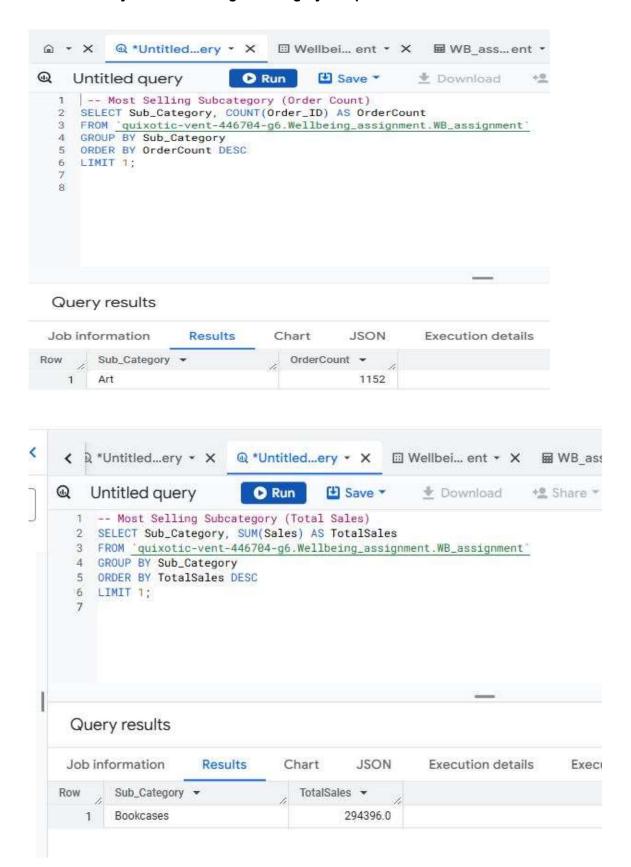
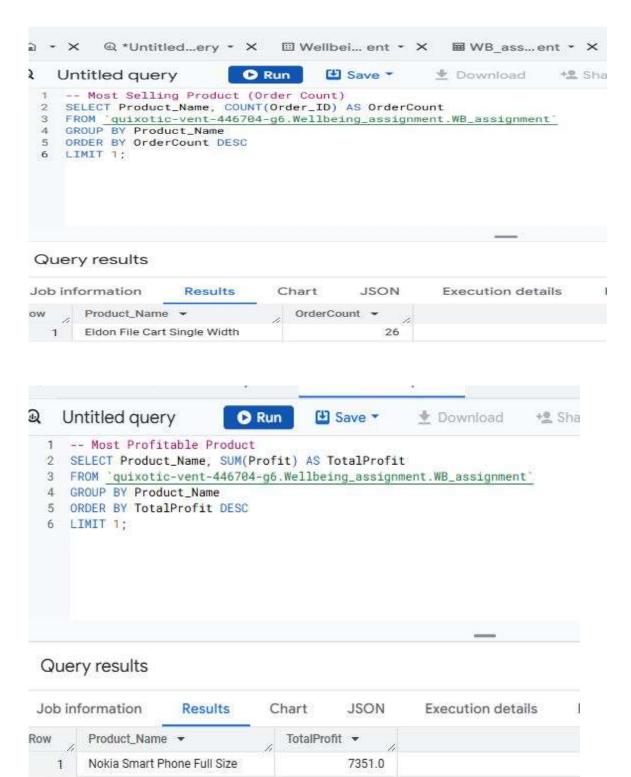
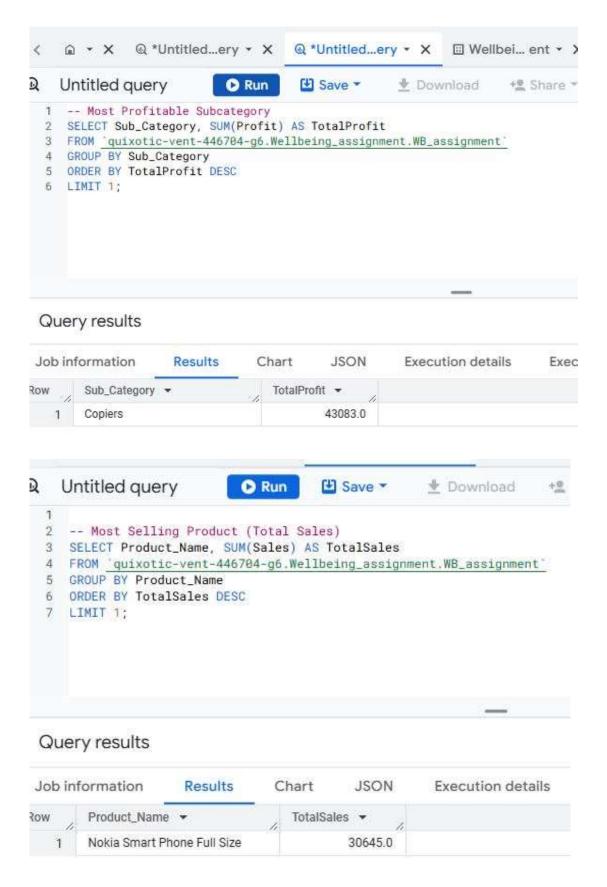
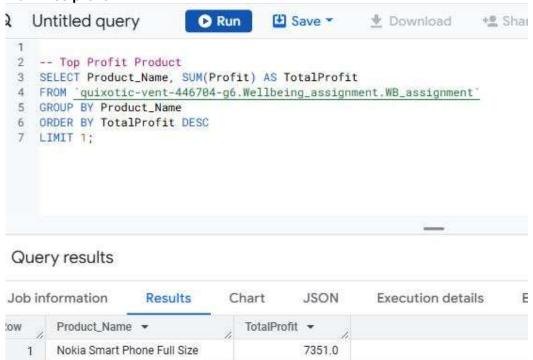
Ques-1 Identify the most selling subcategory and product: Order and Value Wise







