**TEST DOCUMENT**

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| **Client Name** |  |
| **Report Name** | Sales Overview |
| **Developer Name** |  |
| **Tester Name** |  |
| **Project Manager** |  |
| **Development Tool** | **Tableau Desktop** |

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| **Test No.** | **Sheet Name** | **Query** | **Test Result** | **QA Remark** |
| 1 | KPI – YTD Sales | WITH CTE\_YTD\_Sales (Year, Sales) AS (  SELECT YEAR([Order Date]) AS 'Year', SUM(Sales) AS 'YTD Sales'  FROM Orders  GROUP BY YEAR([Order Date]))  SELECT a.Year, ROUND(a.Sales,2) AS 'YTD Sales', ROUND(p.Sales,2) AS 'PYTD Sales', ROUND((a.Sales-p.Sales)/p.Sales \* 100, 2) AS 'Growth Percent'  FROM CTE\_YTD\_Sales a JOIN CTE\_YTD\_Sales p ON  p.Year = a.Year - 1  ORDER BY a.Year DESC | Pass | Exact match |
| 2 | KPI – YTD Profit | WITH CTE\_YTD\_Profit (Year, Profit) AS (  SELECT YEAR([Order Date]) AS 'Year', SUM(Profit) AS 'YTD Profit'  FROM Orders  GROUP BY YEAR([Order Date]))  SELECT a.Year, ROUND(a.Profit,2) AS 'YTD Profit', ROUND(p.Profit,2) AS 'PYTD Profit', ROUND((a.Profit-p.Profit)/p.Profit \* 100, 2) AS 'Growth Percent'  FROM CTE\_YTD\_Profit a JOIN CTE\_YTD\_Profit p ON  p.Year = a.Year - 1  ORDER BY a.Year DESC | Pass | Exact match |
| 3 | KPI – YTD Qty. | WITH CTE\_YTD\_Quantity (Year, Quantity) AS (  SELECT YEAR([Order Date]) AS 'Year', SUM(Quantity) AS 'YTD Quantity'  FROM Orders  GROUP BY YEAR([Order Date]))  SELECT a.Year, ROUND(a.Quantity,2) AS 'YTD Quantity', ROUND(p.Quantity,2) AS 'PYTD Quantity', ROUND((a.Quantity-p.Quantity)/p.Quantity \* 100, 2) AS 'Growth Percent'  FROM CTE\_YTD\_Quantity a JOIN CTE\_YTD\_Quantity p ON  p.Year = a.Year - 1  ORDER BY a.Year DESC | Pass | Exact match |
| 4 | Profit and Sales Distribution by State | SELECT [State/Province] AS State, ROUND(SUM(Sales),2) AS 'YTD Sales', ROUND(SUM(Profit),2) AS 'YTD Profit'  FROM Orders  WHERE YEAR([Order Date]) = '2022'  GROUP BY [State/Province]  ORDER BY 2 DESC | Pass | Exact match |
| 5 | Sales Average Comparison (State vs Country) | WITH CTE\_AVG\_Sales (State, AVG\_Sales, Country\_AVG\_Sales) AS (  SELECT [State/Province], AVG(Sales) AS 'AVG Sales', (SELECT AVG(Sales) FROM Orders WHERE YEAR([Order Date]) = '2022') AS 'Country Sales Average'  FROM Orders  WHERE YEAR([Order Date]) = '2022'  GROUP BY [State/Province]  )  SELECT State, AVG\_Sales, Country\_AVG\_Sales,  CASE  WHEN AVG\_Sales > Country\_AVG\_Sales THEN 'Above the Average'  WHEN AVG\_Sales < Country\_AVG\_Sales THEN 'Below the Average'  ELSE NULL  END AS Comparision  FROM CTE\_AVG\_Sales  ORDER BY 4, 1 | Pass | Exact match |
