Urban Trend Fashions- Retail Store Management

Project Submitted By:

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Project Description:

Urban Trend Fashions is a departmental retail location network situated in India set up in 2017. Having Headquarters at Mumbai, It works through 20 cities in 20 unique locations with its main focus on customer satisfaction. It has a total of 800 employees. Its products incorporate apparels, non-apparels including cosmetics, fragrances, and jewelry.

Going to the internal activities of our departmental retail location, each store has a store manager with various divisions specifically Men's clothes, Women's clothes, Kids attire, and Non-apparel. Every department has a department manager who takes care of a team of 8-10 customer representatives. Every customer representative should report to the department manager based on their monthly sale targets. And every department manager should report to their respective store manager with details of the performance of customer representatives and necessary marketing strategies to be implemented in their department to increase the sale.

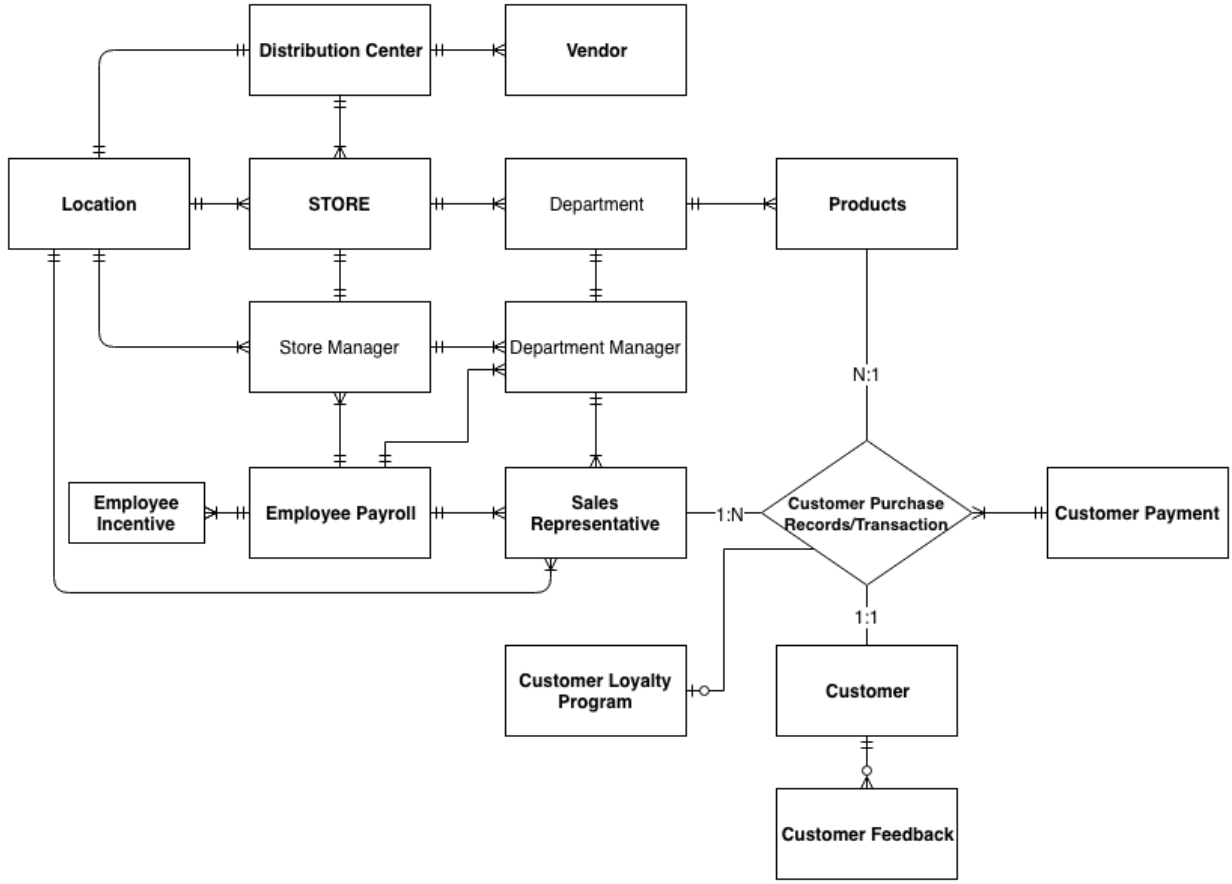
Urban Trend Fashions likewise keeps up a financial record for every one of the employees in the organization using a Payroll system. Employees will be given motivating incentives depending on their performance. Urban Trend Fashions has four distribution centers bound to four directions specifically East (Kolkata), West (Mumbai), North (New Delhi) and South (Chennai) of India. Distribution centers get their stock from vendors dependent on the interest.

Urban Trend Fashions CRM (Customer Relationship Management) records contact details of every customer whenever he/she purchases a product from the store. When a customer visits a store, He/she will be guided by a customer representative based on his/her requirements. Then the customer will be directed to cash counter where customer details are created in the CRM software in case if he/she is new, while in case of the old customer only their respective records are updated with the new purchase. Then a bill is generated based on the products purchased.

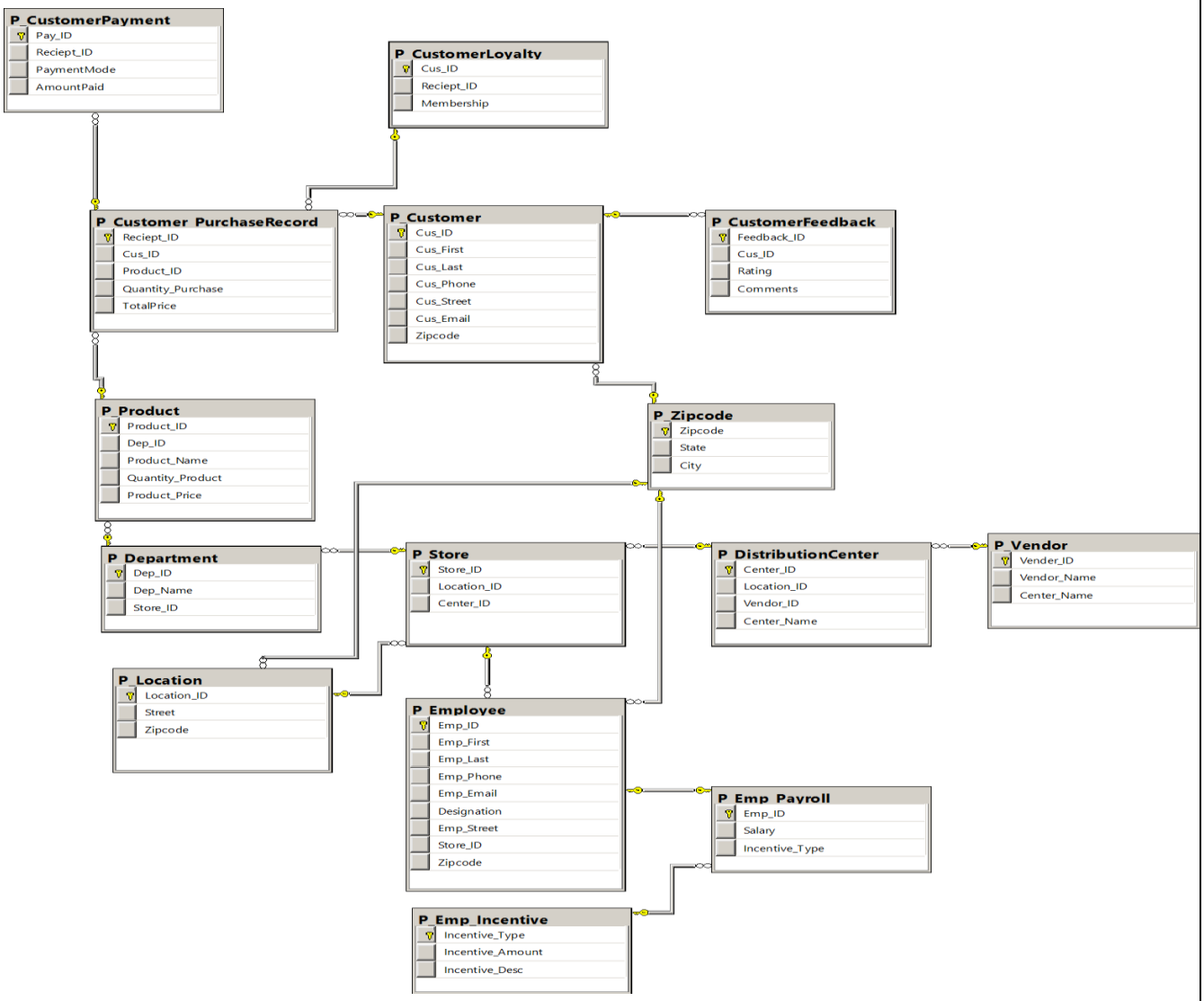
Then the customer is requested to make the payment either through cash or card. After receiving the paying customer will be requested to fill in the feedback form about the availability of products, Ambience of the store and assistance received from the staff. The feedback form submitted by the customer will be saved in CRM in a separate table which will be further examined and used for development of the store.

