

# **TARGET SQL BUSINESS CASE**

## **PROJECT**

### **DESCRIPTION:**

Target is a globally renowned brand and a prominent retailer in the United States. Target makes itself a preferred shopping destination by offering outstanding value, inspiration, innovation, and an exceptional guest experience that no other retailer can deliver.

This Particular business case focuses on the operations of Target in Brazil and provides insightful information about 100,000 orders placed between 2016 and 2018. The dataset offers a comprehensive view of various dimensions including the order status, price, payment and freight performance, customer location, product attributes, and customer reviews.

By analysing this extensive dataset, it becomes possible to gain valuable insights into Target's operations in Brazil. The information can shed light on various aspects of the business, such as order processing, pricing strategies, payment and shipping efficiency, customer demographics, product characteristics, and customer satisfaction levels.

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**Dataset:** <https://drive.google.com/drive/folders/1TGEc66YKbD443nsIRi1bWgVd238gJCnb>

The data is available in 8 csv files:

1. customers.csv
2. sellers.csv
3. order\_items.csv
4. geolocation.csv
5. payments.csv
6. reviews.csv
7. orders.csv
8. products.csv

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The column description for these csv files is given below.

The **customers.csv** contain following features:

Features	Description
customer_id	ID of the consumer who made the purchase
customer_unique_id	Unique ID of the consumer
customer_zip_code_prefix	Zip Code of consumer's location
customer_city	Name of the City from where order is made
customer_state	State Code from where order is made (Eg. são paulo - SP)

The **sellers.csv** contains following features:

Features	Description
seller_id	Unique ID of the seller registered
seller_zip_code_prefix	Zip Code of the seller's location
seller_city	Name of the City of the seller
seller_state	State Code (Eg. são paulo - SP)

The **order\_items.csv** contain following features:

Features	Description
order_id	A Unique ID of order made by the consumers
order_item_id	A Unique ID given to each item ordered in the order
product_id	A Unique ID given to each product available on the site
seller_id	Unique ID of the seller registered in Target
shipping_limit_date	The date before which the ordered product must be shipped
price	Actual price of the products ordered
freight_value	Price rate at which a product is delivered from one point to another

The **geolocations.csv** contain following features:

Features	Description
geolocation_zip_code_prefix	First 5 digits of Zip Code
geolocation_lat	Latitude
geolocation_lng	Longitude

geolocation_city	City
geolocation_state	State

The **payments.csv** contain following features:

Features	Description
order_id	A Unique ID of order made by the consumers
payment_sequential	Sequences of the payments made in case of EMI
payment_type	Mode of payment used (Eg. Credit Card)
payment_installments	Number of installments in case of EMI purchase
payment_value	Total amount paid for the purchase order

The **orders.csv** contain following features:

Features	Description
order_id	A Unique ID of order made by the consumers
customer_id	ID of the consumer who made the purchase
order_status	Status of the order made i.e. delivered, shipped, etc.
order_purchase_timestamp	Timestamp of the purchase
order_delivered_carrier_date	Delivery date at which carrier made the delivery
order_delivered_customer_date	Date at which customer got the product
order_estimated_delivery_date	Estimated delivery date of the products

The **reviews.csv** contain following features:

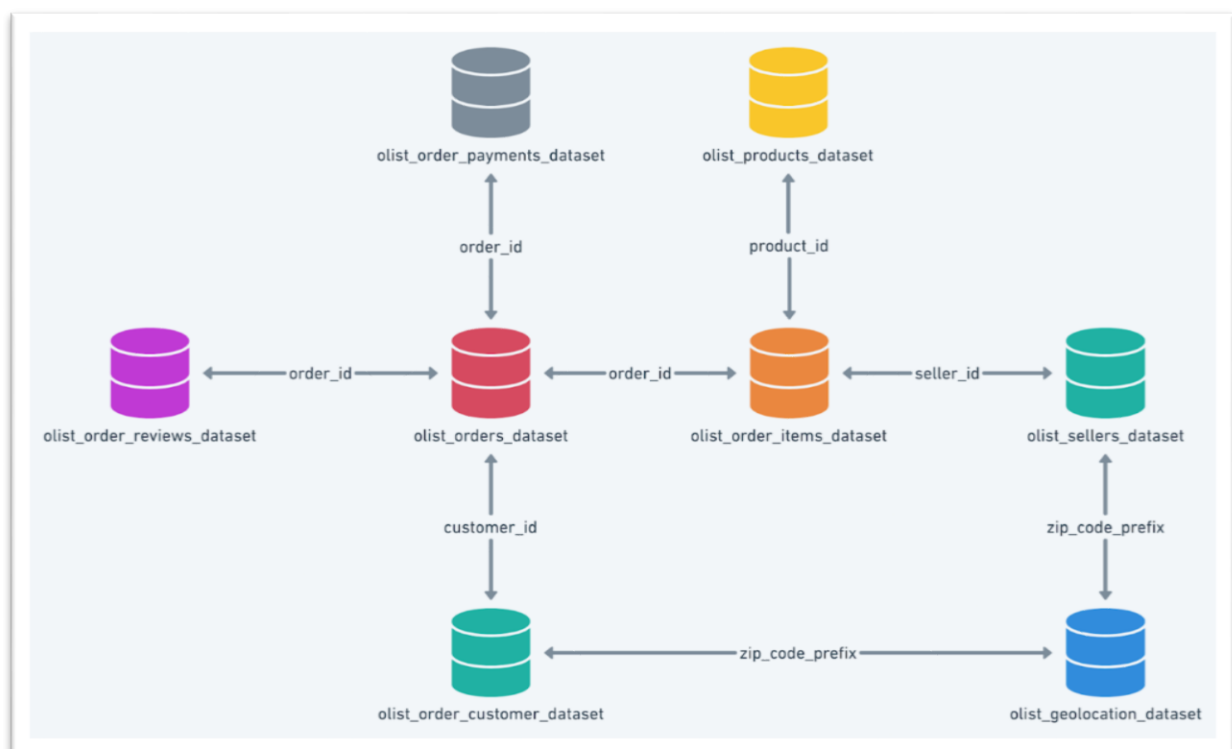
Features	Description
review_id	ID of the review given on the product ordered by the order id
order_id	A Unique ID of order made by the consumers
review_score	Review score given by the customer for each order on a scale of 1-5
review_comment_title	Title of the review
review_comment_message	Review comments posted by the consumer for each order
review_creation_date	Timestamp of the review when it is created
review_answer_timestamp	Timestamp of the review answered

The **products.csv** contain following features:

Features	Description
product_id	A Unique identifier for the proposed project.
product_category_name	Name of the product category
product_name_lenght	Length of the string which specifies the name given to the products ordered
product_description_lenght	Length of the description written for each product ordered on the site
product_photos_qty	Number of photos of each product ordered available on the shopping portal
product_weight_g	Weight of the products ordered in grams
product_length_cm	Length of the products ordered in centimeters
product_height_cm	Height of the products ordered in centimeters
product_width_cm	Width of the product ordered in centimeters

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**Dataset schema:**



## Problem Statement:

What does 'good' look like?

1. Import the dataset and do usual exploratory analysis steps like checking the structure & characteristics of the dataset:

1) Data type of all columns in the "customers" table.

Query: `SELECT  
table_name,  
column_name,  
data_type  
FROM `Target_SQL_Business_Case`.INFORMATION_SCHEMA.COLUMNS  
WHERE table_name ='customers'`

RESULT:

Row	table_name	column_name	data_type
1	customers	customer_id	STRING
2	customers	customer_unique_id	STRING
3	customers	customer_zip_code_prefix	INT64
4	customers	customer_city	STRING
5	customers	customer_state	STRING

INSIGHT:

- ✓ we get data type of all the column in customer's table.
- ✓ All columns have String data type except column 'customer\_zip\_code\_prefix' having INT data type.

2) Get the time range between which the orders were placed.

Code Explanation-

- MIN and Max Aggregate Functions used.
- Table Used = Orders
- Group by order Date (to check or count no. of orders placed per day)
- Extract is used to segregate Date and Time.

### FIRST APPROACH: -

Query:

```
SELECT
MIN(order_purchase_timestamp) as first_order,

MAX(order_purchase_timestamp) as last_order

FROM `Target_SQL_Business_Case.orders`
```

RESULT:

Row	first_order	last_order
1	2016-09-04 21:15:19 UTC	2018-10-17 17:30:18 UTC

INSIGHT:

- ✓ First order was placed on 4th September 2016.
- ✓ Last no. of order placed on 17th October 2018.

OR

### SECOND APPROACH: -

Query:

```
SELECT
ss.order_date,

COUNT(order_id) as order_count_per_day,

MIN(ss.order_time) as order_start_time,

MAX(ss.order_time) as order_end_time

FROM (

SELECT
```

```

order_id,
customer_id,
EXTRACT(date from order_purchase_timestamp) as order_date,
EXTRACT( TIME FROM order_purchase_timestamp ) as order_time
FROM `Target_SQL_Business_Case.orders`
) as ss
GROUP BY ss.order_date
ORDER BY order_date
LIMIT 10
OFFSET 5

```

RESULT:

Row	order_date	order_count_per_day	order_start_time	order_end_time
1	2016-10-03	8	09:44:50	22:51:30
2	2016-10-04	63	09:06:10	23:59:01
3	2016-10-05	47	00:32:31	23:14:34
4	2016-10-06	51	00:06:17	23:49:18
5	2016-10-07	46	00:54:40	23:18:38
6	2016-10-08	42	01:28:14	23:46:06
7	2016-10-09	26	00:56:52	23:55:30
8	2016-10-10	39	00:01:50	18:09:39
9	2016-10-22	1	08:25:27	08:25:27
10	2016-12-23	1	23:16:47	23:16:47

INSIGHT:

- ✓ Get count of orders placed per day to the orders time range.
- ✓ Give clear picture of growing no. of orders from first order and last order.

ADDITIONAL QUESTION:

TARGET SQL BUSINESS CASE

- Which region is on trend?
- Which day/year has highest no. of orders placed?

3) Count the number of Cities and States in our dataset.

Code Explanation-

- DISTINCT is used to COUNT city and state.
- Table Used = geolocation and customers

Query:

```
SELECT

COUNT(distinct customer_city) AS city_count,

COUNT(distinct customer_state) AS state_count

FROM `Target_SQL_Business_Case.customers`
```

RESULT:

Row	city_count	state_count
1	4119	27

OR

Query:

```
SELECT

COUNT(distinct geolocation_city) AS city_count,

COUNT(distinct geolocation_state) AS state_count

FROM `Target_SQL_Business_Case.geolocation`
```



RESULT:

Row	city_count	state_count
1	8011	27

OR

Query:

SELECT

COUNT(distinct seller\_city) AS city\_count,

COUNT(distinct seller\_state) AS state\_count

FROM `Target\_SQL\_Business\_Case.sellers`

RESULT:

Row	city_count	state_count
1	611	23

INSIGHT:

- ✓ In geolocation table, city count is resulted with the state count.
- ✓ In customer table, city count is resulted less in comparison to geolocation table city count, which shows that customers should grow in the cities.
- ✓ In seller table, city count is very less with the less state count comparison to geolocation table city count and state count, which shows that sellers should grow fast in the cities and states.

ADDITIONAL QUESTION:

- What is the count of active No. of customers in state and city?

## 2. In-depth Exploration:

1) Is there a growing trend in the no. of orders placed over the past years?

Code Explanation-

- a. EXTRACT Year and Month.
- b. Group by Year and Month to get data growing trend in the no. of orders placed over the past years.
- c. Table Used = Orders

Query:

```
SELECT
EXTRACT(year from order_purchase_timestamp) as year_data,
EXTRACT(month from order_purchase_timestamp) as month_data,
count(*) as TOTAL_NO_OF_ORDERS_PLACED
FROM `Target_SQL_Business_Case.orders`
GROUP BY year_data,month_data
ORDER BY year_data,month_data
```

RESULT:

Row	year_data	month_data	TOTAL_NO_OF_ORDERS_PLACED
1	2016	9	4
2	2016	10	324
3	2016	12	1
4	2017	1	800
5	2017	2	1780
6	2017	3	2682
7	2017	4	2404
8	2017	5	3700
9	2017	6	3245
10	2017	7	4026

### INSIGHT:

- ✓ There is no sale in the month of November 2016.
- ✓ The total no of orders trends with the Year and Month.

### ADDITIONAL QUESTION:

- Why is the sudden change in the trend after August month?

2) Can we see some kind of monthly seasonality in terms of the no. of orders being placed?

