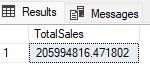
**1.Total\_Sales**

SELECT

SUM(Line\_Total) AS TotalSales

FROM

Sales\_Order;



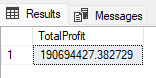
**2. Total\_Profit**

SELECT

SUM(Line\_Total - Total\_Unit\_Cost) AS TotalProfit

FROM

Sales\_Order;



**3.Budget Utilization**

SELECT

P.Product\_Name,

SUM(SO.Line\_Total) AS TotalSales,

B.\_2017\_Budgets AS Budget2017,

(SUM(SO.Line\_Total) / B.\_2017\_Budgets) \* 100 AS BudgetUtilizationPercentage

FROM

Sales\_Order SO

JOIN

Products P ON SO.Product\_Description\_Index = P.[Index]

JOIN

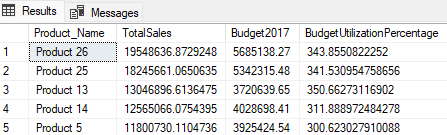
[2017\_Budgts] B ON P.Product\_Name = B.Product\_Name

GROUP BY

P.Product\_Name, B.\_2017\_Budgets

ORDER BY

TotalSales DESC;



**4. Sales Growth**

WITH YearlySales AS (

SELECT

YEAR(OrderDate) AS SalesYear,

SUM(Line\_Total) AS TotalSales

FROM

Sales\_Order

GROUP BY

YEAR(OrderDate)

)

SELECT

SalesYear,

TotalSales,

LAG(TotalSales) OVER (ORDER BY SalesYear) AS PreviousYearSales,

(TotalSales - LAG(TotalSales) OVER (ORDER BY SalesYear)) \* 100.0 /

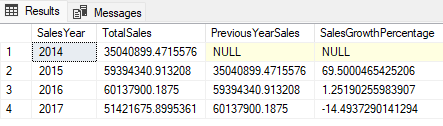
LAG(TotalSales) OVER (ORDER BY SalesYear) AS SalesGrowthPercentage

FROM

YearlySales

ORDER BY

SalesYear;



**5.Sales by Region**

SELECT

R.Full\_Name AS RegionName,

SUM(SO.Line\_Total) AS TotalSales

FROM

Sales\_Order SO

JOIN

Regions R ON SO.Delivery\_Region\_Index = R.[Index]

GROUP BY

R.Full\_Name

ORDER BY

TotalSales DESC;