Urban Trend Fashions also focuses on Customer Loyalty Program where customers are classified into Platinum, Gold, and regular based on their level of purchase. If a customer reaches the desire set of expectation set by store, then he/she achieves platinum membership. If a customer reaches halfway through the expectation, the customer is awarded gold membership and rest all customers who made their purchases from the store are considered as regular. Benefits and privileges will be provided based on their membership category for free of cost.

Entity Relationship Diagram:

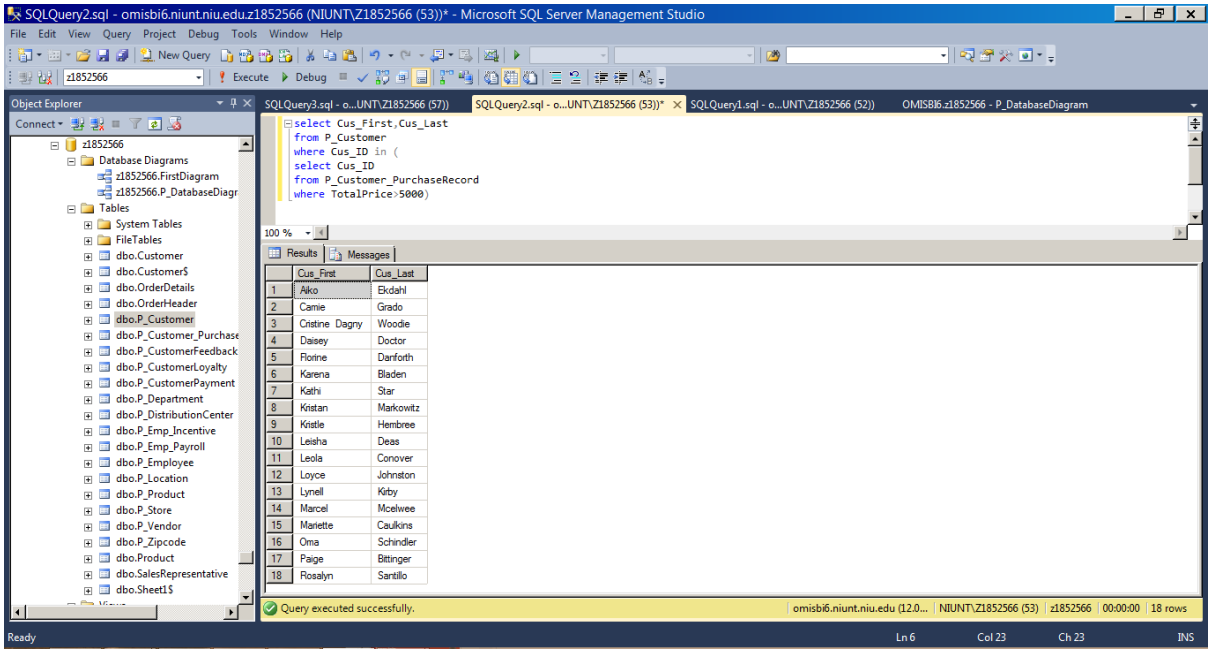


Database Diagram:



1.Display First Name and Last Name of the customers who have done shopping for more than Rs 5000.

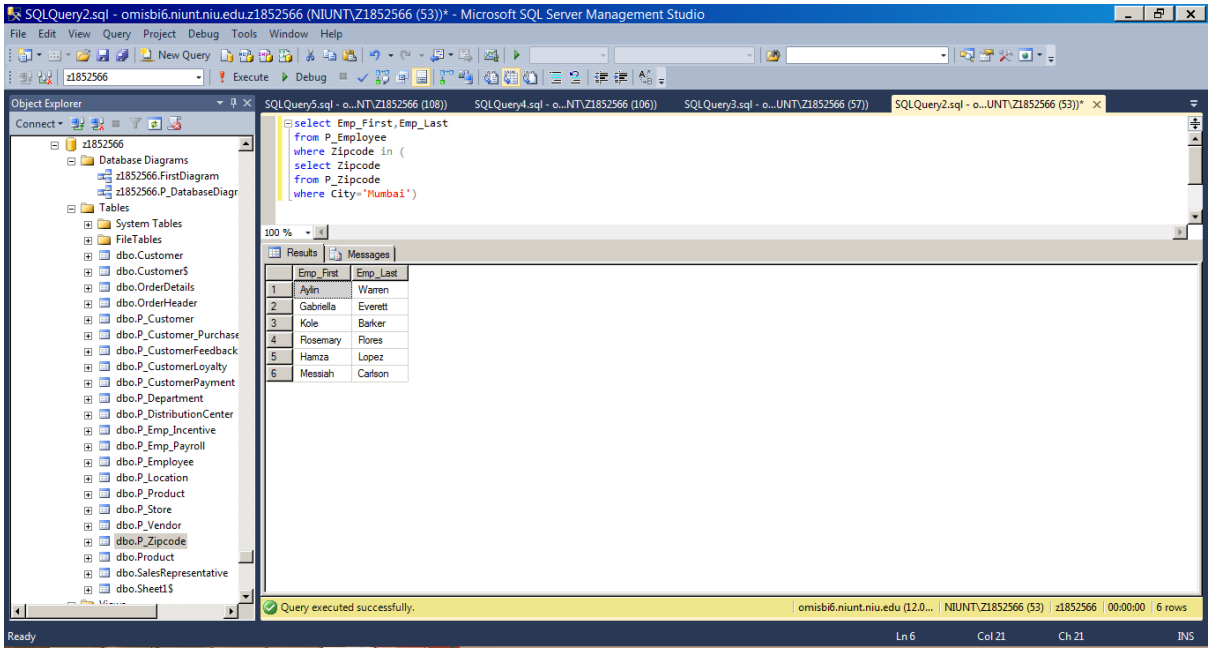
```
select Cus_First,Cus_Last
from P_Customer
where Cus_ID in (
select Cus_ID
from P_Customer_PurchaseRecord
where TotalPrice>5000)
```



	Cus_First	Cus_Last
1	Aiko	Ekdahl
2	Camie	Grado
3	Cristine Dagny	Woodie
4	Daisey	Doctor
5	Florine	Danforth
6	Karena	Bladen
7	Kathi	Star
8	Kristan	Markowitz
9	Kristle	Hembree
10	Leisha	Deas
11	Leola	Conover
12	Loyce	Johnston
13	Lynell	Kirby
14	Marcel	Mcelwee
15	Mariette	Caulkins
16	Oma	Schindler
17	Paige	Bittinger
18	Rosalyn	Santillo

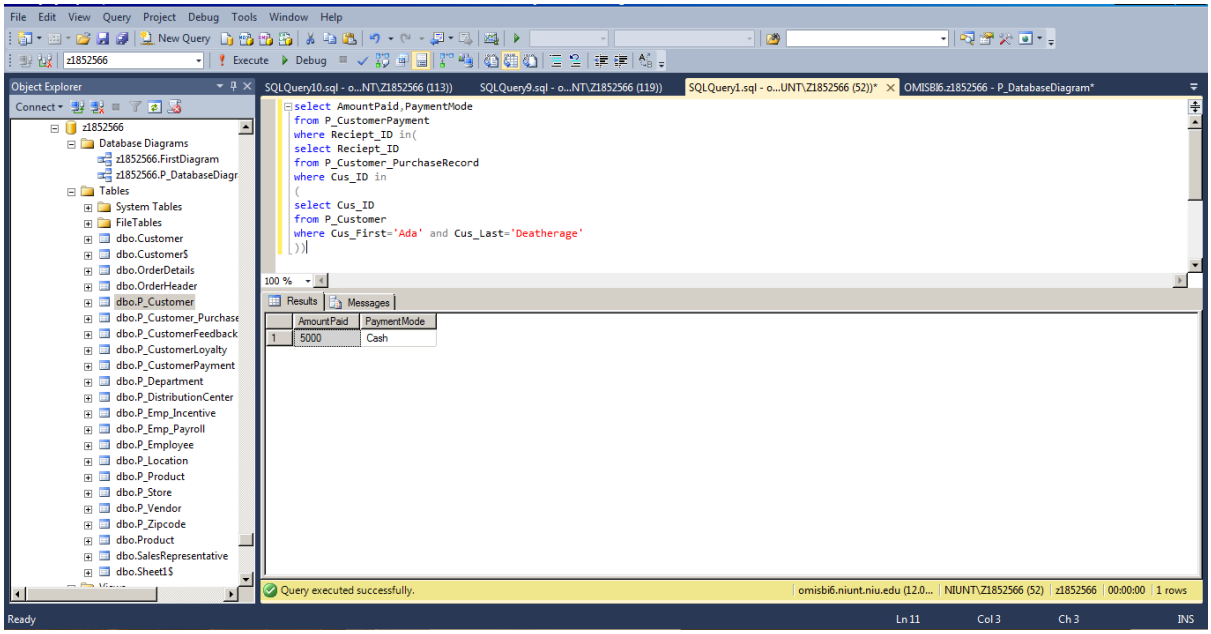
2.Display First Name and Last Name of the employees who are from Mumbai.

```
select Emp_First,Emp_Last
from P_Employee
where Zipcode in (
select Zipcode
from P_Zipcode
where City='Mumbai')
```



3.Display the amount paid by the Customer “Ada Deatherage” and also the mode of payment.

