

## AtliQ Hardware SQL Insights Questions

### 1.Croma India Product wise sales report for fiscal year.

As a product owner, I want to generate a report of individual product sales (aggregated on a monthly basis at the product code level) for Croma India customer for FY=2021 so that I can track individual product sales and run further product analytics on it in excel.

The report should have the following fields,

1. Month
2. Product Name
3. Variant
4. Sold Quantity
5. Gross Price Per Item
6. Gross Price Total

### 2. Gross Monthly total sales report for Croma.

#### Gross monthly total sales report for Croma

 Attach

 Add a child issue

 Link issue

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Description

As a product owner, I need an aggregate monthly gross sales report for Croma India customer so that I can track how much sales this particular customer is generating for AtliQ and manage our relationships accordingly.

The report should have the following fields,

1. Month
2. Total gross sales amount to Croma India in this month


### 3.Generate a yearly report for Croma India.


Generate a yearly report for Croma India where there are two columns


1. Fiscal Year
2. Total Gross Sales amount In that year from Croma

#### 4. Stored Procedure for market Badge.

### Stored proc for market badge

 Attach

 Add a child issue

 Link issue



#### Description

Create a stored proc that can determine the market badge based on the following logic,

If **total sold quantity > 5 million** that market is considered **Gold** else it is **Silver**

My input will be,

- market
- fiscal year

Output

- market badge

#### 5. Top 5 markets for a given financial year.

##### Description

As a **product owner**, I want a report for top markets, products, customers by net sales for a given financial year so that I can have a holistic view of our financial performance and can take appropriate actions to address any potential issues.

We will probably write stored proc for this as we will need this report going forward as well.

1. Report for **top markets**,

Rank	Market	Net Sales (in millions)
1	India	210.67
2	USA	132.05
3	South Korea	64.01

#### 6. Top products for a given financial year and market

2. Report for **top products**,

Rank	Product	Net Sales
1	AQ BZ Allin1	33.75
2	AQ Qwerty	27.84

## 7. Top customers for a given financial year.

3. Report for top customers		
Rank	Customer	Net Sales
1	Amazon	109.03

## 8. Create View for Total Gross Sales.

It should have the following columns,

date, fiscal\_year, customer\_code, customer, market, product\_code, product, variant, sold\_quantity, gross\_price\_per\_item, gross\_price\_total

## 9. Create View for Pre-Invoice Deduction Amount.

## 10. Create View for Net Invoice Sales.

## 11. Create View for Post-Invoice Deduction Amount.

## 12. Create View for Net Sales.

## 13. Create CTE FY-2021 for TOP 10 customer BY %NET SALES.

## 14. Find customer wise net sales distribution per region for FY 2021.

## 15. Find out top 3 products from each division by total quantity sold in a given year, And create a stored procedure.

## 16. Retrieve top 2 markets in every region by their gross sales amount in FY = 2021.

## 17. Create a report for aggregated forecast accuracy % over customer code for FY = 2021.

Report contains below columns

(customer code, customer name, market, total sold quantity, forecast sold quantity, net error, net error, absolute error pct, absolute error pct, forecast accuracy pct)

## 18. The supply chain business manager wants to see which customers' forecast accuracy has dropped from 2020 to 2021.

Provide a complete report with these columns:

customer\_code, customer\_name, market, forecast\_accuracy\_2020, forecast\_accuracy\_2021