TARGET SQL PROJECT

- 1. Import the dataset and do usual exploratory analysis steps like checking the structure & characteristics of the dataset
 - Data type of columns in a table
 Below is a list of data types of all the columns of 6 tables being used for our analysis of the TARGET SQL project

Ans) <u>Customers table</u>

```
customer_id - STRING
customer_unique_id - STRING
customer_zip_code_prefix - INTEGER
customer_city - STRING
customer_state - string
```

Field name	Туре	Mode	Collation	Default value	Policy tage
customer_id	STRING	NULLABLE			
customer_unique_id	STRING	NULLABLE			
customer_zip_code_prefix	INTEGER	NULLABLE			
customer_city	STRING	NULLABLE			
customer_state	STRING	NULLABLE			

Order items

```
order_id - STRING
order_item_id - INTEGER
product_id - STRING
seller_id - STRING
shipping_limit_date - TIMESTAMP
price - FLOAT
freight_value - FLOAT
```

Field name	Туре	Mode	Collation	Default value	Policy tags
order_id	STRING	NULLABLE			
order_item_id	INTEGER	NULLABLE			
product_id	STRING	NULLABLE			
seller_id	STRING	NULLABLE			
shipping_limit_date	TIMESTAMP	NULLABLE			
price	FLOAT	NULLABLE			
freight_value	FLOAT	NULLABLE			

Orders table

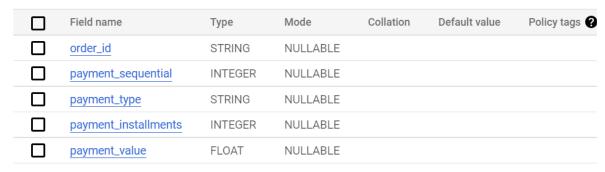
order_id - STRING
customer_id - STRING
order_status - STRING
order_purchase_timestamp - TIMESTAMP
order_approved_at - TIMESTAMP
order_delivered_carrier_date - TIMESTAMP
order_delivered_customer_date - TIMESTAMP
order_estimated_delivery_date - TIMESTAMP

SCHEMA	A DETAILS PREVIEW					
	Field name	Туре	Mode	Collation	Default value	F
	order_id	STRING	NULLABLE			
	customer_id	STRING	NULLABLE			
	order_status	STRING	NULLABLE			
	order_purchase_timestamp	TIMESTAMP	NULLABLE			
	order_approved_at	TIMESTAMP	NULLABLE			
	order_delivered_carrier_date	TIMESTAMP	NULLABLE			
	order_delivered_customer_date	TIMESTAMP	NULLABLE			
	order_estimated_delivery_date	TIMESTAMP	NULLABLE			

Payments table

order_id - STRING
payment_sequential - INTEGER
payment_type - STRING
payment_installments - INTEGER
payment_value - FLOAT

Filter Enter property name or value



Products table

product_id - STRING

```
product name lenght - INTEGER
product description lenght - INTEGER
product photos qty - INTEGER
product_weight_g - INTEGER
product_length_cm - INTEGER
product_height_cm - INTEGER
product_width_cm - INTEGER
 product_id
                               STRING
                                          NULLABLE
 product_category
                               STRING
                                          NULLABLE
 product_name_length
                               INTEGER
                                          NULLABLE
 product_description_length
                               INTEGER
                                          NULLABLE
 product_photos_qty
                               INTEGER
                                          NULLABLE
 product_weight_g
                               INTEGER
                                          NULLABLE
 product_length_cm
                               INTEGER
                                          NULLABLE
 product_height_cm
                               INTEGER
                                          NULLABLE
 product_width_cm
                                          NULLABLE
                               INTEGER
```

Sellers table

seller id - STRING

seller zip code prefix - INTEGER

product category name - STRING

seller city - STRING

seller state - STRING

Field name	Туре	Mode	Collation	Default value	Policy tags ?
seller_id	STRING	NULLABLE			
seller_zip_code_prefix	INTEGER	NULLABLE			
seller_city	STRING	NULLABLE			
seller_state	STRING	NULLABLE			

2. Time period for which the data is given

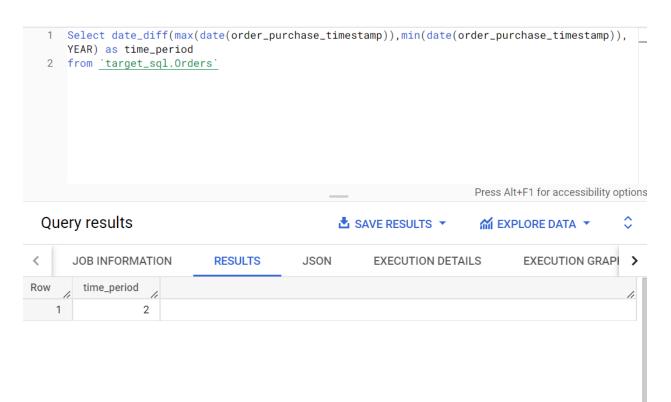
Ans) Total time period for which the data is given is 2 years

Query:

Select

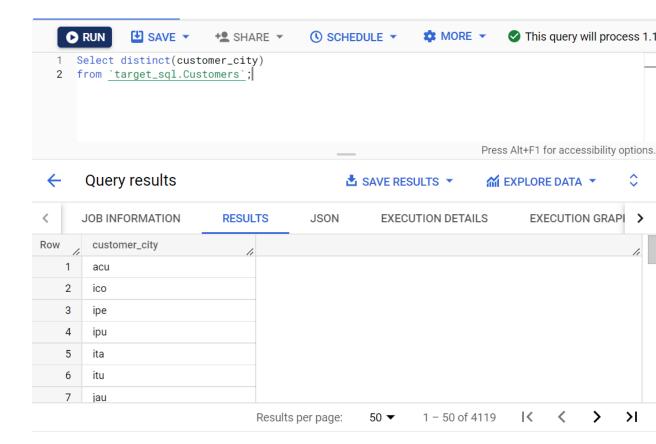
 $\label{lem:condition} $$ date_diff(max(date(order_purchase_timestamp)), min(date(order_purchase_timestamp)), YEAR) as time_period$

from `target_sql.Orders`



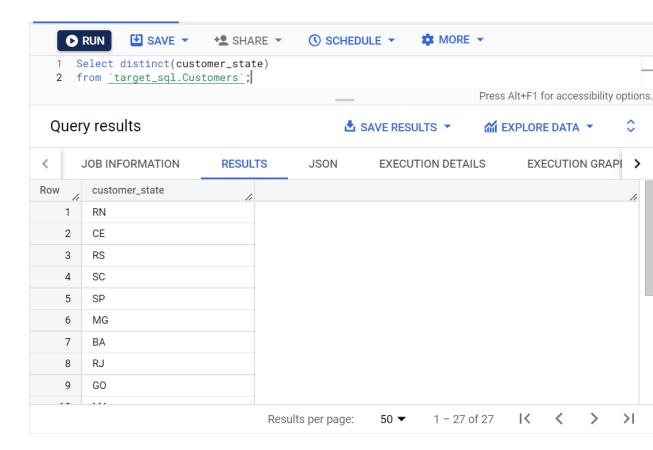
Cities and states covered in the dataset
 Ans) We have both customers and sellers cities & states we will need for our analysis. All of them are listed below
 <u>Customers cities</u>

Select distinct(customer_city)
from `target_sql.Customers`;



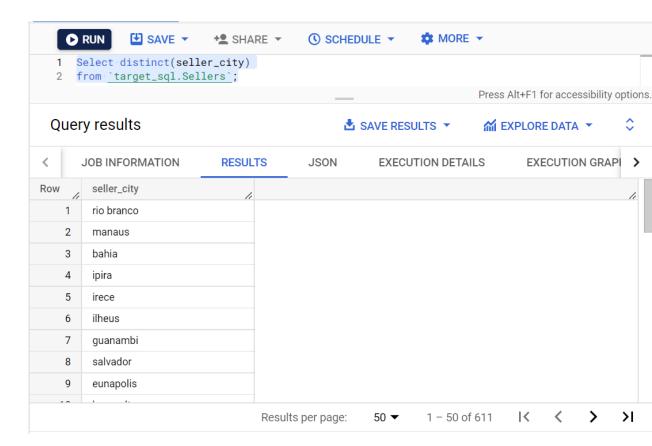
Customer states

Select distinct(customer_state)
from `target_sql.Customers`;



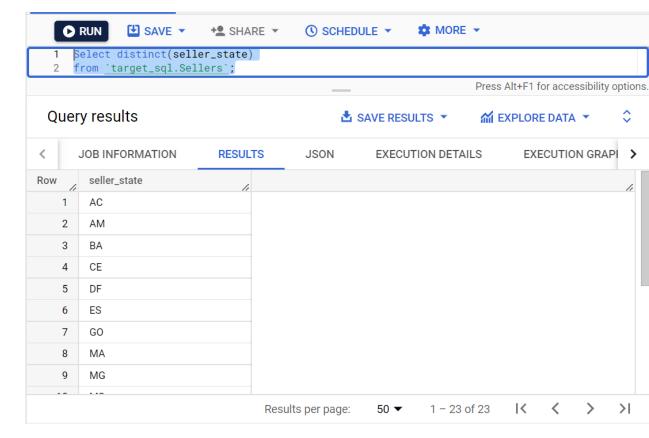
Seller cities

Select distinct(seller_city) from `target_sql.Sellers`;



Seller states

Select distinct(seller_state)
from `target_sql.Sellers`;



2. In-depth Exploration :

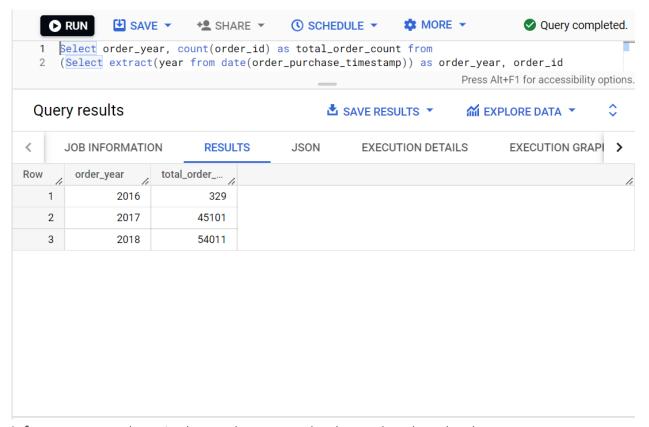
1. Is there a growing trend on e-commerce in Brazil? How can we describe a complete scenario? Can we see some seasonality with peaks at specific months?