### Code Explanation-

- a. EXTRACT Month and use FORMAT\_DATETIME .
- b. Count aggregate function to count No. of order placed.
- c. Group by order month to get monthly seasonality in terms of the no. of orders being placed.
- d. Table Used = Orders

### Query:

```
SELECT
    order_month,
    MONTH_NAME,
    count(order_id) as No_Of_Order_Placed,
FROM(
SELECT
    *,
    FORMAT_DATETIME('%B', order_purchase_timestamp) AS MONTH_NAME,
    Extract (month from order_purchase_timestamp) as order_month
    FROM `Target_SQL_Business_Case.orders`)
Group by order_month, MONTH_NAME
ORDER BY order_month
```

RESULT:

Row	order_month	MONTH_NAME	No_Of_Order_Placed
1	1	January	8069
2	2	February	8508
3	3	March	9893
4	4	April	9343
5	5	May	10573
6	6	June	9412
7	7	July	10318
8	8	August	10843
9	9	September	4305
10	10	October	4959
11	11	November	7544
12	12	December	5674

INSIGHT:

- ✓ Max no. of order placed in between May to August.
- ✓ Number of orders placed is down falling after august.

- 3) During what time of the day, do the Brazilian customers mostly place their orders? (Dawn, Morning, Afternoon or Night)
- 0-6 hrs : Dawn
  - 7-12 hrs : Mornings
  - 13-18 hrs : Afternoon
  - 19-23 hrs : Night

Code Explanation-

- CTE method is used and named as day data.
- Case statement is used and named as Order time and simply Group by order time.
- Table Used = Orders
- Use time range for both neglecting 1 hr. between each interval and including each missing hour.

Query:

```
With A AS
(SELECT
CASE
WHEN EXTRACT(hour FROM order_purchase_timestamp) BETWEEN 0 AND 6
THEN "Dawn"
WHEN EXTRACT(hour FROM order_purchase_timestamp) BETWEEN 7 AND 12
THEN "Morning"
WHEN EXTRACT(hour FROM order_purchase_timestamp) BETWEEN 13 AND 18
THEN "Afternoon"
WHEN EXTRACT(hour FROM order_purchase_timestamp) BETWEEN 19 AND 23
THEN "Night"
END AS Order_Time
FROM `Target_SQL_Business_Case.orders`)
SELECT
Order_Time,
COUNT(Order_Time) AS No_of_orders_placed
FROM A
GROUP BY Order_Time
ORDER BY No_of_orders_placed DESC
LIMIT 1
```

RESULT:

Row	Order_Time	No_of_orders_placed
1	Afternoon	38135

INSIGHT:

- ✓ Afternoon order timing has the maximum number of orders placed.

- ✓ There should be some offer on order to be placed during Dawn timing in comparison to the other order timing which has the more of the orders placed.

### 3. Evolution of E-commerce orders in the Brazil region:

1) Get the month-on-month no. of orders placed in each state.

Code Explanation-

- a. Use Join to join both tables to get the customers state and order place month.
- b. Group by customer state
- c. Table Used = Orders and Customers

Query:

```
SELECT
customer_state,
order_month,
count(order_id) as month_order_per_state
FROM
(
SELECT
t.order_id,
c.customer_state,
FORMAT_DATETIME('%B', t.order_purchase_timestamp) order_month
FROM `Target_SQL_Business_Case.orders` as t
join `Target_SQL_Business_Case.customers` as c
on t.customer_id = c.customer_id
)
GROUP by customer_state, order_month
order by order_month
```

RESULT:

Row	customer_state ▼	order_month ▼	month_order_per_state ▼
1	MT	April	92
2	SP	April	3967
3	RJ	April	1172
4	RS	April	488
5	BA	April	318
6	CE	April	143
7	MG	April	1061
8	PE	April	154
9	PA	April	107
10	PI	April	50

INSIGHT:

- ✓ SP state has max orders in each month.

2) How are the customers distributed across all the states?

Code Explanation-

- a. Count customer unique ID.
- b. Table Used = customers

Query:

```

SELECT
customer_state,
count(distinct customer_unique_id) as count_customer
FROM `Target_SQL_Business_Case.customers`
GROUP BY customer_state
ORDER BY customer_state DESC

```

RESULT:

Row	customer_state	count_customer
1	TO	273
2	SP	40302
3	SE	342
4	SC	3534
5	RS	5277
6	RR	45
7	RO	240
8	RN	474
9	RJ	12384
10	PR	4882

INSIGHT:

- ✓ SP state has max customers.