Ques 2- Categories and products contributing maximum to profit? How we can maximise profit?

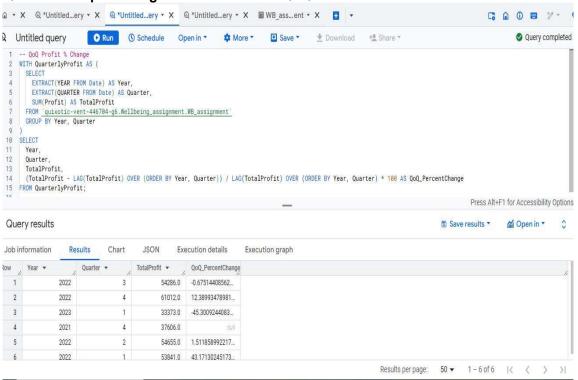


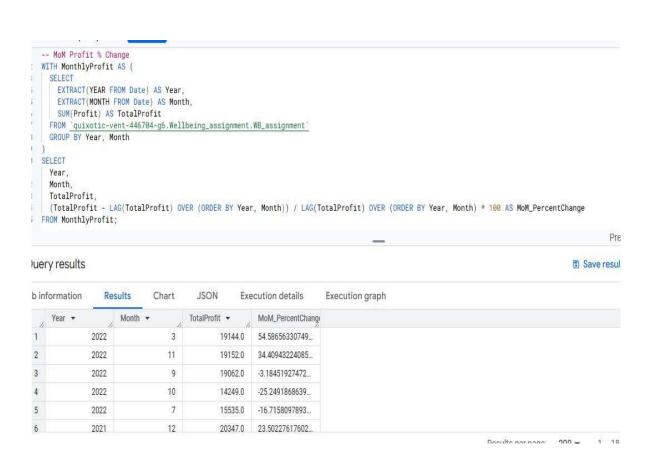


Query results



Ques 3- How profit %age moved MoM and QoQ?



