**Orders Table Info:**

Order Table contains order information placed by customers by the order dates it was placed. It also contains shipment information as to when it was shipped and by which method. Furthermore, it contains customer details, where the order is placed from identifiable till a zip code. Also, it contains the details of the product for which order is placed.

Few key hierarchical information with regards to this table:

Geo Hierarchy:

Country ->Region->Province->City->Postal Code

Product Hierarchy:

Category->Sub-Category->Product ID->Product Name

Customer Hierarchy:

Segment->Customer ID->Customer Name->Order ID

Time Hierarchy:

Year->Quarter->Month->Week->Date

**Regional Managers Table Info:**

Regional Managers table contains which Regional Managers manages which Regions.

**Returns Table Info:**

Returns table Contains the Orders that were returned by customers.

**State\_Managers Table Info:**

State\_Managers table contains which Managers manages which State.

**Segment\_Managers Table Info:**

Segment\_Managers table contains which Managers manages which Customer Segments.

**LOB\_Managers Table Info:**

LOB\_Managers table contains which Managers manages which Lines of Business.

**CSM Table Info:**

CSM table contains which Customer Success Managers are in charge of which Regions.

**Organization reporting hierarchy for managers:**

State Managers -> CSM -> Regional Managers -> Segment Managers -> LOB Managers