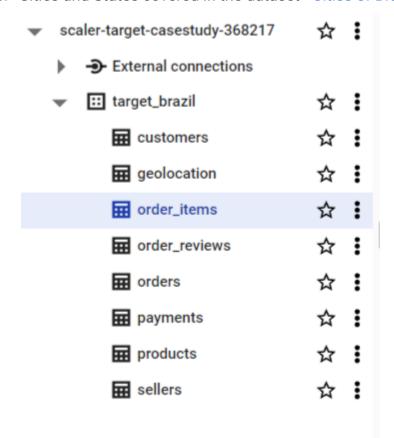
### What 'good' looks like?

- 1. Import the dataset and do usual exploratory analysis steps like checking the structure & characteristics of the dataset
  - 1. Data type of columns in a table
  - 2. Time period for which the data is given September 2016 to 2018
  - 3. Cities and States covered in the dataset Cities of Brazil



#### Ans 1:

# 1. Data Types -

 a. Customers table - This table contains data in String (Varchar/char) and Integer(Number)

This table contains all the information related to the customer like customer\_id, customer\_unique\_id, customer\_zip\_code\_prefix, customer\_city and customer\_state.

b. Orders table - This table contains in String and Timestamp

This table contains information about the order like order id, customers id, status of the order, time of purchase, time of order approval, order delivery date by carrier, order received date of customer, estimated date of delivery.

 Order items table - This table contains data in String, Integer, Timestamp and Float data types.

This table contains information about the items that were ordered like unique order id, unique order item id, unique products id, unique sellers id, price, freight (shipping) charges, shipping last date(limit date)

d. **Sellers table -** This table contains data in String and Integer data types.

This table contains information about the seller. The seller is given a unique ID called seller\_id, their zip code, city and state is stored in the table.

e. **Payments table -** This table contains data in String, Integer and Float data types.

This table contains payment information. Payment information is stored based on the unique order id each order has.

The table has payment type, installment, value and sequential number for the emi payments.

f. **Products table -** This table contains information in String and Integer datatype.

This table stores information about all the products. It has unique product id, product category, name of product, description of product, product photos, product weight in gms, product length in cms, product height in cms and product width in cms.

g. **Geolocation table -** This table contains information integer, float and string format.

This table stores information in geolocation zip code, geolocation latitude, geolocation longitude, geolocation city, geolocation state.

### 2. In-depth Exploration:

1. Is there a growing trend on e-commerce in Brazil? How can we describe a complete scenario? Can we see some seasonality with peaks at specific months?

```
Ans: Select * from (

SELECT count(*) as cnt, extract(month from order_purchase_timestamp) as mon, extract(year from order_purchase_timestamp) as yr FROM

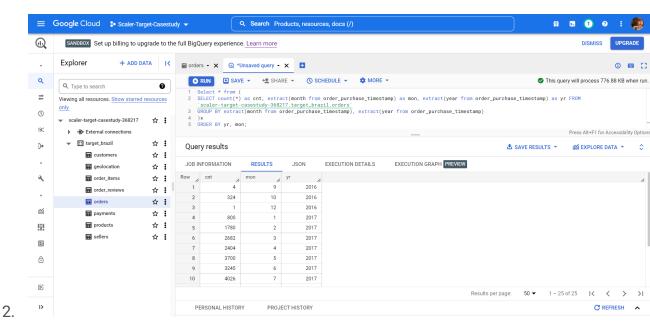
`scaler-target-casestudy-368217.target_brazil.orders`

GROUP BY extract(month from order_purchase_timestamp), extract(year from order_purchase_timestamp)

)x

ORDER BY yr, mon;
```

Analysis - Yes, there is a growing trend of ecommerce in Brazil. The peak season is around March and year end - December. It maybe because of the festivals like Good Friday, Easter, Christmas, Black friday, etc.



3. What time do Brazilian customers tend to buy (Dawn, Morning, Afternoon or Night)?

Ans: Mostly people visit the store in the Night and at Dawn.

