

Importing all the important libraries for Data Cleaning and EDA

```
In [101... import pandas as pd
import numpy as np
import matplotlib.pyplot as plt
import seaborn as sns
```

```
In [ ]:
```

```
In [102... # Loading dataset into notebook
```

```
In [103... df = pd.read_csv('sales_data_sample.csv',encoding='ISO-8859-1')
```

```
In [ ]:
```

```
In [104... # Checking first five of dataset
```

```
In [105... df.head()
```

```
Out[105... 
```

	ORDERNUMBER	QUANTITYORDERED	PRICEEACH	ORDERLINENUMBER	SALES	ORDER
0	10107	30	95.70	2	2871.00	2/24
1	10121	34	81.35	5	2765.90	5/7
2	10134	41	94.74	2	3884.34	7/1
3	10145	45	83.26	6	3746.70	8/25
4	10159	49	100.00	14	5205.27	10/10

5 rows × 25 columns



```
In [ ]:
```

```
In [106... # Last five rows of dataset
```

```
In [107... df.tail()
```

Out[107...

	ORDERNUMBER	QUANTITYORDERED	PRICEEACH	ORDERLINENUMBER	SALES	OR
2818	10350	20	100.00	15	2244.40	
2819	10373	29	100.00	1	3978.51	
2820	10386	43	100.00	4	5417.57	
2821	10397	34	62.24	1	2116.16	
2822	10414	47	65.52	9	3079.44	

5 rows × 25 columns



In []:

In [108...

Total Number of rows and cloumns presents in dataset

In [109...

df.shape

Out[109... (2823, 25)

In []:

In [110...

checking datatype of columns

In [111...

df.dtypes

```
Out[111... ORDERNUMBER      int64
            QUANTITYORDERED  int64
            PRICEEACH        float64
            ORDERLINENUMBER  int64
            SALES            float64
            ORDERDATE        object
            STATUS           object
            QTR_ID           int64
            MONTH_ID         int64
            YEAR_ID          int64
            PRODUCTLINE      object
            MSRP             int64
            PRODUCTCODE      object
            CUSTOMERNAME     object
            PHONE            object
            ADDRESSLINE1     object
            ADDRESSLINE2     object
            CITY             object
            STATE            object
            POSTALCODE       object
            COUNTRY          object
            TERRITORY        object
            CONTACTLASTNAME  object
            CONTACTFIRSTNAME object
            DEALSIZE         object
            dtype: object
```

```
In [ ]:
```

```
In [112... # An Overview on dataset
```

```
In [113... df.info()
```

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 2823 entries, 0 to 2822
Data columns (total 25 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ORDERNUMBER           2823 non-null   int64
1   QUANTITYORDERED       2823 non-null   int64
2   PRICEEACH             2823 non-null   float64
3   ORDERLINENUMBER       2823 non-null   int64
4   SALES                 2823 non-null   float64
5   ORDERDATE             2823 non-null   object
6   STATUS                2823 non-null   object
7   QTR_ID               2823 non-null   int64
8   MONTH_ID             2823 non-null   int64
9   YEAR_ID              2823 non-null   int64
10  PRODUCTLINE           2823 non-null   object
11  MSRP                  2823 non-null   int64
12  PRODUCTCODE           2823 non-null   object
13  CUSTOMERNAME          2823 non-null   object
14  PHONE                 2823 non-null   object
15  ADDRESSLINE1          2823 non-null   object
16  ADDRESSLINE2          302 non-null    object
17  CITY                  2823 non-null   object
18  STATE                 1337 non-null   object
19  POSTALCODE            2747 non-null   object
20  COUNTRY               2823 non-null   object
21  TERRITORY             1749 non-null   object
22  CONTACTLASTNAME       2823 non-null   object
23  CONTACTFIRSTNAME      2823 non-null   object
24  DEALSIZE              2823 non-null   object
dtypes: float64(2), int64(7), object(16)
memory usage: 551.5+ KB
```

Performing Data Cleaning

Dropping NAN values

```
In [114... # Total number of null values in particular columns
```

```
In [115... df.isnull().sum()
```

```
Out[115... ORDERNUMBER      0
            QUANTITYORDERED  0
            PRICEEACH        0
            ORDERLINENUMBER  0
            SALES             0
            ORDERDATE        0
            STATUS           0
            QTR_ID           0
            MONTH_ID         0
            YEAR_ID          0
            PRODUCTLINE      0
            MSRP             0
            PRODUCTCODE      0
            CUSTOMERNAME     0
            PHONE            0
            ADDRESSLINE1     0
            ADDRESSLINE2     2521
            CITY             0
            STATE            1486
            POSTALCODE       76
            COUNTRY          0
            TERRITORY        1074
            CONTACTLASTNAME  0
            CONTACTFIRSTNAME 0
            DEALSIZE         0
            dtype: int64
```

```
In [ ]:
```

```
In [116... # checking total % of null values presnt in overall dataset
```

```
In [117... (df.isnull().sum().sum())/(df.shape[0]*df.shape[1])*100
```

```
Out[117... 7.30712008501594
```

```
In [118... # Total 7% of data is missing from the dataset
```

```
In [ ]:
```

```
In [119... # Checking % of null value in each column
```

```
In [120... (df.isnull().sum()/df.shape[0])*100
```

```
Out[120...] ORDERNUMBER      0.000000
            QUANTITYORDERED  0.000000
            PRICEEACH        0.000000
            ORDERLINENUMBER  0.000000
            SALES             0.000000
            ORDERDATE        0.000000
            STATUS           0.000000
            QTR_ID           0.000000
            MONTH_ID         0.000000
            YEAR_ID          0.000000
            PRODUCTLINE      0.000000
            MSRP              0.000000
            PRODUCTCODE      0.000000
            CUSTOMERNAME     0.000000
            PHONE             0.000000
            ADDRESSLINE1     0.000000
            ADDRESSLINE2     89.302161
            CITY              0.000000
            STATE             52.639036
            POSTALCODE       2.692171
            COUNTRY           0.000000
            TERRITORY        38.044633
            CONTACTLASTNAME  0.000000
            CONTACTFIRSTNAME 0.000000
            DEALSIZE          0.000000
dtype: float64
```

```
In [121...] # Here we got to know that in
            # column          % of null value
            # ADDRESSLINE2    89.302161
            # STATE           52.639036
            # POSTALCODE      2.692171
            # TERRITORY       38.044633
            # % of null values presents
```

```
In [ ]:
```

```
In [122...] # if our column contain more than 80-90 percentage of null values then we have to d
            # b'coz fill this much of data manually can give inaccurate output
```

```
In [123...] # Dropping column
df.drop('ADDRESSLINE2',axis = 1,inplace=True)
```

```
In [124...] df.columns
```

```
Out[124...] Index(['ORDERNUMBER', 'QUANTITYORDERED', 'PRICEEACH', 'ORDERLINENUMBER',
                'SALES', 'ORDERDATE', 'STATUS', 'QTR_ID', 'MONTH_ID', 'YEAR_ID',
                'PRODUCTLINE', 'MSRP', 'PRODUCTCODE', 'CUSTOMERNAME', 'PHONE',
                'ADDRESSLINE1', 'CITY', 'STATE', 'POSTALCODE', 'COUNTRY', 'TERRITORY',
                'CONTACTLASTNAME', 'CONTACTFIRSTNAME', 'DEALSIZE'],
                dtype='object')
```

```
In [125...] # Sucessfully drop the column
```

In []:

Filling of NAN values

In [126...

`df.info()`

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 2823 entries, 0 to 2822
Data columns (total 24 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ORDERNUMBER           2823 non-null  int64
1   QUANTITYORDERED       2823 non-null  int64
2   PRICEEACH             2823 non-null  float64
3   ORDERLINENUMBER       2823 non-null  int64
4   SALES                 2823 non-null  float64
5   ORDERDATE             2823 non-null  object
6   STATUS               2823 non-null  object
7   QTR_ID               2823 non-null  int64
8   MONTH_ID             2823 non-null  int64
9   YEAR_ID              2823 non-null  int64
10  PRODUCTLINE           2823 non-null  object
11  MSRP                 2823 non-null  int64
12  PRODUCTCODE           2823 non-null  object
13  CUSTOMERNAME          2823 non-null  object
14  PHONE                2823 non-null  object
15  ADDRESSLINE1          2823 non-null  object
16  CITY                 2823 non-null  object
17  STATE                1337 non-null  object
18  POSTALCODE           2747 non-null  object
19  COUNTRY              2823 non-null  object
20  TERRITORY            1749 non-null  object
21  CONTACTLASTNAME       2823 non-null  object
22  CONTACTFIRSTNAME      2823 non-null  object
23  DEALSIZE             2823 non-null  object
dtypes: float64(2), int64(7), object(15)
memory usage: 529.4+ KB
```

In [127...

