**Pharma Data Analysis**

1. Retrieve all columns for all records in the dataset.

Ans: SELECT \* FROM pharma;

2. How many unique countries are represented in the dataset?

Ans: SELECT COUNT(DISTINCT Country) AS UniqueCountriesCount FROM pharma;

3. Select the names of all the customers on the 'Retail' channel.

Ans:

SELECT Customer\_Name

FROM pharma

WHERE Channel = 'Retail';

4. Find the total quantity sold for the 'Electronics' product class.

Ans:

SELECT SUM(Quantity) AS TotalQuantitySold

FROM pharma

WHERE Product\_Class = 'Electronics';

5. List all the distinct months present in the dataset.

Ans: SELECT DISTINCT Month

FROM pharma;

6. Calculate the total sales for each year.

Ans:

SELECT Year, SUM(Sales) AS TotalSales

FROM pharma

GROUP BY Year;

7. Find the customer with the highest sales value.

Ans:

SELECT Customer\_Name, MAX(Sales) AS HighestSales

FROM pharma

GROUP BY Customer\_Name

ORDER BY HighestSales DESC

LIMIT 1;

8. Get the names of all employees who are Sales Reps and are managed by 'John Smith'.

Ans:

SELECT DISTINCT srep.Name\_of\_Sales\_Rep

FROM pharma AS srep

JOIN pharma AS manager ON srep.Manager = manager.Name\_of\_Sales\_Rep

WHERE manager.Manager = 'John Smith'

AND srep.Sales\_Team = 'Sales Rep';

9. Retrieve the top 5 cities with the highest sales.

Ans:

SELECT City, SUM(Sales) AS TotalSales

FROM pharma

GROUP BY City

ORDER BY TotalSales DESC

LIMIT 5;

10. Calculate the average price of products in each sub-channel.

Ans:

SELECT Sub\_channel, AVG(Price) AS AveragePrice

FROM pharma

GROUP BY Sub\_channel;

11. Join the 'Employees' table with the 'Sales' table to get the name of the Sales Rep and the corresponding sales records.

Ans:

SELECT e.Employee\_Name, p.\*

FROM Employees AS e

JOIN pharma AS p ON e.Name\_of\_Sales\_Rep = p.Name\_of\_Sales\_Rep;

12. Retrieve all sales made by employees from 'New York' in the year 2022.

Ans:

SELECT \*

FROM pharma

WHERE City = 'New York' AND Year = 2022;

13. Calculate the total sales for each product class, for each month, and order the results by year, month, and product class.

Ans:

SELECT Year, Month, Product\_Class, SUM(Sales) AS TotalSales

FROM pharma

GROUP BY Year, Month, Product\_Class

ORDER BY Year, Month, Product\_Class;

14. Find the top 3 sales reps with the highest sales in 2023.

Ans:

SELECT Name\_of\_Sales\_Rep, SUM(Sales) AS TotalSales

FROM pharma

WHERE Year = 2023

GROUP BY Name\_of\_Sales\_Rep

ORDER BY TotalSales DESC

LIMIT 3;

15. Calculate the monthly total sales for each sub-channel, and then calculate the average monthly sales for each sub-channel over the years.

Ans:

SELECT Sub\_channel, Month, SUM(Sales) AS MonthlyTotalSales

FROM pharma

GROUP BY Sub\_channel, Month

ORDER BY Sub\_channel, Month;

WITH MonthlyAvgSales AS (

SELECT Sub\_channel, Month, AVG(Sales) AS AvgMonthlySales

FROM pharma

GROUP BY Sub\_channel, Month

)

SELECT Sub\_channel, AVG(AvgMonthlySales) AS OverallAvgMonthlySales

FROM MonthlyAvgSales

GROUP BY Sub\_channel

ORDER BY Sub\_channel;

16. Create a summary report that includes the total sales, average price, and total quantity sold for each product class.

Ans:

SELECT

Product\_Class,

SUM(Sales) AS TotalSales,

AVG(Price) AS AveragePrice,

SUM(Quantity) AS TotalQuantitySold

FROM

pharma

GROUP BY

Product\_Class

ORDER BY

Product\_Class;

17. Find the top 5 customers with the highest sales for each year.

Ans:

SELECT

Year,

Customer\_Name,

SUM(Sales) AS TotalSales

FROM

pharma AS p1

WHERE

(

SELECT COUNT(DISTINCT Customer\_Name)

FROM pharma AS p2

WHERE p1.Year = p2.Year AND p1.Sales <= p2.Sales

) <= 5

GROUP BY

Year, Customer\_Name

ORDER BY

Year, TotalSales DESC;

18. Calculate the year-over-year growth in sales for each country. 2 of 2

Ans:

SELECT

Country,

Year,

AVG(Sales) AS AverageSales,

LAG(AVG(Sales)) OVER (PARTITION BY Country ORDER BY Year) AS PreviousYearAverageSales,

((AVG(Sales) - LAG(AVG(Sales)) OVER (PARTITION BY Country ORDER BY Year)) / LAG(AVG(Sales)) OVER (PARTITION BY Country ORDER BY Year)) \* 100 AS YoYGrowth

FROM

pharma

GROUP BY

Country, Year

ORDER BY

Country, Year;

19. List the months with the lowest sales for each year

Ans:

SELECT

Year,

Month,

MIN(TotalSales) AS LowestSales

FROM (

SELECT

Year,

Month,

SUM(Sales) AS TotalSales

FROM

pharma

GROUP BY

Year, Month

) AS MonthlySales

GROUP BY

Year

ORDER BY

Year, LowestSales;

20. Calculate the total sales for each sub-channel in each country, and then find the country with the highest total sales for each sub-channel.

Ans:

SELECT

t1.Country,

t1.Sub\_channel,

t1.TotalSales

FROM (

SELECT

Country,

Sub\_channel,

SUM(Sales) AS TotalSales

FROM

pharma

GROUP BY

Country, Sub\_channel

) AS t1

JOIN (

SELECT

Sub\_channel,

MAX(TotalSales) AS MaxSales

FROM (

SELECT

Country,

Sub\_channel,

SUM(Sales) AS TotalSales

FROM

pharma

GROUP BY

Country, Sub\_channel

) AS t2

GROUP BY

Sub\_channel

) AS t3

ON t1.Sub\_channel = t3.Sub\_channel AND t1.TotalSales = t3.MaxSales;