

## E – COMMERCE SALES ANALYSIS – END TO END PROJECT DISCUSSION

1. WHICH PRODUCT CATEGORY GENERATED THE HIGHEST REVENUE ACROSS ALL FULFILLMENT METHODS?
2. FIND THE MOST COMMON SIZE OF PRODUCTS SOLD FOR EACH CATEGORY.
3. CALCULATE THE AVERAGE QUANTITY SOLD FOR "B2B" SALES IN EACH PRODUCT CATEGORY.
4. IDENTIFY THE TOP 3 DAYS WITH THE HIGHEST SALES AMOUNT.
5. FOR EACH "SKU," FIND THE CUMULATIVE QUANTITY SOLD OVER TIME
6. DETERMINE THE MOST SOLD PRODUCT STYLE BY QUANTITY FOR EACH FULFILLMENT METHOD.
7. CALCULATE THE AVERAGE SALE AMOUNT FOR ORDERS FULFILLED BY "COURIER" WHERE THE COURIER STATUS IS "DELIVERED."
8. FIND THE MAXIMUM AMOUNT FROM ANY SINGLE SALE AND IDENTIFY THE ASSOCIATED "SKU" AND "CATEGORY."
9. WHICH CATEGORY HAD THE MOST FREQUENT COURIER DELIVERY FAILURES?
10. CREATE A PIVOT TABLE SHOWING THE TOTAL AMOUNT OF SALES FOR EACH "CATEGORY" AND "FULFILMENT" METHOD.
11. IDENTIFY THE "ASIN" WITH THE HIGHEST NUMBER OF "B2B" ORDERS
12. FIND THE PERCENTAGE OF PRODUCTS SOLD IN EACH CURRENCY.
13. CALCULATE THE MOVING AVERAGE OF SALES AMOUNT OVER A 7-DAY WINDOW FOR EACH PRODUCT "SKU."
14. FIND THE TOTAL SALES AMOUNT FOR EACH DAY OF THE WEEK (MONDAY, TUESDAY, ETC.).
15. WHICH "SKU" HAD THE HIGHEST AVERAGE SALE AMOUNT FOR B2B ORDERS?
16. FOR EACH PRODUCT STYLE, FIND THE RATIO OF B2B SALES TO TOTAL SALES
17. HOW MANY PRODUCTS WITH A "PENDING" STATUS HAVE NOT YET BEEN FULFILLED?
18. CALCULATE THE TOTAL QUANTITY SOLD PER CATEGORY FOR B2B VS. NON-B2B SALES

19. WHICH FULFILLMENT METHOD HAS THE HIGHEST SALES AMOUNT VARIANCE?
20. FIND THE TOP 3 "SKUs" THAT HAVE GENERATED THE MOST REVENUE OVER TIME.
21. WHAT IS THE TOTAL SALES AMOUNT FOR EACH "Size" ACROSS ALL CATEGORIES?
22. DETERMINE WHICH "CURRENCY" HAS THE HIGHEST AVERAGE SALE AMOUNT FOR B2B SALES.
23. WHICH PRODUCT "STYLE" EXPERIENCED THE MOST RETURNS (ASSUMING RETURNS HAVE NEGATIVE SALE AMOUNTS)?
24. FIND THE NUMBER OF UNIQUE "ASINS" SOLD FOR EACH "CURRENCY."
25. CALCULATE THE TOTAL NUMBER OF PRODUCTS SOLD (QUANTITY) FOR EACH COURIER STATUS.
26. DETERMINE THE "CATEGORY" AND "SKU" WITH THE LARGEST FLUCTUATION IN DAILY SALES AMOUNT.
27. IDENTIFY THE "STYLE" WITH THE HIGHEST TOTAL NUMBER OF UNITS SOLD (QUANTITY) FOR EACH FULFILLMENT METHOD.
28. WHAT IS THE MEDIAN SALE AMOUNT FOR ORDERS WITH QUANTITIES GREATER THAN 10?
29. FIND THE TOTAL REVENUE GENERATED BY EACH "CATEGORY" PER "COURIER STATUS."
30. CREATE A TIME SERIES PLOT FOR THE DAILY TOTAL SALES AMOUNT ACROSS ALL PRODUCT CATEGORIES.

THANKS & REGARDS

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