`df.isnull().sum()`

```
Out[127... ORDERNUMBER      0
            QUANTITYORDERED  0
            PRICEEACH        0
            ORDERLINENUMBER  0
            SALES             0
            ORDERDATE        0
            STATUS           0
            QTR_ID           0
            MONTH_ID         0
            YEAR_ID          0
            PRODUCTLINE      0
            MSRP             0
            PRODUCTCODE      0
            CUSTOMERNAME     0
            PHONE            0
            ADDRESSLINE1     0
            CITY             0
            STATE            1486
            POSTALCODE       76
            COUNTRY          0
            TERRITORY        1074
            CONTACTLASTNAME  0
            CONTACTFIRSTNAME 0
            DEALSIZE         0
            dtype: int64
```

```
In [128... # Here the columns which contain null values are of object datatypes
```

```
In [129... for i in df.select_dtypes(include= 'object').columns:
            df[i].fillna(df[i].mode()[0],inplace=True)
```

C:\Users\ankit\AppData\Local\Temp\ipykernel_16820\2214743516.py:2: FutureWarning: A value is trying to be set on a copy of a DataFrame or Series through chained assignment using an inplace method.
The behavior will change in pandas 3.0. This inplace method will never work because the intermediate object on which we are setting values always behaves as a copy.

For example, when doing 'df[col].method(value, inplace=True)', try using 'df.method({col: value}, inplace=True)' or df[col] = df[col].method(value) instead, to perform the operation inplace on the original object.

```
df[i].fillna(df[i].mode()[0],inplace=True)
```

```
In [130... df.isnull().sum()
```



```
Out[130... ORDERNUMBER      0
            QUANTITYORDERED  0
            PRICEEACH        0
            ORDERLINENUMBER  0
            SALES             0
            ORDERDATE        0
            STATUS           0
            QTR_ID           0
            MONTH_ID         0
            YEAR_ID          0
            PRODUCTLINE      0
            MSRP              0
            PRODUCTCODE      0
            CUSTOMERNAME     0
            PHONE            0
            ADDRESSLINE1     0
            CITY             0
            STATE            0
            POSTALCODE       0
            COUNTRY          0
            TERRITORY        0
            CONTACTLASTNAME  0
            CONTACTFIRSTNAME 0
            DEALSIZE         0
            dtype: int64
```

```
In [131... # We successfully able to fill missing values
```

```
In [ ]:
```

Check for Duplicates

```
In [132... df.duplicated().sum()
```

```
Out[132... 0
```

```
In [ ]:
```

Convert Data Types: Ensure columns like dates and numerical values are in the correct format.

```
In [133... df.info()
```

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 2823 entries, 0 to 2822
Data columns (total 24 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ORDERNUMBER           2823 non-null   int64
1   QUANTITYORDERED       2823 non-null   int64
2   PRICEEACH             2823 non-null   float64
3   ORDERLINENUMBER       2823 non-null   int64
4   SALES                 2823 non-null   float64
5   ORDERDATE             2823 non-null   object
6   STATUS               2823 non-null   object
7   QTR_ID               2823 non-null   int64
8   MONTH_ID             2823 non-null   int64
9   YEAR_ID              2823 non-null   int64
10  PRODUCTLINE          2823 non-null   object
11  MSRP                 2823 non-null   int64
12  PRODUCTCODE          2823 non-null   object
13  CUSTOMERNAME         2823 non-null   object
14  PHONE                2823 non-null   object
15  ADDRESSLINE1         2823 non-null   object
16  CITY                 2823 non-null   object
17  STATE                2823 non-null   object
18  POSTALCODE           2823 non-null   object
19  COUNTRY              2823 non-null   object
20  TERRITORY            2823 non-null   object
21  CONTACTLASTNAME      2823 non-null   object
22  CONTACTFIRSTNAME     2823 non-null   object
23  DEALSIZE             2823 non-null   object
dtypes: float64(2), int64(7), object(15)
memory usage: 529.4+ KB

```

```
In [134... # ORDERDATE column should be in date format but it is in object
```

```
In [135... df['ORDERDATE'] = pd.to_datetime(df['ORDERDATE'])
```

```
In [157... # Drive year from ORDERDATE column
df['YEAR'] = df['ORDERDATE'].dt.year
df['YEAR'] = df['YEAR'].round().astype(int)
```

```
In [137... df.info()
```

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 2823 entries, 0 to 2822
Data columns (total 25 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ORDERNUMBER           2823 non-null   int64
1   QUANTITYORDERED       2823 non-null   int64
2   PRICEEACH             2823 non-null   float64
3   ORDERLINENUMBER       2823 non-null   int64
4   SALES                 2823 non-null   float64
5   ORDERDATE             2823 non-null   datetime64[ns]
6   STATUS                2823 non-null   object
7   QTR_ID               2823 non-null   int64
8   MONTH_ID             2823 non-null   int64
9   YEAR_ID              2823 non-null   int64
10  PRODUCTLINE           2823 non-null   object
11  MSRP                 2823 non-null   int64
12  PRODUCTCODE           2823 non-null   object
13  CUSTOMERNAME          2823 non-null   object
14  PHONE                2823 non-null   object
15  ADDRESSLINE1          2823 non-null   object
16  CITY                 2823 non-null   object
17  STATE                2823 non-null   object
18  POSTALCODE           2823 non-null   object
19  COUNTRY              2823 non-null   object
20  TERRITORY            2823 non-null   object
21  CONTACTLASTNAME       2823 non-null   object
22  CONTACTFIRSTNAME      2823 non-null   object
23  DEALSIZE             2823 non-null   object
24  YEAR                 2823 non-null   int32
dtypes: datetime64[ns](1), float64(2), int32(1), int64(7), object(14)
memory usage: 540.5+ KB

```

In []:

Handle Outliers:

In [138...