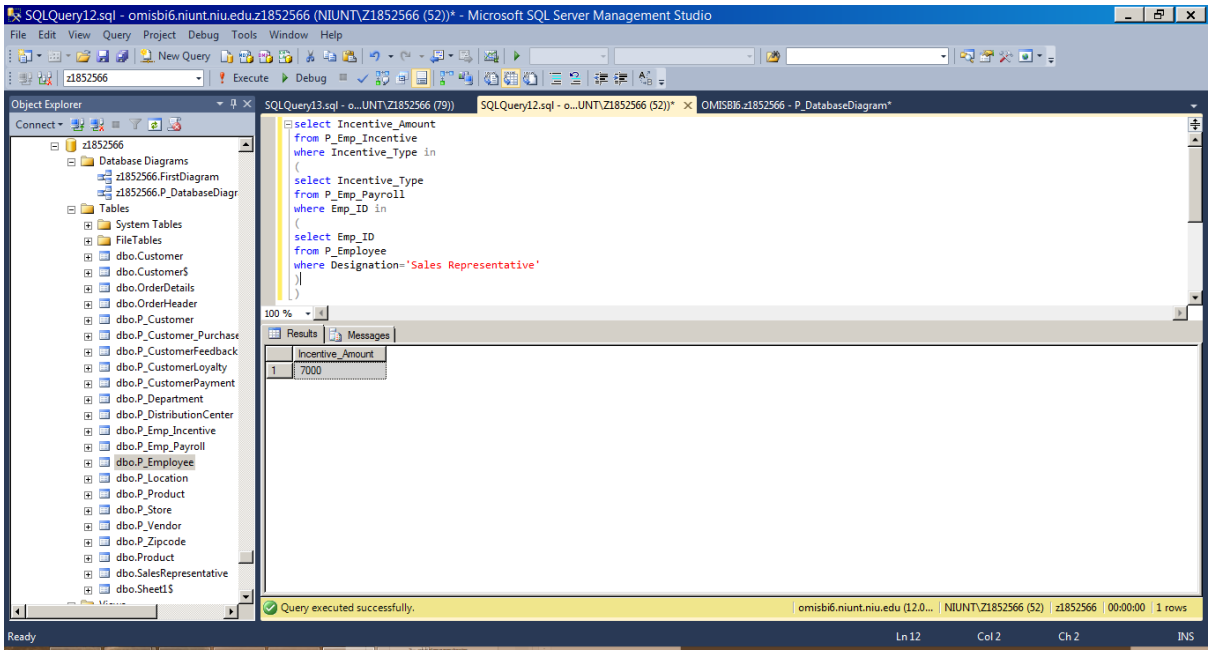
```
select AmountPaid,PaymentMode
from P_CustomerPayment
where Reciept_ID in(
select Reciept_ID
from P_Customer_PurchaseRecord
where Cus_ID in
(
select Cus_ID
from P_Customer
where Cus_First='Ada' and Cus_Last='Deatherage'
))
```



4.Display the incentive amount of the Sales Representative.

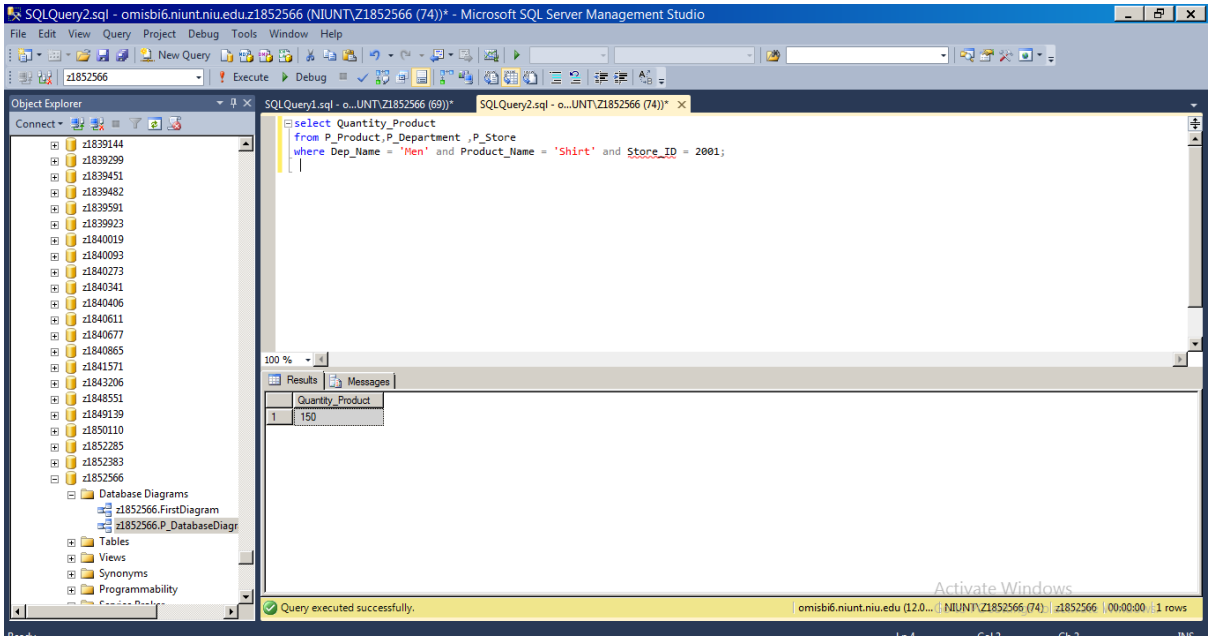
```
select Incentive_Amount
from P_Emp_Incentive

where Incentive_Type in
(
select Incentive_Type
from P_Emp_Payroll
where Emp_ID in
(
select Emp_ID
from P_Employee
where Designation='Sales Representative'
)
)
```



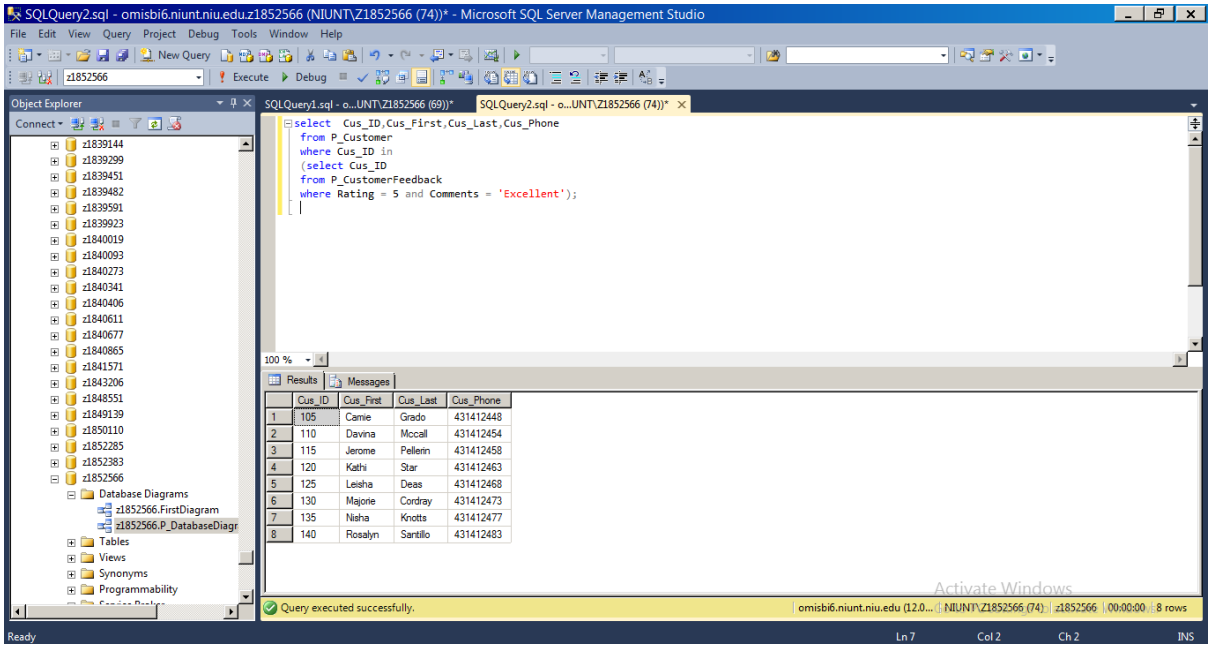
5.Write a query to display the inventory status of Men's shirts at Store 2001

```
select Quantity_Product
from P_Product,P_Department ,P_Store
where Dep_Name = 'Men' and Product_Name = 'Shirt' and Store_ID = 2001;
```



