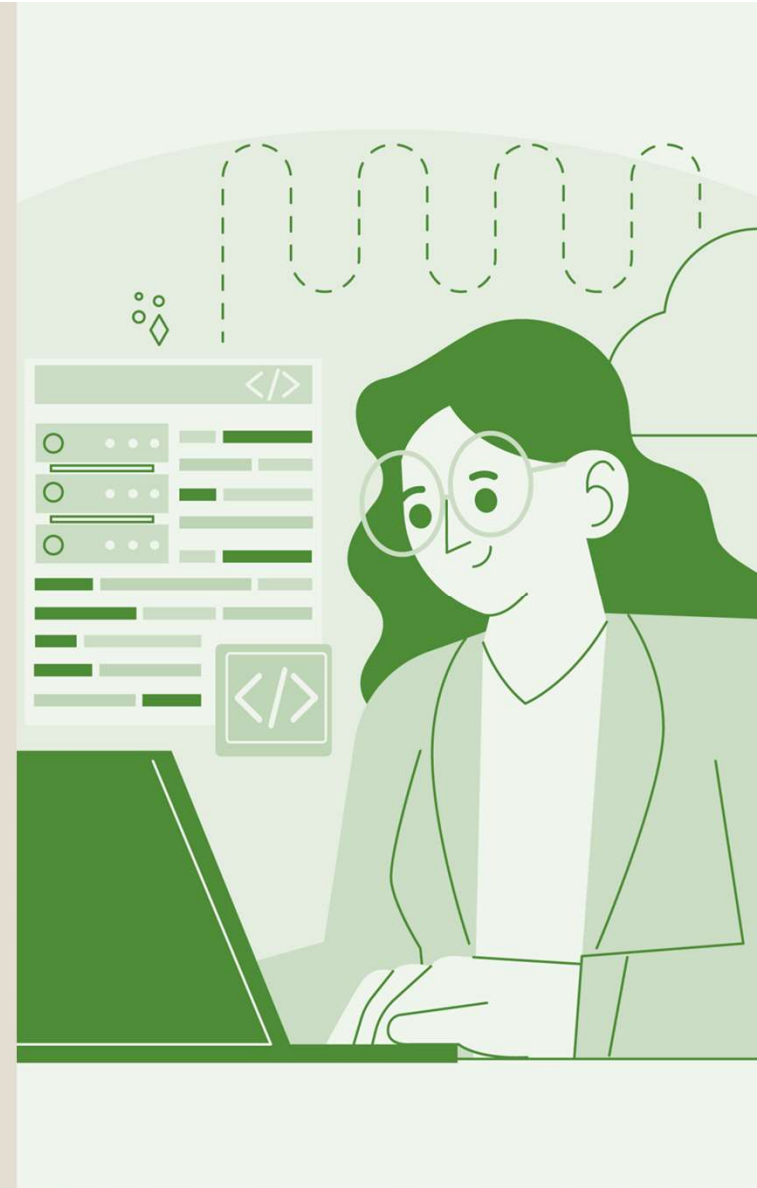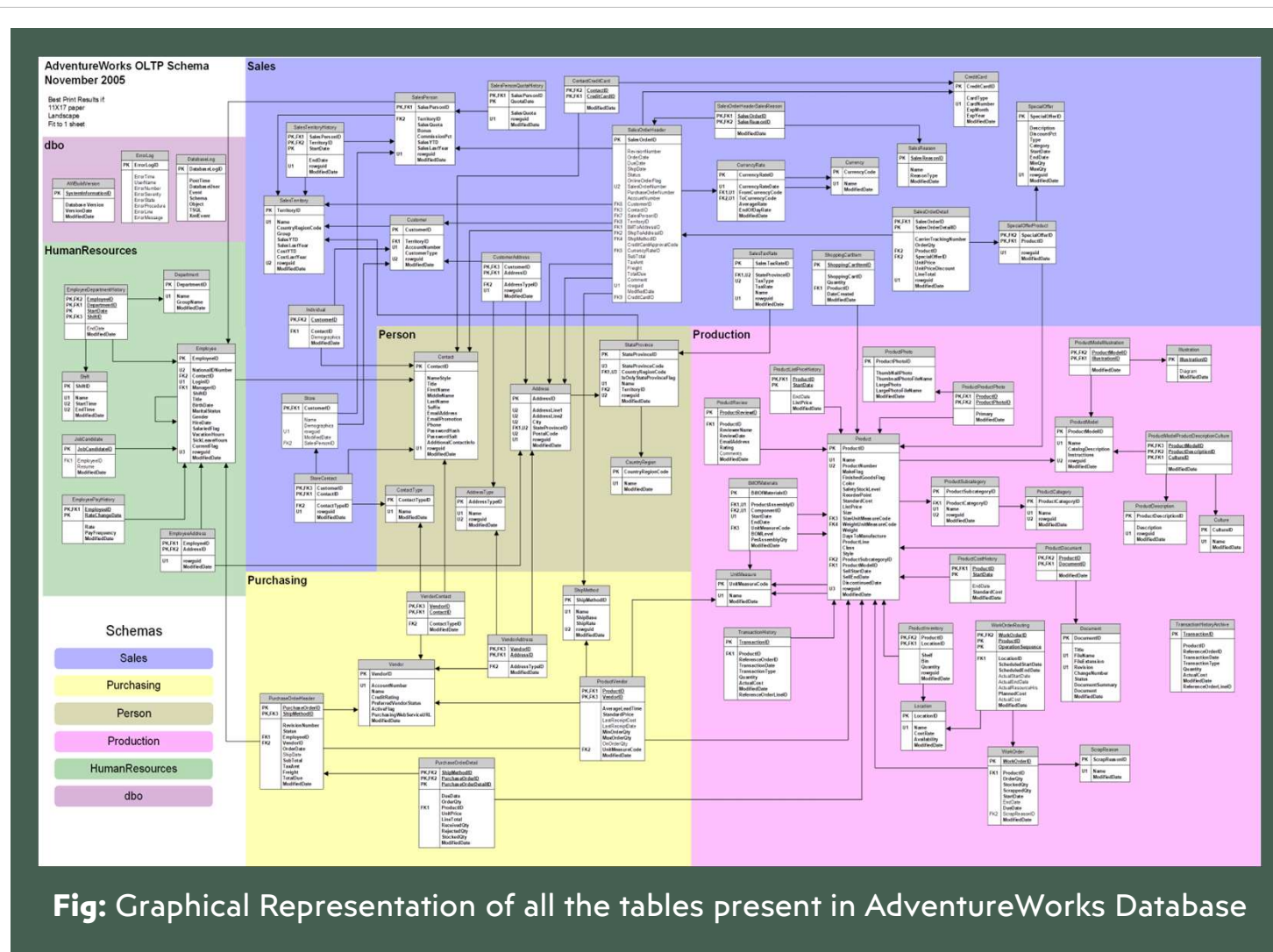# ADVENTUREWORKS

