**COFFEE SHOP SALES- SQL QUERIES**

**CONVERT DATE (transaction\_date) COLUMN TO PROPER DATE FORMAT**

SET SQL\_SAFE\_UPDATES = 0;

UPDATE coffee\_shop\_sales

SET transaction\_date = STR\_TO\_DATE(transaction\_date, '%d-%m-%Y');

**ALTER DATE (transaction\_date) COLUMN TO DATE DATA TYPE**

alter table coffee\_shop\_sales

modify column transaction\_date date;

**CONVERT TIME (transaction\_time) COLUMN TO PROPER DATE FORMAT**

SET SQL\_SAFE\_UPDATES = 0;

UPDATE coffee\_shop\_sales

SET transaction\_time = STR\_TO\_DATE(transaction\_time, '%H:%i:%s');

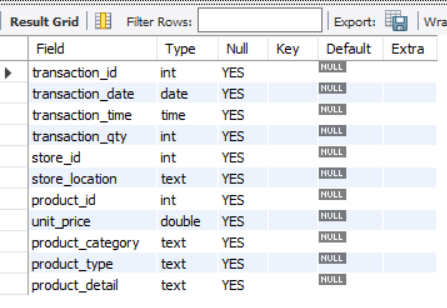
**ALTER TIME (transaction\_time) COLUMN TO DATE DATA TYPE**

alter table coffee\_shop\_sales

modify column transaction\_time time;

**DATA TYPES OF DIFFERENT COLUMNS**

desc coffee\_shop\_sales;



**CHANGE COLUMN NAME `ï»¿transaction\_id` to transaction\_id**

alter table coffee\_shop\_sales

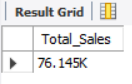
change column ï»¿transaction\_id transaction\_id int;

**TOTAL SALES**

select concat((round(sum(unit\_price \* transaction\_qty)))/1000 ,"K") as Total\_Sales

from coffee\_shop\_sales

where month(transaction\_date) = 2; -- feb month



**TOTAL SALES KPI - MOM DIFFERENCE AND MOM GROWTH**

**-- MOM (Month on Month)**

**--** **selected month/current month(CM) = 5 & previous month(PM) = 4**

select

month(transaction\_date) as Month, -- no. of month

round(sum(unit\_price \* transaction\_qty)) as Total\_Sales,

(sum(unit\_price \* transaction\_qty) - lag(sum(unit\_price \* transaction\_qty),1) -- month sales difference

over(order by month(transaction\_date))) / lag(sum(unit\_price \* transaction\_qty),1) -- division by PM

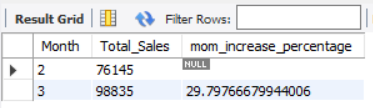
over(order by month(transaction\_date)) \* 100 as mom\_increase\_percentage -- percentage

from coffee\_shop\_sales

where month(transaction\_date) in (2,3) -- for month of feb(PM) & March(CM)

group by month(transaction\_date)

order by month(transaction\_date);

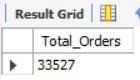


**TOTAL ORDERS**

select count(transaction\_id) as Total\_Orders

from coffee\_shop\_sales

where month(transaction\_date) = 5; -- May month



**TOTAL ORDERS KPI - MOM DIFFERENCE AND MOM GROWTH**

select

month(transaction\_date) as Month, -- no. of month

round(count(transaction\_id)) as Total\_Orders,

(count(transaction\_id)- lag(count(transaction\_id), 1) -- month sales difference

over(order by month(transaction\_date))) / lag(count(transaction\_id),1) -- division by PM

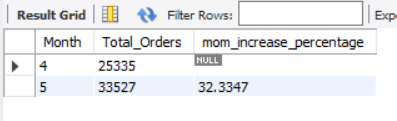
over(order by month(transaction\_date)) \* 100 as mom\_increase\_percentage -- percentage

from coffee\_shop\_sales

where month(transaction\_date) in (4,5) -- for month of Apr(PM) & May(CM)

group by month(transaction\_date)

order by month(transaction\_date);

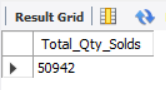


**TOTAL QUANTITY SOLD**

select sum(transaction\_qty) as Total\_Qty\_Solds

from coffee\_shop\_sales

where month(transaction\_date) = 6; -- June month



**TOTAL QUANTITY SOLD KPI - MOM DIFFERENCE AND MOM GROWTH**

select

month(transaction\_date) as Month, -- no. of month

round(sum(transaction\_qty)) as Total\_Qty\_Solds,

(sum(transaction\_qty)- lag(sum(transaction\_qty), 1) -- month sales difference

over(order by month(transaction\_date))) / lag(sum(transaction\_qty),1) -- division by PM

