Module Five Major Activity

DAD-220

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1. Sales by region:
   1. Analyze sales by state to determine where the company has the largest customer base.

The largest customer base is in Massachusetts. Command used: select state, count(state) from Customers group by state order by count(state);

* 1. Analyze the data to determine the top three products sold in the United States.

The top 3 products sold in the US are:

BAS-48-1 C

ENT-48-40F

ENT-48-10F

Command used: select sku, count(sku) from Orders group by sku order by count(sku);

* 1. Analyze the data to determine the top three products sold in the southeastern region of the United States. Southeastern states to include in your analysis: Virginia, North Carolina, South Carolina, and Georgia

The top 3 products sold in the SouthEastern region are:

BAS-48-1 C

ENT-48-40F

ADV-48-10F

Command used: select sku, count(sku) from Orders inner join Customers on Orders.CustomerID = Customers.CustomerID where Customers.state = ‘Virginia’ OR Customers.state = ‘North Carolina’ OR Customers.state = ‘South Carolina’ OR Customers.state = ‘Georgia’ group by sku order by count(sku);

1. Returns by region:
   1. Analyze the data to determine the top three products returned in the United States.

The top 3 products that are returned in the US are:

BAS-48-1 C

ENT-48-40F

ENT-48-10F

Command used: select sku, count(sku) from Orders inner join RMA on Orders.OrdersID = RMA.OrderID where RMA.step = ‘Received returned equipment’ group by sku order by count(sku);

* 1. Analyze the data to determine the top three products returned in the northwestern region of the United States.
     + Northwestern states to include in your analysis: Washington, Oregon, Idaho, and Montana

The top 3 products sold in the NorthWestern region are:

ENT-48-40F

BAS-48-1 C

ADV-48-10F

Command used: select sku, count(sku) from Orders inner join RMA on Orders.OrderID = RMA.OrderID inner join Customers on Orders.CustomerID = Customers.CustomerID where RMA.step = ‘Received returned equipment’ AND (Customers.state = ‘Washington’ OR Customers.state = ‘Oregon’ OR Customers.state = ‘Idaho’ OR Customers.state = ‘Montana’) group by sku order by count(sku);

In querying our database, we find, by analyzing sales by state to determine where the company has the largest customer base, that Massachusetts has the largest customer base; at 982. Next on our list is the top three products sold in the United States, and those are: BAS-48-1 C, ENT-48-40F, and ENT-48-10F. Now, with the top three products sold in the Southeastern region of the United States, Virginia, North Carolina, South Carolina, and Georgia: BAS-48-1 C, ENT-48-40F, ADV-48-10F.

And, after analyzing the data to determine the top three products returned in the United States: BAS-48-1 C, ENT-48-40F, and ENT-48-10F. And lastly, the top 3 products sold in the North Western Region are ENT-48-40F, BAS-48-1 C, ADV-48-10F. The North Western region consists of the following states: Washington, Oregon, Idaho, and Montana.