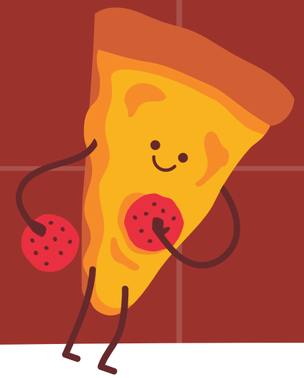
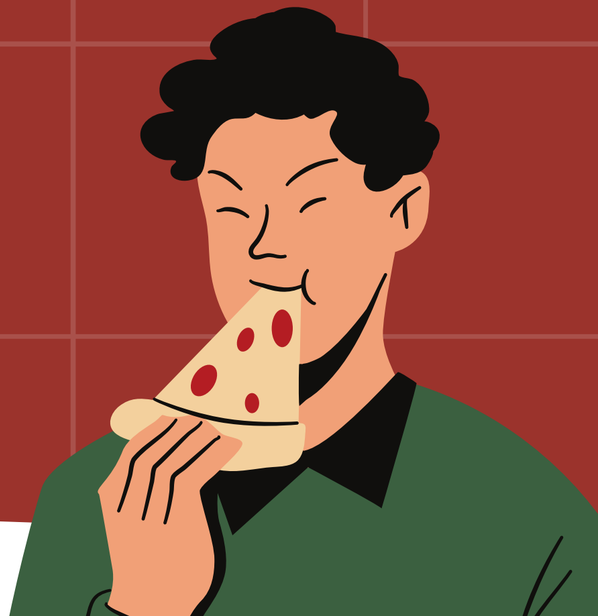
pizza sales analysis using sql

UNCOVERING INSIGHTS FROM SALES DATA FOR STRATEGIC DECISION-MAKING





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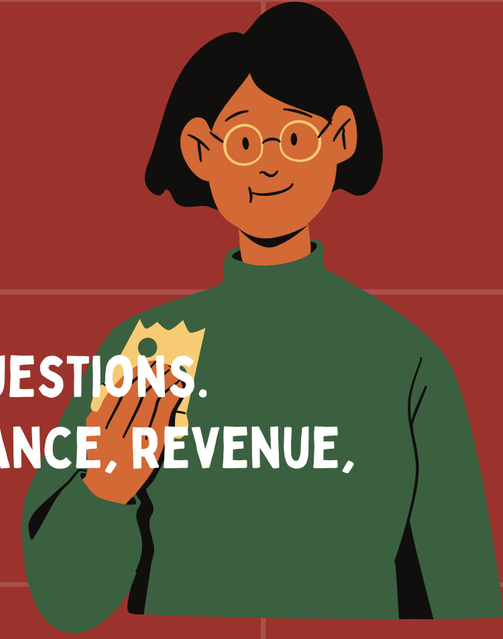
PROJECT OVERVIEW



1. OBJECTIVE:
   - ANALYZE PIZZA SALES DATA TO UNCOVER INSIGHTS AND ANSWER KEY BUSINESS QUESTIONS.
   - USE SQL QUERIES TO SOLVE REAL-WORLD PROBLEMS RELATED TO SALES PERFORMANCE, REVENUE, AND CUSTOMER PREFERENCES.
2. DATASET DETAILS:
   - ACCESS THE PROJECT REPOSITORY HERE:-
   - HTTPS://GITHUB.COM/MOHAMMADIMRAN96/PIZZA-_SALES-SQL-PROJECT-/SETTINGS
   - DESCRIPTION: DATA INCLUDES PIZZA CATEGORIES, SIZES, TYPES, SALES IDS, AND ORDER TIMESTAMPS.
3. TECHNOLOGIES USED:
   - SQL FOR QUERYING AND ANALYSIS.
   - EXCEL FOR INITIAL DATA EXPLORATION AND VISUALIZATION.
4. PROJECT HIGHLIGHTS:
   - SOLVED 15+ BUSINESS-RELATED QUESTIONS USING SQL.
   - DERIVED ACTIONABLE INSIGHTS LIKE TOP-PERFORMING PIZZA TYPES, PEAK ORDER TIMES, AND REVENUE BREAKDOWNS.