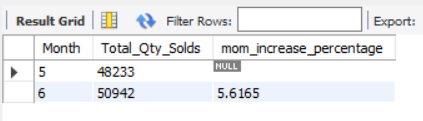
over(order by month(transaction\_date)) \* 100 as mom\_increase\_percentage -- percentage

from coffee\_shop\_sales

where month(transaction\_date) in (5,6) -- for month of May(PM) & Jun(CM)

group by month(transaction\_date)

order by month(transaction\_date);



**CALENDAR TABLE – DAILY SALES, QUANTITY and TOTAL ORDERS**

select

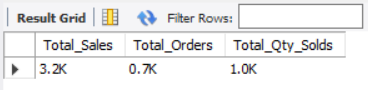
concat(round(sum(unit\_price \* transaction\_qty)/1000,1) ,"K") as Total\_Sales,

concat(round(count(transaction\_id)/1000,1),"K") as Total\_Orders,

concat(round(sum(transaction\_qty)/1000,1),"K") as Total\_Qty\_Solds

from coffee\_shop\_sales

where transaction\_date = "2023-03-11"; -- 11 Mar 2023



**SALES BY WEEKDAY / WEEKEND:**

select

case when dayofweek(transaction\_date) in (1,7) then "Weekend"

else "Wekdays"

end as Day\_type,

concat(round(sum(unit\_price \* transaction\_qty)/1000,1),'K') as Total\_Sales

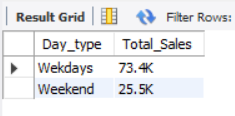
from coffee\_shop\_sales

where month(transaction\_date) = 3 -- Mar month

group by case when dayofweek(transaction\_date) in (1,7) then "Weekend"

else "Wekdays"

end



**SALES BY STORE LOCATION**

select

store\_location,

concat(round(sum(unit\_price \* transaction\_qty)/1000,2),'k') as Total\_Sales

from coffee\_shop\_sales

where month(transaction\_date) = 6 -- Jun Month

group by store\_location

order by sum(unit\_price \* transaction\_qty) desc;



**SALES TREND OVER PERIOD**

select

concat(round(avg(Total\_Sales)/1000,2),'K') as Avg\_Sales

from

(

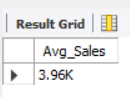
select sum(unit\_price \* transaction\_qty) as Total\_Sales

from coffee\_shop\_sales

where month(transaction\_date) = 4 -- Apr month

group by transaction\_date

) as Inner\_query;



**DAILY SALES FOR MONTH SELECTED**

select

day(transaction\_date) as Day\_of\_month,

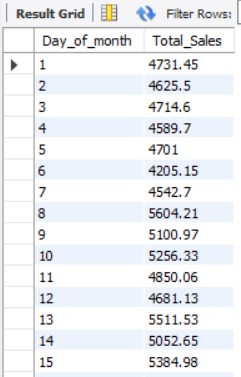
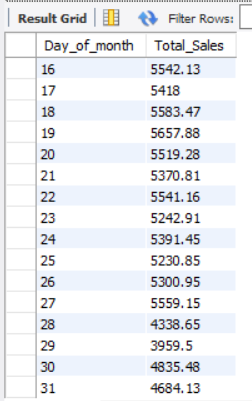
round(Sum(unit\_price \* transaction\_qty),2) as Total\_Sales

from coffee\_shop\_sales

where month(transaction\_date) = 5 -- May month

group by transaction\_date

order by transaction\_date;

**COMPARING DAILY SALES WITH AVERAGE SALES – IF GREATER THAN “ABOVE AVERAGE” and LESSER THAN “BELOW AVERAGE”**

select Day\_of\_month,

case when total\_sales > avg\_sales then "Above Average"

when total\_sales < avg\_sales then "Below Average"

else "Average"