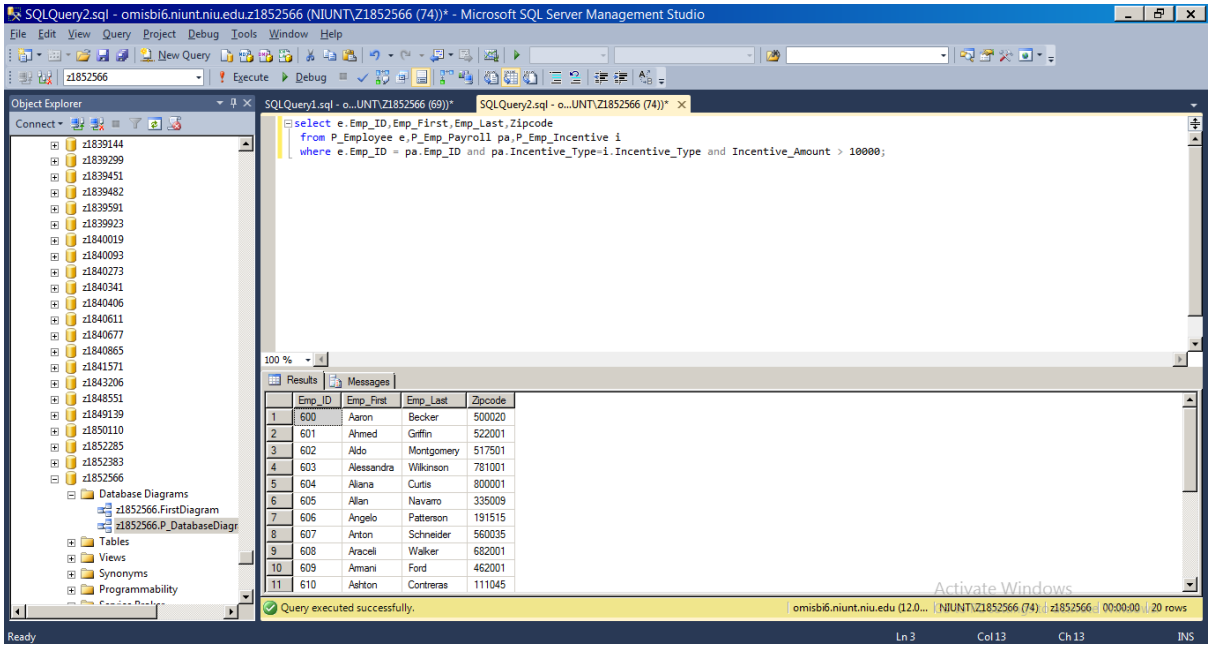
6.Write a query to display the Cus_ID, Cus_First, Cus_Last, Cus_Phone who provided rating as 5 and comments as Excellent.

```
select  Cus_ID,Cus_First,Cus_Last,Cus_Phone
from P_Customer
where Cus_ID in
(select Cus_ID
from P_CustomerFeedback
where Rating = 5 and Comments = 'Excellent');
```



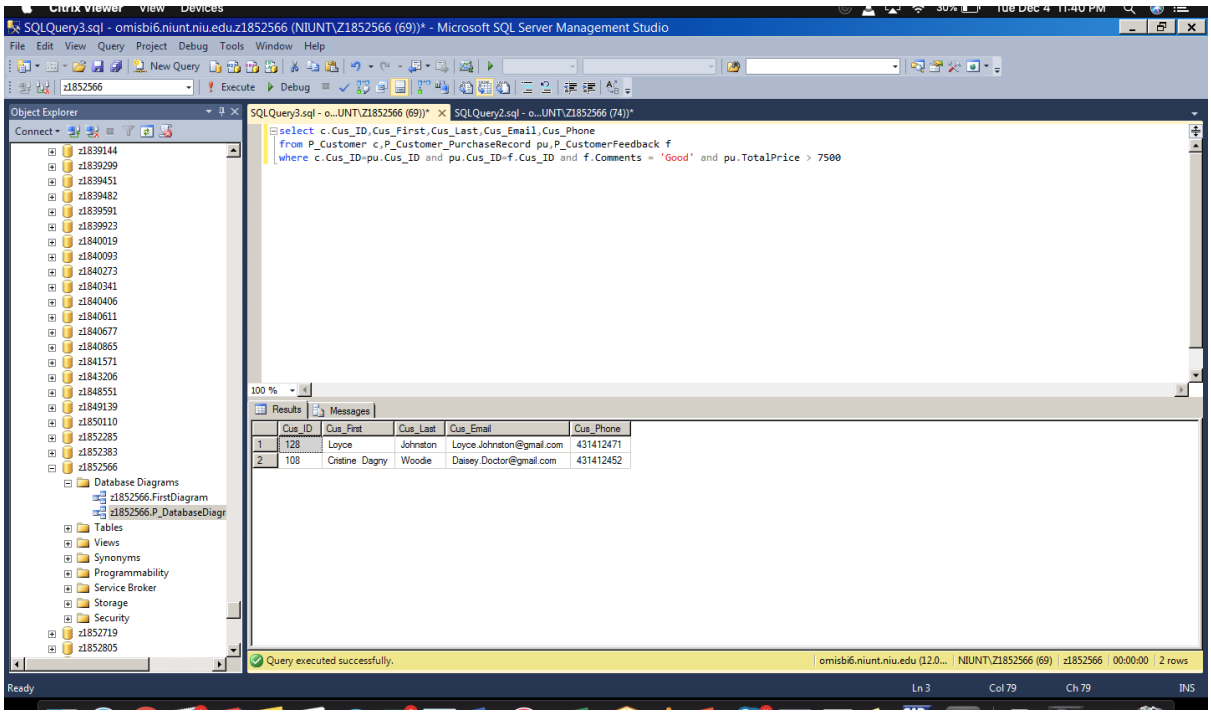
7. Write a query to display Emp_ID, Emp_First, Emp_Last and Zipcode who received incentive greater than $10000

```
select e.Emp_ID,Emp_First,Emp_Last,Zipcode
from P_Employee e,P_Emp_Payroll pa,P_Emp_Incentive i
where e.Emp_ID = pa.Emp_ID and pa.Incentive_Type=i.Incentive_Type and
Incentive_Amount > 10000;
```



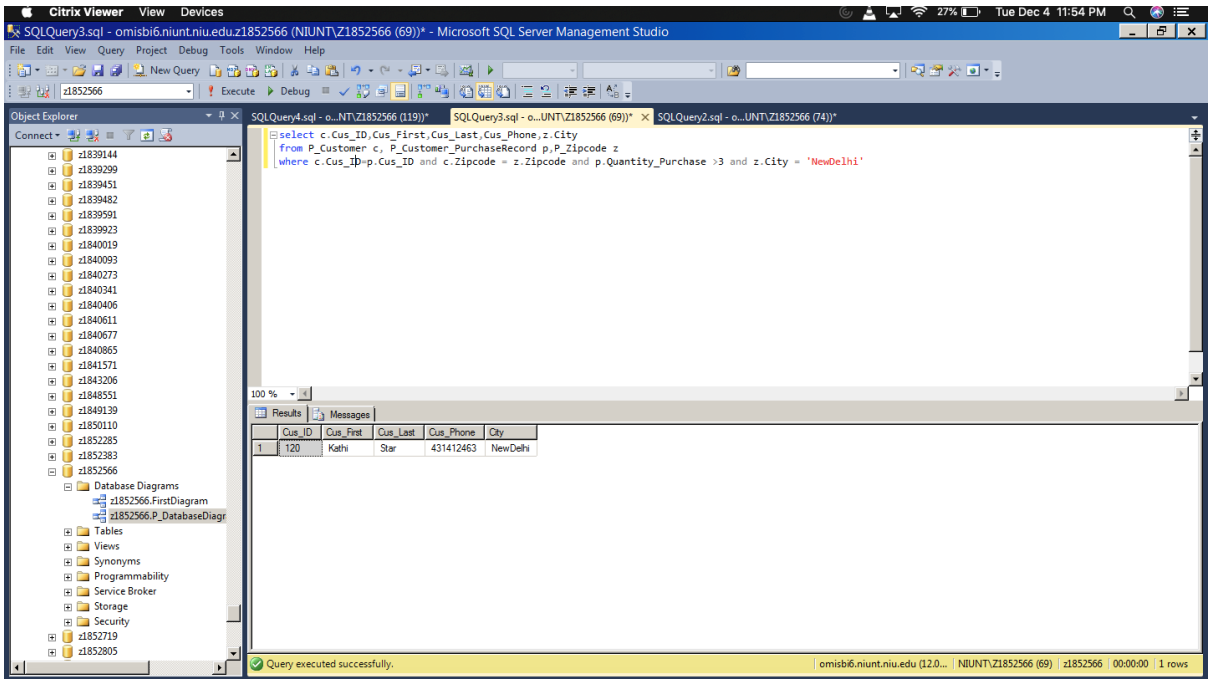
8.Write a query Cus_ID,Cus_First,Cus_Last,Cus_Email and Cus_Phone who made purchases more than $7500 and gave good feedback.

```
select c.Cus_ID,Cus_First,Cus_Last,Cus_Email,Cus_Phone
from P_Customer c,P_Customer_PurchaseRecord pu,P_CustomerFeedback f
where c.Cus_ID=pu.Cus_ID and pu.Cus_ID=f.Cus_ID and f.Comments = 'Good' and
pu.TotalPrice > 7500
```



