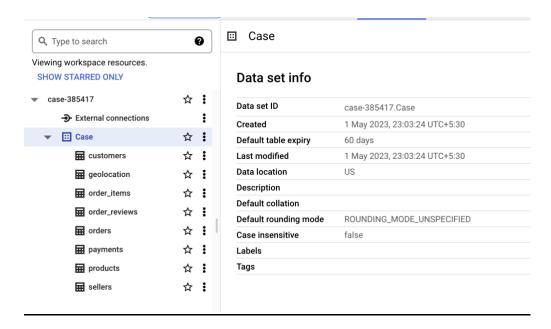
Name – Pawan Rajput Batch – SEP-2022

SQL Target case study

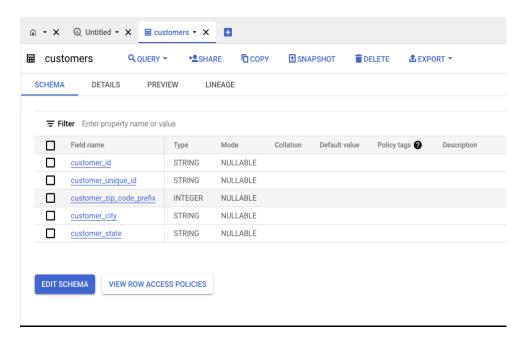
1. Import the dataset and do usual exploratory analysis steps like checking the structure & characteristics of the dataset.

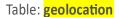


1.1 Data type of columns in a table.

Create the Database in Big Query.

Table: customers





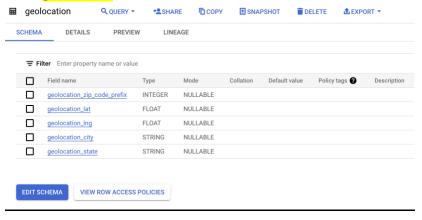


Table: order_items

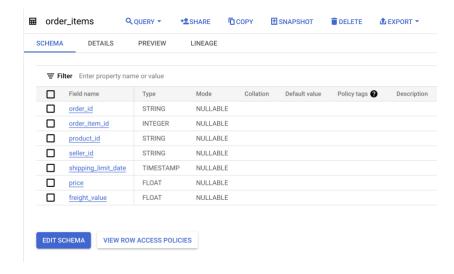


Table: order reviews

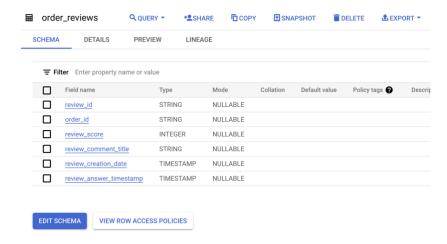


Table: orders

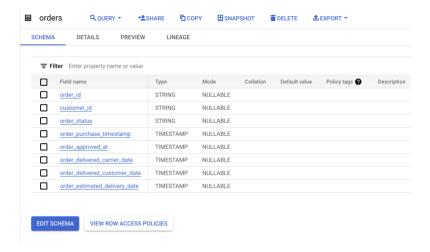


Table: payments

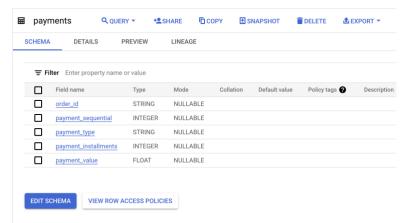
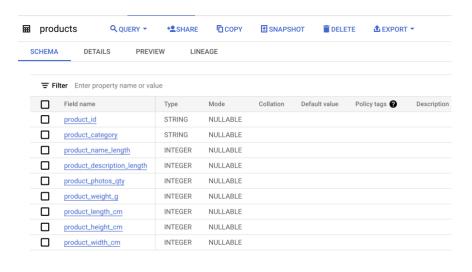
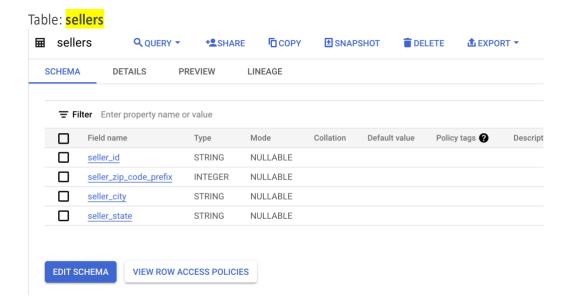