Ans) To analyze the growing trend on e-commerce in Brazil we can analyze the number of orders placed each year to see if there is an increase in online purchases. Although the no. of months in the year 2016 is only 3 months, it can still provide data for some growth trend analysis

Query:

Select order_year, count(order_id) as total_order_count from
(Select extract(year from date(order_purchase_timestamp)) as order_year, order_id
from `target_sql.Orders`) t
group by order_year
order by order_year

Result:



<u>Inference</u>: Here above in the results we can clearly see that there has been a very good increase in the number of orders year on year. This means the e-commerce trend is growing and people are buying more and more every year online.

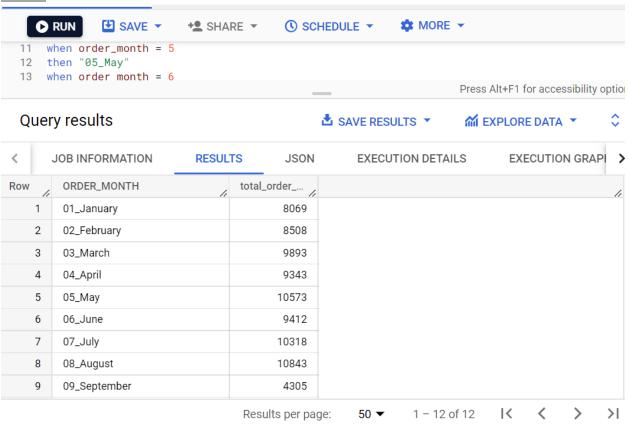
The month-wise data from **Orders** table can be used to observe which month/s have the highest/lowest purchases.

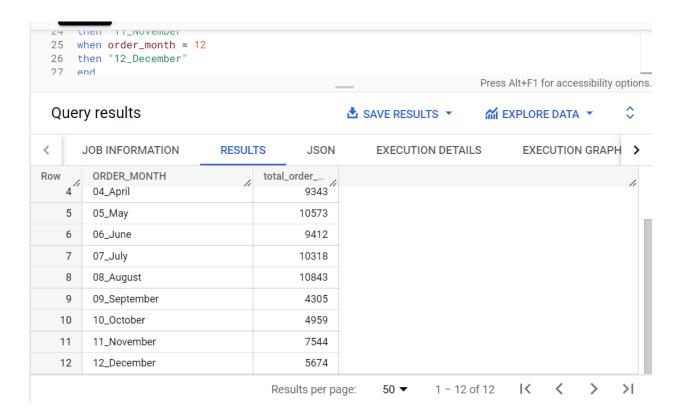
Query:

```
Select
case
when order_month = 1
then "01_January"
when order_month = 2
then "02_February"
when order_month = 3
then "03_March"
when order_month = 4
then "04_April"
when order_month = 5
then "05_May"
when order_month = 6
then "06_June"
when order_month = 7
```

```
then "07_July"
when order_month = 8
then "08_August"
when order_{month} = 9
then "09_September"
when order_{month} = 10
then "10_October"
when order month = 11
then "11 November"
when order_{month} = 12
then "12_December"
end
as ORDER_MONTH, count(distinct(order_id)) as total_order_count from
(Select extract(month from date(order_purchase_timestamp)) as order_month,
order id
from `target_sql.Orders`) t
group by ORDER_MONTH
order by ORDER_MONTH
```

Result:





<u>Inference</u>: From the above result we can see that the months of May, July and August have the **top** 3 no. of orders count and September, November and December have the **lowest** 3 no. of orders count. Which means the e-commerce trend is the most active during the middle of the year and the lowest towards the end of the year

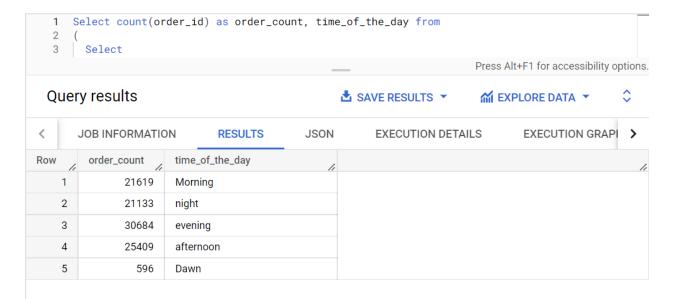
2. What time do Brazilian customers tend to buy (Dawn, Morning, Afternoon or Night)?

