

Q.1) Find the total revenue, quantities and profit generated.

use indexing;

SELECT

```
SUM(Sales) AS Total_Revenue,  
SUM(Quantity) AS Total_Quantity,  
SUM(Profit) AS Total_Profit
```

FROM superstore;

Total_Revenue	Total_Quantity	Total_Profit
1174336.6362799979	14452	134146.21628000017

Q.2) Find the segment wise distribution of the sales.

SELECT

```
Segment,  
SUM(Sales) AS Total_Sales  
FROM superstore  
GROUP BY Segment  
ORDER BY Total_Sales DESC;
```

Segment	Total_Sales
Consumer	624094.8519599998
Corporate	350747.61732000054
Home Office	199494.16700000007

Q.3) Find the top 3 most profitable products.

```
SELECT  
    `Product Name`,  
    SUM(Profit) AS total_profit  
FROM superstore  
GROUP BY `Product Name`  
ORDER BY total_profit DESC  
LIMIT 3;
```

Product Name	total_profit
Sauder Classic Bookcase, Metal	2978.370000000003
Nokia Smart Phone, with Caller ID	2887.594
Novimex Executive Leather Armchair, Adjustable	2523.551999999997

Q.4) How many orders are placed after January 2016.

```
SELECT  
    COUNT(DISTINCT `Order ID`) AS total_orders_after_jan_2016  
FROM superstore  
WHERE STR_TO_DATE(`Order Date`, '%d-%m-%Y') > '2016-01-31';
```

total_orders_after_jan_2016
1205

Q.5) How many states from Austria are under the roof of business?

```
SELECT  
COUNT(DISTINCT `State`) AS total_states_in_austria  
FROM superstore  
WHERE Country = 'Austria';
```

Result Grid	
	total_states_in_austria
▶	6

Q.6) Which products and subcatagories are most and least profitable?

-- Most profitable product

```
SELECT  
`product name`,  
SUM(profit) AS total_profit  
FROM superstore  
GROUP BY `product name`  
ORDER BY total_profit DESC  
LIMIT 1;
```

Result Grid	
	product name
▶	Sauder Classic Bookcase, Metal 2978.370000000003

-- Least profitable product

```
SELECT  
    `product name`,  
    SUM(profit) AS total_profit  
FROM superstore  
GROUP BY `product name`  
ORDER BY total_profit ASC  
LIMIT 1;
```

Result Grid		Filter Rows:	Export:
	product name	total_profit	
▶	Ikea Library with Doors, Traditional	-1748.1749999999997	

Q.7 Which customer segment contributes the most to the total revenue?

```
SELECT  
    segment,  
    SUM(sales) AS total_revenue  
FROM superstore  
GROUP BY segment  
ORDER BY total_revenue DESC;
```

Result Grid		Filter Rows:	Export:
	segment	total_revenue	
▶	Consumer	624094.8519599998	
	Corporate	350747.61732000054	
	Home Office	199494.16700000007	

Q.8) What is the year-over-year growth in sales and profit?

```
SELECT  
YEAR(STR_TO_DATE(`Order Date`, '%d-%m-%Y')) AS order_year,  
SUM(sales) AS total_sales,  
SUM(profit) AS total_profit  
FROM superstore  
GROUP BY YEAR(STR_TO_DATE(`Order Date`, '%d-%m-%Y'))  
ORDER BY order_year;
```

Result Grid			
	order_year	total_sales	total_profit
▶	2014	191180.61512000015	24989.545120000002
	2015	253645.95699999976	33521.22699999997
	2016	331950.63704000023	34228.79704000003
	2017	397559.42712000024	41406.64712000003

Q.9) Which countries and cities are driving the highest sales?

```
SELECT  
country,  
SUM(sales) AS total_sales  
FROM superstore  
GROUP BY country  
ORDER BY total_sales DESC  
limit 10;
```

Result Grid		
	country	total_sales
▶	Australia	925235.8530000002
	Austria	92539.0499999999
	Argentina	57511.7832799994
	Algeria	36091.5899999999
	Angola	25554.0000000001
	Afghanistan	21673.320000000003
	Azerbaijan	5631.509999999975
	Bangladesh	5385.48
	Albania	3888.119999999999
	Bahrain	669.18

Q.10) What is the average delivery time from order to ship date across regions?

```
SELECT
region,
ROUND(AVG(DATEDIFF(
STR_TO_DATE(`Ship Date`, '%d-%m-%Y'),
STR_TO_DATE(`Order Date`, '%d-%m-%Y')
)), 2) AS avg_delivery_days
FROM superstore
GROUP BY region
ORDER BY avg_delivery_days;
```

Result Grid	
	region
▶	Western Asia
	3.44
	Southern Europe
	3.63
	South America
	3.83
	North Africa
	3.85
	Oceania
	3.95
	Western Europe
	3.98
	Central Africa
	4.20
	Southern Asia
	4.52

Q.11) what is the profit distribution across order priority?

```
SELECT
`Order Priority`,
SUM(profit) AS total_profit,
ROUND(AVG(profit), 2) AS avg_profit_per_order
FROM superstore
GROUP BY `Order Priority`
ORDER BY total_profit DESC;
```

Result Grid		
	Order Priority	total_profit
▶	Medium	73509.6927600009
	High	46576.5198399997
	Critical	9776.810679999997
	Low	4283.192999999999
		32.04
		36.7
		34.18
		31.73

Q.12) Suggest data-driven recommendations for improving profit and reducing losses.

```
SELECT  
    `Sub-Category`,  
    SUM(sales) AS total_sales,  
    SUM(profit) AS total_profit  
FROM superstore  
GROUP BY `Sub-Category`  
ORDER BY  
total_profit ASC  
LIMIT 10;
```

	Sub-Category	total_sales	total_profit
▶	Tables	60215.85899999999	-5042.570999999997
	Fasteners	9270.744000000006	882.0540000000001
	Labels	8075.603999999975	1317.773999999994
	Envelopes	16385.48399999993	1410.943999999993
	Supplies	24244.476000000006	2505.195999999998
	Paper	22673.031000000006	3214.2910000000024
	Art	24695.373	3343.442999999984
	Binders	24592.88999999996	3446.919999999973
	Furnishings	32568.48599999997	4696.606000000002
	Machines	59335.61999999999	6580.159999999998