Table: products



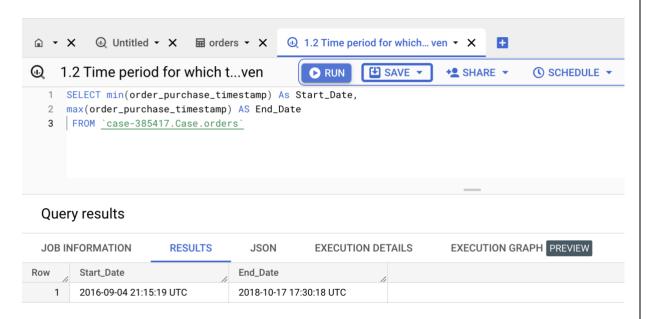
EDIT SCHEMA VIEW ROW ACCESS POLICIES



1.2 Time period for which the data is given

Query and Output

```
SELECT min(order_purchase_timestamp) As Start_Date,
max(order_purchase_timestamp) AS End_Date
FROM `case-385417.Case.orders`
```



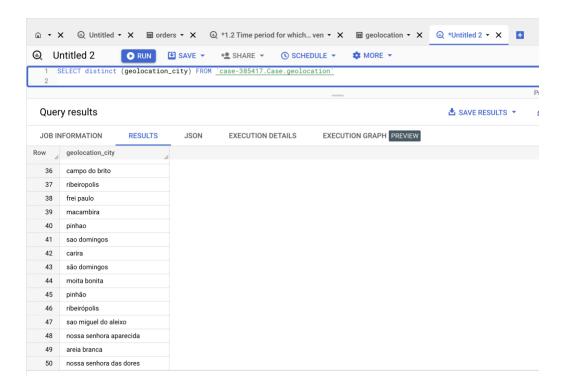
Conclusion:

The start order date is 4th Sep 2016 to 17th Oct 2018.

1.3 Cities and States covered in the dataset.

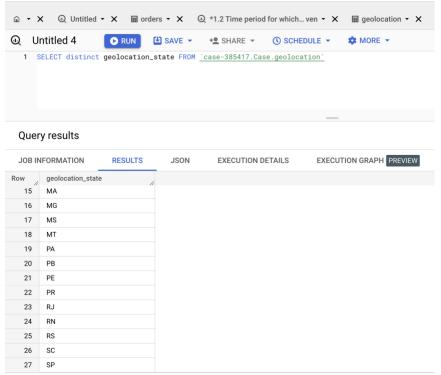
Query and Below Output (City)

SELECT distinct(geolocation_city) FROM `case-385417.Case.geolocation`



We have data across 8011 cities across Brazil and distinct cities is 50.

Query and Below Output (States)



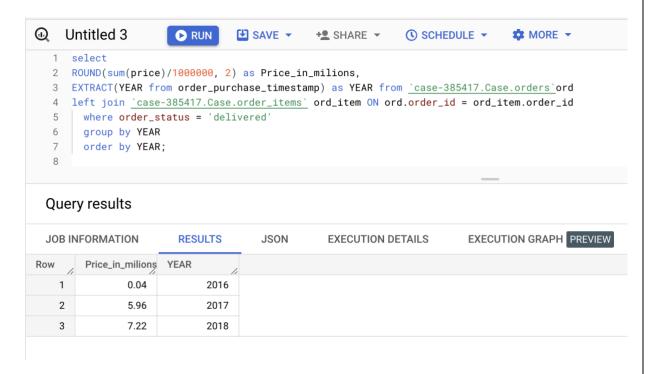
Requilte ner

2. In-depth Exploration:

2.1 Is there a growing trend on e-commerce in Brazil? How can we describe complete scenario? Can we see some seasonality with peaks at specific months?