end as Sales\_Status, total\_sales

from

(

select

day(transaction\_date) as Day\_of\_Month,

round(sum(unit\_price \* transaction\_qty),2) as Total\_Sales,

avg(sum(unit\_price \* transaction\_qty)) over () as Avg\_Sales

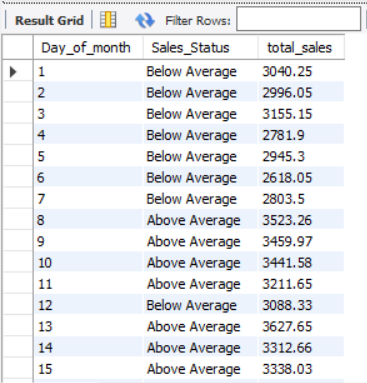
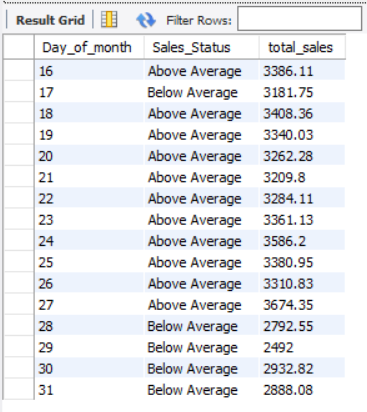
from coffee\_shop\_sales

where month(transaction\_date) = 3 -- Mar month

group by day(transaction\_date)

) as sales\_data

order by Day\_of\_Month;

**SALES BY PRODUCT CATEGORY**

select

product\_category,

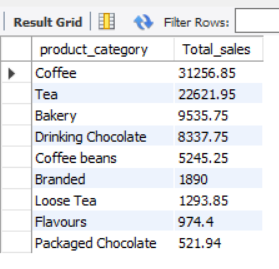
round(sum(unit\_price \* transaction\_qty),2) as Total\_sales

from coffee\_shop\_sales

where month(transaction\_date) = 1

group by product\_category

order by sum(unit\_price \* transaction\_qty) desc;



**SALES BY PRODUCTS (TOP 10)**

select

product\_type,

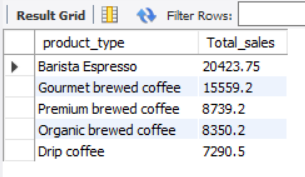
round(sum(unit\_price \* transaction\_qty),2) as Total\_sales

from coffee\_shop\_sales

where month(transaction\_date) = 5 and product\_category = 'Coffee'

group by product\_type

order by sum(unit\_price \* transaction\_qty) desc limit 10;



**SALES BY DAY | HOUR**

select

round(sum(unit\_price \* transaction\_qty),2) as Total\_Sales,

sum(transaction\_qty) as Total\_Qty,

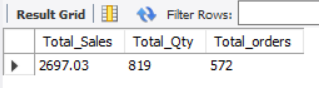
count(\*) as Total\_orders

from coffee\_shop\_sales

where dayofweek(transaction\_date) = 2 -- Monday

and month(transaction\_date) = 5 -- Mar month

and hour(transaction\_time) = 8 -- Hours no 8



**TO GET SALES FOR ALL HOURS FOR MONTH OF MAY**

select

hour(transaction\_time) as Hour\_of\_day,

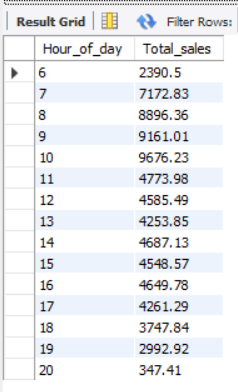
round(sum(unit\_price \* transaction\_qty),2) as Total\_sales

from coffee\_shop\_sales

where month(transaction\_date) = 2 -- Feb month

group by hour(transaction\_time)

order by hour(transaction\_time);



**TO GET SALES FROM MONDAY TO SUNDAY FOR MONTH OF MAY**

select

case

when dayofweek(transaction\_date) = 2 then 'Monday'

when dayofweek(transaction\_date) = 3 then 'Tuesday'

when dayofweek(transaction\_date) = 4 then 'Wednesday'

when dayofweek(transaction\_date) = 5 then 'Thursday'

when dayofweek(transaction\_date) = 6 then 'Friday'

when dayofweek(transaction\_date) = 7 then 'Saturday'

else 'Sunday'

end as Day\_of\_Week,

Round(sum(unit\_price \* transaction\_qty)) as Total\_sales

from coffee\_shop\_sales

where month(transaction\_date) = 4 -- Apr month

group by case

when dayofweek(transaction\_date) = 2 then 'Monday'

when dayofweek(transaction\_date) = 3 then 'Tuesday'

when dayofweek(transaction\_date) = 4 then 'Wednesday'

when dayofweek(transaction\_date) = 5 then 'Thursday'

when dayofweek(transaction\_date) = 6 then 'Friday'

when dayofweek(transaction\_date) = 7 then 'Saturday'

else 'Sunday'

end;