#### 4. Impact on Economy: Analyze the money movement by e-commerce by looking at order prices, freight and others.

- 1) Get the % increase in the cost of orders from year 2017 to 2018 (include months between Jan to Aug only).  
You can use the "payment\_value" column in the payments table to get the cost of orders.

Code Explanation-

- a. EXTRACT and Sum are used.
- b. Group by Year and Month to get data growing trend in the no. of orders placed over the past years.
- c. Table Used = Orders and Payments

Query:

```
SELECT CONCAT(CAST(ROUND((((COST_OF_ORDERS_2018-  
COST_OF_ORDERS_2017)/COST_OF_ORDERS_2017)*100,2) AS STRING),'%')  
AS OVERALL_COST_INCREASE_PERCENTAGE
```



```

FROM(
SELECT SUM(p.payment_value) AS COST_OF_ORDERS_2018
FROM `Target_SQL_Business_Case.payments` AS p
JOIN `Target_SQL_Business_Case.orders` AS o
ON o.order_id = p.order_id
WHERE EXTRACT(year FROM order_purchase_timestamp) = 2018
AND
EXTRACT(month FROM order_purchase_timestamp) BETWEEN 1 AND 8),
(SELECT SUM(p1.payment_value) AS COST_OF_ORDERS_2017
FROM `Target_SQL_Business_Case.payments` AS p1
JOIN `Target_SQL_Business_Case.orders` AS o1
ON o1.order_id = p1.order_id
WHERE EXTRACT(year FROM order_purchase_timestamp) = 2017
AND
EXTRACT(month FROM order_purchase_timestamp) BETWEEN 1 AND 8)

```

RESULT:

Row	OVERALL_COST_INCREASE_PERCENTAGE
1	136.98%

INSIGHT:

- ✓ Overall Cost Increase Percentage from year 2017 to 2018 is 136.98%.

2) Calculate the Total & Average value of order price for each state.

Code Explanation-

- SUM and AVG aggregate function is used and then Round result by 2 decimal places.
- Join customers and orders table and then join payments table
- Table Used = Orders , customers and payments.
- Group by state.

Query:

```
SELECT c.customer_state AS STATE,
ROUND(SUM(p.payment_value),2) AS TOTAL_ORDER_PRICE,
ROUND(AVG(p.payment_value),2) AS AVERAGE_ORDER_PRICE
FROM `Target_SQL_Business_Case.customers` AS c
JOIN `Target_SQL_Business_Case.orders` as o
ON c.customer_id = o.customer_id
JOIN `Target_SQL_Business_Case.payments` as p
ON o.order_id = p.order_id
GROUP BY STATE
ORDER BY STATE
```

RESULT:

Row	STATE	TOTAL_ORDER_PRICE	AVERAGE_ORDER_PRICE
1	AC	19680.62	234.29
2	AL	96962.06	227.08
3	AM	27966.93	181.6
4	AP	16262.8	232.33
5	BA	616645.82	170.82
6	CE	279464.03	199.9
7	DF	355141.08	161.13
8	ES	325967.55	154.71
9	GO	350092.31	165.76
10	MA	152523.02	198.86

INSIGHT:

- ✓ SP state ordered highest No. of orders with average order price 137.5.
- ✓ PB state has maximum average order price with 248.33

3) Calculate the Total & Average value of order freight for each state.

Code Explanation-

- SUM and AVG aggregate function are used and then round result by 2 decimal places.
- Join customers and orders table and then join items table.

- c. Table Used = Orders, customers, and items.
- d. Group by state.

Query:

```
SELECT c.customer_state AS STATE,
ROUND(SUM(oi.freight_value),2) AS TOTAL_ORDER_FREIGHT_VALUE,
ROUND(AVG(oi.freight_value),2) AS AVERAGE_ORDER_FREIGHT_VALUE,
FROM `Target_SQL_Business_Case.customers` AS c
JOIN `Target_SQL_Business_Case.orders` as o
ON c.customer_id = o.customer_id
JOIN `Target_SQL_Business_Case.order_items` as oi
ON o.order_id = oi.order_id
GROUP BY STATE
ORDER BY STATE
```

RESULT:

Row	STATE	TOTAL_ORDER_FREIGHT_VALUE	AVERAGE_ORDER_FREIGHT_VALUE
1	AC	3686.75	40.07
2	AL	15914.59	35.84
3	AM	5478.89	33.21
4	AP	2788.5	34.01
5	BA	100156.68	26.36
6	CE	48351.59	32.71
7	DF	50625.5	21.04
8	ES	49764.6	22.06
9	GO	53114.98	22.77
10	MA	31523.77	38.26

INSIGHT:

- ✓ max Average value of order = RR and max value of order = SP

## 5. Analysis based on sales, freight, and delivery time.

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- 1) Find the no. of days taken to deliver each order from the order's purchase date as delivery time.  
Also, calculate the difference (in days) between the estimated & actual delivery date of an order.  
Do this in a single query.

