-- Revenue Analysis

--- Product Sales Performance

--- Tujuannya adalah untuk mencari produk mana yang memiliki performa penjualan paling tinggi dan paling rendah

SELECT

COUNT (order\_items.product\_id) AS total\_sales,

inventory\_items.product\_name

FROM order\_items

FULL OUTER JOIN inventory\_items ON order\_items.product\_id = inventory\_items.product\_id

WHERE status = 'Complete'

GROUP BY inventory\_items.product\_name

ORDER BY total\_sales DESC

---Gross Revenue Growth Analysis

---Tujuannya untuk mengetahui persentase pertumbuhan penjualan tiap bulan dalam tiap tahun 2019-2022

SELECT

created\_at,

SUM (sale\_price) AS total\_revenue

FROM order\_items

WHERE status = 'Complete'

GROUP BY created\_at

ORDER BY created\_at

-- Pattern Analysis, Timeseries Analysis and Forecasting

--- Pattern Analysis

--- Menganalisa pola penjualan dan membandingkan mulai dari order yang complete, returned, dan juga cancelled

--- Tabel dibagi menjadi 3 bagian agar dapat diketahui mana yang complete, returned, maupun cancelled jika divisualisasikan dengan Tableau

---- Processing

SELECT

created\_at,

COUNT(product\_id) AS total\_processing

FROM

order\_items

WHERE

status IN ('Processing')

GROUP BY created\_at

ORDER BY created\_at

---- Shipped

SELECT

created\_at,

COUNT(product\_id) AS total\_shipped

FROM

order\_items

WHERE

status IN ('Shipped')

GROUP BY created\_at

ORDER BY created\_at

---- Complete

SELECT

created\_at,

COUNT(product\_id) AS total\_complete

FROM

order\_items

WHERE

status IN ('Complete')

GROUP BY created\_at

ORDER BY created\_at

---- Returned

SELECT

created\_at,

COUNT(product\_id) AS total\_returned

FROM

order\_items

WHERE

status IN ('Returned')

GROUP BY created\_at

ORDER BY created\_at

---- Cancelled

SELECT

created\_at,

COUNT(product\_id) AS total\_cancelled

FROM

order\_items

WHERE

status IN ('Cancelled')

GROUP BY created\_at

ORDER BY created\_at

--- Forecasting

SELECT

created\_at,

COUNT (product\_id) AS total\_items

FROM order\_items

WHERE status = 'Complete'

GROUP BY created\_at

ORDER BY created\_at