

```
In [3]: import numpy as np  
import pandas as pd  
import matplotlib.pyplot as plt
```

```
In [4]: dataset = pd.read_csv('50_Startups.csv')  
dataset.head()
```

Out[4]:

	R&D Spend	Administration	Marketing Spend	State	Profit
0	165349.20	136897.80	471784.10	New York	192261.83
1	162597.70	151377.59	443898.53	California	191792.06
2	153441.51	101145.55	407934.54	Florida	191050.39
3	144372.41	118671.85	383199.62	New York	182901.99
4	142107.34	91391.77	366168.42	Florida	166187.94

```
In [5]: x = dataset.iloc[:, :-1].values
x
```

```
Out[5]: array([[165349.2, 136897.8, 471784.1, 'New York'],
               [162597.7, 151377.59, 443898.53, 'California'],
               [153441.51, 101145.55, 407934.54, 'Florida'],
               [144372.41, 118671.85, 383199.62, 'New York'],
               [142107.34, 91391.77, 366168.42, 'Florida'],
               [131876.9, 99814.71, 362861.36, 'New York'],
               [134615.46, 147198.87, 127716.82, 'California'],
               [130298.13, 145530.06, 323876.68, 'Florida'],
               [120542.52, 148718.95, 311613.29, 'New York'],
               [123334.88, 108679.17, 304981.62, 'California'],
               [101913.08, 110594.11, 229160.95, 'Florida'],
               [100671.96, 91790.61, 249744.55, 'California'],
               [93863.75, 127320.38, 249839.44, 'Florida'],
               [91992.39, 135495.07, 252664.93, 'California'],
               [119943.24, 156547.42, 256512.92, 'Florida'],
               [114523.61, 122616.84, 261776.23, 'New York'],
               [78013.11, 121597.55, 264346.06, 'California'],
               [94657.16, 145077.58, 282574.31, 'New York'],
               [91749.16, 114175.79, 294919.57, 'Florida'],
               [86419.7, 153514.11, 0.0, 'New York'],
               [76253.86, 113867.3, 298664.47, 'California'],
               [78389.47, 153773.43, 299737.29, 'New York'],
               [73994.56, 122782.75, 303319.26, 'Florida'],
               [67532.53, 105751.03, 304768.73, 'Florida'],
               [77044.01, 99281.34, 140574.81, 'New York'],
               [64664.71, 139553.16, 137962.62, 'California'],
               [75328.87, 144135.98, 134050.07, 'Florida'],
               [72107.6, 127864.55, 353183.81, 'New York'],
               [66051.52, 182645.56, 118148.2, 'Florida'],
               [65605.48, 153032.06, 107138.38, 'New York'],
               [61994.48, 115641.28, 91131.24, 'Florida'],
               [61136.38, 152701.92, 88218.23, 'New York'],
               [63408.86, 129219.61, 46085.25, 'California'],
               [55493.95, 103057.49, 214634.81, 'Florida'],
               [46426.07, 157693.92, 210797.67, 'California'],
               [46014.02, 85047.44, 205517.64, 'New York'],
               [28663.76, 127056.21, 201126.82, 'Florida'],
               [44069.95, 51283.14, 197029.42, 'California'],
               [20229.59, 65947.93, 185265.1, 'New York'],
               [38558.51, 82982.09, 174999.3, 'California'],
               [28754.33, 118546.05, 172795.67, 'California'],
               [27892.92, 84710.77, 164470.71, 'Florida'],
               [23640.93, 96189.63, 148001.11, 'California'],
               [15505.73, 127382.3, 35534.17, 'New York'],
               [22177.74, 154806.14, 28334.72, 'California'],
               [1000.23, 124153.04, 1903.93, 'New York'],
               [1315.46, 115816.21, 297114.46, 'Florida'],
               [0.0, 135426.92, 0.0, 'California'],
               [542.05, 51743.15, 0.0, 'New York'],
               [0.0, 116983.8, 45173.06, 'California']], dtype=object)
```

```
In [6]: y = dataset.iloc[:,4]  
y
```

```
Out[6]: 0      192261.83  
1      191792.06  
2      191050.39  
3      182901.99  
4      166187.94  
5      156991.12  
6      156122.51  
7      155752.60  
8      152211.77  
9      149759.96  
10     146121.95  
11     144259.40  
12     141585.52  
13     134307.35  
14     132602.65  
15     129917.04  
16     126992.93  
17     125370.37  
18     124266.90  
19     122776.86  
20     118474.03  
21     111313.02  
22     110352.25  
23     108733.99  
24     108552.04  
25     107404.34  
26     105733.54  
27     105008.31  
28     103282.38  
29     101004.64  
30      99937.59  
31      97483.56  
32      97427.84  
33      96778.92  
34      96712.80  
35      96479.51  
36      90708.19  
37      89949.14  
38      81229.06  
39      81005.76  
40      78239.91  
41      77798.83  
42      71498.49  
43      69758.98  
44      65200.33  
45      64926.08  
46      49490.75  
47      42559.73  
48      35673.41  
49      14681.40  
Name: Profit, dtype: float64
```

```
In [7]: #convert txt into numerical values  
from sklearn.preprocessing import LabelEncoder , OneHotEncoder  
labelencoder_x=LabelEncoder()  
#column to be converted  
x[:,3] = labelencoder_x.fit_transform(x[:,3])  
onehotencoder=OneHotEncoder(categorical_features=[3])  
x= onehotencoder.fit_transform(x).toarray()  
x
```

```
Out[7]: array([[ 0.00000000e+00,  0.00000000e+00,  1.00000000e+00,
 1.65349200e+05,  1.36897800e+05,  4.71784100e+05],
 [ 1.00000000e+00,  0.00000000e+00,  0.00000000e+00,
 1.62597700e+05,  1.51377590e+05,  4.43898530e+05],
 [ 0.00000000e+00,  1.00000000e+00,  0.00000000e+00,
 1.53441510e+05,  1.01145550e+05,  4.07934540e+05],
 [ 0.00000000e+00,  0.00000000e+00,  1.00000000e+00,
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 [ 0.00000000e+00,  1.00000000e+00,  0.00000000e+00,
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 [ 0.00000000e+00,  0.00000000e+00,  1.00000000e+00,
 1.31876900e+05,  9.98147100e+04,  3.62861360e+05],
 [ 1.00000000e+00,  0.00000000e+00,  0.00000000e+00,
 1.34615460e+05,  1.47198870e+05,  1.27716820e+05],
 [ 0.00000000e+00,  1.00000000e+00,  0.00000000e+00,
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 1.19943240e+05,  1.56547420e+05,  2.56512920e+05],
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 1.14523610e+05,  1.22616840e+05,  2.61776230e+05],
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 [ 0.00000000e+00,  1.00000000e+00,  0.00000000e+00,
```

```

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[ 1.00000000e+00, 0.00000000e+00, 0.00000000e+00,
0.00000000e+00, 1.16983800e+05, 4.51730600e+04]]