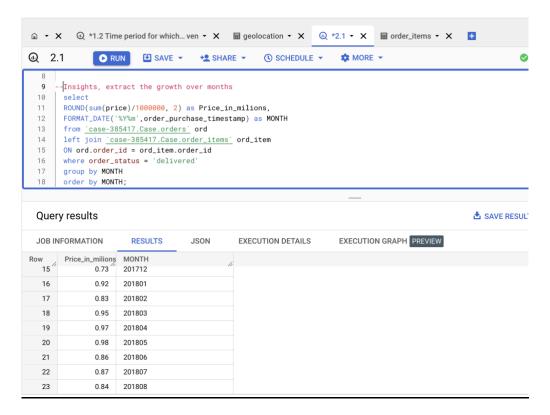
Query and Below Output

```
select
ROUND(sum(price)/1000000, 2) as Price_in_milions,
EXTRACT(YEAR from order_purchase_timestamp) as YEAR from `case-
385417.Case.orders`ord
left join `case-385417.Case.order_items` ord_item ON ord.order_id =
ord_item.order_id
  where order_status = 'delivered'
  group by YEAR
  order by YEAR;
```

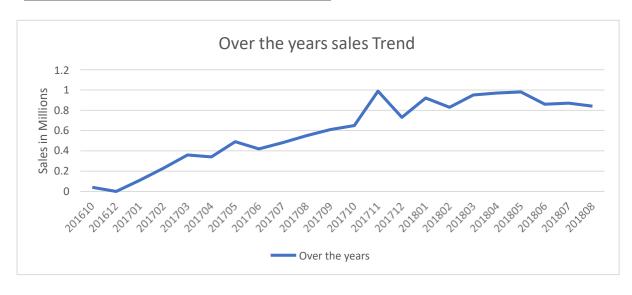


Insights, Extract Query and Output—

```
select
ROUND(sum(price)/1000000, 2) as Price_in_milions,
EXTRACT(YEAR from order_purchase_timestamp) as month from `case-
385417.Case.orders`ord
left join `case-385417.Case.order_items` ord_item ON ord.order_id =
ord_item.order_id
  where order_status = 'delivered'
  group by month
  order by month;
```



Analysing the data using Excel, we see a 21.14% of growth over year from 2017 to 2018. Since we only have 8 months of Data in 2018, so expected yearly growth from 2017 to 2018 becomes 31.71%, which clearly shows adoption of online sales by customers in Brazil.

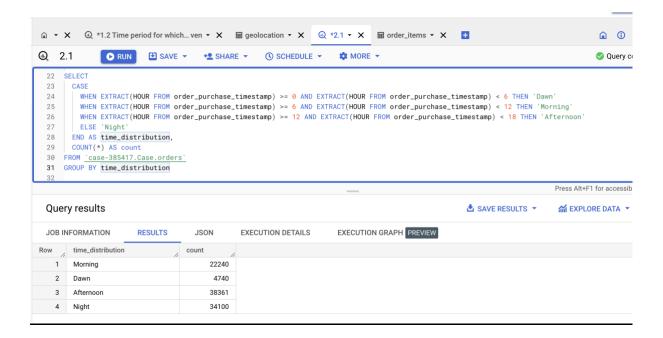


Analysing more on the seasonality, sales dependency over months.



What time do Brazilian customers tend to buy (Dawn, Morning, Afternoon or Night) ? Query and Output

```
SELECT
   CASE
    WHEN EXTRACT(HOUR FROM order_purchase_timestamp) >= 0 AND EXTRACT(HOUR FROM order_purchase_timestamp) < 6 THEN 'Dawn'
    WHEN EXTRACT(HOUR FROM order_purchase_timestamp) >= 6 AND EXTRACT(HOUR FROM order_purchase_timestamp) < 12 THEN 'Morning'
    WHEN EXTRACT(HOUR FROM order_purchase_timestamp) >= 12 AND EXTRACT(HOUR FROM order_purchase_timestamp) < 18 THEN 'Afternoon'
    ELSE 'Night'
    END AS time_distribution,
    COUNT(*) AS count
FROM 'Case.orders'
GROUP BY time_distribution;</pre>
```



Conclusion:

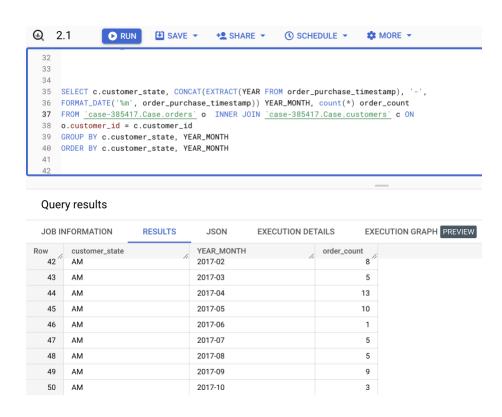
We can clearly see that Brazilian customers tend to buy more during the Afternoon and Night.