You can calculate the delivery time and the difference between the estimated & actual delivery date using the given formula:

- ✓ **time\_to\_deliver** = order\_delivered\_customer\_date - order\_purchase\_timestamp
- ✓ **diff\_estimated\_delivery** = order\_estimated\_delivery\_date - order\_delivered\_customer\_date

#### Code Explanation-

- a. DATE DIFF function used.
- b. Table Used = Orders
- c. Filtering condition when order status is "delivered"
- d. **time\_to\_deliver** = order\_delivered\_customer\_date - order\_purchase\_timestamp
- e. **diff\_estimated\_delivery** = order\_estimated\_delivery\_date - order\_delivered\_customer\_date

#### Query:

```
SELECT
order_id,
order_status,
order_purchase_timestamp,
order_estimated_delivery_date,
order_delivered_customer_date,
Actual_delivery_days,
estimated_delivery_days
FROM(
SELECT
*,
DATE_DIFF(order_delivered_customer_date, order_purchase_timestamp, day) as
Actual_delivery_days,
```

```

DATE_DIFF(order_estimated_delivery_date, order_delivered_customer_date, day) as
estimated_delivery_days

FROM
`Target_SQL_Business_Case.orders`) as t1

WHERE t1.order_status = "delivered" and Actual_delivery_days is not null

ORDER BY Actual_delivery_days, estimated_delivery_days DESC

```

## RESULT:

Row	order_id	order_status	order_purchase_timestamp	order_estimated_delivery_date	order_delivered_customer_date	Actual_delivery_days	estimated_delivery_days
1	8339b608be0d84fca9d8da68b...	delivered	2018-06-26 20:48:33 UTC	2018-07-25 00:00:00 UTC	2018-06-27 17:31:53 UTC	0	27
2	bb5a519e352b45b714192a02f...	delivered	2017-05-31 11:11:55 UTC	2017-06-27 00:00:00 UTC	2017-06-01 08:34:36 UTC	0	25
3	434cecee7d1a65fc65358a632...	delivered	2017-05-29 13:21:46 UTC	2017-06-19 00:00:00 UTC	2017-05-30 08:06:56 UTC	0	19
4	38c1e3d4ed6a13cd0cf612d4c...	delivered	2018-02-02 15:26:38 UTC	2018-02-20 00:00:00 UTC	2018-02-03 15:05:56 UTC	0	16
5	f349cdb62f69c3fae5c4d7d3f3...	delivered	2018-06-28 14:34:48 UTC	2018-07-12 00:00:00 UTC	2018-06-29 14:12:18 UTC	0	12
6	d3ca7b82c922817b06e5ca211...	delivered	2017-11-16 13:54:08 UTC	2017-11-29 00:00:00 UTC	2017-11-17 13:49:40 UTC	0	11
7	f3c6775ba3d2d9fe2826f93b71...	delivered	2017-07-04 11:37:47 UTC	2017-07-17 00:00:00 UTC	2017-07-05 08:09:26 UTC	0	11
8	21a8ffa665bc7a1087d31751...	delivered	2017-05-31 12:00:35 UTC	2017-06-13 00:00:00 UTC	2017-06-01 10:28:24 UTC	0	11
9	1d893dd7ca5f77ebf5f59fd20...	delivered	2017-06-19 08:19:45 UTC	2017-06-30 00:00:00 UTC	2017-06-19 21:07:52 UTC	0	10
10	e65f1eeeee1f52024ad1dcd034...	delivered	2018-05-18 15:03:19 UTC	2018-05-29 00:00:00 UTC	2018-05-19 12:28:30 UTC	0	9

## INSIGHT:

- ✓ By doing **diff\_estimated\_delivery** = order\_estimated\_delivery\_date - order\_delivered\_customer\_date we get the difference (in days) between the estimated & actual delivery date of an order.