Ans) Query:

```
Select count(order_id), time_of_the_day from

(
    Select
    case
    when extract(time from order_purchase_timestamp)
    between '05:30:00' and '06:59:00'
    then "Dawn"
    when extract(time from order_purchase_timestamp)
    between '07:00:00' and '11:59:00'
    then "Morning"
    when extract(time from order_purchase_timestamp)
    between '12:00:00' and '15:59:00'
    then "afternoon"
    when extract(time from order_purchase_timestamp)
```

```
between '16:00:00' and '20:59:00'
then "evening"
else "night"
end
as time_of_the_day,
order_id
from target_sql.Orders
) t
group by time_of_the_day
```

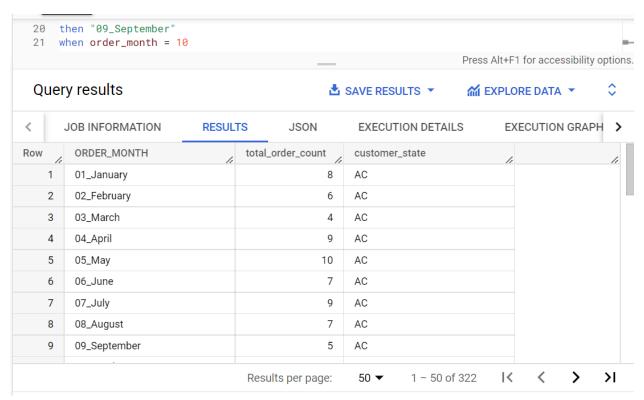


<u>Inference:</u> From the results we can conclude that the e-commerce/online shoppers in Brazil are **most active** and tend to buy the most during the **evening** time and **very less active** during the **dawn**.

- 3. Evolution of E-commerce orders in the Brazil region:
 - 1. Get month on month orders by region, states Ans) QUERY:

```
Select
case
when order_month = 1
```

```
then "01_January"
when order_{month} = 2
then "02_February"
when order_{month} = 3
then "03 March"
when order_month = 4
then "04_April"
when order month = 5
then "05 May"
when order_{month} = 6
then "06_June"
when order_month = 7
then "07_July"
when order_{month} = 8
then "08_August"
when order_month = 9
then "09_September"
when order_month = 10
then "10_October"
when order\_month = 11
then "11 November"
when order month = 12
then "12_December"
end
as ORDER_MONTH,
count(distinct(order_id)) as total_order_count,
cust.customer_state
from
(Select extract(month from date(order_purchase_timestamp)) as order_month,
order_id, customer_id
from `target_sql.Orders`) t,
`target_sql.Customers` cust
where t.customer_id = cust.customer_id
group by cust.customer_state, ORDER_MONTH
order by cust.customer_state, ORDER_MONTH
```

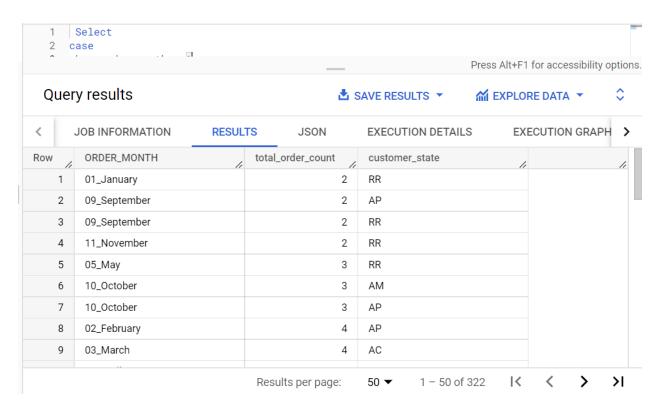


<u>Inference</u>: In the above results we can see the month and month no. of orders count from customers in each state in Brazil

Below query can be used to analyze the lowest sales/order count by month and state

```
Select
case
when order_{month} = 1
then "01_January"
when order_{month} = 2
then "02_February"
when order_{month} = 3
then "03_March"
when order_month = 4
then "04_April"
when order_{month} = 5
then "05_May"
when order_{month} = 6
then "06 June"
when order month = 7
then "07_July"
when order_{month} = 8
```

```
then "08_August"
when order_month = 9
then "09_September"
when order_{month} = 10
then "10 October"
when order\_month = 11
then "11_November"
when order month = 12
then "12 December"
end
as ORDER_MONTH,
count(distinct(order_id)) as total_order_count,
cust.customer_state
from
(Select extract(month from date(order_purchase_timestamp)) as order_month,
order_id, customer_id
from `target_sql.Orders`) t,
`target_sql.Customers` cust
where t.customer_id = cust.customer_id
group by cust.customer_state, ORDER_MONTH
order by total_order_count, ORDER_MONTH, cust.customer_state
```

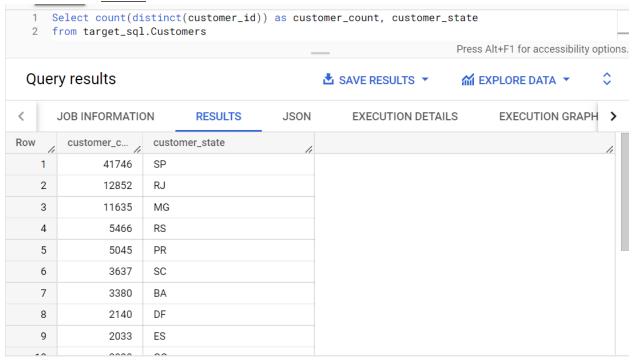


2. How are customers distributed in Brazil

Ans) Query:

Select count(distinct(customer_id)) as customer_count, customer_state from target_sql.Customers group by customer_state order by customer_count desc

Result:

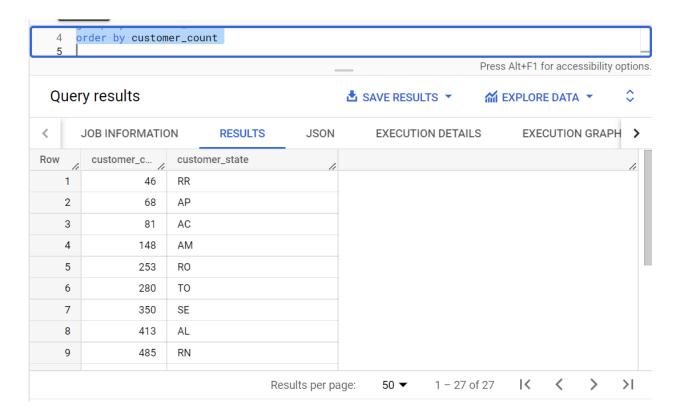


<u>Inference:</u> In the above result we can see the no. of customers distributed in each and every state in Brazil from highest to lowest

States with lowest customers in Brazil

QUERY

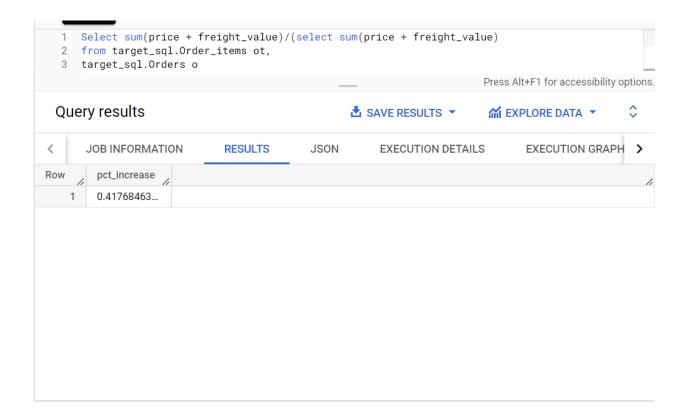
Select count(distinct(customer_id)) as customer_count, customer_state from target_sql.Customers group by customer_state order by customer_count



- 4. Impact on Economy: Analyze the money movemented by e-commerce by looking at order prices, freight and others.
 - 1. Get % increase in cost of orders from 2017 to 2018 (include months between $\mbox{Jan to Aug only})$

Ans) Query:

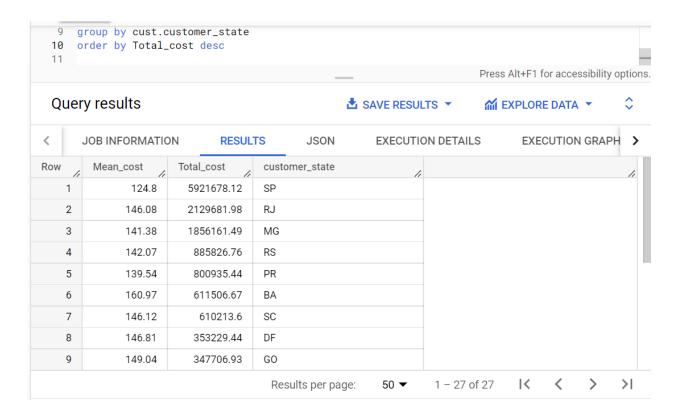
```
Select sum(price + freight_value)/(select sum(price + freight_value)
from target_sql.Order_items ot,
target_sql.Orders o
where ot.order_id = o.order_id
and extract(month from date(o.order_purchase_timestamp)) in (1,2,3,4,5,6,7,8)
and extract(year from date(o.order_purchase_timestamp)) in (2018)) as
pct_increase
from target_sql.Order_items ot,
target_sql.Orders o
where ot.order_id = o.order_id
and extract(month from date(o.order_purchase_timestamp)) in (1,2,3,4,5,6,7,8)
and extract(year from date(o.order_purchase_timestamp)) in (2017)
```



<u>Inference</u>: From the above result we can see that there is a **41.77%** increase in the cost of orders from year 2017 to year 2018. Price and freight value for the orders have been considered to calculate the same

2. Mean & Sum of price and freight value by customer state Ans) QUERY:

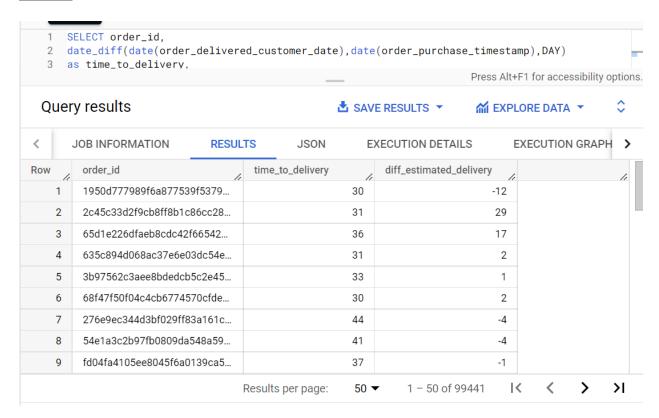
```
Select round(AVG(price + freight_value),2) as Mean_cost,
round(sum(price + freight_value),2) as Total_cost,
cust.customer_state
from target_sql.Order_items ot,
target_sql.Customers cust,
target_sql.Orders o
where ot.order_id = o.order_id
and o.customer_id = cust.customer_id
group by cust.customer_state
order by Total_cost desc
```