2. Evolution of E-commerce orders in the Brazil region:

1. Get month on month orders by region, states.

Query and Output

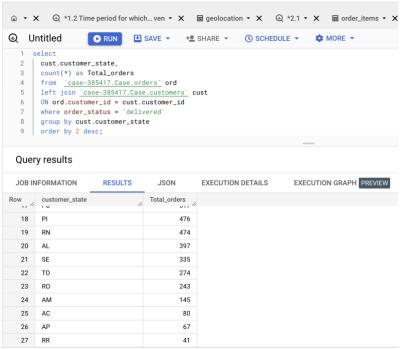
```
SELECT c.customer_state, CONCAT(EXTRACT(YEAR FROM order_purchase_timestamp), '-',
FORMAT_DATE('%m', order_purchase_timestamp)) YEAR_MONTH, count(*) order_count
FROM `Case.orders` o INNER JOIN `Case.customers` c ON
o.customer_id = c.customer_id
GROUP BY c.customer_state, YEAR_MONTH
ORDER BY c.customer_state, YEAR_MONTH;
```



2. Distribution of customers across the states in Brazil

```
select
  cust.customer_state,
  count(*) as Total_orders
  from `Case.orders` ord
  left join `Case.customers` cust
  ON ord.customer_id = cust.customer_id
  where order_status = 'delivered'
  group by cust.customer_state
  order by 2 desc;
```

Query and Output

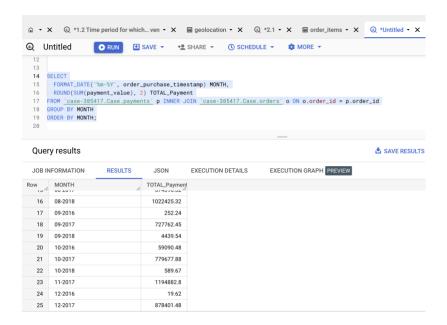


3. Impact on Economy: Analyse the money movement by e-commerce by looking at order prices, freight and others.

1. Get % increase in the cost of orders from 2017 to 2018 (include months between Jan to Aug only) - You can use the "payment value" column in the payments table.

Query and Output

```
SELECT
  FORMAT_DATE('%m-%Y', order_purchase_timestamp) MONTH,
  ROUND(SUM(payment_value), 2) TOTAL_Payment
FROM `Case.payments` p INNER JOIN `Case.orders` o ON o.order_id = p.order_id
GROUP BY MONTH
ORDER BY MONTH;
```



As we can see there is a growing trend in the above table over the month which tells us that the total cost of orders received has increased over the year.

We can analyse the overall order sum by using the below query

Query and Output

```
SELECT
  FORMAT_DATE('%Y', order_purchase_timestamp) YEAR,
  ROUND(SUM(payment_value), 2) TOTAL_Payment
FROM `case.payments` p INNER JOIN `case.orders` o ON o.order_id = p.order_id
GROUP BY YEAR
ORDER BY YEAR;
```



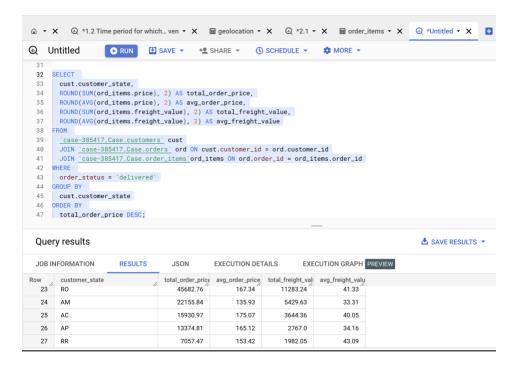
Conclusion-

We can see that there has been a definite increase in the cost of the order over years.

We can definitely see this trend increasing over the next years as well.