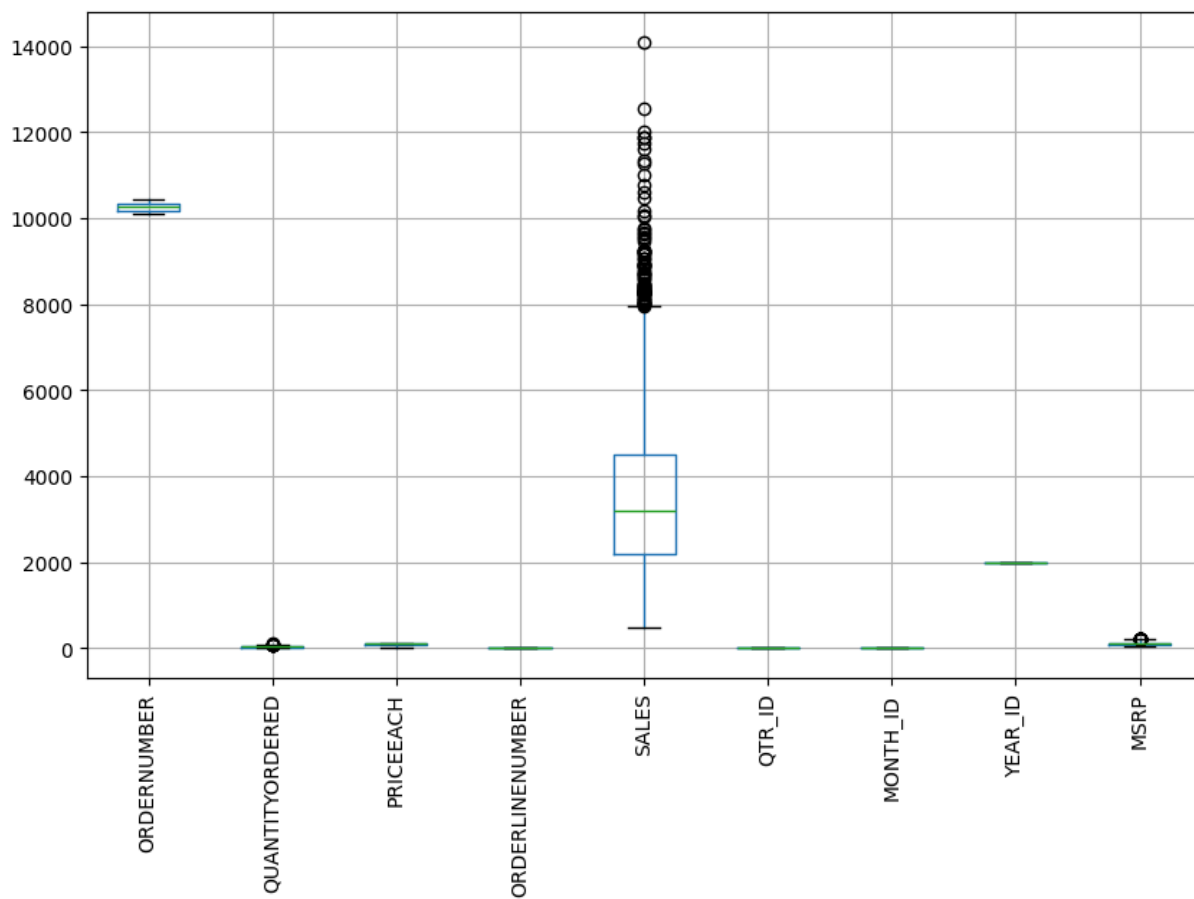
For multiple columns

In [139...

```

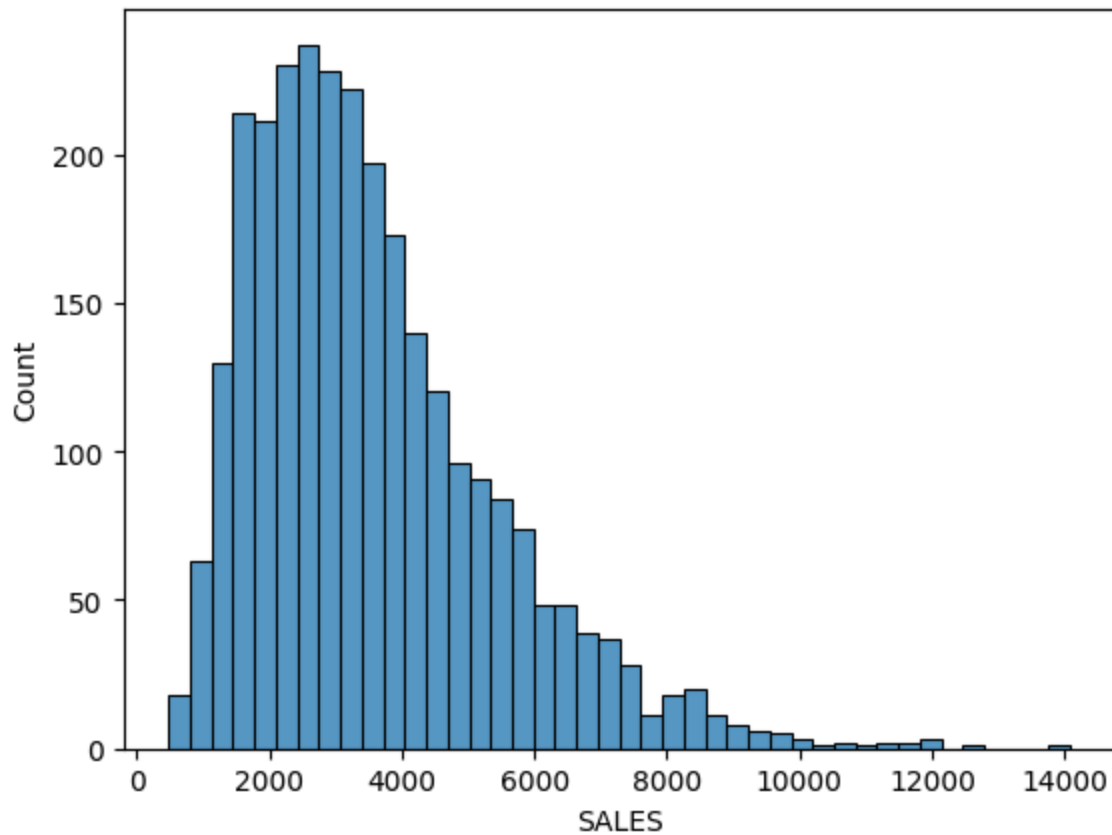
df.select_dtypes(include=['int64', 'float64']).boxplot(figsize=(10, 6))
plt.xticks(rotation=90)
plt.show()

```



```
In [140... # For single columns
```

```
In [141... sns.histplot(df['SALES'])  
plt.show()
```



In []:

Performing Summary of Statistics

In [142... `# For continues datatype`

In [143... `df.describe()`

Out[143...

	ORDERNUMBER	QUANTITYORDERED	PRICEEACH	ORDERLINENUMBER	SAL
count	2823.000000	2823.000000	2823.000000	2823.000000	2823.0000
mean	10258.725115	35.092809	83.658544	6.466171	3553.8890
min	10100.000000	6.000000	26.880000	1.000000	482.1300
25%	10180.000000	27.000000	68.860000	3.000000	2203.4300
50%	10262.000000	35.000000	95.700000	6.000000	3184.8000
75%	10333.500000	43.000000	100.000000	9.000000	4508.0000
max	10425.000000	97.000000	100.000000	18.000000	14082.8000
std	92.085478	9.741443	20.174277	4.225841	1841.8651

In [144...

```
# for categorical datatype
```

In [145...

```
df.describe(include='object')
```

Out[145...

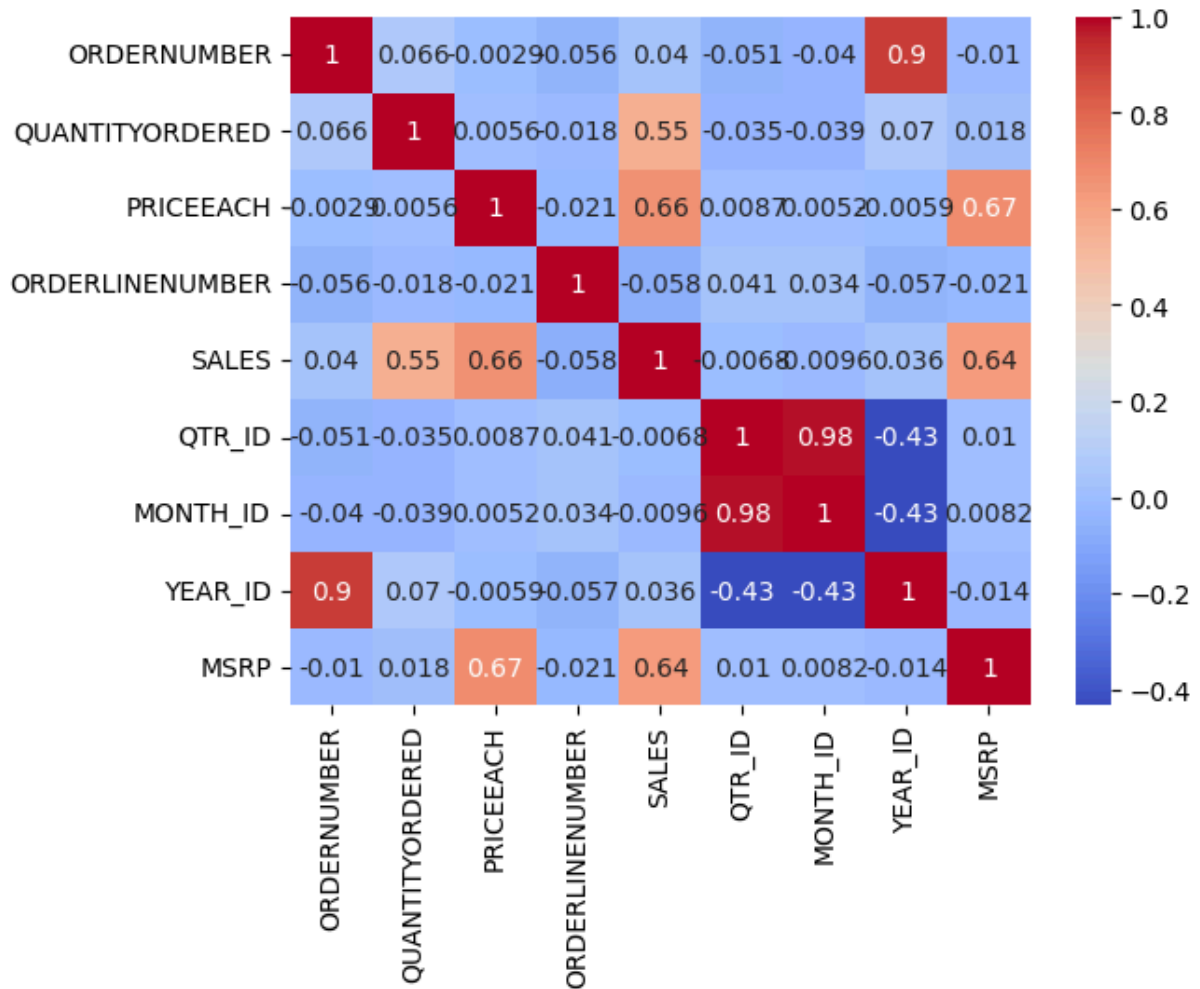
	STATUS	PRODUCTLINE	PRODUCTCODE	CUSTOMERNAME	PHONE	ADDRESSLINE
count	2823	2823	2823	2823	2823	282
unique	6	7	109	92	91	9
top	Shipped	Classic Cars	S18_3232	Euro Shopping Channel	(91) 555 94 44	C/ Moralarza 8
freq	2617	967	52	259	259	25

In [146...

```
# Correlations: Analyzing relationships between sales and other numerical variables
```

In [147...

```
import seaborn as sns
import matplotlib.pyplot as plt
sns.heatmap(df.select_dtypes(include=['int64', 'float64']).corr(), annot=True, cmap=
plt.show()
```



In []:

Performing Exploratory Data Analysis

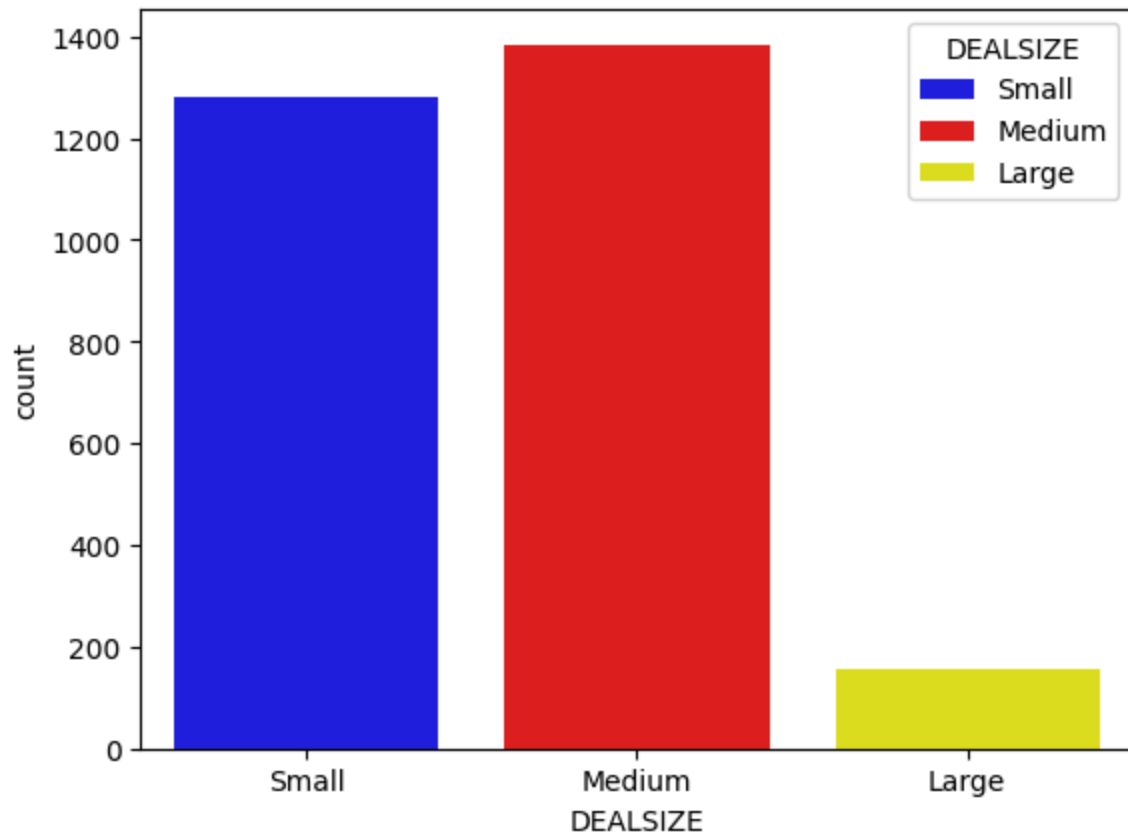
Univariate Analysis

```
In [148... sns.countplot(x = df['DEALSIZE'],palette=['blue', 'red', 'yellow'])
plt.legend(title="DEALSIZE", labels=df['DEALSIZE'].unique())
plt.show()
```

C:\Users\ankit\AppData\Local\Temp\ipykernel_16820\4037968563.py:1: FutureWarning:

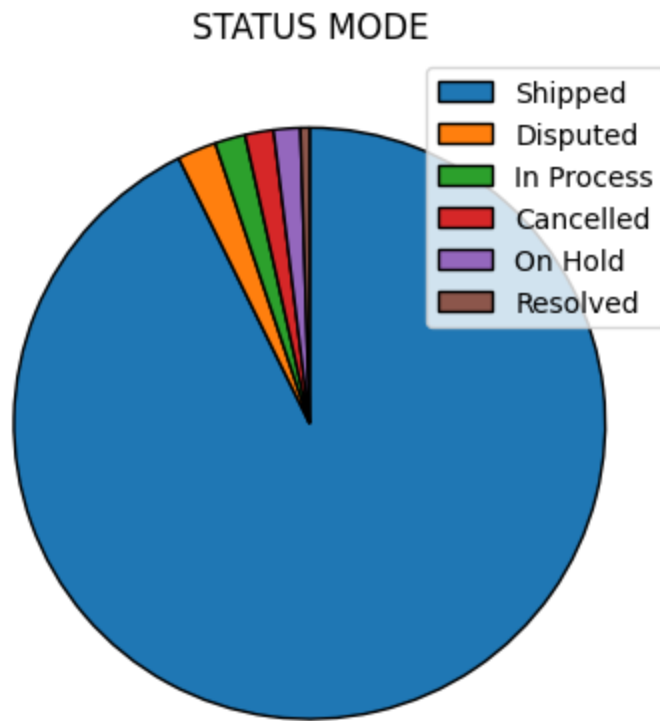
Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `legend=False` for the same effect.

```
sns.countplot(x = df['DEALSIZE'],palette=['blue', 'red', 'yellow'])
```



```
In [ ]: # Medium dealsize having high revenue
```

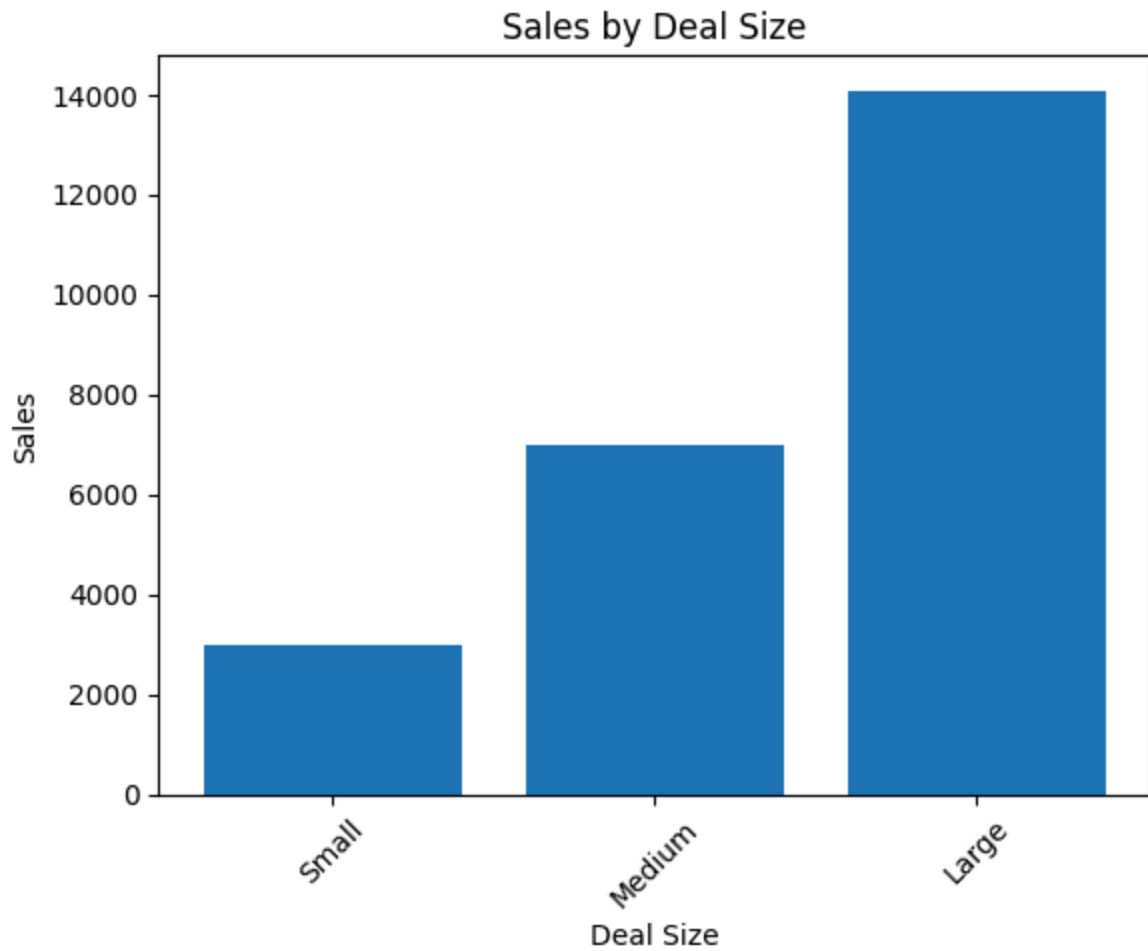
```
In [149... plt.pie(df['STATUS'].value_counts(),startangle=90,counterclock=False,wedgeprops={'e
plt.title("STATUS MODE")
plt.legend(df['STATUS'].unique())
plt.show()
```