Presentation includes the conclusions drawn from the **SQL queries** implemented to understand the company performance on various parameters presented graphically

By
Shreya Gupta
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Fig: Graphical Representation of all the tables present in AdventureWorks Database
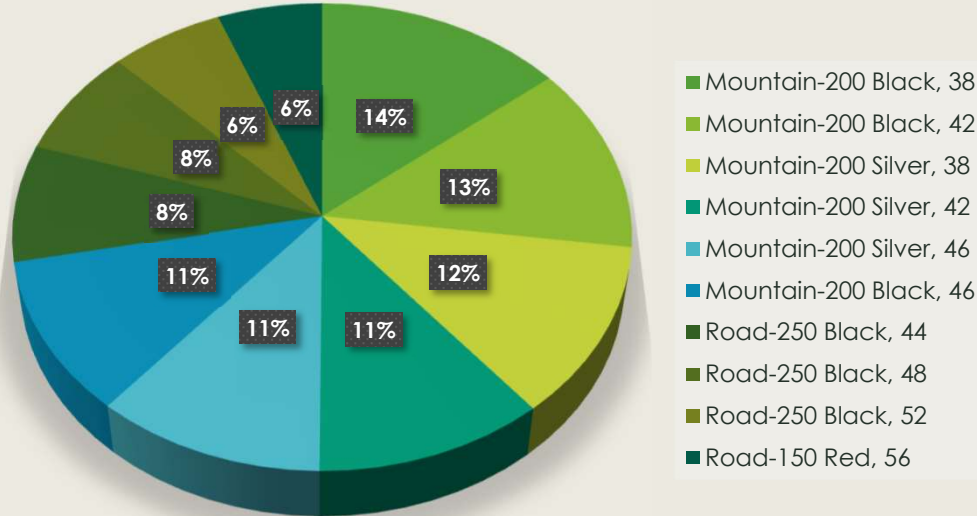
INTRODUCTION

