1. Write the SQL Query that returns the Contact FirstName, Contact LastName and Company Name from the following database tables:

1. Write the SQL statement that changes the Company of the Contact “Sami Johns” from “org2” to “org1”
2. Return every lead (stage = 'lead') that has been open for > 30 days and has no associated Activities in the past 14 days.  
   *Output : deal\_id, company\_name, days\_open (integer).*
3. For each owner\_id, list the number of incomplete Activities due in the current calendar month, ordered descending.
4. Compute, for the last full quarter, the conversion rates from lead → qualified → proposal → won.  
   *Output : four percentages rounded to one decimal.*
5. Re-assign all Contacts whose Company is in industry = 'Retail' and whose last Activity was completed more than 60 days ago to owner\_id = 7.
6. Show the total amount of won Deals per calendar month for the last 12 months, including months with zero.  
   *Output : month\_start, total\_amount.*
7. Query #1 is slow in production. Propose the single best index and explain briefly (≤ 40 words) why.