2) Find out the top 5 states with the highest & lowest average freight value.

## Code Explanation-

- Take round of average value of freight value.
- Join=Inner join and UNION ALL to add both sub query.
- Group by state.
- Table Used = Orders, customers, and items

## Query:

```

SELECT * FROM

(SELECT c.customer_state AS STATE,

ROUND(AVG(oi.freight_value),2) AS AVERAGE_FREIGHT_VALUE,

```

```

'TOP5 FREIGHT VALUE'AS SORTED_BY
FROM `Target_SQL_Business_Case.customers` AS c
JOIN `Target_SQL_Business_Case.orders` as o
ON c.customer_id = o.customer_id
JOIN `Target_SQL_Business_Case.order_items` as oi
ON o.order_id = oi.order_id
GROUP BY STATE
ORDER BY AVERAGE_FREIGHT_VALUE DESC
LIMIT 5)
UNION ALL
(SELECT c.customer_state AS STATE,
ROUND(AVG(oi.freight_value),2) AS AVERAGE_FREIGHT_VALUE,
'BOTTOM5 FREIGHT VALUE'AS SORTED_BY
FROM `Target_SQL_Business_Case.customers` AS c
JOIN `Target_SQL_Business_Case.orders` as o
ON c.customer_id = o.customer_id
JOIN `Target_SQL_Business_Case.order_items` as oi
ON o.order_id = oi.order_id
GROUP BY STATE
ORDER BY AVERAGE_FREIGHT_VALUE ASC
LIMIT 5)
ORDER BY AVERAGE_FREIGHT_VALUE DESC

```

RESULT:

Row	STATE	AVERAGE_FREIGHT	SORTED_BY
1	RR	42.98	TOP5 FREIGHT VALUE
2	PB	42.72	TOP5 FREIGHT VALUE
3	RO	41.07	TOP5 FREIGHT VALUE
4	AC	40.07	TOP5 FREIGHT VALUE
5	PI	39.15	TOP5 FREIGHT VALUE
6	DF	21.04	BOTTOM5 FREIGHT VALUE
7	RJ	20.96	BOTTOM5 FREIGHT VALUE
8	MG	20.63	BOTTOM5 FREIGHT VALUE
9	PR	20.53	BOTTOM5 FREIGHT VALUE
10	SP	15.15	BOTTOM5 FREIGHT VALUE

INSIGHT:

- ✓ The Top 5 and Bottom 5 states is separated by the column SORTED\_BY and the highest & lowest average freight value is given in the column Average Freight

3) Find out the top 5 states with the highest & lowest average delivery time.

Code Explanation-

- Take round of average value of Date difference to get actual delivery time.
- Join=Inner join and UNION ALL to add both sub query.
- Group by customer state.
- Table Used = Orders and customers.

Query:

```
(SELECT  
c.customer_state,  
ROUND(AVG(date_diff(order_delivered_customer_date,order_purchase_timestamp,  
day)),2) as actual_delivery_time,
```

```

"Top 5 State on Deliver Time " as SORTED_BY
FROM `Target_SQL_Business_Case.orders` as o
JOIN `Target_SQL_Business_Case.customers` as c
ON o.customer_id = c.customer_id
GROUP BY c.customer_state
ORDER BY actual_delivery_time DESC
LIMIT 5)
UNION ALL
(SELECT
c.customer_state,
ROUND(AVG(date_diff(order_delivered_customer_date,order_purchase_timestamp,
day)),2) as actual_delivery_time,
"bottom 5 State on Deliver Time " as SORTED_BY
FROM `Target_SQL_Business_Case.orders` as o
JOIN `Target_SQL_Business_Case.customers` as c
ON o.customer_id = c.customer_id
GROUP BY c.customer_state
ORDER BY actual_delivery_time ASC
LIMIT 5)

```



## RESULT:

Row	customer_state	actual_delivery_time	SORTED_BY
1	RR	28.98	Top 5 State on Deliver Time
2	AP	26.73	Top 5 State on Deliver Time
3	AM	25.99	Top 5 State on Deliver Time
4	AL	24.04	Top 5 State on Deliver Time
5	PA	23.32	Top 5 State on Deliver Time
6	SP	8.3	bottom 5 State on Deliver Time
7	PR	11.53	bottom 5 State on Deliver Time
8	MG	11.54	bottom 5 State on Deliver Time
9	DF	12.51	bottom 5 State on Deliver Time
10	SC	14.48	bottom 5 State on Deliver Time

## INSIGHT:

- ✓ The top 5 states with the highest & lowest average delivery time is given in the column customer state and actual delivery time which is separated by column SORTED\_BY as it shows SP state has fastest delivery time and RR state has slowest delivery time.