- 5. Analysis on sales, freight and delivery time
 - 1. Calculate days between purchasing, delivering and estimated delivery
 - 2. Create columns:
 - time_to_delivery = order_purchase_timestamporder_delivered_customer_date
 - diff_estimated_delivery = order_estimated_delivery_dateorder_delivered_customer_date

QUERY:

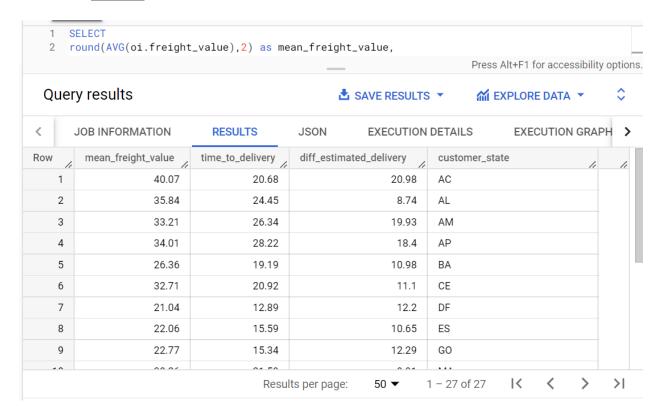
```
SELECT order_id,
date_diff(date(order_delivered_customer_date),date(order_purchase_timestamp),D
AY)
as time_to_delivery,
date_diff(date(order_estimated_delivery_date),date(order_delivered_customer_date
),DAY)
as diff_estimated_delivery
from target_sql.Orders
```



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

Ans) QUERY:

```
SELECT
round(AVG(oi.freight_value),2) as mean_freight_value,
round(AVG(date_diff(date(order_delivered_customer_date),date(order_purchase_ti
mestamp),DAY)),2)
as time_to_delivery,
round(AVG(date_diff(date(order_estimated_delivery_date),date(order_delivered_c
ustomer_date),DAY)),2)
as diff_estimated_delivery,
cust.customer_state
from target_sql.Orders o,
target_sql.Customers cust,
target_sql.Customers cust,
target_sql.Order_items oi
where o.customer_id = cust.customer_id
and o.order_id = oi.order_id
```



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

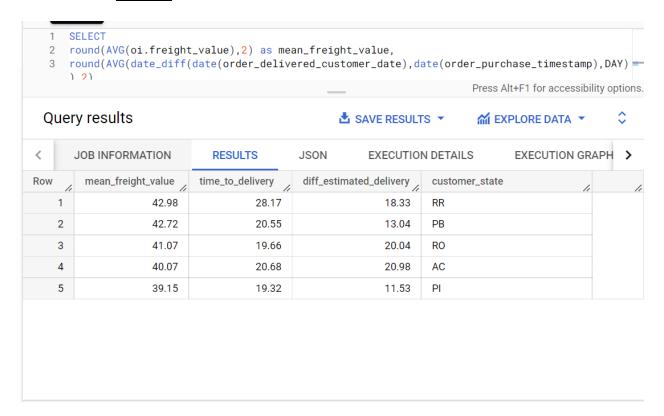
QUERY:

Top 5 states with highest freight value

SELECT round(AVG(oi.freight_value),2) as mean_freight_value, round(AVG(date_diff(date(order_delivered_customer_date),date(order_purchase _timestamp),DAY)),2) as time_to_delivery, round(AVG(date_diff(date(order_estimated_delivery_date),date(order_delivered_customer_date),DAY)),2) as diff_estimated_delivery, cust.customer_state

from target_sql.Orders o,
target_sql.Customers cust,
target_sql.Order_items oi
where o.customer_id = cust.customer_id
and o.order_id = oi.order_id
GROUP BY cust.customer_state
order by mean_freight_value desc
limit 5

RESULT:

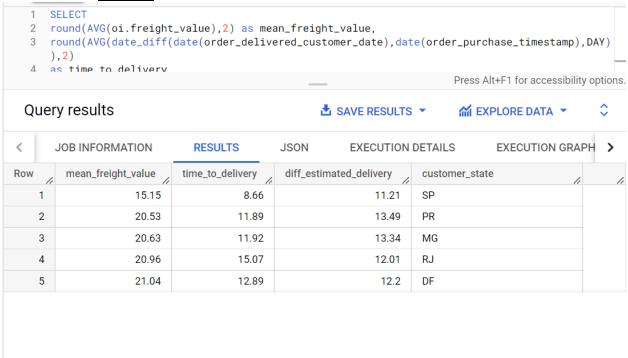


Top 5 states with lowest freight value

```
SELECT
round(AVG(oi.freight_value),2) as mean_freight_value,
round(AVG(date_diff(date(order_delivered_customer_date),date(order_purchase
_timestamp),DAY)),2)
as time_to_delivery,
round(AVG(date_diff(date(order_estimated_delivery_date),date(order_delivered_customer_date),DAY)),2)
as diff_estimated_delivery,
cust.customer_state
```

from target_sql.Orders o,
target_sql.Customers cust,
target_sql.Order_items oi
where o.customer_id = cust.customer_id
and o.order_id = oi.order_id
GROUP BY cust.customer_state
order by mean_freight_value
limit 5