This presentation includes the conclusions drawn from a set of 7 SQL queries written to understand a product based business AdventureWorks.

The data received from the sql query is represented graphically for better understanding.

Note- This is not a real world example. The data set is chosen from an open source website that helps freshers practice their sql skills.

Top 10 Selling Products

Top 10 highest Selling Products- Bar Chart

Legend:
- Mountain-200 Black, 38
- Mountain-200 Black, 42
- Mountain-200 Silver, 38
- Mountain-200 Silver, 42
- Mountain-200 Silver, 46
- Mountain-200 Black, 46
- Road-250 Black, 44
- Road-250 Black, 48
- Road-250 Black, 52
- Road-150 Red, 56

Pie chart values: 14%, 13%, 12%, 11%, 11%, 11%, 8%, 8%, 6%, 6%

Summary: This data overview provides insights into the top-performing products by ProductID, showcasing their total sales.

- **Mountain-200 Black, 38 (ProductID 782)** leads the pack with total sales of $4,400,592.80, making it the highest-selling product.

- **Following closely is Mountain-200 Black, 42 (ProductID 783),** with impressive total sales of $4,009,494.76.

- 3 companies compete closely for the 4th position

Top 10 Highest Spending Customers

Highest Spending Customers

Key Highlights:

- **Diverse Customer Base:** The list includes customers from multiple locations in both the United States and Canada, underscoring our international reach.

- **Valuable Insights:** Identifying and recognizing our highest-spending customers enables us to tailor marketing and retention strategies to maintain and strengthen these valuable relationships.

Summary: corresponding chart visually showcases the individual contributions of these customers to our sales revenue.
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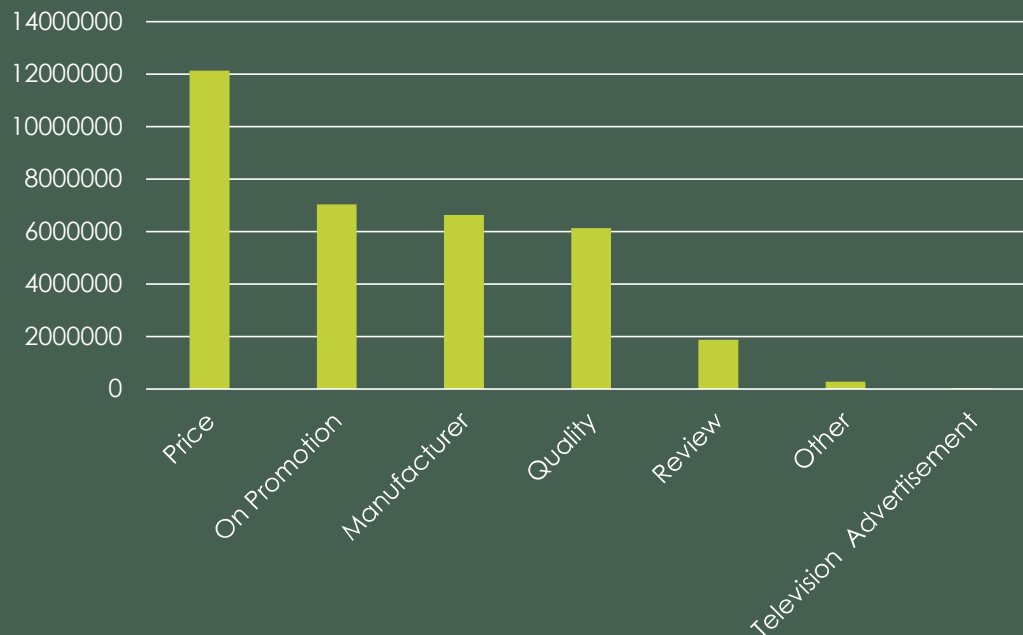
Avg Number of Orders Shipped