2. Mean & Sum of price and freight value by customer state

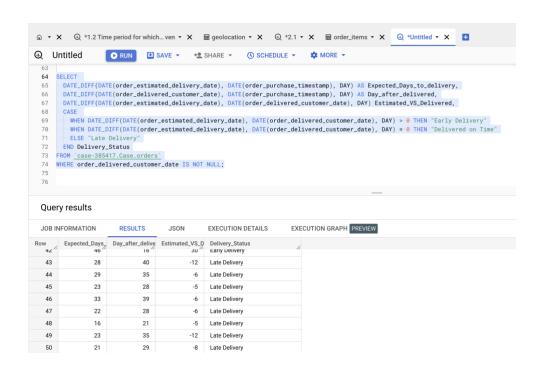
```
SELECT
    cust.customer_state,
    ROUND(SUM(ord_items.price), 2) AS total_order_price,
    ROUND(AVG(ord_items.price), 2) AS avg_order_price,
    ROUND(SUM(ord_items.freight_value), 2) AS total_freight_value,
    ROUND(AVG(ord_items.freight_value), 2) AS avg_freight_value
FROM
    `Case.customers` cust
    JOIN `Case.orders` ord ON cust.customer_id = ord.customer_id
    JOIN `Case.order_items` ord_items ON ord.order_id = ord_items.order_id
WHERE
    order_status = 'delivered'
GROUP BY
    cust.customer_state
ORDER BY
    total_order_price DESC;
```



4. Analysis on sales, freight and delivery time

1. Calculate days between purchasing, delivering and estimated delivery

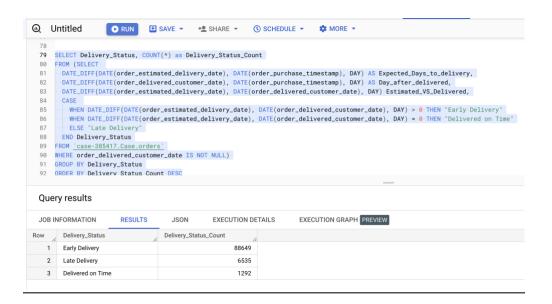
```
SELECT
  DATE_DIFF(DATE(order_estimated_delivery_date),
DATE(order_purchase_timestamp), DAY) AS Expected_Days_to_delivery,
  DATE_DIFF(DATE(order_delivered_customer_date),
DATE(order_purchase_timestamp), DAY) AS Day_after_delivered,
  DATE_DIFF(DATE(order_estimated_delivery_date),
DATE(order_delivered_customer_date), DAY) Estimated_VS_Delivered,
  CASE
    WHEN DATE_DIFF(DATE(order_estimated_delivery_date),
DATE(order_delivered_customer_date), DAY) > 0 THEN "Early Delivery"
    WHEN DATE_DIFF(DATE(order_estimated_delivery_date),
DATE(order_delivered_customer_date), DAY) = 0 THEN "Delivered on Time"
    ELSE "Late Delivery"
  END Delivery_Status
FROM `Case.orders`
WHERE order_delivered_customer_date IS NOT NULL;
```



We can also analyse the trend in the delivery status by using the following query

Output and Query-

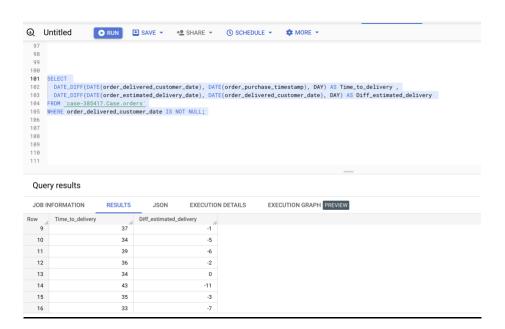
```
SELECT Delivery_Status, COUNT(*) DElivery_Status_Count
FROM (SELECT
 DATE_DIFF(DATE(order_estimated_delivery_date),
DATE(order_purchase_timestamp), DAY) AS Expected_Days_to_delivery,
 DATE_DIFF(DATE(order_delivered_customer_date),
DATE(order_purchase_timestamp), DAY) AS Day_after_delivered,
 DATE_DIFF(DATE(order_estimated_delivery_date),
DATE(order_delivered_customer_date), DAY) Estimated_VS_Delivered,
 CASE
    WHEN DATE_DIFF(DATE(order_estimated_delivery_date),
DATE(order_delivered_customer_date), DAY) > 0 THEN "Early Delivery"
    WHEN DATE_DIFF(DATE(order_estimated_delivery_date),
DATE(order_delivered_customer_date), DAY) = 0 THEN "Delivered on Time"
   ELSE "Late Delivery"
 END Delivery_Status
FROM `Case.orders`
WHERE order_delivered_customer_date IS NOT NULL)
GROUP BY Delivery_Status
ORDER BY Delivery_Status_Count DESC
```



Conclusion- We can see that most of the orders are delivered before the expected delivery date so we can also adjust the expected delivery date shown to the customer.