RESULT:



2. <u>Top 5 states with highest average time to delivery</u> QUERY:

SELECT

round(AVG(oi.freight_value),2) as mean_freight_value, round(AVG(date_diff(date(order_delivered_customer_date),date(order_purchase_timesta mp),DAY)),2)

as time_to_delivery,

 $round(AVG(date_diff(date(order_estimated_delivery_date), date(order_delivered_custom er_date), DAY)), 2)$

as diff_estimated_delivery,

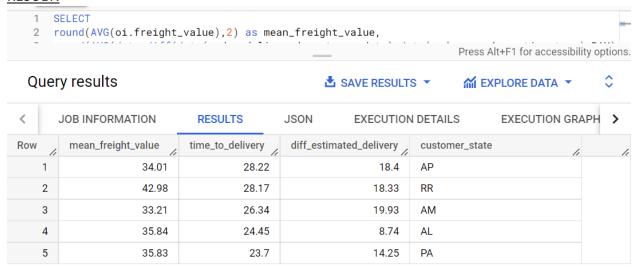
cust.customer_state

from target_sql.Orders o,

target_sql.Customers cust,

target_sql.Order_items oi
where o.customer_id = cust.customer_id
and o.order_id = oi.order_id
GROUP BY cust.customer_state
order by time_to_delivery desc
limit 5

RESULT:



Top 5 states with lowest average time to delivery

QUERY:

SELECT

round(AVG(oi.freight_value),2) as mean_freight_value,

 $round (AVG (date_diff (date (order_delivered_customer_date), date (order_purchase_timestamp), DAY)), 2)$

as time_to_delivery,

round(AVG(date_diff(date(order_estimated_delivery_date),date(order_delivered_custom er_date),DAY)),2)

as diff_estimated_delivery,

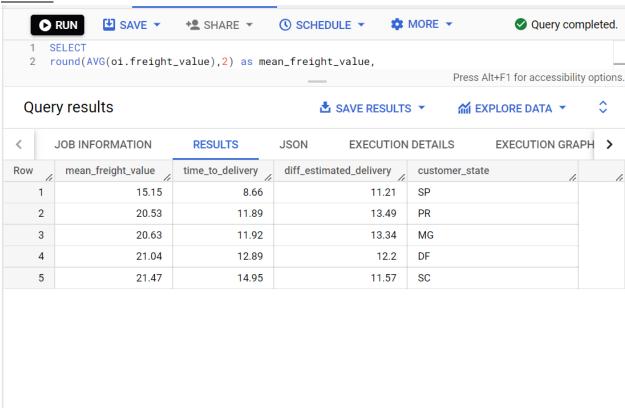
cust.customer_state

from target_sql.Orders o,

target_sql.Customers cust,

target_sql.Order_items oi where o.customer_id = cust.customer_id and o.order_id = oi.order_id GROUP BY cust.customer_state order by time_to_delivery limit 5

RESULT:



3. Top 5 states where delivery is fastest compared to estimated date

Ans) Here if the estimated delivery date – actual delivery date is more it means it is a faster delivery compared to estimated delivery date

QUERY:

SELECT

round(AVG(oi.freight_value),2) as mean_freight_value,

 $round(AVG(date_diff(date(order_delivered_customer_date), date(order_purchase_timestamp), DAY)), 2)$

as time_to_delivery,

 $round(AVG(date_diff(date(order_estimated_delivery_date), date(order_delivered_custom er_date), DAY)), 2)$

as diff_estimated_delivery,

```
cust.customer_state
from target_sql.Orders o,
target_sql.Customers cust,
target_sql.Order_items oi
where o.customer_id = cust.customer_id
and o.order_id = oi.order_id
GROUP BY cust.customer_state
order by diff_estimated_delivery desc
limit 5
```

Quer	ry results		▲ SAVE RESULTS	~	EXPLORE DATA 🔻	\$
<	JOB INFORMATION	RESULTS	JSON EXECUTION D	ETAILS	EXECUTION GRA	PH >
Row	mean_freight_value	time_to_delivery	diff_estimated_delivery	customer_s	state	
1	40.07	20.68	20.98	AC	·	
2	41.07	19.66	20.04	RO		
3	33.21	26.34	19.93	AM		
4	34.01	28.22	18.4	AP		
5	42.98	28.17	18.33	RR		