KEY QUESTIONS ADDRESSED

THIS PROJECT ADDRESSES KEY BUSINESS QUESTIONS DIVIDED INTO THREE LEVELS: BASIC, INTERMEDIATE, AND ADVANCED. BELOW IS THE LIST OF QUESTIONS ANALYZED USING SQL.

```
Basic:
Retrieve the total number of orders placed.
Calculate the total revenue generated from pizza sales.
Identify the highest-priced pizza.
Identify the most common pizza size ordered.
List the top 5 most ordered pizza types along with their quantities.



Intermediate:
Join the necessary tables to find the total quantity of each pizza category ordered.
Determine the distribution of orders by hour of the day.
Join relevant tables to find the category-wise distribution of pizzas.
Group the orders by date and calculate the average number of pizzas ordered per day.
Determine the top 3 most ordered pizza types based on revenue.

Advanced:
Calculate the percentage contribution of each pizza type to total revenue.
Analyze the cumulative revenue generated over time.
Determine the top 3 most ordered pizza types based on revenue for each pizza category.
```

Retrieve the total number of orders placed.

```sql
SELECT
    COUNT(order_id)
FROM
    orders;
```

Result Grid | Filter Rows:

	count(order_id)
▶	21350

Calculate the total revenue generated from pizza sales.

```
SELECT
    ROUND(SUM(order_details.quantity * pizzas.price),
            2) AS total_sales
FROM
    order_details
        JOIN
    pizzas ON pizzas.pizza_id = order_details.pizza_id
```

Result Grid

	total_sales
▶	817860.05

Identify the highest-priced pizza.

```sql
SELECT
    pizza_types.name, pizzas.price
FROM
    pizza_types
        JOIN
    pizzas ON pizza_types.pizza_type_id = pizzas.pizza_type_id
ORDER BY pizzas.price DESC
LIMIT 1;
```

Result Grid | Filter Ro

	name	price
▶	The Greek Pizza	35.95

Identify the most common pizza size ordered.

```sql
SELECT
    pizzas.size,
    COUNT(order_details.order_details_id) AS order_count
FROM
    pizzas
        JOIN
    order_details ON pizzas.pizza_id = order_details.pizza_id
GROUP BY pizzas.size
ORDER BY order_count DESC;
```

Result Grid | Filter Rows:

size	order_count
L	18526
M	15385
S	14137
XL	544
XXL	28

LIST THE TOP 5 MOST ORDERED PIZZA TYPES ALONG WITH THEIR QUANTITIES

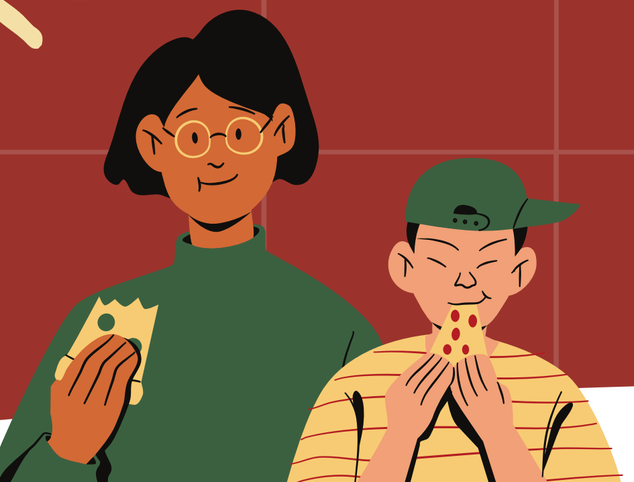
```sql
SELECT
    pizza_types.name, SUM(order_details.quantity) AS quantity
FROM
    pizza_types
        JOIN
    pizzas ON pizza_types.pizza_type_id = pizzas.pizza_type_id
        JOIN
    order_details ON order_details.pizza_id = pizzas.pizza_id
GROUP BY pizza_types.name
ORDER BY quantity DESC
LIMIT 5;
```