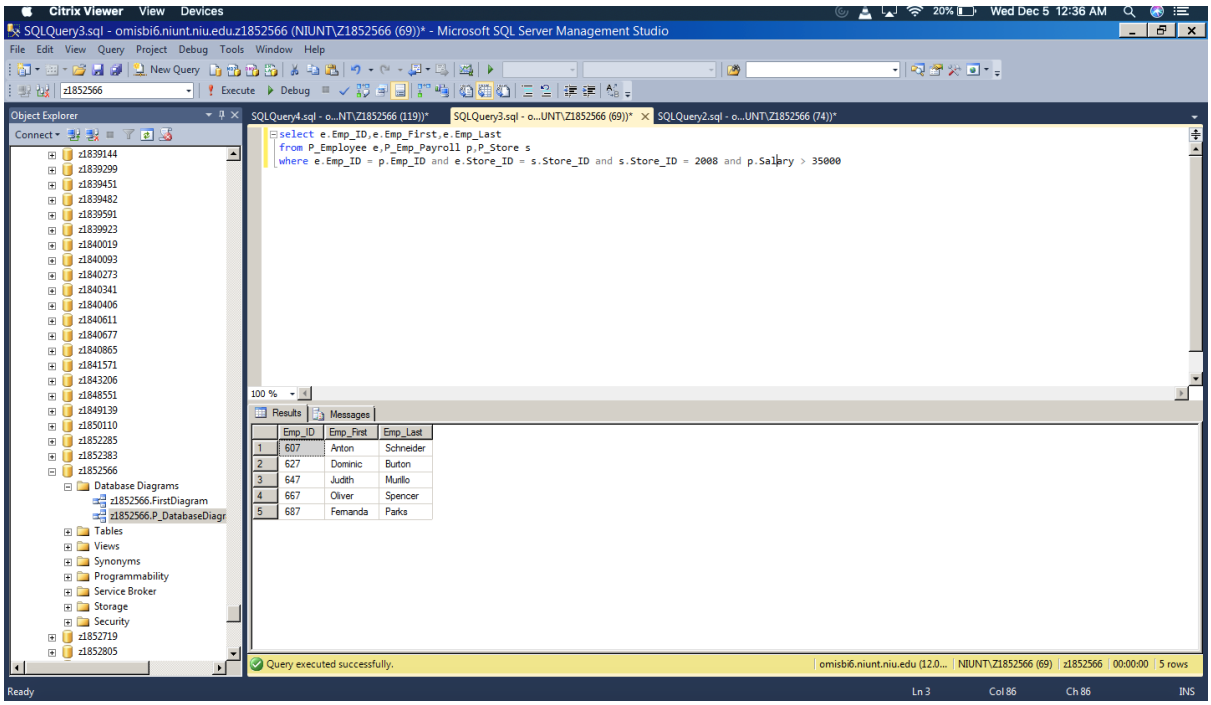
9.Write a query to display Cus_ID,Cus_First,Cus_last and city who purchased more than 3 items living in Newdelhi.

```
select c.Cus_ID,Cus_First,Cus_Last,Cus_Phone,z.City
from P_Customer c, P_Customer_PurchaseRecord p,P_Zipcode z
where c.Cus_ID=p.Cus_ID and c.Zipcode = z.Zipcode and p.Quantity_Purchase >3 and
z.City = 'NewDelhi'
```



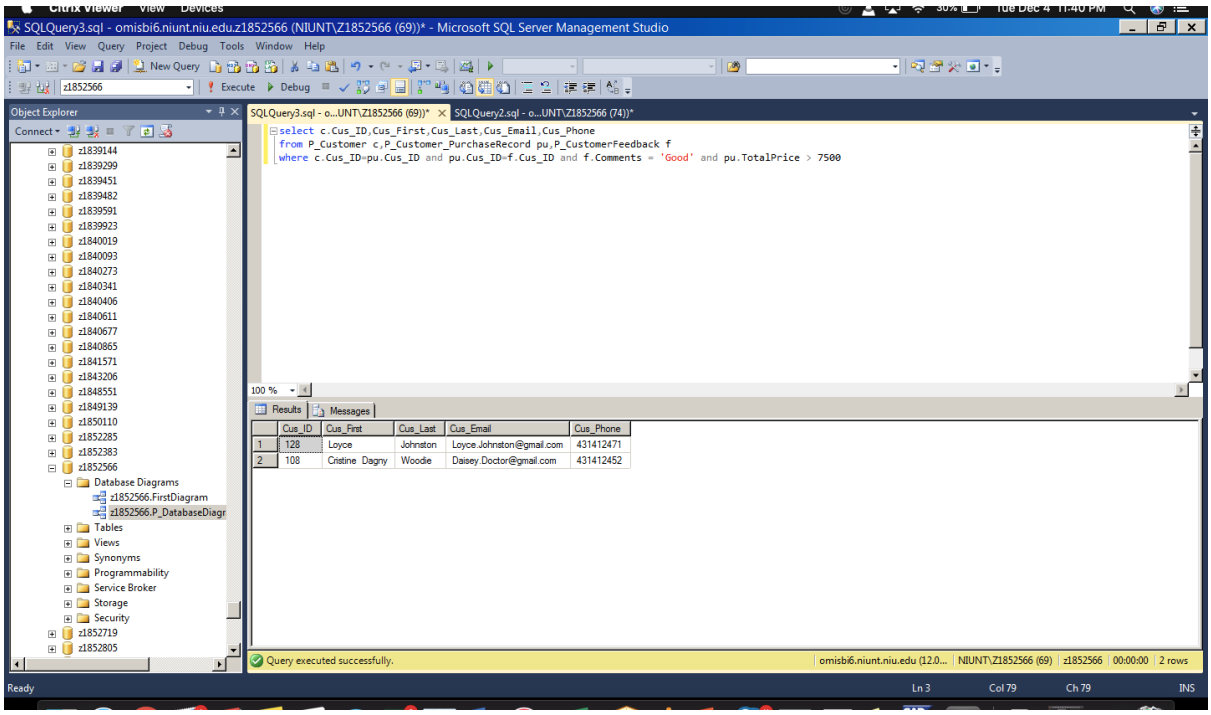
10.Write a query to display Emp_ID,Emp_First,Emp_last name who salary is more than $35000 in the store ID 2008.

```
select e.Emp_ID,e.Emp_First,e.Emp_Last
from P_Employee e,P_Emp_Payroll p,P_Store s
where e.Emp_ID = p.Emp_ID and e.Store_ID = s.Store_ID and s.Store_ID = 2008 and
p.Salary > 35000
```



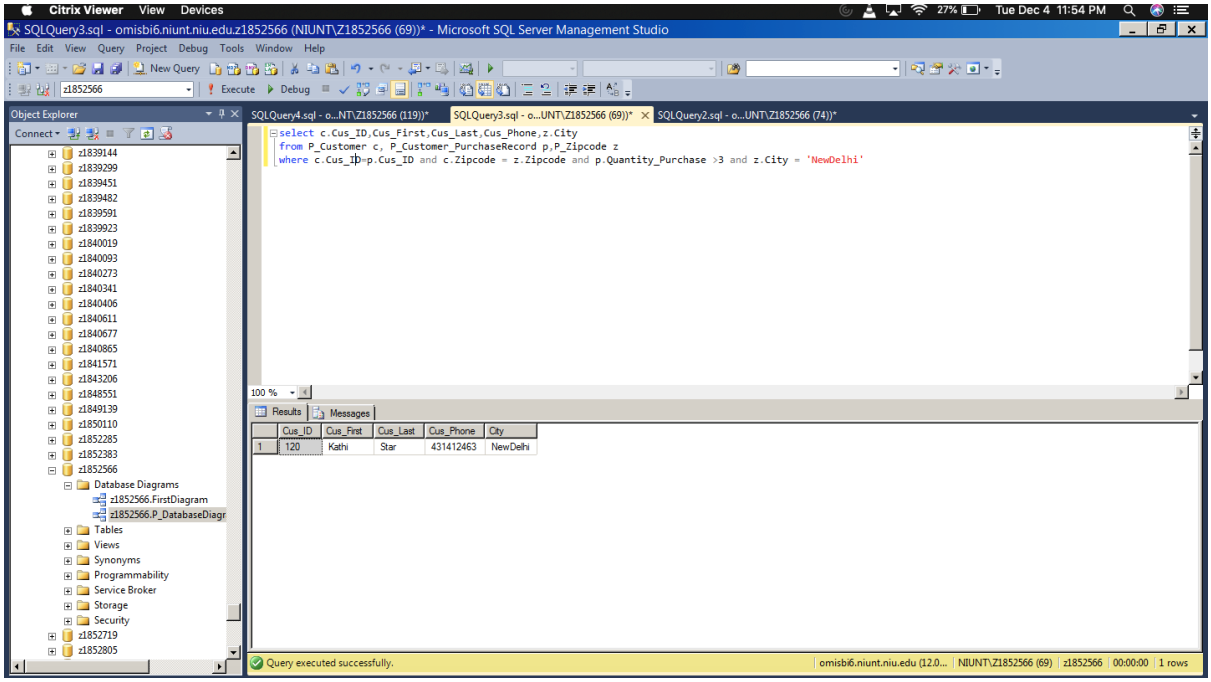
11.Write a query Cus_ID,Cus_First,Cus_Last,Cus_Email and Cus_Phone who made purchases more than $7500 and gave good feedback.

```
select c.Cus_ID,Cus_First,Cus_Last,Cus_Email,Cus_Phone
from P_Customer c,P_Customer_PurchaseRecord pu,P_CustomerFeedback f
where c.Cus_ID=pu.Cus_ID and pu.Cus_ID=f.Cus_ID and f.Comments = 'Good' and
pu.TotalPrice > 7500
```



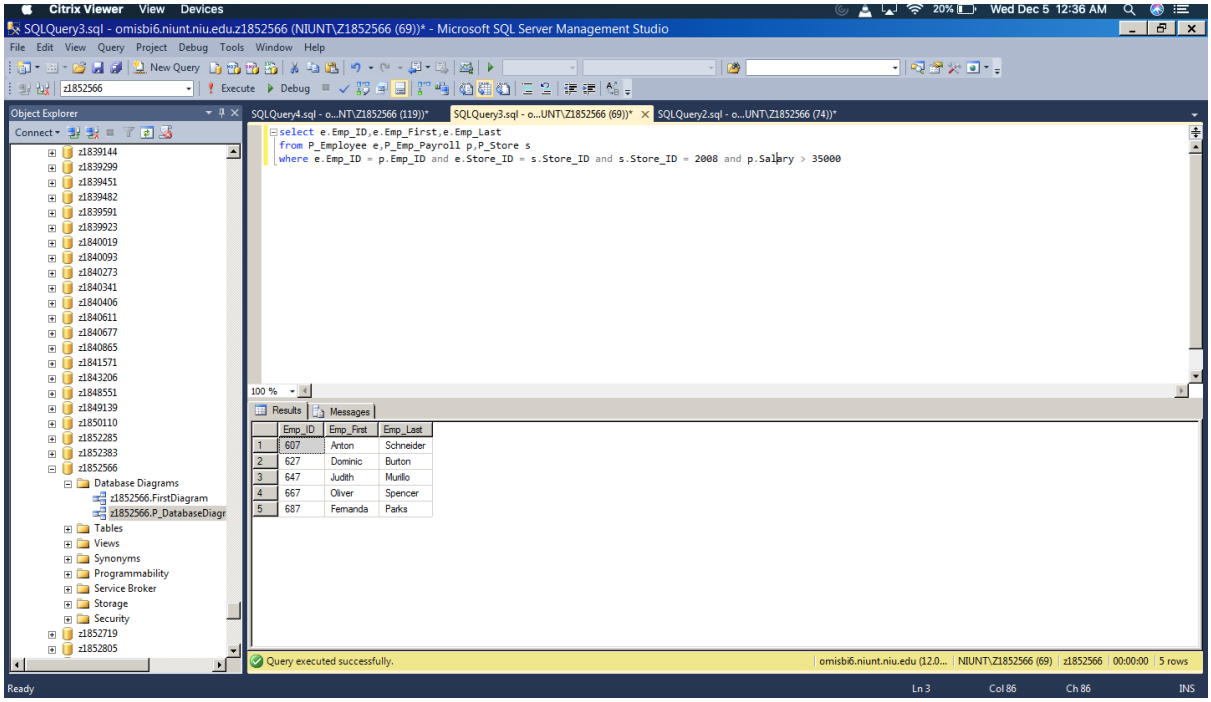
12.Write a query to display Cus_ID,Cus_First,Cus_last and city who purchased more than 3 items living in Newdelhi.

```
select c.Cus_ID,Cus_First,Cus_Last,Cus_Phone,z.City
from P_Customer c, P_Customer_PurchaseRecord p,P_Zipcode z
where c.Cus_ID=p.Cus_ID and c.Zipcode = z.Zipcode and p.Quantity_Purchase >3 and
z.City = 'NewDelhi'
```



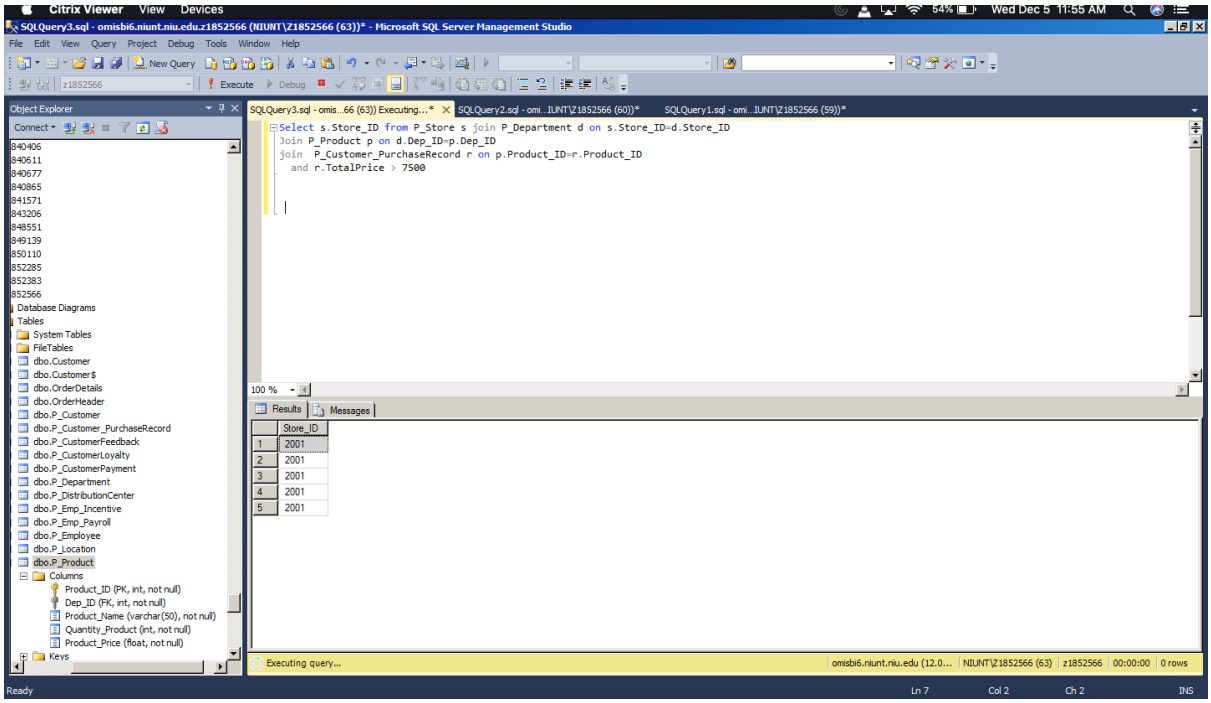
13.Write a query to display Emp_ID,Emp_First,Emp_last name who salary is more than $35000 in the store ID 2008.

```
select e.Emp_ID,e.Emp_First,e.Emp_Last
from P_Employee e,P_Emp_Payroll p,P_Store s
where e.Emp_ID = p.Emp_ID and e.Store_ID = s.Store_ID and s.Store_ID = 2008 and
p.Salary > 35000
```



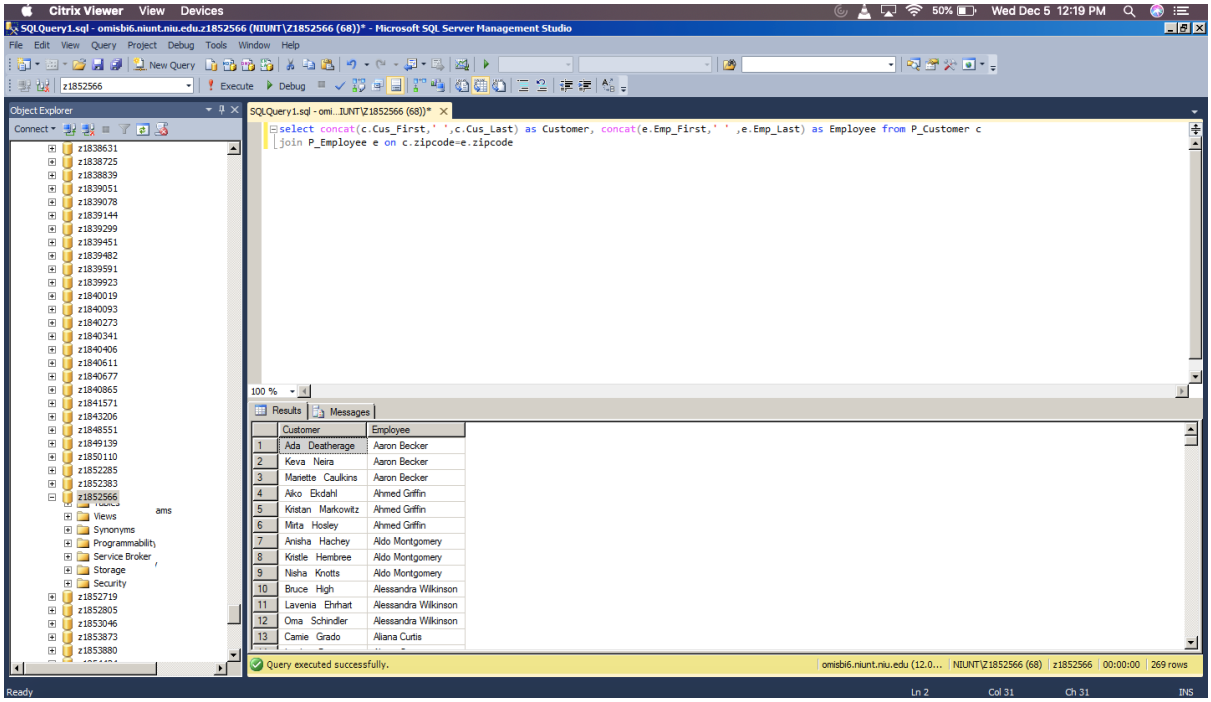
14.Write a query to display the Store_ID having the total purchases greater than $7500

```
Select s.Store_ID from P_Store s join P_Department d on s.Store_ID=d.Store_ID
Join P_Product p on d.Dep_ID=p.Dep_ID
join  P_Customer_PurchaseRecord r on p.Product_ID=r.Product_ID
  and r.TotalPrice > 7500
```