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

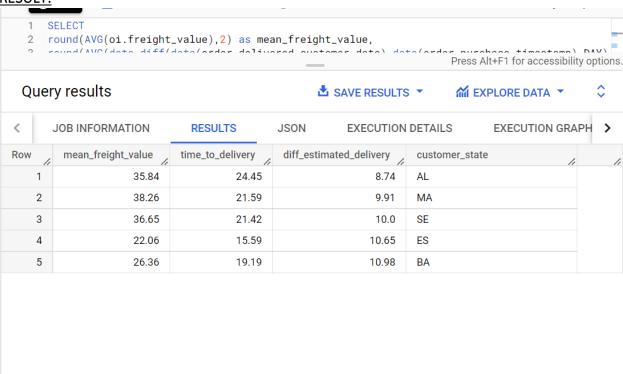
Ans) Here if the estimated delivery date – actual delivery date is less it means it is a not so fast/slower delivery compared to estimated delivery date

QUERY:

SELECT

 $\label{lem:cound} $$\operatorname{round}(AVG(oi.freight_value),2)$ as mean_freight_value, \\ \operatorname{round}(AVG(date_diff(date(order_delivered_customer_date),date(order_purchase_timestamp),DAY)),2) \\ as time_to_delivery,$

```
round(AVG(date_diff(date(order_estimated_delivery_date),date(order_delivered_custom er_date),DAY)),2)
as diff_estimated_delivery,
cust.customer_state
from target_sql.Orders o,
target_sql.Customers cust,
target_sql.Order_items oi
where o.customer_id = cust.customer_id
and o.order_id = oi.order_id
GROUP BY cust.customer_state
order by diff_estimated_delivery
limit 5
```

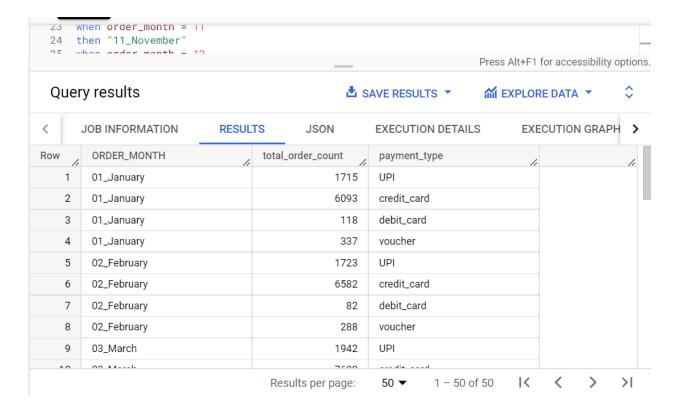


6. Payment type analysis:

1. Month over Month count of orders for different payment types Ans) QUERY:

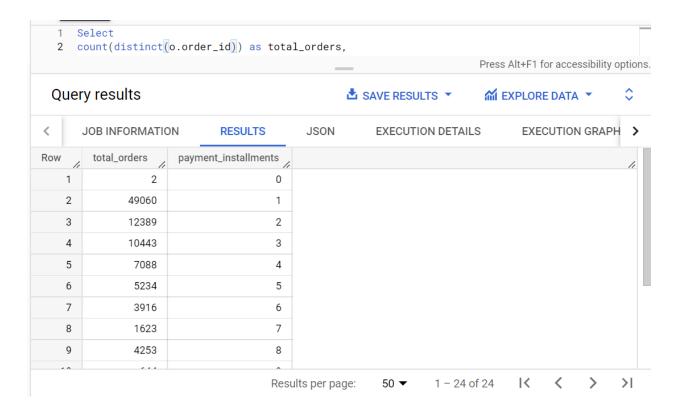
```
SELECT
case
when order_month = 1
then "01_January"
when order_month = 2
```

```
then "02_February"
when order_{month} = 3
then "03_March"
when order_{month} = 4
then "04_April"
when order_{month} = 5
then "05_May"
when order month = 6
then "06 June"
when order_month = 7
then "07_July"
when order_month = 8
then "08_August"
when order_month = 9
then "09_September"
when order_{month} = 10
then "10_October"
when order_{month} = 11
then "11_November"
when order_{month} = 12
then "12_December"
end
as ORDER_MONTH,
count(distinct(o.order_id)) as total_order_count,
payment_type
from
(Select extract(month from date(order_purchase_timestamp)) as
order month,
order_id, customer_id
from `target_sql.Orders`) t,
`target_sql.Customers` cust,
`target_sql.Orders` o,
`target_sql.Payments` pay
where t.customer_id = cust.customer_id
and o.customer_id = cust.customer_id
and o.order id = pay.order id
group by ORDER_MONTH,payment_type
order by ORDER_MONTH, payment_type
```



2. Distribution of payment installments and count of orders Ans) **QUERY:**

```
SELECT
count(distinct(o.order_id)) as total_orders,
payment_installments
from
`target_sql.Customers` cust,
`target_sql.Orders` o,
`target_sql.Payments` pay
where o.customer_id = cust.customer_id
and o.order_id = pay.order_id
group by payment_installments
order by payment_installments
```



SORT on no.of orders for each payment installment QUERY:

```
SELECT
count(distinct(o.order_id)) as total_orders,
payment_installments
from
`target_sql.Customers` cust,
`target_sql.Orders` o,
`target_sql.Payments` pay
where o.customer_id = cust.customer_id
and o.order_id = pay.order_id
group by payment_installments
order by total_orders
```