| 6 | Profit Average Comparison (State vs Country) | WITH CTE\_AVG\_Profit (State, AVG\_Profit, Country\_AVG\_Profit) AS (  SELECT [State/Province], AVG(Profit) AS 'AVG Profit', (SELECT AVG(Profit) FROM Orders WHERE YEAR([Order Date]) = '2022') AS 'Country Profit Average'  FROM Orders  WHERE YEAR([Order Date]) = '2022'  GROUP BY [State/Province]  )  SELECT State, AVG\_Profit, Country\_AVG\_Profit,  CASE  WHEN AVG\_Profit > Country\_AVG\_Profit THEN 'Above the Average'  WHEN AVG\_Profit < Country\_AVG\_Profit THEN 'Below the Average'  ELSE NULL  END AS Comparision  FROM CTE\_AVG\_Profit  ORDER BY 4, 1 | Pass | Exact match |
| 7 | Monthly YTD Sales, YTD Profit & YTD Quantity by Segment | SELECT Segment, MONTH([Order Date]) AS Month, ROUND(SUM(Sales),2) AS 'YTD Sales', ROUND(SUM(Profit),2) AS 'YTD Profit', ROUND(SUM(Quantity),2) AS 'YTD Qty.'  FROM Orders  WHERE YEAR([Order Date]) = '2022'  GROUP BY Segment, MONTH([Order Date])  ORDER BY 1,2 | Pass | Exact match |
| 8 | Monthly YTD Sales, YTD Profit & YTD Quantity by Region and Regional Manager | SELECT o.Region, p.[Regional Manager], ROUND(SUM(o.Sales),2) AS 'YTD Sales', ROUND(SUM(o.Profit),2) AS 'YTD Profit', ROUND(SUM(o.Quantity),2) AS 'YTD Qty.'  FROM Orders o left join People p on  o.Region = p.Region  WHERE YEAR([Order Date]) = '2022'  GROUP BY o.Region, p.[Regional Manager] | Pass | Exact match |
| Testing Category Filter | | | | |
| 9 | YTD Sales | WITH CTE\_YTD\_Sales (Year, Category, Sales) AS (  SELECT YEAR([Order Date]) AS 'Year', Category, SUM(Sales) AS 'YTD Sales'  FROM Orders  GROUP BY YEAR([Order Date]), Category)  SELECT a.Year, a.Category, ROUND(a.Sales,2) AS 'YTD Sales', p.Year, p.Category, ROUND(p.Sales,2) AS 'PYTD Sales', ROUND((a.Sales-p.Sales)/p.Sales \* 100, 2) AS 'Growth Percent'  FROM CTE\_YTD\_Sales a JOIN CTE\_YTD\_Sales p ON  p.Year = a.Year - 1 AND a.Category = p.Category  WHERE a.Year = '2022'  ORDER BY a.Year DESC | Pass | Exact match |
| 10 | Profit and Sales Distribution by State | SELECT [State/Province] AS State, Category, ROUND(SUM(Sales),2) AS 'YTD Sales', ROUND(SUM(Profit),2) AS 'YTD Profit'  FROM Orders  WHERE YEAR([Order Date]) = '2022'  GROUP BY [State/Province], Category  ORDER BY 2 DESC | Pass | Exact match |
| 11 | Monthly YTD Sales, YTD Profit & YTD Quantity by Region and Regional Manager | SELECT o.Region, p.[Regional Manager], o.Category, ROUND(SUM(o.Sales),2) AS 'YTD Sales', ROUND(SUM(o.Profit),2) AS 'YTD Profit', ROUND(SUM(o.Quantity),2) AS 'YTD Qty.'  FROM Orders o left join People p on  o.Region = p.Region  WHERE YEAR([Order Date]) = '2022'  GROUP BY o.Region, p.[Regional Manager], o.Category  ORDER BY o.Category | Pass | Exact match |
| Testing Region Filter | | | | |