```

```
In [8]: #avoid dummy variables  
x=x[:,1:]  
x
```

```
Out[8]: array([[ 0.00000000e+00,  1.00000000e+00,  1.65349200e+05,
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```



```

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1.16983800e+05, 4.51730600e+04]]

```

```
In [9]: from sklearn.cross_validation import train_test_split
x_train, x_test, y_train, y_test = train_test_split(x,y,test_size = 0.2, random_state=0)
x_train, x_test, y_train, y_test
```

```

Out[9]: (array([[ 1.00000000e+00,  0.00000000e+00,  5.54939500e+04,
                  1.03057490e+05,  2.14634810e+05],
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                  1.22616840e+05,  2.61776230e+05],
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```

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35 96479.51
26 105733.54
34 96712.80
18 124266.90
7 155752.60
14 132602.65
45 64926.08
48 35673.41
29 101004.64
15 129917.04
30 99937.59
32 97427.84
16 126992.93

```

```

42    71498.49
20    118474.03
43    69758.98
8     152211.77
13    134307.35
25    107404.34
5     156991.12
17    125370.37
40    78239.91
49    14681.40
1     191792.06
12    141585.52
37    89949.14
24    108552.04
6     156122.51
23    108733.99
36    90708.19
21    111313.02
19    122776.86
9     149759.96
39    81005.76
46    49490.75
3     182901.99
0     192261.83
47    42559.73
44    65200.33
Name: Profit, dtype: float64,
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11    144259.40
10    146121.95
41    77798.83
2     191050.39
27    105008.31
38    81229.06
31    97483.56
22    110352.25
4     166187.94
Name: Profit, dtype: float64)

```

```

In [10]: #fitting MLR to trainig set
from sklearn.linear_model import LinearRegression
regressor=LinearRegression()
regressor.fit(x_train,y_train)

```

```
Out[10]: LinearRegression(copy_X=True, fit_intercept=True, n_jobs=1, normalize=False)
```

```

In [12]: #predict the Test set Results
y_pred = regressor.predict(x_test)
y_pred

```

```

Out[12]: array([ 103015.20159796,  132582.27760815,  132447.73845175,
                  71976.09851258,  178537.48221056,  116161.24230166,
                  67851.69209676,  98791.73374687,  113969.43533013,
                  167921.06569551])

```