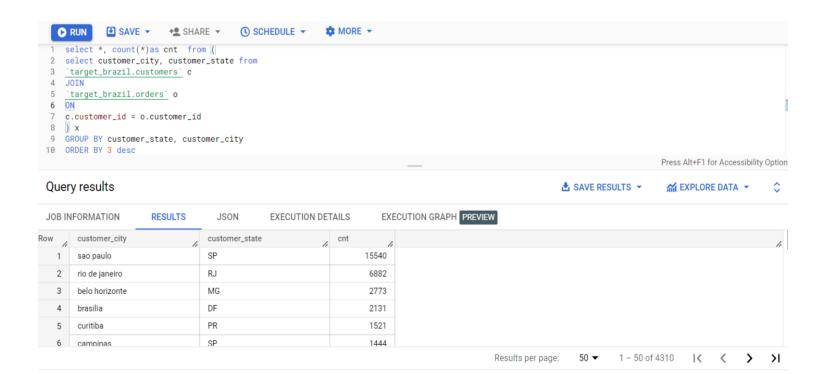
- 3. Evolution of E-commerce orders in the Brazil region:
  - 1. Get month on month orders by region, states

```
Ans.
select *, count(*)as cnt from (
select customer_city, customer_state, extract(year from
order_purchase_timestamp) as yr, extract(month from
order_purchase_timestamp) as mon from
`target_brazil.customers` c
JOIN
`target_brazil.orders` o
ON
c.customer_id = o.customer_id
) x
GROUP BY yr, mon, customer_state, customer_city
ORDER BY 3,4
  Select -, count(*)as cnt from (
select customer_city, customer_state, extract(year from order_purchase_timestamp) as yr, extract(month from order_purchase_timestamp) as mon from 
target_brazil.customers c

JOIN
  <u>`target_brazil.orders`</u> o
  c.customer_id = o.customer_id
    ROUP BY yr, mon, customer_state, customer_city
0 ORDER BY 3.4
                                                                                         ≛ SAVE RESULTS ▼
                                                                                                            ™ EXPLORE DATA ▼
)uery results
OB INFORMATION
                 RESULTS
                             JSON
                                      EXECUTION DETAILS
                                                          EXECUTION GRAPH PREVIEW
customer_city
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    iacu
                            BA
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```

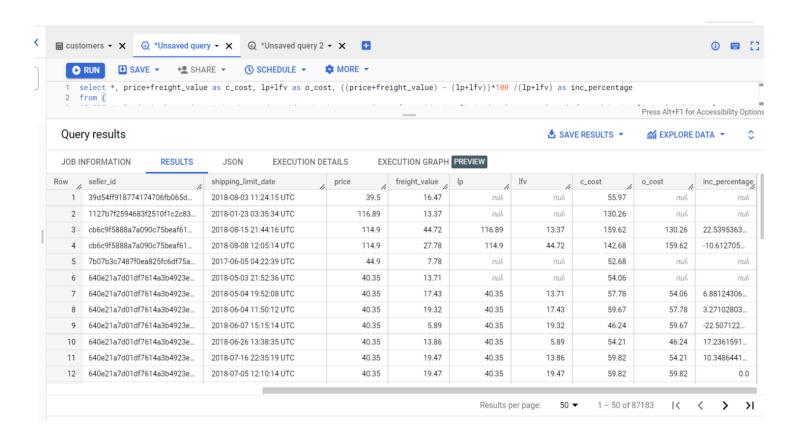
#### 2. How are customers distributed in Brazil

Ans.: The customers are mostly spread around in Brazil. Mostly the customers are from sao paulo, rio de janeiro, belo horizonte.



- 4. Impact on Economy: Analyze the money movement by e-commerce by looking at order prices, freight and others.
  - 1. Get % increase in cost of orders from 2017 to 2018 (include months between Jan to Aug only)

```
Ans.
select *, price+freight_value as c_cost, lp+lfv as o_cost,
((price+freight\_value) - (lp+lfv))*100 / (lp+lfv) as inc_percentage
from (
SELECT *, lag(price) over(partition by product_id order by extract(year
from shipping_limit_date),extract(month from shipping_limit_date) ) as
1p,
lag(freight_value) over(partition by product_id order by extract(year
from shipping_limit_date), extract(month from shipping_limit_date)) as
1fv
 FROM `scaler-target-casestudy-368217.target_brazil.order_items`
where
extract(year from shipping_limit_date) in (2017, 2018)
and
extract(month from shipping_limit_date) in (1, 2, 3, 4, 5, 6, 7, 8)
)
```



2. Mean & Sum of price and freight value by customer state

#### Ans:

```
select sum(price) as p, sum(freight_value) as f, avg(price) as av_p,
avg(freight_value) as af, customer_state

from
    `target_brazil.order_items` oi

join
    `target_brazil.orders` o

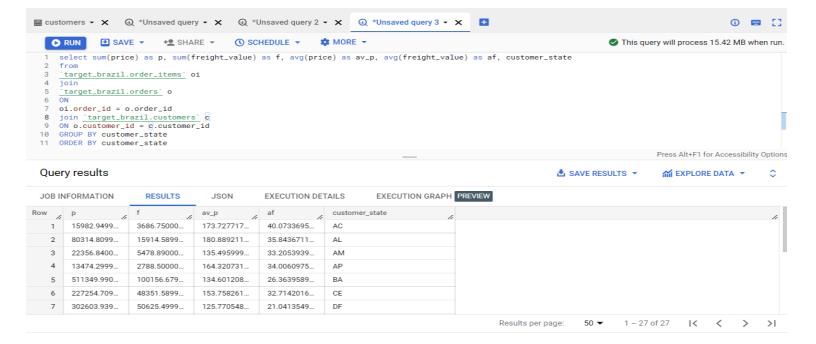
ON
    oi.order_id = o.order_id

join `target_brazil.customers` c

ON o.customer_id = c.customer_id

GROUP BY customer_state

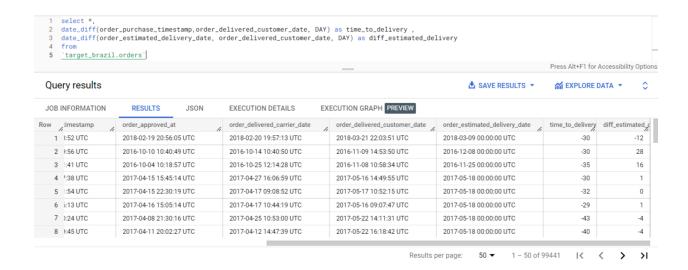
ORDER BY customer_state
```



- 5. Analysis on sales, freight and delivery time
- 1. Calculate days between purchasing, delivering and estimated delivery

- 2. Create columns:
  - time\_to\_delivery = order\_purchase\_timestamp-order\_delivered\_customer\_date
  - diff\_estimated\_delivery = order\_estimated\_delivery\_date-order\_delivered\_customer\_date

Ans.



3. Group data by state, take mean of freight\_value, time\_to\_delivery, diff\_estimated\_delivery

### Ans:

```
select customer_state, avg(freight_value) as avg_freight,
time_to_delivery, diff_estimated_delivery

from (

select customer_state, freight_value,

date_diff(order_purchase_timestamp,order_delivered_customer_date, DAY) as
time_to_delivery ,

date_diff(order_estimated_delivery_date, order_delivered_customer_date,
DAY) as diff_estimated_delivery

from
    'target_brazil.order_items' oi

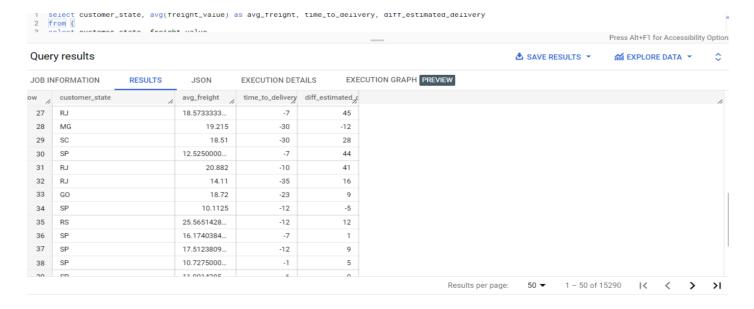
join
    'target_brazil.orders' o

ON

oi.order_id = o.order_id
join 'target_brazil.customers' c
```

```
ON o.customer_id = c.customer_id
) x
```

GROUP BY customer\_state, x.time\_to\_delivery,x.diff\_estimated\_delivery



- 4. Sort the data to get the following:
  - 1. Top 5 states with highest/lowest average freight value sort in desc/asc limit 5 For desc, just add desc next to order by 1

```
Ans: select avg(freight_value) as avg_freight, customer_state

from

'target_brazil.order_items' oi

join

'target_brazil.orders' o

ON

oi.order_id = o.order_id

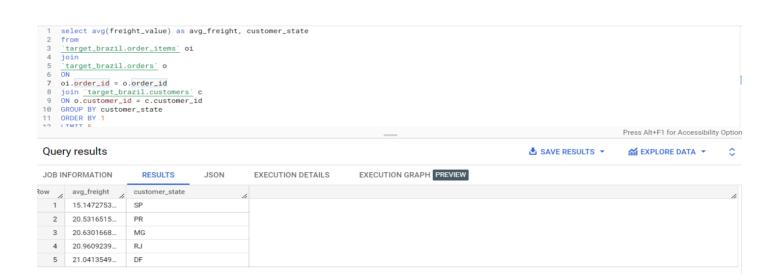
join 'target_brazil.customers' c

ON o.customer_id = c.customer_id

GROUP BY customer_state

ORDER BY 1

LIMIT 5
```



Top 5 states with highest/lowest average time to delivery
Ans:

```
select customer_state, avg(time_to_delivery) as avg_actual
from (
select customer_state,
date_diff(order_purchase_timestamp,order_delivered_customer_date, DAY) as
time_to_delivery ,
date_diff(order_estimated_delivery_date, order_delivered_customer_date, DAY) as
diff_estimated_delivery
from
`target_brazil.order_items` oi
join
`target_brazil.orders` o
ON
oi.order_id = o.order_id
join `target_brazil.customers` c
ON o.customer_id = c.customer_id
) x
WHERE time_to_delivery IS NOT NULL
GROUP BY customer_state ORDER BY 2 desc LIMIT 5
```



Ans:

`target\_brazil.orders` o

oi.order\_id = o.order\_id

ON

3. Top 5 states where delivery is really fast/ not so fast compared to estimated date

```
select customer_state, avg(time_to_delivery) as avg_actual,
avg(diff_estimated_delivery) as avg_est

from (

select customer_state,

date_diff(order_purchase_timestamp,order_delivered_customer_date,
DAY) as time_to_delivery ,

date_diff(order_estimated_delivery_date,
order_delivered_customer_date, DAY) as diff_estimated_delivery

from
    `target_brazil.order_items` oi
join
```

```
join `target_brazil.customers` c
ON o.customer_id = c.customer_id
) x
WHERE time_to_delivery IS NOT NULL
```

#### GROUP BY c



ustomer\_state ORDER BY 2 desc LIMIT 5

- 6. Payment type analysis:
  - 1. Month over Month count of orders for different payment types

Ans:

```
select count(*) as cnt, extract(month from order_purchase_timestamp) as mon, extract(year
from order_purchase_timestamp) as yr,

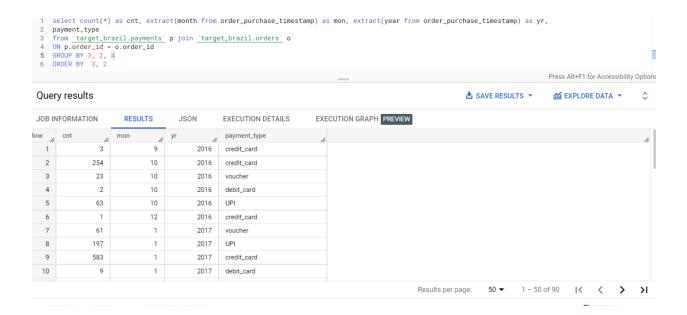
payment_type

from `target_brazil.payments` p join `target_brazil.orders` o

ON p.order_id = o.order_id

GROUP BY 3, 2, 4

ORDER BY 3, 2
```



2. Distribution of payment installments and count of orders

```
Ans: select * from

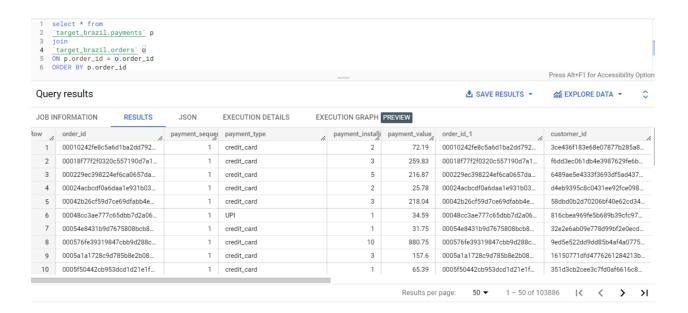
`target_brazil.payments` p

join

`target_brazil.orders` o

ON p.order_id = o.order_id

ORDER BY p.order_id
```



# Evaluation Criteria (80 points)

- 1. Initial exploration of dataset like checking the characteristics of data (10 points)
- 2. In-depth Exploration (10 points)
- 3. Evolution of E-commerce orders in the Brazil region (10 points)
- 4. Impact on Economy (10 points)
- 5. Analysis on sales, freight and delivery time (10 points)
- 6. Payment type analysis (10 points)
- 7. Actionable Insights (10 points)
- 8. Recommendations (10 points)