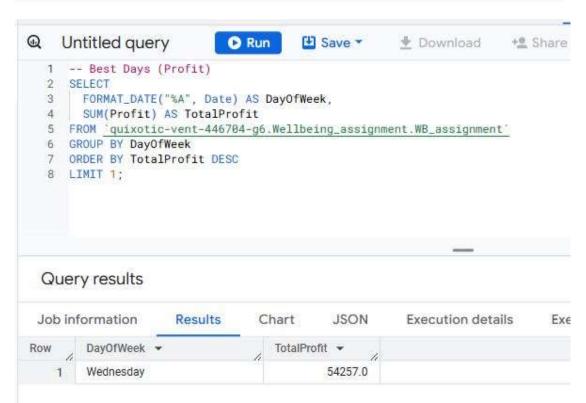


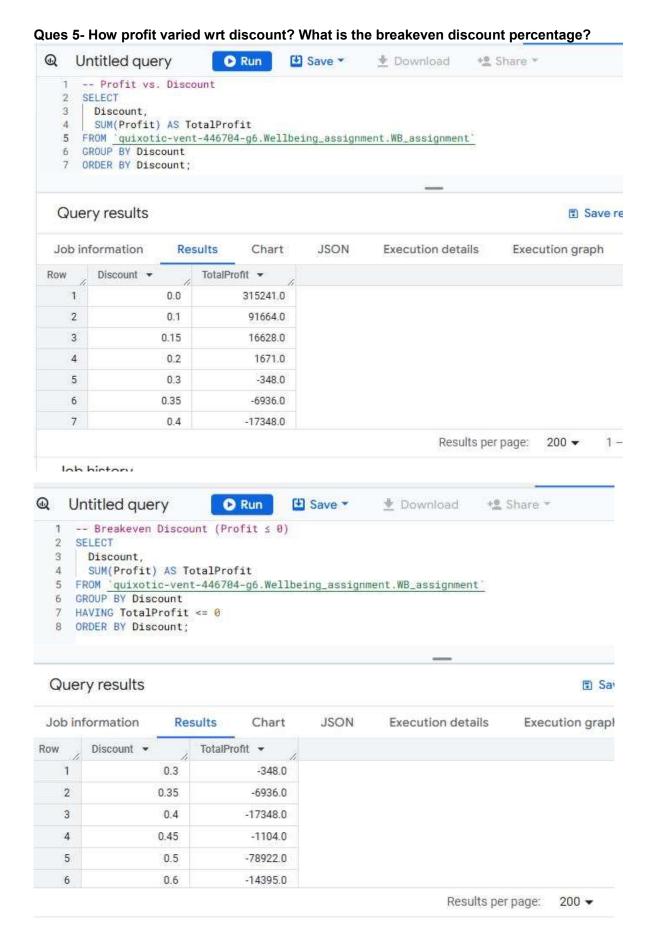
Ques 4- Identify the best months and days from profit and Value perspective.

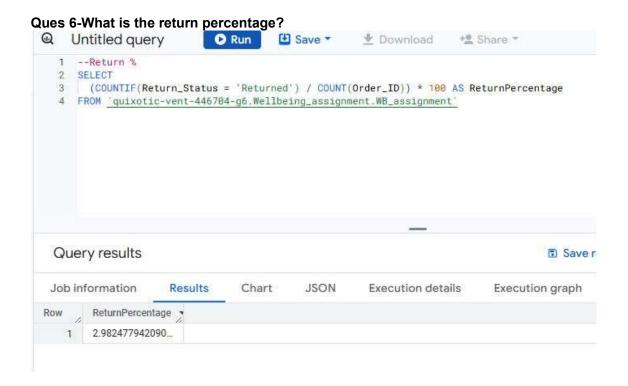


Query results

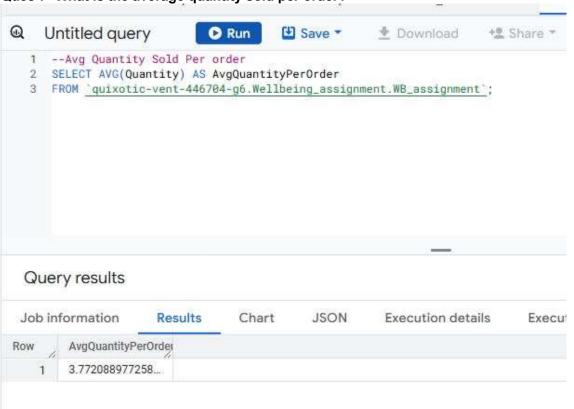
n details Exe	Execution details		Chart	Results	Job information	
		TotalProfit •	• /	Month	Year ▼	Row
	611.0	276	12	2022		1
	313.0	223	1	2022		2
	198.0	211	4	2022		3
	347.0	203	12	2021		4
	689.0	196	8	2022		5



