## **Problem statement**

## Data collection

# **Importing libraries**

```
In [1]:
```

```
import numpy as np
import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sns
```

## Importing dataset

Out[2]:		Row Labels	Sum of Jan	Sum of Feb	Sum of Mar	Sum of Total Sales
	0	А	5.62%	7.73%	6.16%	75
	1	В	4.21%	17.27%	19.21%	160
	2	С	9.83%	11.60%	5.17%	101
	3	D	2.81%	21.91%	7.88%	127
	4	Е	25.28%	10.57%	11.82%	179
	5	F	8.15%	16.24%	18.47%	167
	6	G	18.54%	8.76%	17.49%	171
	7	Н	25.56%	5.93%	13.79%	170
	8	Grand Total	100.00%	100.00%	100.00%	1150

## head

Out[3]:		Row Labels	Sum of Jan	Sum of Feb	Sum of Mar	Sum of Total Sales
	0	А	5.62%	7.73%	6.16%	75
	1	В	4.21%	17.27%	19.21%	160
	2	С	9.83%	11.60%	5.17%	101

	Row Labels	Sum of Jan	Sum of Feb	Sum of Mar	Sum of Total Sales
3	D	2.81%	21.91%	7.88%	127
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6	G	18.54%	8.76%	17.49%	171
7	Н	25.56%	5.93%	13.79%	170

### info

```
In [4]: # to identify missing values
    data.info()

<class 'pandas.core.frame.DataFrame'>
    RangeIndex: 9 entries, 0 to 8
    Data columns (total 5 columns):
        # Column Non-Null Count Dtype
```

0 Row Labels 9 non-null object 1 Sum of Jan 9 non-null object 9 non-null 2 Sum of Feb object Sum of Mar 9 non-null object 3 Sum of Total Sales 9 non-null int64

dtypes: int64(1), object(4)
memory usage: 488.0+ bytes

#### describe

```
In [5]: # to display summary of the dataset
    data.describe()
```

Out[5]:		Sum of Total Sales
	count	9.000000
	mean	255.555556
	std	337.332963
	min	75.000000
	25%	127.000000
	50%	167.000000
	75%	171.000000
	max	1150.000000

#### columns

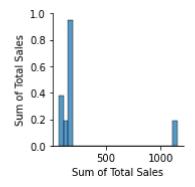
```
In [6]:
          # to display headings of the dataset
          data.columns
Out[6]: Index(['Row Labels', 'Sum of Jan', 'Sum of Feb', 'Sum of Mar',
                 'Sum of Total Sales'],
                dtype='object')
In [7]:
          a=data.dropna(axis=1)
Out[7]:
            Row Labels Sum of Jan Sum of Feb Sum of Mar Sum of Total Sales
         0
                            5.62%
                                        7.73%
                                                    6.16%
                                                                         75
                     Α
         1
                     В
                            4.21%
                                       17.27%
                                                   19.21%
                                                                        160
         2
                     C
                            9.83%
                                       11.60%
                                                    5.17%
                                                                        101
         3
                    D
                            2.81%
                                       21.91%
                                                    7.88%
                                                                        127
                     Ε
                           25.28%
                                       10.57%
                                                   11.82%
                                                                        179
                     F
                            8.15%
                                       16.24%
                                                   18.47%
                                                                        167
                     G
                           18.54%
                                        8.76%
                                                   17.49%
                                                                        171
         7
                    Н
                           25.56%
                                        5.93%
                                                   13.79%
                                                                        170
            Grand Total
                           100.00%
                                      100.00%
                                                  100.00%
                                                                       1150
```

```
In [8]: a.columns
```

## **EDA and Visualization**

```
In [9]: sns.pairplot(a)
```

Out[9]: <seaborn.axisgrid.PairGrid at 0x195b1824670>



## distribution plot

1000

1200

## correlation

200

400

600

Sum of Total Sales

800

```
In [11]:
            dat=data[['Row Labels', 'Sum of Jan', 'Sum of Feb', 'Sum of Mar',
                     'Sum of Total Sales']]
            sns.heatmap(dat.corr())
Out[11]: <AxesSubplot:>
                                                                 -1.100
                                                                 - 1.075
                                                                 - 1.050
                                                                 - 1.025
                                                                  -1.000
           Sum of Total Sales
                                                                  0.975
                                                                  0.950
                                                                  0.925
                                                                  0.900
                              Sum of Total Sales
```

## To train the model-Model Building

```
In [12]:
          x=a[['Sum of Total Sales']]
          y=a['Sum of Total Sales']
In [13]:
           # to split my dataset into training and test data
          from sklearn.model_selection import train_test_split
          x_train,x_test,y_train,y_test=train_test_split(x,y,test_size=0.3)
In [14]:
          from sklearn.linear_model import LinearRegression
          lr= LinearRegression()
          lr.fit(x_train,y_train)
Out[14]: LinearRegression()
In [15]:
           print(lr.intercept_)
          5.684341886080802e-14
In [16]:
           coeff=pd.DataFrame(lr.coef_,x.columns,columns=['Co-efficient'])
           coeff
                          Co-efficient
Out[16]:
                                  1.0
          Sum of Total Sales
In [17]:
           prediction=lr.predict(x_test)
          plt.scatter(y_test,prediction)
Out[17]: <matplotlib.collections.PathCollection at 0x195b3a06160>
          170
          168
          166
          164
          162
          160
                       162
                               164
                                       166
               160
                                               168
                                                       170
In [18]:
          print(lr.score(x_test,y_test))
          1.0
In [19]:
          lr.score(x_train,y_train)
```

Out[19]: 1.0

# Ridge regression

```
In [20]:
          from sklearn.linear_model import Ridge,Lasso
In [21]:
          rr=Ridge(alpha=10)
          rr.fit(x_train,y_train)
          rr.score(x_test,y_test)
Out[21]:
         0.9999998856154577
In [22]:
          rr.score(x_train,y_train)
         0.999999998691502
Out[22]:
        lasso regression
In [23]:
          la=Lasso(alpha=10)
          la.fit(x train,y train)
          la.score(x_train,y_train)
         0.9999999952892991
Out[23]:
In [24]:
          la.score(x_test,y_test)
```

0.9999958820622676

Out[24]:

In [ ]:

In [ ]: