

CHOCOLATE SALES PROJECT – SQL QUERIES

Dataset: Shipments

EASY QUERIES

-- 1. What are the different order statuses?

```
SELECT DISTINCT Order_Status  
FROM Shipments;
```

-- 2. What are the 5 most recent shipments?

```
SELECT *  
FROM Shipments  
ORDER BY Shipdate DESC  
LIMIT 5;
```

-- 3. Which shipments were delivered after 1st Jan 2024?

```
SELECT *  
FROM Shipments  
WHERE Order_Status = 'Delivered'  
AND Shipdate > '2024-01-01';
```

-- 4. What is the total revenue from delivered orders?

```
SELECT SUM(Amount) AS total_revenue  
FROM Shipments  
WHERE Order_Status = 'Delivered';
```

-- 5. What is the total number of boxes shipped?

```
SELECT SUM(Boxes) AS total_boxes  
FROM Shipments  
WHERE Order_Status = 'Delivered';
```

MEDIUM QUERIES

-- 6. What is the monthly sales trend?

```
SELECT
    YEAR(Shipdate) AS year,
    MONTH(Shipdate) AS month,
    SUM(Amount) AS monthly_sales
FROM Shipments
WHERE Order_Status = 'Delivered'
GROUP BY YEAR(Shipdate), MONTH(Shipdate)
ORDER BY year, month;
```

-- 7. Which products generate the highest revenue?

```
SELECT PID, SUM(Amount) AS total_revenue
FROM Shipments
WHERE Order_Status = 'Delivered'
GROUP BY PID
ORDER BY total_revenue DESC;
```

-- 8. Which geography has the highest sales?

```
SELECT GID, SUM(Amount) AS geo_sales
FROM Shipments
WHERE Order_Status = 'Delivered'
GROUP BY GID
ORDER BY geo_sales DESC;
```

-- 9. Which salespersons handled more than 10 shipments?

```
SELECT SPID, COUNT(*) AS shipment_count  
FROM Shipments  
GROUP BY SPID  
HAVING shipment_count > 10;
```

-- 10. What is the average order value per product?

```
SELECT PID, AVG(Amount) AS avg_order_value  
FROM Shipments  
WHERE Order_Status = 'Delivered'  
GROUP BY PID  
ORDER BY avg_order_value DESC;
```

ADVANCED QUERIES

-- 11. What is the most profitable product by total revenue?

```
SELECT PID, SUM(Amount) AS total_revenue  
FROM Shipments  
WHERE Order_Status = 'Delivered'  
GROUP BY PID  
ORDER BY total_revenue DESC  
LIMIT 1;
```

-- 12. What is the cancellation percentage?

```
SELECT  
    (SUM(CASE WHEN Order_Status = 'Cancelled' THEN 1 ELSE 0 END) * 100.0)  
    / COUNT(*) AS cancellation_percentage
```

FROM Shipments;

-- 13. What is the last shipment date for each product?

SELECT PID, MAX(Shipdate) AS last_shipment_date

FROM Shipments

GROUP BY PID;

-- 14. Which salesperson generated the highest revenue?

SELECT SPID, SUM(Amount) AS total_sales

FROM Shipments

WHERE Order_Status = 'Delivered'

GROUP BY SPID

ORDER BY total_sales DESC

LIMIT 1;

-- 15. Which products have sold more than 1000 boxes in total?

SELECT PID, SUM(Boxes) AS total_boxes

FROM Shipments

WHERE Order_Status = 'Delivered'

GROUP BY PID

HAVING total_boxes > 1000;