| 12 | YTD Profit | WITH CTE\_YTD\_Profit (Year, Region, Profit) AS (  SELECT YEAR([Order Date]) AS 'Year', Region, SUM(Profit) AS 'YTD Profit'  FROM Orders  GROUP BY YEAR([Order Date]), Region)  SELECT a.Year, a.Region,ROUND(a.Profit,2) AS 'YTD Profit', ROUND(p.Profit,2) AS 'PYTD Profit', ROUND((a.Profit-p.Profit)/p.Profit \* 100, 2) AS 'Growth Percent'  FROM CTE\_YTD\_Profit a JOIN CTE\_YTD\_Profit p ON  p.Year = a.Year - 1 AND  p.Region = a.Region  WHERE a.Year = '2022'  ORDER BY a.Year DESC | Pass | Exact match |
| 13 | Profit and Sales Distribution by State | SELECT Region, [State/Province] AS State, ROUND(SUM(Sales),2) AS 'YTD Sales', ROUND(SUM(Profit),2) AS 'YTD Profit'  FROM Orders  WHERE YEAR([Order Date]) = '2022'  GROUP BY [State/Province], Region  ORDER BY 1,2 | Pass | Exact match |
| 14 | Monthly YTD Sales, YTD Profit & YTD Quantity by Region and Regional Manager | SELECT o.Region, p.[Regional Manager], ROUND(SUM(o.Sales),2) AS 'YTD Sales', ROUND(SUM(o.Profit),2) AS 'YTD Profit', ROUND(SUM(o.Quantity),2) AS 'YTD Qty.'  FROM Orders o left join People p on  o.Region = p.Region  WHERE YEAR([Order Date]) = '2022'  GROUP BY o.Region, p.[Regional Manager]  ORDER BY o.Region | Pass | Exact match |
| Testing Ship Mode Filter | | | | |
| 15 | YTD Quantity | WITH CTE\_YTD\_Quantity (Year, Ship\_Mode, Quantity) AS (  SELECT YEAR([Order Date]) AS 'Year', [Ship Mode], SUM(Quantity) AS 'YTD Quantity'  FROM Orders  GROUP BY YEAR([Order Date]), [Ship Mode])  SELECT a.Year, a.Ship\_Mode, ROUND(a.Quantity,2) AS 'YTD Quantity', ROUND(p.Quantity,2) AS 'PYTD Quantity', ROUND((a.Quantity-p.Quantity)/p.Quantity \* 100, 2) AS 'Growth Percent'  FROM CTE\_YTD\_Quantity a JOIN CTE\_YTD\_Quantity p ON  p.Year = a.Year - 1 AND  p.Ship\_Mode = a.Ship\_Mode  WHERE a.Year = '2022'  ORDER BY a.Year DESC | Pass | Exact match |
| 16 | Profit and Sales Distribution by State | SELECT [Ship Mode] AS 'Ship Mode', [State/Province] AS State, ROUND(SUM(Sales),2) AS 'YTD Sales', ROUND(SUM(Profit),2) AS 'YTD Profit'  FROM Orders  WHERE YEAR([Order Date]) = '2022'  GROUP BY [State/Province], [Ship Mode]  ORDER BY 1,2 | Pass | Exact match |
| 17 | Monthly YTD Sales, YTD Profit & YTD Quantity by Region and Regional Manager | SELECT o.Region, p.[Regional Manager], o.[Ship Mode], ROUND(SUM(o.Sales),2) AS 'YTD Sales', ROUND(SUM(o.Profit),2) AS 'YTD Profit', ROUND(SUM(o.Quantity),2) AS 'YTD Qty.'  FROM Orders o left join People p on  o.Region = p.Region  WHERE YEAR([Order Date]) = '2022'  GROUP BY o.Region, p.[Regional Manager], o.[Ship Mode]  ORDER BY o.Region, o.[Ship Mode] | Pass | Exact match |

**Test Result:**

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| **Total Tests** | 17 |
| **Pass** | 17 |
| **Fail** | 00 |
| **Blocked** | 00 |
| **Not Executed** | 00 |