# “Adventure Works” Business Questions

## Sales:-

* How much were the yearly sales? (sales history)
* How much were the monthly sales?
* How much were my total sales?
* How much were my total Tax Amt?
* How much were my total Freight Amt?
* Which sales person is the top performer top customer?
* Which territory is performing (sales) the best?
* How much Sales I m getting from Online & Physical Stores?
* What is our total revenue?
* Which Territory has the least/most sales?
* Which Ship Method is mostly being used?
* Avg month time from order to shipment?

## Product:-

* We need the Same questions to be answered for Products as done for Customer Sales.
* Which product (category/sub-category) was sold the most?
* Which product needs special offers to boost up its sales?
* Which product needs maximum/minimum commission to boost up sales?

## Shipment:-

* What is impact of shipment on products sales

## Purchase/Vendor:-

* Which vendor delivers the materials/replacement parts on time?
* How much material does each vendor delivers?
* How much material was accepted/rejected?
* Monthly purchase amount, tax against each vendor?

## Person:-

* What type of customers are purchasing a particular product?