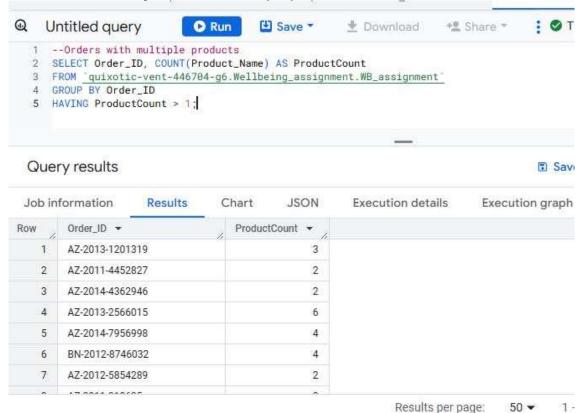




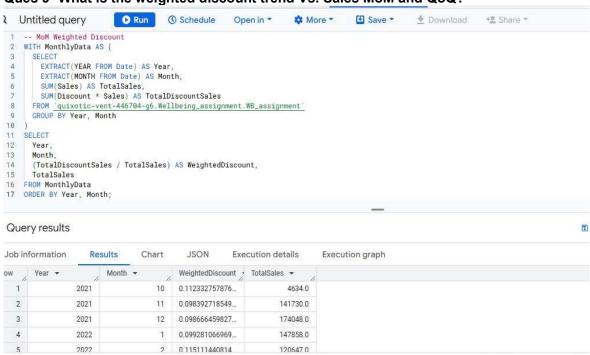
Ques 7- What is the average quantity sold per order?

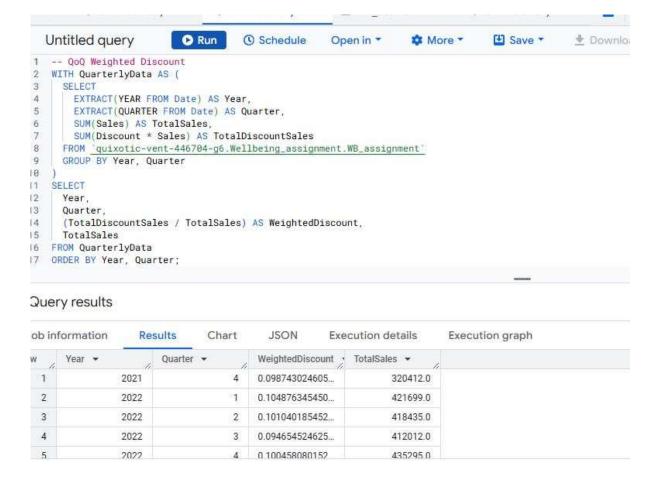


Ques 8- Are there any orders with multiple products?



Ques 9- What is the weighted discount trend Vs. Sales MoM and QoQ?





Ques 10- If the business call is to reduce the discount what should be the steps? Steps to reduce discount

Identify products with high discounts but low profit margins. Recommend:

- Gradual discount reduction.
- Promotions for full-price sales.
- · Cost negotiation with suppliers.

Ques 11- How many orders got cancelled?



Ques 12- What Impact on profit and discount from the cancelled orders?

```
1 --Impact on profit and discount from cancelled orders
 2 SELECT
       SUM(Profit) AS TotalProfitLoss,
 4 AVG(Discount) AS AvgDiscount
 5 FROM 'quixotic-vent-446704-g6.Wellbeing_assignment.WB_assignment'
6 WHERE Return_Status = 'Cancelled';
Query results
Job information
                      Results
                                   Chart
                                               JSON
                                                           Execution details
                                                                                   Executio
       TotalProfitLoss •
                          AvgDiscount ▼
                14111.0
                          0.106434316353...
  1
```