Number of orders shipped vs Month
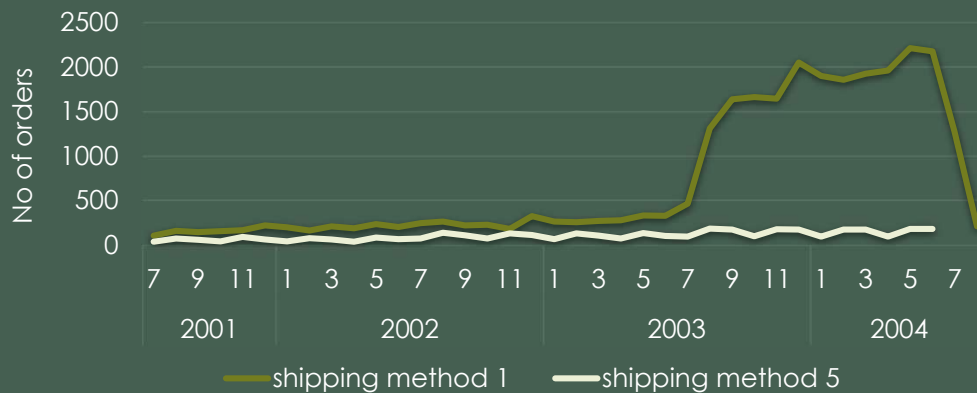
Average orders shipped vs Year
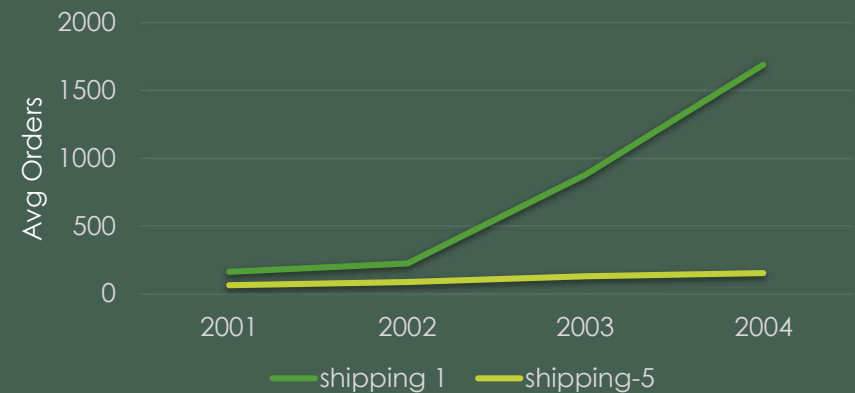
This analysis focuses on the average number of orders shipped by distinct Ship Methods across various months and years.

Monthly Insights:
Highest Number of orders were shipped in May 2004 with June 2004 at a close second.

Shipping method 1 is preferred over method 5

Year Insight:
There has been a linear increase in the number of order shipped over the year 2002-2004 indicating the growth in business

