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-- AMAZON SALES CAPSTONE PROJECTS
-- Create database
CREATE DATABASE amazon_sales;
USE amazon_sales;

-- Create table with correct schema based on your CSV
CREATE TABLE sales (
    invoice_id VARCHAR(30) PRIMARY KEY,
    branch VARCHAR(5) NOT NULL,
    city VARCHAR(30) NOT NULL,
    customer_type VARCHAR(30) NOT NULL,
    gender VARCHAR(10) NOT NULL,
    product_line VARCHAR(100) NOT NULL,
    unit_price DECIMAL(10,2) NOT NULL,
    quantity INT NOT NULL,
    tax_5 DECIMAL(10,2) NOT NULL,
    total DECIMAL(10,2) NOT NULL,
    date DATE NOT NULL,
    time TIME NOT NULL,
    payment VARCHAR(30) NOT NULL,
    cogs DECIMAL(10,2) NOT NULL,
    gross_margin_percentage FLOAT NOT NULL,
    gross_income DECIMAL(10,2) NOT NULL,
    rating FLOAT(2,1) NOT NULL
);
drop table sales;

create table amazon_sales
(invoice_id varchar(30) primary key not null,
branch varchar(5) not null,
city varchar(30) not null,
customer_type varchar(30) not null,
gender varchar(10) not null,
product_line varchar(100) not null,
unit_price decimal(10,2) not null,
quantity int not null,
vat float not null,
total decimal(10,2) not null,
date date not null,
time time not null,
payment_method varchar(20) not null,
cogs decimal(10,2) not null,
gross_margin_percentage float not null,
gross_income decimal(10,2) not null,
rating decimal(3,1) not null);

-- Add new columns
ALTER TABLE amazon_sales ADD COLUMN timeofday VARCHAR(20);
ALTER TABLE amazon_sales ADD COLUMN dayname VARCHAR(20);
ALTER TABLE amazon_sales ADD COLUMN monthname VARCHAR(20);

-- Add new columns
ALTER TABLE sales ADD COLUMN timeofday VARCHAR(20);
ALTER TABLE sales ADD COLUMN dayname VARCHAR(20);
ALTER TABLE sales ADD COLUMN monthname VARCHAR(20);

-- Fill timeofday
UPDATE amazon_sales

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SETtimeofday = CASE
    WHEN HOUR(time) BETWEEN 5 AND 11 THEN 'Morning'
    WHEN HOUR(time) BETWEEN 12 AND 16 THEN 'Afternoon'
    WHEN HOUR(time) BETWEEN 17 AND 21 THEN 'Evening'
    ELSE 'Night'
END;

-- Fill dayname
UPDATE amazon_sales
SET dayname = DAYNAME(date);

-- Fill monthname
UPDATE amazon_sales
SET monthname = MONTHNAME(date);

-- Business Questions (SQL Queries)
-- 1 What is the count of distinct cities in the dataset?
SELECT COUNT(DISTINCT city) AS distinct_cities
FROM amazon_sales;

-- 2 For each branch, what is the corresponding city?
SELECT branch, city
FROM amazon_sales GROUP BY branch, city;

-- 3 What is the count of distinct product lines in the dataset?
SELECT COUNT(DISTINCT product_line) AS distinct_product_lines
FROM amazon_sales;

-- 4 Which payment method occurs most frequently?
SELECT payment_method, COUNT(*) AS frequency
FROM amazon_sales
GROUP BY payment_method
ORDER BY frequency DESC

-- 5 Which product line has the highest sales?
SELECT product_line, SUM(quantity) AS revenue
FROM amazon_sales
GROUP BY product_line
ORDER BY revenue DESC

-- 6 How much revenue is generated each month?
SELECT monthname, SUM(total) AS revenue
FROM amazon_sales
GROUP BY monthname
ORDER BY
FIELD(monthname, 'January', 'February', 'March', 'April', 'May', 'June',
'July', 'August', 'September', 'October', 'November', 'December');

-- 7 In which month did the cost of goods sold reach its peak?
SELECT monthname, SUM(cogs) AS total_cogs
FROM amazon_sales
GROUP BY monthname
ORDER BY total_cogs DESC

-- 8 Which product line generated the highest revenue?
SELECT product_line, SUM(total) AS revenue
FROM amazon_sales
GROUP BY product_line

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ORDER BY revenue DESC
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-- 9 In which city was the highest revenue recorded?
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SELECT city, SUM(total) AS revenue
FROM amazon_sales
GROUP BY city
ORDER BY revenue DESC
```

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-- 10 Which product line incurred the highest Value Added Tax?
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SELECT product_line, SUM(vat) AS vat
FROM amazon_sales
GROUP BY product_line
ORDER BY vat DESC
```

```
-- 11 For each product line, add a column indicating "Good" if its
sales are above average, otherwise "Bad."
```

```
WITH product_sales AS (
    SELECT product_line, SUM(total) AS revenue
    FROM amazon_sales
    GROUP BY product_line
),
avg_sales AS (
    SELECT AVG(revenue) AS avg_revenue FROM product_sales
)
SELECT p.product_line, p.revenue,
CASE WHEN p.revenue > a.avg_revenue THEN 'Good' ELSE 'Bad' END AS
performance
FROM product_sales p CROSS JOIN avg_sales a;
```

```
-- 12 Identify the branch that exceeded the average number of products
sold.
```

```
WITH branch_qty AS (
    SELECT branch, SUM(quantity) AS total_qty
    FROM amazon_sales
    GROUP BY branch
),
avg_qty AS (
    SELECT AVG(total_qty) AS avg_qty
    FROM branch_qty
)
SELECT branch, total_qty
FROM branch_qty, avg_qty
WHERE branch_qty.total_qty > avg_qty.avg_qty;
```

```
-- 13 Which product line is most frequently associated with each
gender?
```

```
SELECT gender, product_line, COUNT(*) AS freq
FROM amazon_sales
GROUP BY gender, product_line
HAVING COUNT(*) = (
    SELECT MAX(c) FROM (
        SELECT gender g, product_line pl, COUNT(*) c
        FROM amazon_sales GROUP BY gender, product_line
    ) t WHERE t.g = amazon_sales.gender
);
```

```
-- 14 Calculate the average rating for each product line.
```

```
SELECT product_line, AVG(rating) AS avg_rating
```

```
FROM amazon_sales
GROUP BY product_line
ORDER BY avg_rating DESC;
```