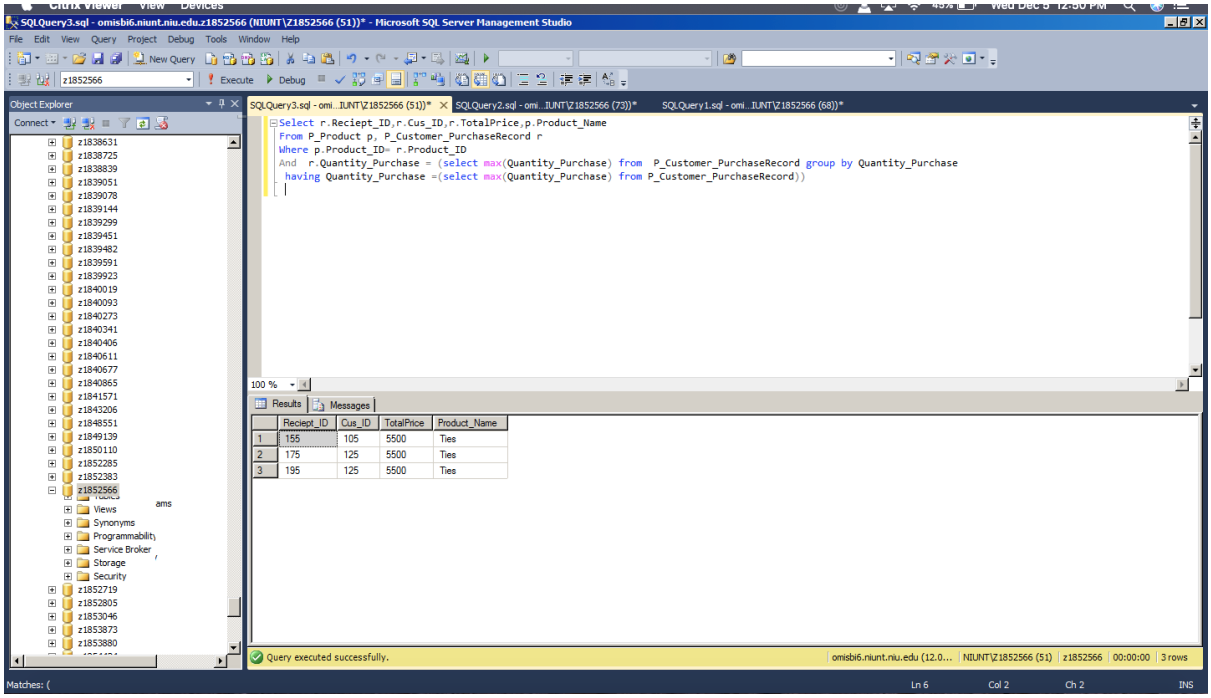
15.Display the list of Customers and Employees who are from same city.

```
select concat(c.Cus_First,' ',c.Cus_Last) as Customer, concat(e.Emp_First,' ' ,e.Emp_Last) as
Employee from P_Customer c
join P_Employee e on c.zipcode=e.zipcode
```



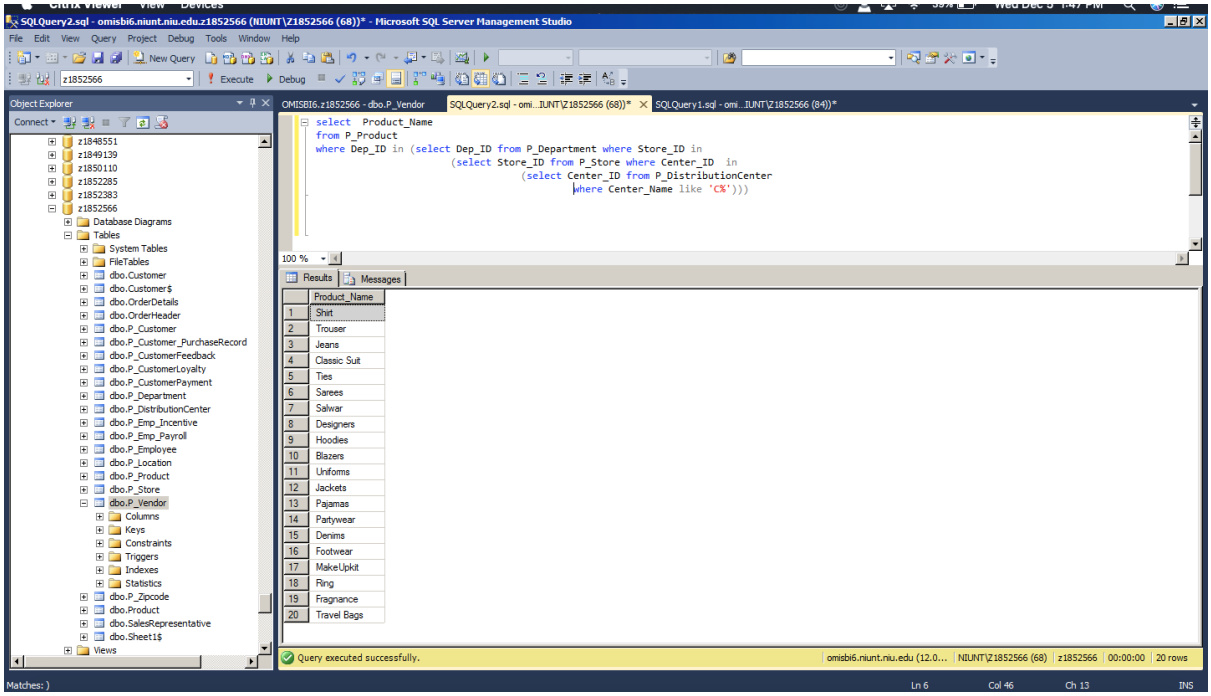
16.Determine the Product_name, Reciept_ID, TotalPrice paid, Cus_ID having maximum purchase records

```
Select r.reciept_ID,r.Cus_ID,r.TotalPrice,p.Product_Name
From P_Product p, P_Customer_PurchaseRecord r
Where p.Product_ID=r.Product_ID
And r.Quantity_Purchase=(Select max(Quantity_Purchase) from
P_Customer_PurchaseRecord group by Quantity_Purchase
having Quantity_Purchase=(Select max(Quantity_Purchase) from
P_Customer_PurchaseRecord))
```



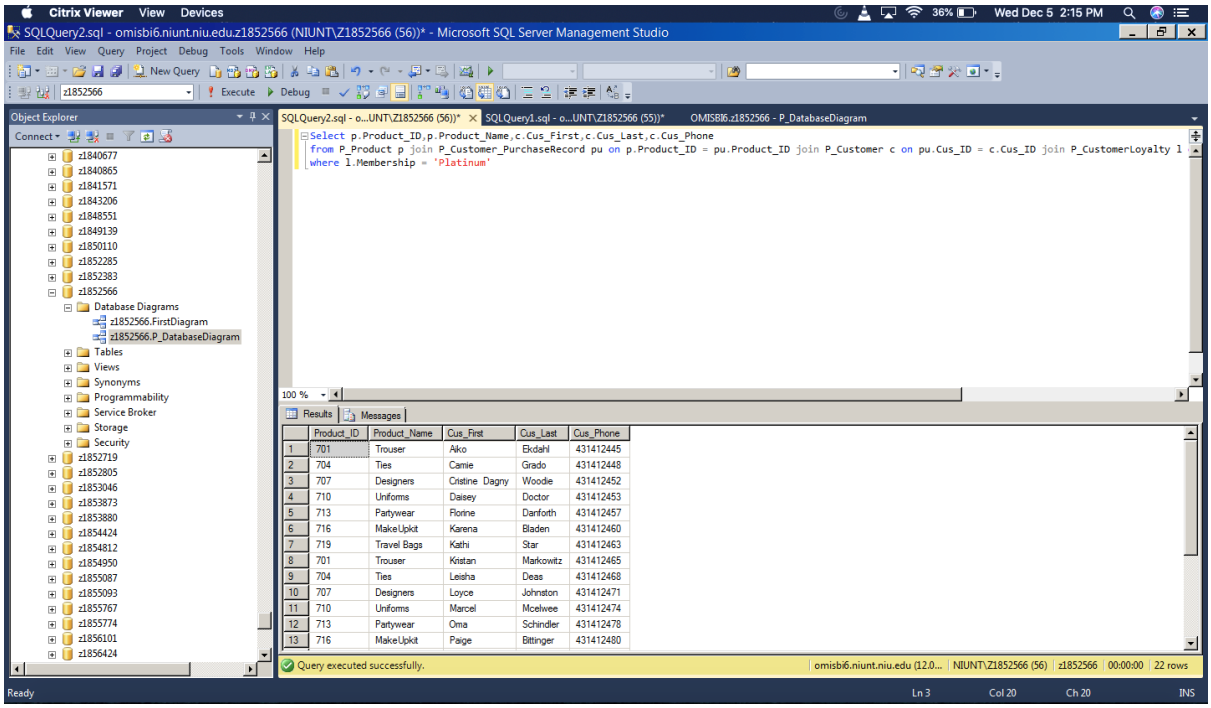
17.Determine the products coming from the Distribution center name starting with 'C'

```
select  Product_Name
 from P_Product
 where Dep_ID in (select Dep_ID from P_Department where Store_ID in (select Store_ID
from P_Store where Center_ID  in
(select Center_ID from P_DistributionCenter
where Center_Name like 'C%')))
```



