# Approach

## Prepossessing

1. There were no missing values, so didn’t have to do much over there.
2. In sales data there were outliers which were removed as it can be seen in the code.
3. Label encoder was used to deal with categorical data.
4. Finally the data was scaled before building the model  
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## Model

I built a simple neural network to solve this problem

1. Relu activation functions were used for hidden layers and for for output layer linear activation function was used.
2. MSE was used as loss function which is best since its not a classification problem
3. ADAM as optimizer.
4. I played around with number of hidden layers and felt 50 was best.
5. 20% of training data was used as validation data which also helped in looking out for over-fitting.

## Conclusion

I also tried a simple linear regression I will probably submit the results of that well,but neural network gave better results