROW) AS max_to_date

FROM transactions

GROUP BY TO_CHAR(sale_date, 'YYYY-MM')

ORDER BY month;

```
SELECT TO_CHAR(sale_date, 'YYYY-MM') AS month,
SUM(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') ROWS BETWEEN UNBOUNDED PRECEDING AND CURRENT ROW) AS running_sum_rows,
SUM(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') RANGE BETWEEN UNBOUNDED PRECEDING AND CURRENT ROW) AS running_sum_range,
AVG(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') ROWS BETWEEN 2 PRECEDING AND CURRENT ROW) AS three_month_avg_rows,
MIN(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') ROWS BETWEEN UNBOUNDED PRECEDING AND CURRENT ROW) AS min_to_date,
MAX(amount) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM') ROWS BETWEEN UNBOUNDED PRECEDING AND CURRENT ROW) AS max_to_date
FROM transactions
ORDER BY month;
```

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3. Navigation Functions

- Uses LAG and LEAD to compare sales across periods

SUM(amount) AS monthly_sales,

LEAD(SUM(amount), 1) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM')) AS
next month sales,

```
LAG(SUM(amount), 1) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM')) * 100, 2) AS growth_percent
```

FROM transactions GROUP BY TO_CHAR(sale_date, 'YYYY-MM') ORDER BY month;

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```
SELECT TO_CHAR(sale_date, 'YYYY-MM') AS month,
       SUM(amount) AS monthly_sales,
       LAG(SUM(amount), 1) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM')) AS prev_month_sales,
       LEAD(SUM(amount), 1) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM')) AS next_month_sales,
       ROUND((SUM(amount) - LAG(SUM(amount), 1) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM')) /
              LAG(SUM(amount), 1) OVER (ORDER BY TO_CHAR(sale_date, 'YYYY-MM')) * 100, 2) AS growth_percent
FROM transactions
GROUP BY TO_CHAR(sale_date, 'YYYY-MM')
ORDER BY month;
```

Results Explain Describe Saved SQL History

MONTH	MONTHLY_SALES	PREV_MONTH_SALES	NEXT_MONTH_SALES	GROWTH_PERCENT
2024-01	25000	-	45000	-
2024-02	45000	25000	30000	80
2024-03	30000	45000	20000	-33.33
2024-04	20000	30000	28000	-33.33
2024-05	28000	20000	50000	40
2024-06	50000	28000	15000	78.57
2024-07	15000	50000	32000	-70
2024-08	32000	15000	48000	113.33
2024-09	48000	32000	22000	50
2024-10	22000	48000	-	-54.17

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Interpretation: The growth percentage reveals how shoe sales change month-to-month, with positive values indicating successful sales periods that could be leveraged for marketing. LAG and LEAD provide context for past and future performance, helping predict upcoming demand. More monthly data would make these growth trends more reliable.

4. Distribution Functions

-- Segment customers into quartiles by total purchase amount

-- Uses NTILE and CUME_DIST for customer segmentation

```
SELECT c.customer_id, c.name, SUM(t.amount) AS total_spent,
```

```
       NTILE(4) OVER (ORDER BY SUM(t.amount) DESC) AS quartile,
```

```
       CUME_DIST() OVER (ORDER BY SUM(t.amount) DESC) AS cumulative_dist
```

```
FROM customers c
```

JOIN transactions t ON c.customer_id = t.customer_id

GROUP BY c.customer_id, c.name

ORDER BY total_spent DESC;

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```
SELECT c.customer_id, c.name, SUM(t.amount) AS total_spent,  
       NTILE(4) OVER (ORDER BY SUM(t.amount) DESC) AS quartile,  
       CUME_DIST() OVER (ORDER BY SUM(t.amount) DESC) AS cumulative_dist  
FROM customers c  
JOIN transactions t ON c.customer_id = t.customer_id  
GROUP BY c.customer_id, c.name  
ORDER BY total_spent DESC;
```

Results Explain Describe Saved SQL History

CUSTOMER_ID	NAME	TOTAL_SPENT	QUARTILE	CUMULATIVE_DIST
1006	Frank Nsengimana	50000	1	.1
1009	Irene Nkurunziza	48000	1	.2
1002	Bob Niyonkuru	45000	1	.3
1008	Henry Bizimungu	32000	2	.4
1003	Claire Mukiza	30000	2	.5
1005	Eve Karera	28000	2	.6
1001	Alice Uwera	25000	3	.7
1010	John Rugamba	22000	3	.8
1004	David Habimana	20000	4	.9
1007	Grace Uwimana	15000	4	1

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Interpretation: This segmentation divides customers into four quartiles, with the top quartile representing high spenders ideal for premium offers. The cumulative distribution shows the proportion of total spending, aiding in targeted marketing strategies. Expanding the customer base with more transactions would improve the segmentation accuracy.

5. 3-Month Moving Averages

-- Calculate 3-month moving average for shoe sales

-- Orders transactions by date and averages over current row plus 2 preceding rows

SELECT TO_CHAR(sale_date, 'YYYY-MM-DD') AS sale_date,

amount AS sale_amount,

AVG(amount) OVER (

ORDER BY sale_date

ROWS BETWEEN 2 PRECEDING AND CURRENT ROW

) AS three_month_moving_avg

FROM transactions

ORDER BY sale_date;

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```
SELECT TO_CHAR(sale_date, 'YYYY-MM-DD') AS sale_date,  
       amount AS sale_amount,  
       AVG(amount) OVER (  
           ORDER BY sale_date  
           ROWS BETWEEN 2 PRECEDING AND CURRENT ROW  
       ) AS three month moving avg  
FROM transactions  
ORDER BY sale_date;
```

Results Explain Describe Saved SQL History

SALE_DATE	SALE_AMOUNT	THREE_MONTH_MOVING_AVG
2024-01-15	25000	25000
2024-02-20	45000	35000
2024-03-10	30000	33333.3333333333333333333333333333
2024-04-05	20000	31666.666666666666666666666666667
2024-05-25	28000	26000
2024-06-15	50000	32666.666666666666666666666666667
2024-07-30	15000	31000
2024-08-10	32000	32333.3333333333333333333333333333
2024-09-20	48000	31666.666666666666666666666666667
2024-10-05	22000	34000

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Interpretation: The 3-month moving average indicates a gradual increase in shoe sales amounts from early 2024, suggesting a growing demand that could reflect seasonal trends. This insight is valuable for planning inventory to meet potential peaks, such as stocking more popular shoe types ahead of high-sales periods. However, with limited data, adding more transactions across additional months would provide a clearer trend for decision-making.