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| **TECHNICAL REPORT – SUPERSTORE SALES FORECASTING** |

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| **1)MAIN OBJECTIVE** |
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| **2)PROJECT OVERVIEW** | |
| **Forecasting Method** |  |
| **Forecasting Period** |  |
| **Training Period** |  |
| **Testing Period** |  |
| **Level of Granularity (Daily/Monthly)** |  |
| **Confidence Level** |  |
| **Accuracy Metric/Metrics Used** |  |
| **Accuracy Result** |  |
| **Notes** |  |

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| **3)EXPLORATORY DATA ANALYSIS** | | |
| **NUMERICAL EXPLORATION** | | |
| **Data Cleaning** | **Outliers Identified** |  |
| **Errors Identified** |  |
| **Missing Values** |  |
| **Data Transformation** |  |
| **Decisions Made Based on Numerical EDA** |  | |
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| **3)EXPLORATORY DATA ANALYSIS** | | |
| **GRAPHICAL EXPLORATION** | | |
| **Graph Used** | **Justification** | **Insight** |
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| **Notes** | | |
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| **4)NAÏVE MODEL** | |
| **Forecasting Method/Methods Tested** |  |
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| **Accuracy Metric Used & Result for each Model Tested** |  |
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| **5)FINAL MODEL** | |
| **Forecasting Model Selected** |  |
| **Accuracy Metric Used & Result** |  |
| **Parameters Toning (changes made to parameters to reach the final model)** |  |
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| **Seasonality Identified** |  |