In [198... *# Shipped mode have best performance*

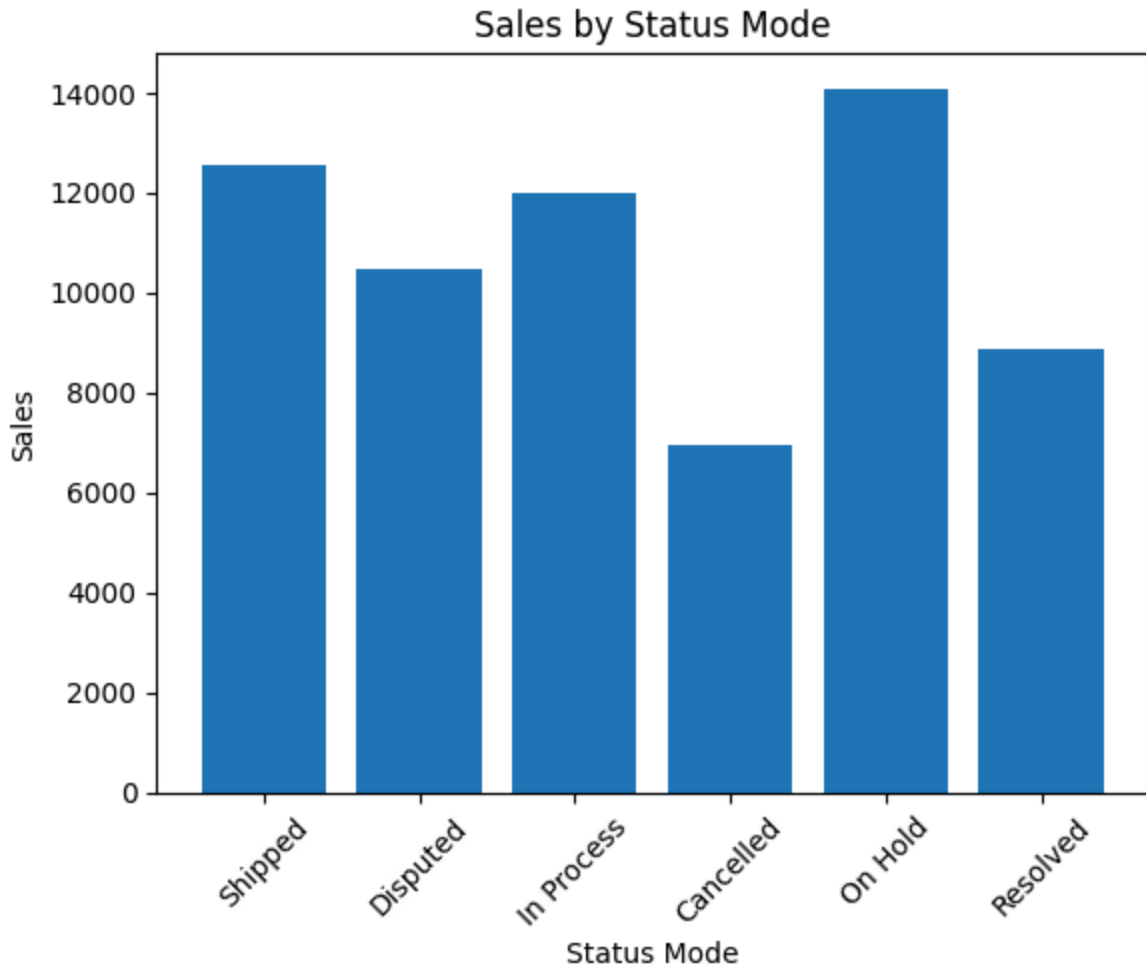
Bivariate Analysis

```
In [150... plt.bar(df['DEALSIZE'], df['SALES'])
plt.xlabel('Deal Size')
plt.ylabel('Sales')
plt.title('Sales by Deal Size')
plt.xticks(rotation=45)
plt.show()
```



In [199... *# Large deal size have high sales*

```
In [151... plt.bar(df['STATUS'], df['SALES'])
plt.xlabel('Status Mode')
plt.ylabel('Sales')
plt.title('Sales by Status Mode')
plt.xticks(rotation=45)
plt.show()
```



In [161... `df['YEAR'].replace({2004:'2004',2003:'2003',2005:'2005'},inplace=True)`

C:\Users\ankit\AppData\Local\Temp\ipykernel_16820\3890760627.py:1: FutureWarning: A value is trying to be set on a copy of a DataFrame or Series through chained assignment using an inplace method.

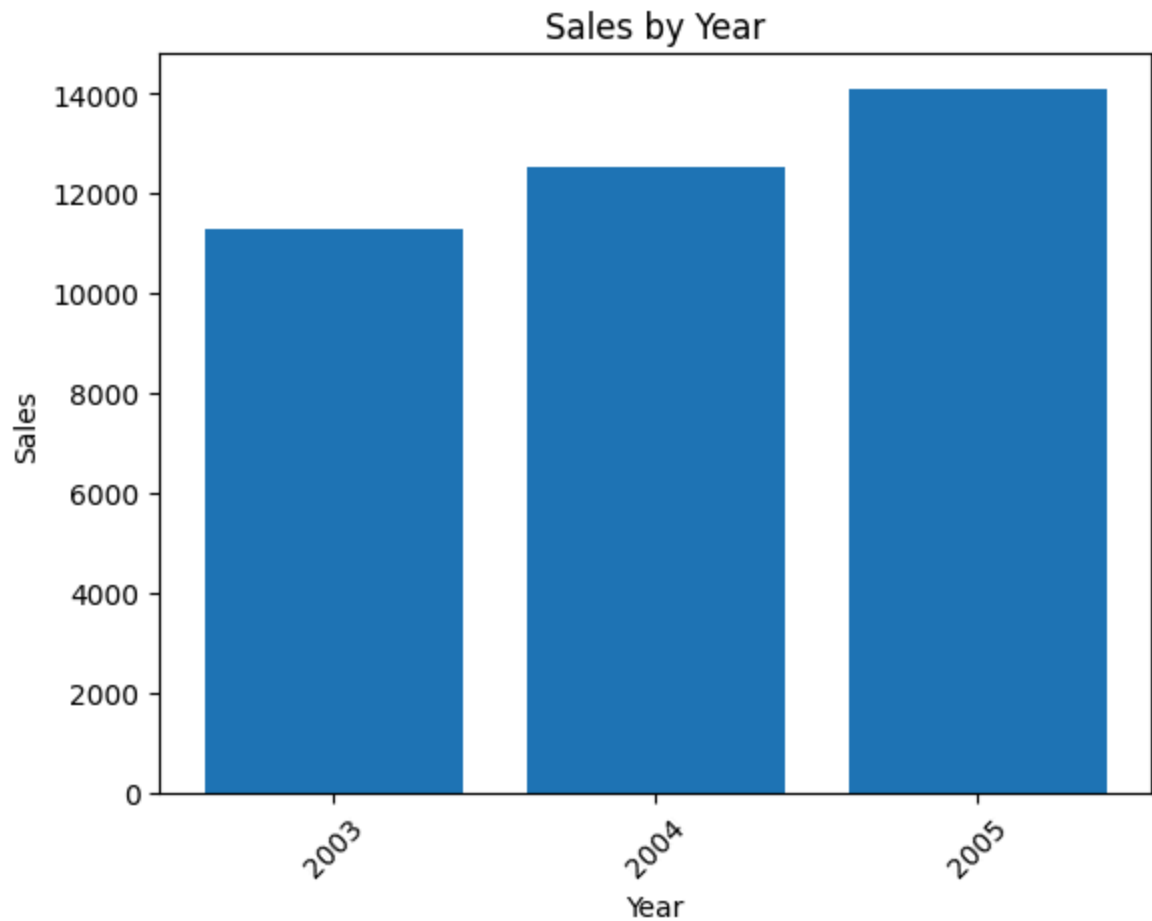
The behavior will change in pandas 3.0. This inplace method will never work because the intermediate object on which we are setting values always behaves as a copy.

For example, when doing 'df[col].method(value, inplace=True)', try using 'df.method({col: value}, inplace=True)' or 'df[col] = df[col].method(value)' instead, to perform the operation inplace on the original object.

```
df['YEAR'].replace({2004:'2004',2003:'2003',2005:'2005'},inplace=True)
```

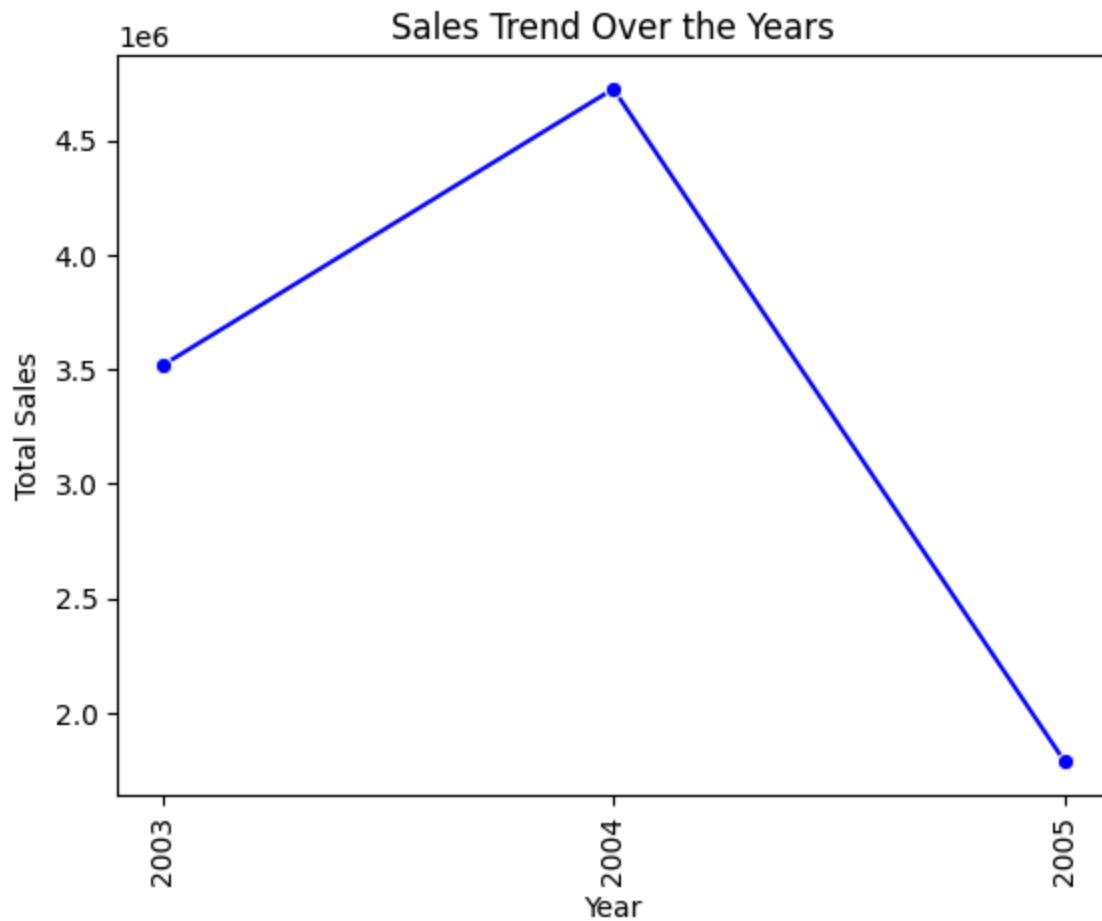
In [167... *# I replace year with string because my year value come as float like
2003.5 2005.0 2004.05
for better visulization i do this*