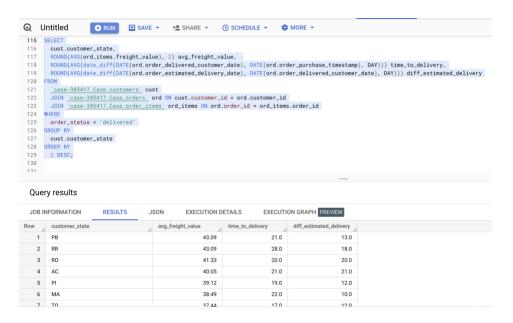
- 2. Find time_to_delivery & diff_estimated_delivery. The formula for the same is given below:
 - time_to_delivery = order_purchase_timestamporder_delivered_customer_date
 - diff_estimated_delivery = order_estimated_delivery_dateorder delivered customer date

```
SELECT
   DATE_DIFF(DATE(order_delivered_customer_date),
DATE(order_purchase_timestamp), DAY) AS Days_to_delivery,
   DATE_DIFF(DATE(order_estimated_delivery_date),
DATE(order_delivered_customer_date), DAY) AS Delivery_delta
FROM `Case.orders`
WHERE order_delivered_customer_date IS NOT NULL;
```



Group data by state, take mean of freight_value, time_to_delivery, diff_estimated_delivery

```
SELECT
  cust.customer_state,
  ROUND(AVG(ord_items.freight_value), 2) avg_freight_value,
  ROUND(AVG(date_diff(DATE(ord.order_delivered_customer_date),
DATE(ord.order_purchase_timestamp), DAY))) time_to_delivery,
  ROUND(AVG(date_diff(DATE(ord.order_estimated_delivery_date),
DATE(ord.order_delivered_customer_date), DAY))) diff_estimated_delivery
FROM
  `Case.customers` cust
  JOIN `Case.orders` ord ON cust.customer_id = ord.customer_id
  JOIN `Case.order_items` ord_items ON ord.order_id = ord_items.order_id
WHERE
  order_status = 'delivered'
GROUP BY
  cust.customer_state
ORDER BY
  2 DESC;
```



- 4. Sort the data to get the following:
 - Top 5 states with highest/lowest average freight value sort in desc/asc limit 5.

Output and Query-

```
select
  cust.customer_state,
  ROUND(AVG(ord_items.freight_value), 2) as avg_freight_value
  from `Case.customers` cust
  join `Case.orders` ord
  ON cust.customer_id = ord.customer_id
  join `Case.order_items` ord_items
  ON ord.order_id = ord_items.order_id
  where order_status = 'delivered'
  group by cust.customer_state
  order by 2 desc
  limit 5;
```

```
156
     WHERE order_delivered_customer_date IS NOT NULL;
157
158
159
      select
160
      cust.customer_state,
      ROUND(AVG(ord_items.freight_value), 2) as avg_freight_value
161
162
      from `Case.customers` cust
163
      join `Case.orders`
164
      ON cust.customer_id = ord.customer_id
165
      join `Case.order_items` ord_items
166
      ON ord.order_id = ord_items.order_id
167
      where order_status = 'delivered'
168
      group by cust.customer_state
169
      order by 2 desc
170
      limit 5;
171
172
173
```

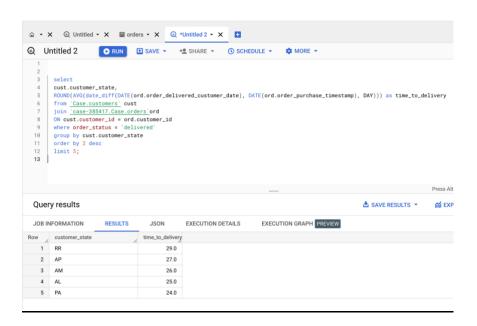
Query results

JOB INFORMATION		RESULTS	JSON	EXECUTION DETAILS	EXECUTION GRAPH PREVIEW
Row	customer_state	11	avg_freight_valu		
1	РВ		43.09		
2	RR		43.09		
3	RO		41.33		
4	AC		40.05		
5	PI		39.12		