Count of orders by different Credit Card Type

for each month and year
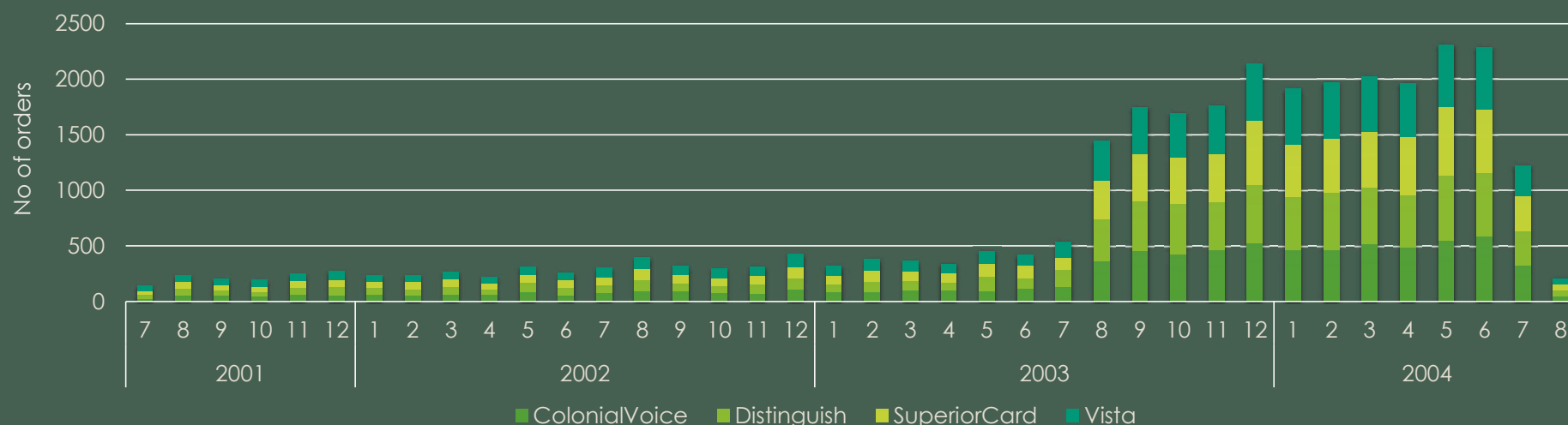
In 2001:
    Max Orders: Vista – 75 orders.
    Min Orders: ColonialVoice – 25 orders.
In 2002:
    Max Orders: ColonialVoice – 115 orders.
    Min Orders: Distinguish – 46 orders.
.

In 2003:
    Max Orders: SuperiorCard – 573 orders.
    Min Orders: Vista – 70 orders.
In 2004:
    Max Orders: SuperiorCard – 614 orders.
    Min Orders: Vista – 47 orders.

The Top 3 Highest Selling Sales Person By Territory
for each month and year

Territory ID	Territory Name	Sales Person ID	Sales Year	Sales Month	Total Sales	Rank
1	Northwest	283	2001	7	₹ 92,086.55	1
1	Northwest	Null	2001	7	₹ 64,738.08	2
1	Northwest	280	2001	7	₹ 32,390.20	3
1	Northwest	280	2001	8	₹ 2,03,206.27	1
1	Northwest	283	2001	8	₹ 86,547.16	2
1	Northwest	276	2001	8	₹ 65,396.76	3
4	Southwest	281	2001	7	₹ 79,174.79	1
4	Southwest	Null	2001	7	₹ 77,246.29	2
4	Southwest	277	2001	7	₹ 46,347.49	3
4	Southwest	276	2001	8	₹ 2,41,977.53	1
4	Southwest	277	2001	8	₹ 1,32,977.95	2
4	Southwest	Null	2001	8	₹ 1,07,711.70	3

This analysis **unveils the top three highest-selling Sales Persons** within each Territory for every month and year.

It leverages the 'TotalDue' as the measure of sales to gauge performance.

This data **serves as a strategic tool** to identify, appreciate, and reward high-performing Sales Persons across Territories and enables informed decision-making for resource allocation.

Count Of Employees And Average Tenure

Department Name	Department Group name	Employee Count	Average Tenure in Days
Document Control	Quality Assurance	5	9050.8
Engineering	Research and Development	7	9126.5
Executive	Executive General and Administration	2	9051.5
Facilities and Maintenance	Executive General and Administration	7	8740
Finance	Executive General and Administration	11	9046.5
Human Resources	Executive General and Administration	6	9066.5
Information Services	Executive General and Administration	10	9057.5
Marketing	Sales and Marketing	10	8868.4
Production	Manufacturing	180	9016.2
Production Control	Manufacturing	6	9059
Purchasing	Inventory Management	13	8716.8
Quality Assurance	Quality Assurance	7	8890.1
Research and Development	Research and Development	4	9030
Sales	Sales and Marketing	18	8004.1
Shipping and Receiving	Inventory Management	6	9069.6
Tool Design	Research and Development	4	8912

This SQL query delves into our workforce analysis, focusing on employee counts and average tenure by department names and groups.

These insights aid in strategic decisions, resource allocation, and talent management.