- 4) Find out the top 5 states where the order delivery is fast as compared to the estimated date of delivery.

You can use the difference between the averages of actual & estimated delivery date to figure out how fast the delivery was for each state.

## Code Explanation-

- a. Round and AVG of date difference.
- b. Group by customer state
- c. Table Used = Orders and customer
- d. **time\_to\_deliver** = order\_delivered\_customer\_date - order\_purchase\_timestamp
- e. **diff\_estimated\_delivery** = order\_estimated\_delivery\_date - order\_delivered\_customer\_date

Query:

```
SELECT
t1.customer_state,
ROUND((t1.Actual_delivery_days- t1.estimated_delivery_days),2) as fastest_delivery
FROM
(SELECT
c.customer_state,
AVG(date_diff(order_delivered_customer_date, order_purchase_timestamp, day)) as
Actual_delivery_days,
AVG(date_diff(order_estimated_delivery_date, order_delivered_customer_date,day))
as estimated_delivery_days
FROM `Target_SQL_Business_Case.orders` as o
JOIN `Target_SQL_Business_Case.customers` as c
ON c.customer_id = o.customer_id
WHERE o.order_status = "delivered"
GROUP BY c.customer_state
) as t1
WHERE ROUND((t1.Actual_delivery_days-t1.estimated_delivery_days),2) >=0
ORDER BY fastest_delivery ASC
limit 5
```

RESULT:

Row	customer_state	fastest_delivery
1	AC	0.87
2	DF	1.39
3	RS	1.84
4	SC	3.87
5	GO	3.88

INSIGHT:

- ✓ fastest order delivery of state AC that is 0.87.

## 6. Analysis based on the payments:

- 1) Find the month-on-month no. of orders placed using different payment types.

Code Explanation-

- a. Use CTE
- b. EXTRACT Year and Month.
- c. Join orders and payments table.
- d. Group by order Year, payment type and order month.
- e. Table Used = Orders and payments

Query:

```
WITH main_table as (
SELECT
o.order_id,
p.payment_type,
EXTRACT(YEAR FROM order_purchase_timestamp ) as order_year,
EXTRACT(MONTH FROM order_purchase_timestamp ) as order_month
FROM `Target_SQL_Business_Case.orders` as o join
`Target_SQL_Business_Case.payments` as p on o.order_id = p.order_id)
SELECT
```

```

order_year,
order_month,
payment_type,
count (order_id) as order_count
FROM main_table
GROUP BY
order_year,
order_month,
payment_type
Order BY
order_year,
order_month,

```

RESULT:

Row	order_year	order_month	payment_type	order_count
1	2016	9	credit_card	3
2	2016	10	credit_card	254
3	2016	10	voucher	23
4	2016	10	debit_card	2
5	2016	10	UPI	63
6	2016	12	credit_card	1
7	2017	1	voucher	61
8	2017	1	UPI	197
9	2017	1	credit_card	583
10	2017	1	debit_card	9

INSIGHT:

- ✓ max order purchased by credit card and min order purchased by debit card in each month.

- 2) Find the no. of orders placed on the basis of the payment instalments that have been paid.

#### Code Explanation-

- a. Group by payment\_sequential,payment\_installments
- b. Table Used = payments

#### Query:

```
SELECT
payment_sequential,
payment_installments,
count(order_id) as No_of_order_Placed
from `Target_SQL_Business_Case.payments`
WHERE payment_installments >= payment_sequential
GROUP BY payment_sequential,payment_installments
ORDER BY payment_sequential
```

#### RESULT:

Row	payment_sequential	payment_installment	No_of_order_Placed
1	1	1	48236
2	1	2	12360
3	1	3	10422
4	1	4	7066
5	1	5	5221
6	1	6	3904
7	1	7	1619
8	1	8	4242
9	1	9	644
10	1	10	5305

INSIGHT:

- ✓ Maximum number of orders has been placed after paying the first instalment.