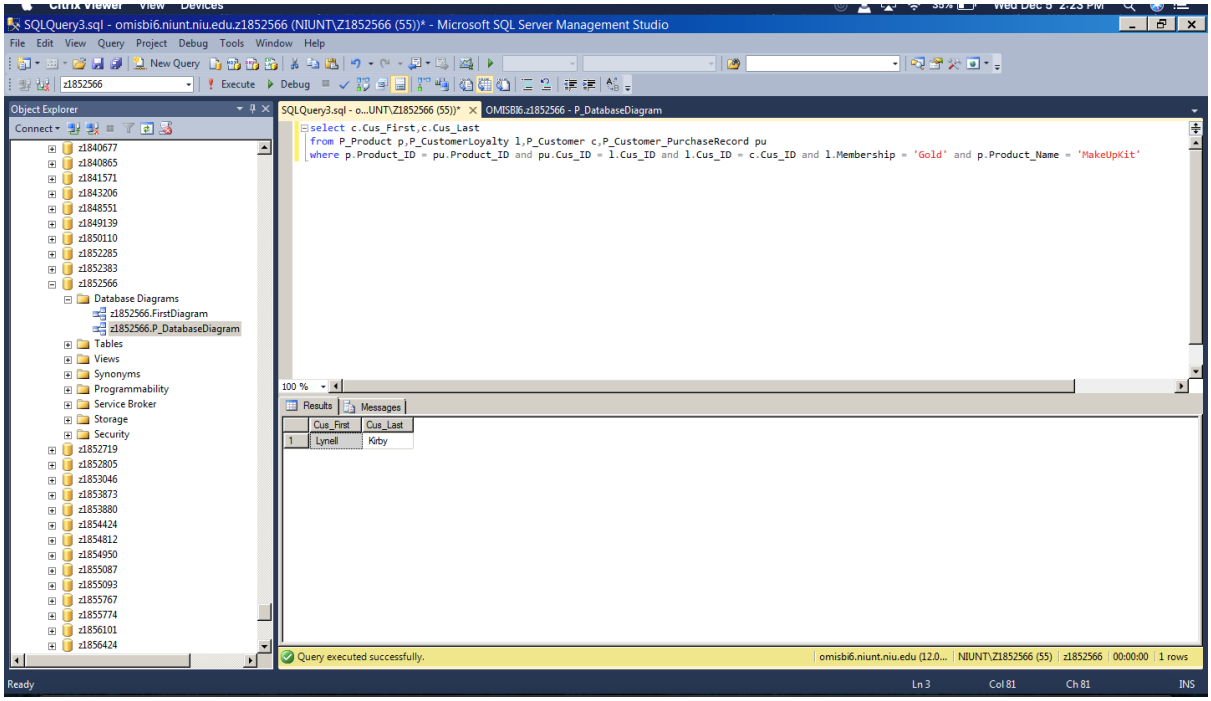
18.Write a query to display list of all products that platinum customers bought along with their first name, last name and phone number.

```
Select p.Product_ID,p.Product_Name,c.Cus_First,c.Cus_Last,c.Cus_Phone
from P_Product p join P_Customer_PurchaseRecord pu on p.Product_ID = pu.Product_ID
join P_Customer c on pu.Cus_ID = c.Cus_ID join P_CustomerLoyalty l on c.Cus_ID =
l.Cus_ID
where l.Membership = 'Platinum'
```



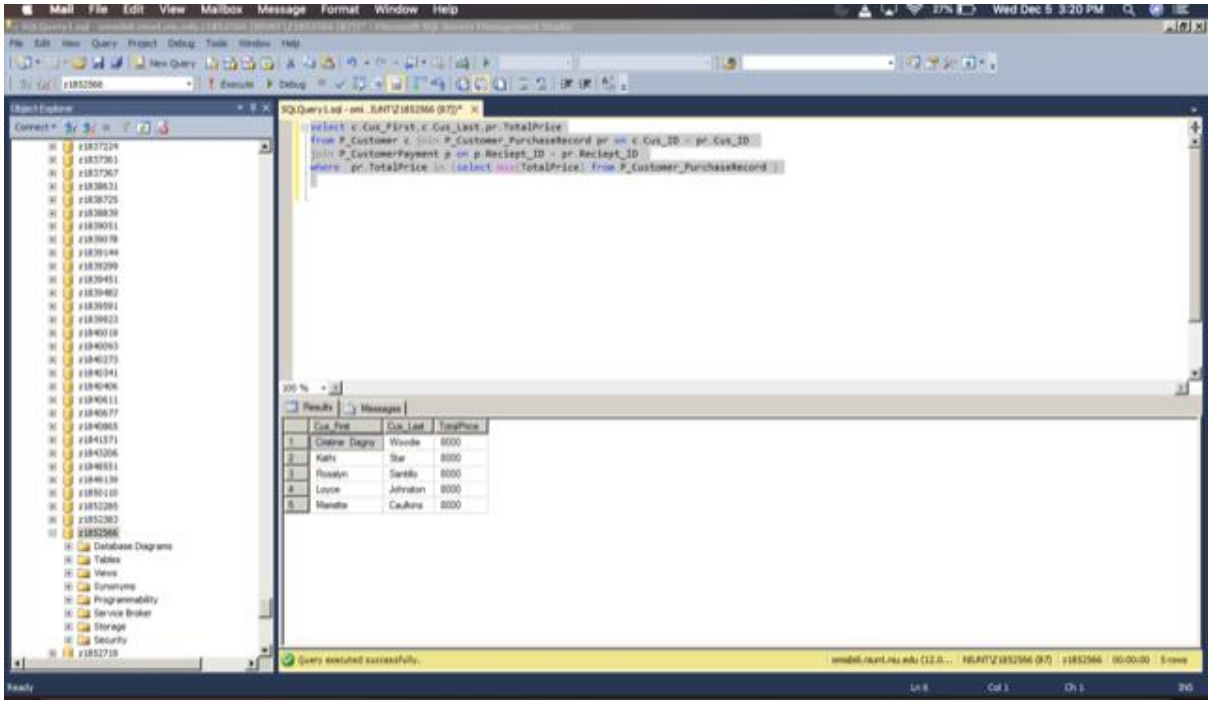
19.Write a query to display Cus_First, Cus_Last of gold membership who purchased MakeUpKits.

```
select c.Cus_First,c.Cus_Last
from P_Product p,P_CustomerLoyalty l,P_Customer c,P_Customer_PurchaseRecord pu
where p.Product_ID = pu.Product_ID and pu.Cus_ID = l.Cus_ID and l.Cus_ID = c.Cus_ID
and l.Membership = 'Gold' and p.Product_Name = 'MakeUpKit'
```



20. Display the list of cus_first , cus_last who paid highest payments

```
select c.Cus_First,c.Cus_Last,pr.TotalPrice
from P_Customer c join P_Customer_PurchaseRecord pr on c.Cus_ID = pr.Cus_ID
join P_CustomerPayment p on p.Reciept_ID = pr.Reciept_ID
where  pr.TotalPrice in (select max(TotalPrice) from P_Customer_PurchaseRecord )
```


Mail File Edit View Mailbox Message Format Window Help
Wed Dec 5 3:20 PM
select c.Cus_First,c.Cus_Last,pr.TotalPrice
from P_Customer c join P_Customer_PurchaseRecord pr on c.Cus_ID = pr.Cus_ID
join P_CustomerPayment p on p.Reciept_ID = pr.Reciept_ID
where pr.TotalPrice in (select max(TotalPrice) from P_Customer_PurchaseRecord)
Results
Messages
Cus_First
Cus_Last
TotalPrice
1 Cristina Dagny Woods 8000
2 Kathi Star 8000
3 Rosalyn Santillo 8000
4 Louise Johnston 8000
5 Marietta Caulkins 8000
Query executed successfully.
Ready