-- 15 Count the sales occurrences for each time of day on every weekday.

```
SELECT dayname, timeofday, COUNT(*) AS sales_count
FROM amazon_sales
GROUP BY dayname, timeofday
ORDER BY dayname, timeofday;
```

-- 16 Identify the customer type contributing the highest revenue.

```
SELECT customer_type, SUM(total) AS revenue
FROM amazon_sales
GROUP BY customer_type
ORDER BY revenue DESC
```

-- 17 Determine the city with the highest VAT percentage.

```
SELECT city, AVG(vat/total)*100 AS avg_vat_percent
FROM amazon_sales
GROUP BY city
ORDER BY avg_vat_percent DESC
```

-- 18 Identify the customer type with the highest VAT payments.

```
SELECT customer_type, SUM(vat) AS total_vat
FROM amazon_sales
GROUP BY customer_type
ORDER BY total_vat DESC
```

-- 19 What is the count of distinct customer types in the dataset?

```
SELECT COUNT(DISTINCT customer_type)
FROM amazon_sales;
```

-- 20 What is the count of distinct payment methods in the dataset?

```
SELECT COUNT(DISTINCT payment_method)
FROM amazon_sales;
```

-- 21 Which customer type occurs most frequently?

```
SELECT customer_type, COUNT(*) AS freq
FROM amazon_sales
GROUP BY customer_type
ORDER BY freq DESC
```

-- 22 Identify the customer type with the highest purchase frequency.

```
SELECT customer_type, COUNT(*) AS tx_count
FROM amazon_sales
GROUP BY customer_type
ORDER BY tx_count DESC
```

-- 23 Determine the predominant gender among customers.

```
SELECT gender, COUNT(*) AS freq
FROM amazon_sales
GROUP BY gender
ORDER BY freq DESC
```

-- 24 Examine the distribution of genders within each branch.

```
SELECT branch, gender, COUNT(*) AS count
FROM amazon_sales
```

```
GROUP BY branch, gender
ORDER BY branch, count DESC;
```

```
-- 25 Identify the time of day when customers provide the most ratings.
SELECT timeofday, COUNT(rating) AS rating_count
FROM amazon_sales
GROUP BY timeofday
ORDER BY rating_count DESC
```

```
-- 26 Determine the time of day with the highest customer ratings for
each branch.
```

```
SELECT branch, timeofday, AVG(rating) AS avg_rating
FROM amazon_sales
GROUP BY branch, timeofday
HAVING AVG(rating) = (
SELECT MAX(avg_r) FROM (
SELECT branch b, timeofday t, AVG(rating) avg_r
FROM amazon_sales GROUP BY branch, timeofday
) sub WHERE sub.b = amazon_sales.branch
);
```

```
-- 27 Identify the day of the week with the highest average ratings.
SELECT dayname, AVG(rating) AS avg_rating
FROM amazon_sales
GROUP BY dayname
ORDER BY avg_rating DESC
```

```
-- 28 Determine the day of the week with the highest average ratings
for each branch.
```

```
SELECT branch, dayname, AVG(rating) AS avg_rating
FROM amazon_sales
GROUP BY branch, dayname
HAVING AVG(rating) = (
SELECT MAX(avg_r) FROM (
SELECT branch b, dayname d, AVG(rating) avg_r
FROM amazon_sales GROUP BY branch, dayname
) sub WHERE sub.b = amazon_sales.branch
);
```

```
-- key finding from amazon sales dataset
### Product Analysis ###
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-- Highest Sales Product Line : Electronic accessories -- 971 unit
solds
```

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-- Highest Revenue Product Line: food and beverages -- 56144,96
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```
-- Lowest Sales Product Line: health and beauty - 854 units sold
```

```
-- Lowest Revenue Product Line : health and beauty --49193.84
```

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#### Sales Analysis: ####
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-- Month With Highest Revenue: january -- 116292.11
```

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-- City & Branch With Highest Revenue: city:naypyitaw branch :c -
110568.86
```

-- Month With Lowest Revenue: february 97219.58

-- City & Branch With Lowest Revenue: city:mandalay branch:b - 106198.00

-- Peak Sales Time Of Day: Afternoon

-- Peak Sales Day Of Week: Saturday

#### Customer Analysis: ####

-- Most Predominant Gender: Female -501

-- Most Predominant Customer Type: Member - 501

-- Highest Revenue Gender: Female --167883.26

-- Highest Revenue Customer Type: member - 164223.81

-- Most Popular Product Line (Male): Health and beauty - 88

-- Most Popular Product Line (Female): Fashion Accessories - 96

-- Distribution Of Members Based On Gender: female -261 & male -240

-- Sales Male: - 2641 units

-- Sales Female: - 2869 units