Result Grid | Filter Rows:

name	quantity
The Classic Deluxe Pizza	2453
The Barbecue Chicken Pizza	2432
The Hawaiian Pizza	2422
The Pepperoni Pizza	2418
The Thai Chicken Pizza	2371

JOIN THE NECESSARY TABLES TO FIND THE TOTAL QUANTITY OF EACH PIZZA CATEGORY ORDERED

```sql
SELECT
    pizza_types.category,
    SUM(order_details.quantity) AS quantity
FROM
    pizza_types
        JOIN
    pizzas ON pizza_types.pizza_type_id = pizzas.pizza_type_id
        JOIN
    order_details ON order_details.pizza_id = pizzas.pizza_id
GROUP BY pizza_types.category
ORDER BY quantity DESC;
```



Result Grid | Filter Rov

category	quantity
Classic	14888
Supreme	11987
Veggie	11649
Chicken	11050

Determine the distribution of orders by hour of the day

```sql
SELECT
    HOUR(order_time) AS hour, COUNT(order_id) AS order_count
FROM
    orders
GROUP BY HOUR(order_time);
```

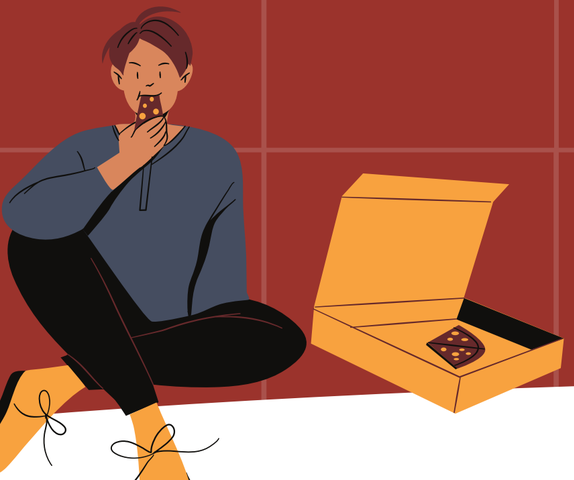
Result Grid | Filter Rov

hour	order_count
11	1231
12	2520
13	2455
14	1472
15	1468
16	1920
17	2336
18	2399
19	2009
20	1642
21	1198

Result 1 ×

Join relevant tables to find the category-wise distribution of pizzas

```sql
select category, count(name) from pizza_types
group by category;
```



Result Grid | Filter Rows:

category	count(name)
Chicken	6
Classic	8
Supreme	9
Veggie	9

Group the orders by date and calculate the average number of pizzas ordered per day

```sql
SELECT
    AVG(quantity)
FROM
    (SELECT
        orders.order_date, SUM(order_details.quantity) AS quantity
    FROM
        orders
    JOIN order_details ON orders.order_id = order_details.order_id
    GROUP BY orders.order_date) AS order_quantity;
```

Result Grid | Filter

	AVG(quantity)
▶	138.4749

Determine the top 3 most ordered pizza types based on revenue

```sql
SELECT
    pizza_types.name,
    SUM(order_details.quantity * pizzas.price) AS revenue
FROM
    pizza_types
        JOIN
    pizzas ON pizzas.pizza_type_id = pizza_types.pizza_type_id
        JOIN
    order_details ON order_details.pizza_id = pizzas.pizza_id
GROUP BY pizza_types.name
ORDER BY revenue DESC
LIMIT 3;
```

Result Grid | Filter Rows:

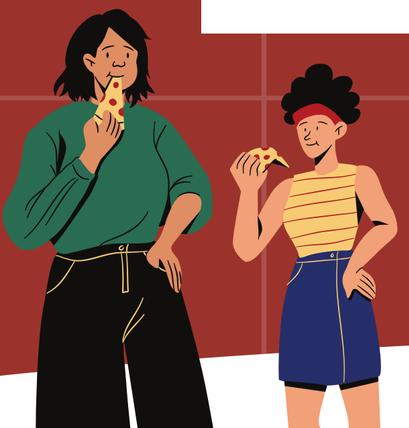
name	revenue
The Thai Chicken Pizza	43434.25
The Barbecue Chicken Pizza	42768
The California Chicken Pizza	41409.5

Calculate the percentage contribution of each pizza type to total revenue

```sql
SELECT
    pizza_types.category,
  round  (SUM(order_details.quantity * pizzas.price) / (SELECT
            ROUND(SUM(order_details.quantity * pizzas.price),
                        2) AS total_sales
        FROM
            order_details
                JOIN
            pizzas ON pizzas.pizza_id = order_details.pizza_id) * 100 ,2 ) AS revenue
FROM
    pizza_types
        JOIN
    pizzas ON pizzas.pizza_type_id = pizza_types.pizza_type_id
        JOIN
    order_details ON order_details.pizza_id = pizzas.pizza_id
GROUP BY pizza_types.category
ORDER BY revenue DESC;
```

Result Grid | Filter Rows:

category	revenue
Classic	26.91
Supreme	25.46
Chicken	23.96
Veggie	23.68



Analyze the cumulative revenue generated over time

```sql
select order_date,
sum(revenue) over ( order by order_date) as cum_revenue
from (select orders.order_date, sum(order_details.quantity * pizzas.price) as revenue
from order_details join pizzas
on order_details.pizza_id = pizzas.pizza_id
join orders
on orders.order_id = order_details.order_id group by orders.order_date) as sales;
```

Result Grid | Filter Rows:

order_date	cum_revenue
2015-01-01	2713.8500000000004
2015-01-02	5445.75
2015-01-03	8108.15
2015-01-04	9863.6
2015-01-05	11929.55
2015-01-06	14358.5
2015-01-07	16560.7
2015-01-08	19399.05
2015-01-09	21526.4
2015-01-10	23990.350000000002
2015-01-11	25862.65

Result 1

Determine the top 3 most ordered pizza types based on revenue for each pizza category

```sql
select name, revenue from
(select category,name , revenue, rank() over (partition by category order by revenue desc) as rn
from
(select pizza_types.category, pizza_types.name,
sum((order_details.quantity) * pizzas.price) as revenue
from pizza_types join pizzas
on pizza_types.pizza_type_id = pizzas.pizza_type_id
join order_details
on order_details.pizza_id = pizzas.pizza_id
group by pizza_types.category, pizza_types.name) as a) as b
where rn <=3;
```

name	revenue
The Thai Chicken Pizza	43434.25
The Barbecue Chicken Pizza	42768
The California Chicken Pizza	41409.5
The Classic Deluxe Pizza	38180.5
The Hawaiian Pizza	32273.25
The Pepperoni Pizza	30161.75
The Spicy Italian Pizza	34831.25
The Italian Supreme Pizza	33476.75
The Sicilian Pizza	30940.5
The Four Cheese Pizza	32265.70000000065
The Mexicana Pizza	26780.75

Result 1

Conclusion and Insights

1. KEY TAKEAWAYS:
   - SUCCESSFULLY ANSWERED 15+ BUSINESS-CRITICAL QUESTIONS USING SQL.
   - EXTRACTED ACTIONABLE INSIGHTS SUCH AS:
     - THE MOST POPULAR PIZZA TYPE AND SIZE.
     - PEAK ORDERING TIMES FOR STRATEGIC PLANNING.
     - REVENUE CONTRIBUTION ACROSS CATEGORIES AND TYPES.
2. PROJECT IMPACT:
   - DEMONSTRATED THE POWER OF DATA-DRIVEN DECISION-MAKING FOR PIZZA SALES.
   - SHOWCASED THE ABILITY TO PROCESS AND ANALYZE LARGE DATASETS EFFICIENTLY.


Thank You