4.2 Top 5 states with highest/lowest average time to delivery

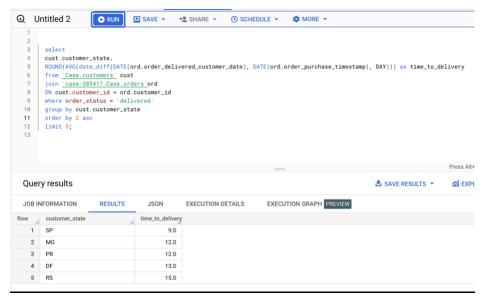
Output and Output and Query-highest

```
select cust.customer_state,
   ROUND(AVG(date_diff(DATE(order_delivered_customer_date),
DATE(order_purchase_timestamp), DAY))) as time_to_delivery
   from `Case.customers` cust
   join `case-385417.Case.orders`ord
   ON cust.customer_id = ord.customer_id
   where order_status = 'delivered'
   group by cust.customer_state
   order by 2 desc
   limit 5;
```



Output and Query-lowest

```
select
  cust.customer_state,
  ROUND(AVG(date_diff(DATE(order_delivered_customer_date),
DATE(order_purchase_timestamp), DAY))) as time_to_delivery
  from `Case.customers` cust
  join `case-385417.Case.orders`ord
  ON cust.customer_id = ord.customer_id
  where order_status = 'delivered'
  group by cust.customer_state
  order by 2 asc
  limit 5;
```

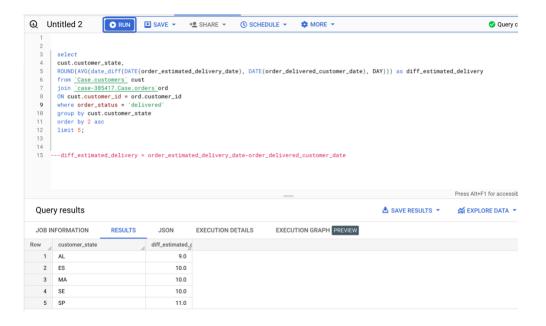


Conclusion: States having faster delivery or slow/delayed delivery of orders:

Here if the orders are delivered before estimated delivery date, we can say that state hasfaster delivery or vice-versa.

Top 5 states where delivery is really fast/ not so fast compared to estimated date

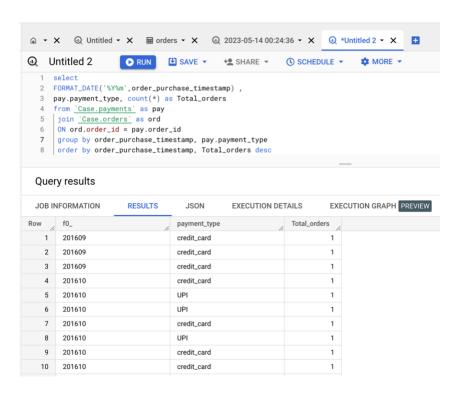
```
select
cust.customer_state,
ROUND(AVG(date_diff(DATE(order_estimated_delivery_date),
DATE(order_delivered_customer_date), DAY))) as diff_estimated_delivery
from `Case.customers` cust
join `case-385417.Case.orders`ord
ON cust.customer_id = ord.customer_id
where order_status = 'delivered'
group by cust.customer_state
order by 2 asc
limit 5;
---diff_estimated_delivery = order_estimated_delivery_date-
order_delivered_customer_date
```



6. Payment type analysis:

6.1 Month over Month count of orders for different payment types

```
select
FORMAT_DATE('%Y%m',order_purchase_timestamp) ,
pay.payment_type, count(*) as Total_orders
from `Case.payments` as pay
  join `Case.orders` as ord
  ON ord.order_id = pay.order_id
  group by order_purchase_timestamp, pay.payment_type
  order by order_purchase_timestamp, Total_orders desc;
```



6.2 Distribution of payment installments and count of orders:

```
select
pay.payment_installments ,count(*) as orders
from `Case.payments` pay
group by pay.payment_installments;
```