In [162... `plt.bar(df['YEAR'], df['SALES'])
plt.xlabel('Year')
plt.ylabel('Sales')
plt.title('Sales by Year')
plt.xticks(rotation=45)
plt.show()`



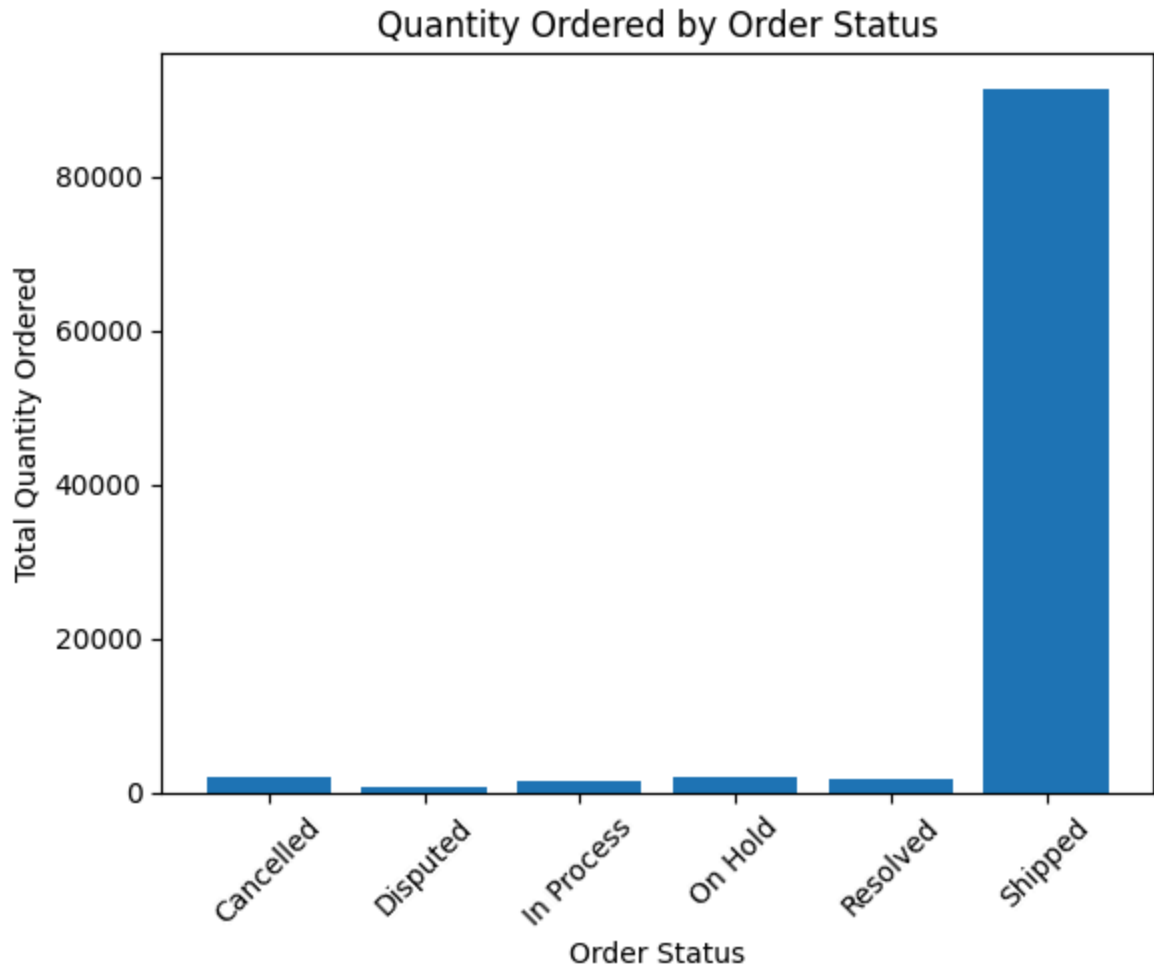
In [200...] *# in 2005 year company generate high revenue*

```
In [163...] yearly_sales = df.groupby('YEAR')['SALES'].sum().reset_index()
sns.lineplot(x=yearly_sales['YEAR'], y=yearly_sales['SALES'], marker='o', color='b')
plt.xlabel('Year')
plt.xticks(rotation=90)
plt.ylabel('Total Sales')
plt.title('Sales Trend Over the Years')
plt.show()
```



```
In [171... status_quantity = df.groupby('STATUS')['QUANTITYORDERED'].sum()
plt.bar(status_quantity.index, status_quantity.values)

plt.xlabel('Order Status')
plt.ylabel('Total Quantity Ordered')
plt.title('Quantity Ordered by Order Status')
plt.xticks(rotation=45)
plt.show()
```



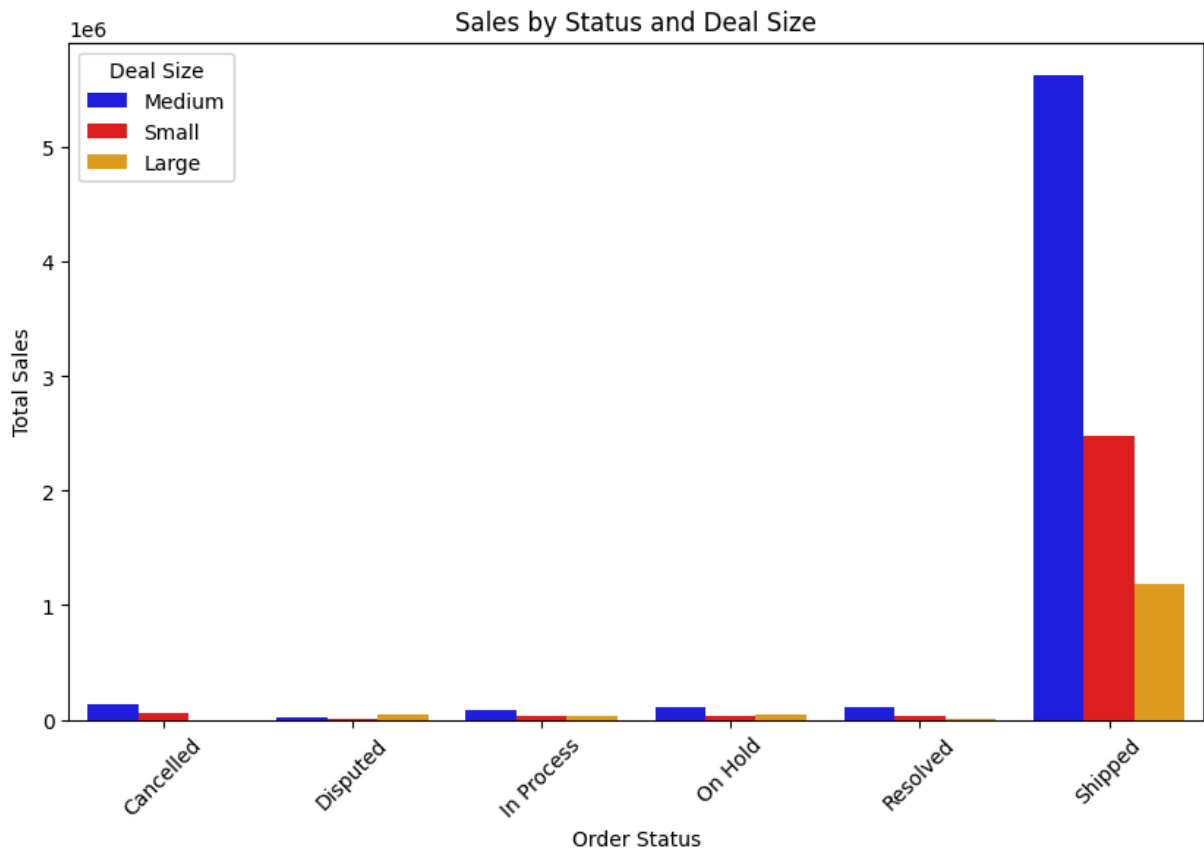
In []:

Multivariate Analysis

In [176...

```
status_dealsize_sales = df.groupby(['STATUS', 'DEALSIZE'])['SALES'].sum().reset_index()
plt.figure(figsize=(10, 6))
sns.barplot(x='STATUS', y='SALES', hue='DEALSIZE', data=status_dealsize_sales, palette='magma')

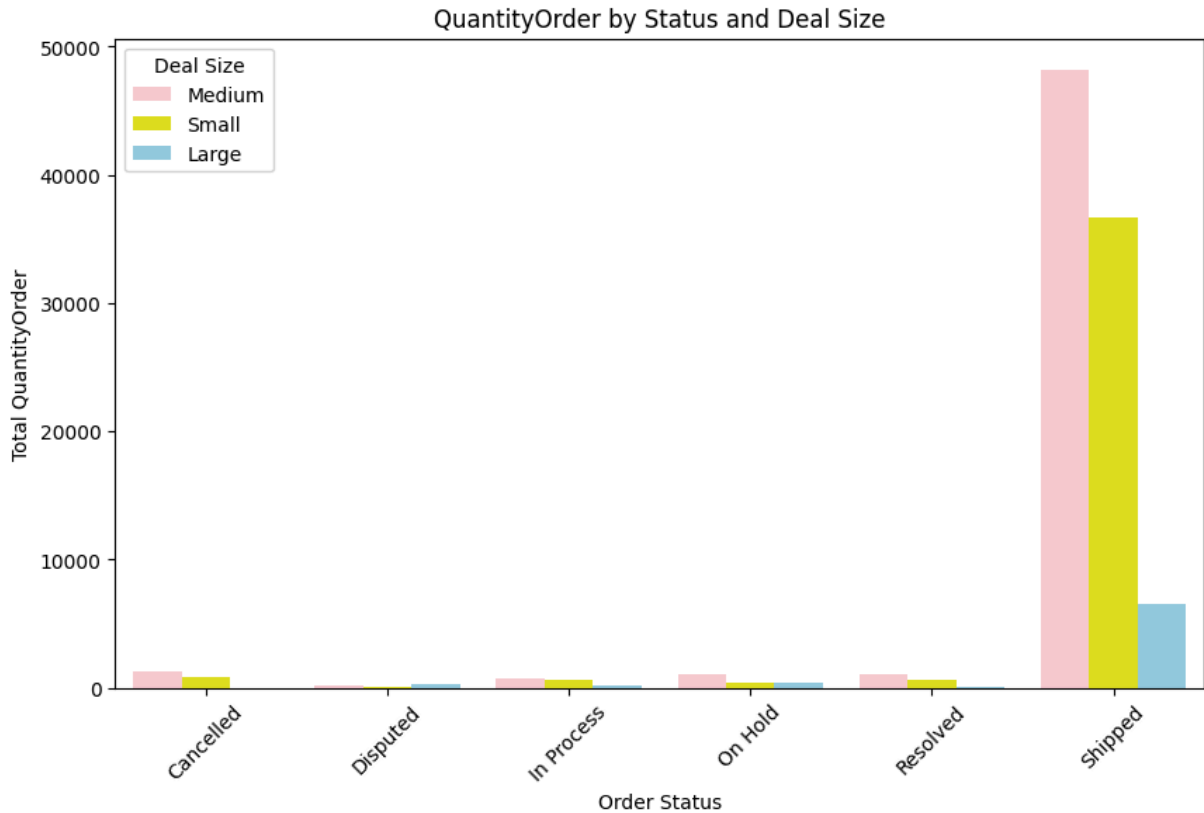
plt.xlabel('Order Status')
plt.ylabel('Total Sales')
plt.title('Sales by Status and Deal Size')
plt.xticks(rotation=45)
plt.legend(title='Deal Size')
plt.show()
```



In [201... *# In shipped mode medium dealsize performance is good*

```
In [178... status_dealsize_QuantityOrder = df.groupby(['STATUS', 'DEALSIZE'])['QUANTITYORDERED']
plt.figure(figsize=(10, 6))
sns.barplot(x='STATUS', y='QUANTITYORDERED', hue='DEALSIZE', data=status_dealsize_Q

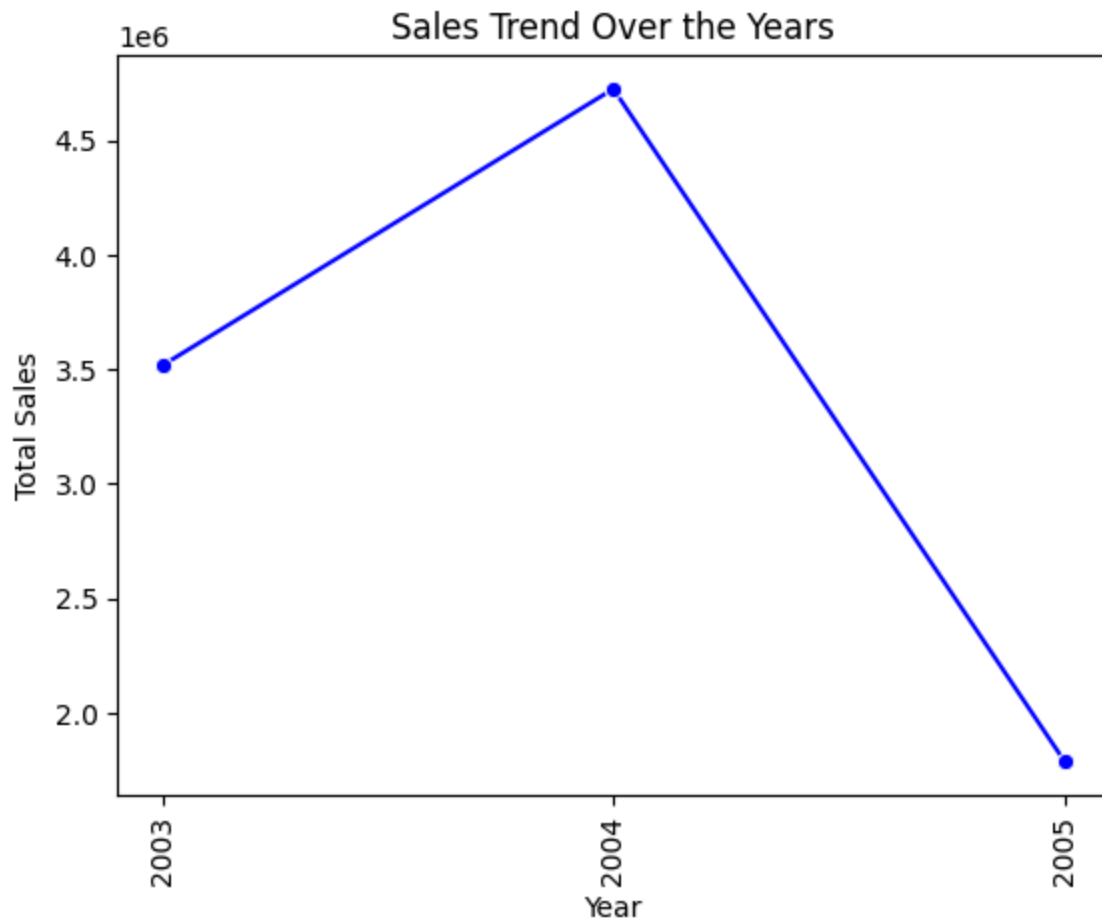
plt.xlabel('Order Status')
plt.ylabel('Total QuantityOrder')
plt.title('QuantityOrder by Status and Deal Size')
plt.xticks(rotation=45)
plt.legend(title='Deal Size')
plt.show()
```



In []:

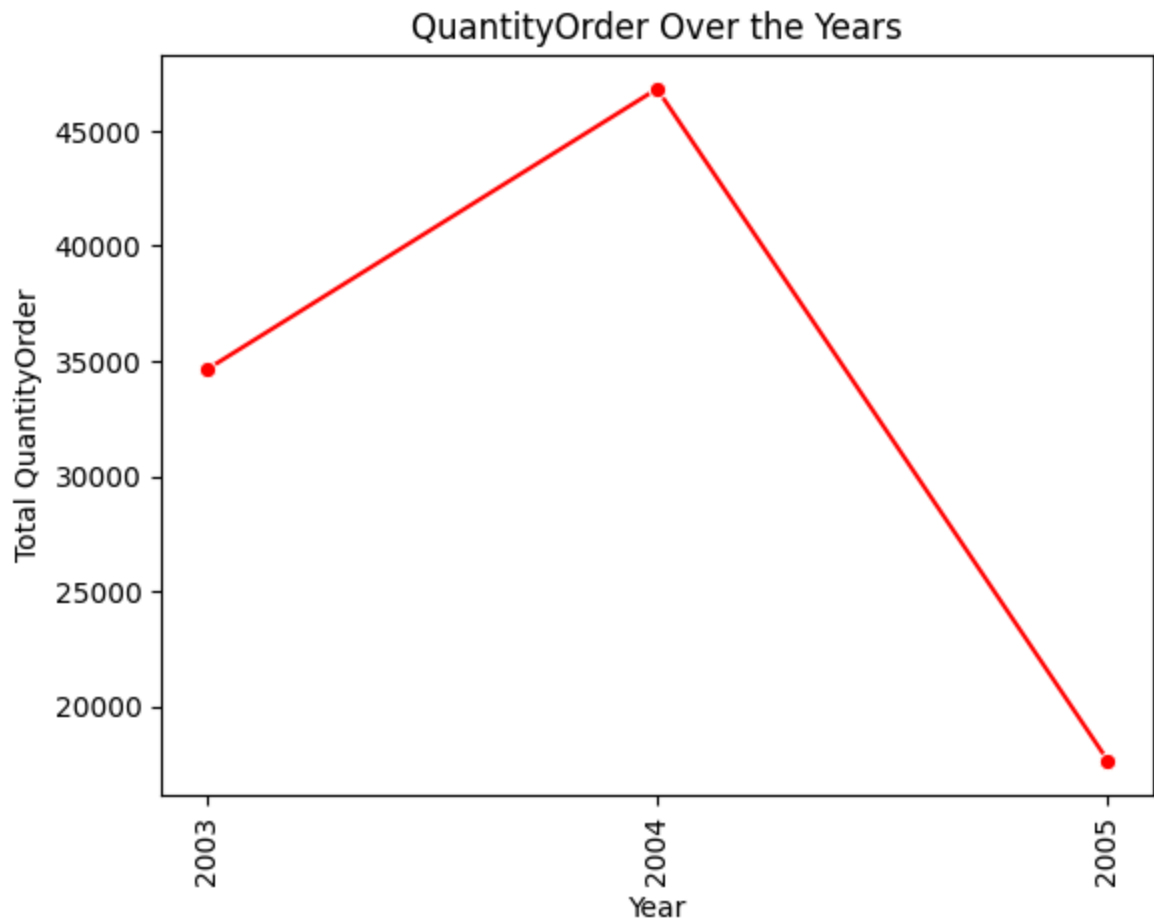
**Highlighting sales trends over time,
seasonal patterns, and the top-performing
products.**

```
In [179... yearly_sales = df.groupby('YEAR')['SALES'].sum().reset_index()
sns.lineplot(x=yearly_sales['YEAR'], y=yearly_sales['SALES'], marker='o', color='b1
plt.xlabel('Year')
plt.xticks(rotation=90)
plt.ylabel('Total Sales')
plt.title('Sales Trend Over the Years')
plt.show()
```

In [202... *# sales first increase after that it decrease overe year*

```
In [189... yearly_sales = df.groupby('YEAR')['QUANTITYORDERED'].sum().reset_index()
sns.lineplot(x=yearly_sales['YEAR'], y=yearly_sales['QUANTITYORDERED'], marker='o',
plt.xlabel('Year')
plt.xticks(rotation=90)
plt.ylabel('Total QuantityOrder')
plt.title('QuantityOrder Over the Years')
plt.show()
```



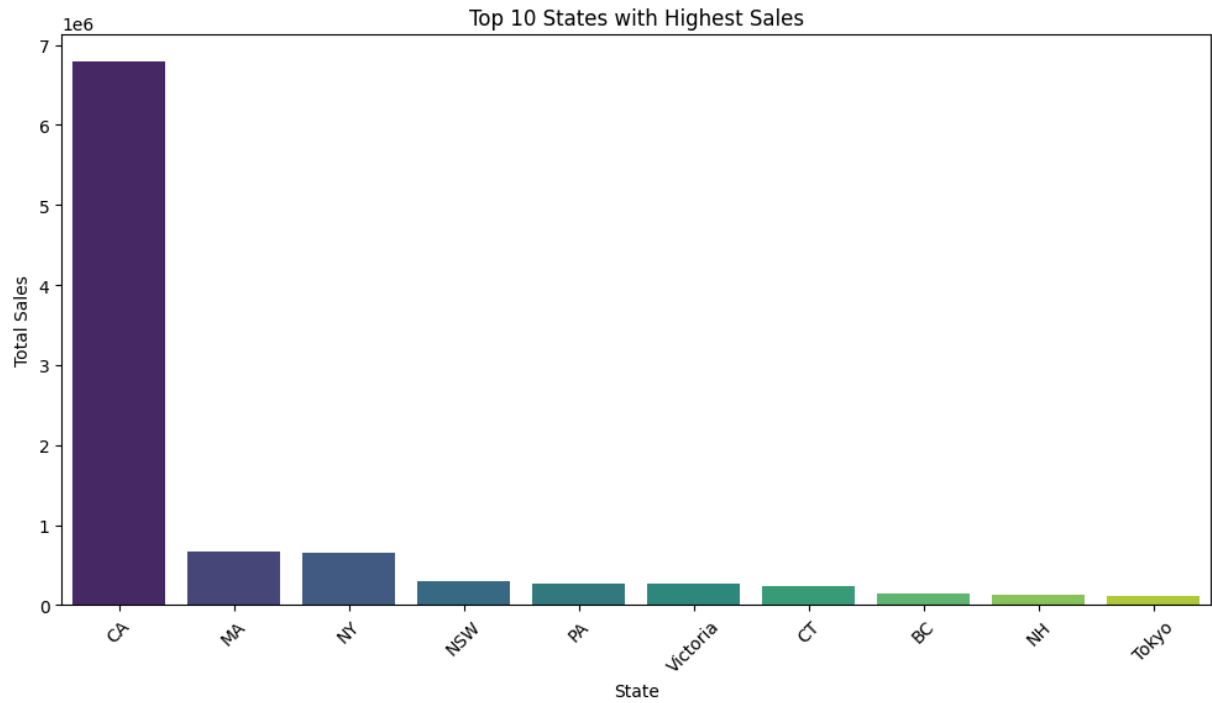
```
In [188... top_states = df.groupby('STATE')['SALES'].sum().nlargest(10).reset_index()
plt.figure(figsize=(12, 6))
sns.barplot(x='STATE', y='SALES', data=top_states, palette='viridis')

plt.xlabel('State')
plt.ylabel('Total Sales')
plt.title('Top 10 States with Highest Sales')
plt.xticks(rotation=45)
plt.show()
```

C:\Users\ankit\AppData\Local\Temp\ipykernel_16820\3974003812.py:3: FutureWarning:

Passing `palette` without assigning `hue` is deprecated and will be removed in v0.14.0. Assign the `x` variable to `hue` and set `legend=False` for the same effect.

```
sns.barplot(x='STATE', y='SALES', data=top_states, palette='viridis')
```

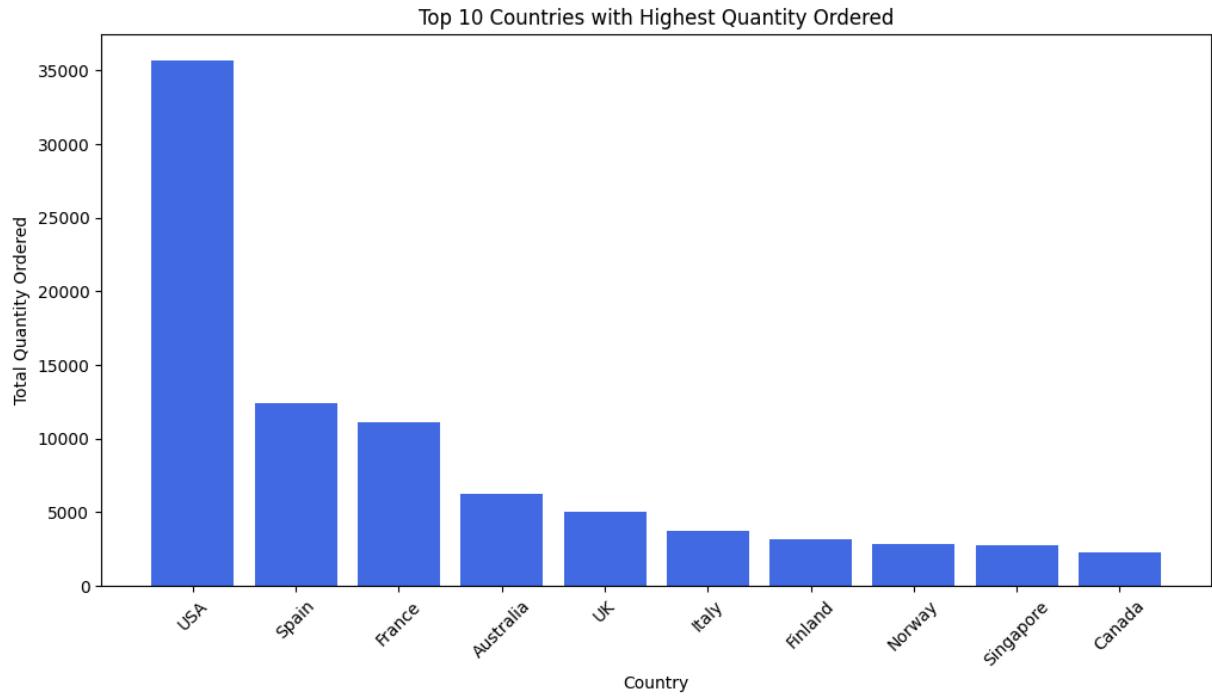


```
In [184... top_countries = df.groupby('COUNTRY')['QUANTITYORDERED'].sum().nlargest(10)

plt.figure(figsize=(12, 6))
plt.bar(top_countries.index, top_countries.values, color='royalblue')

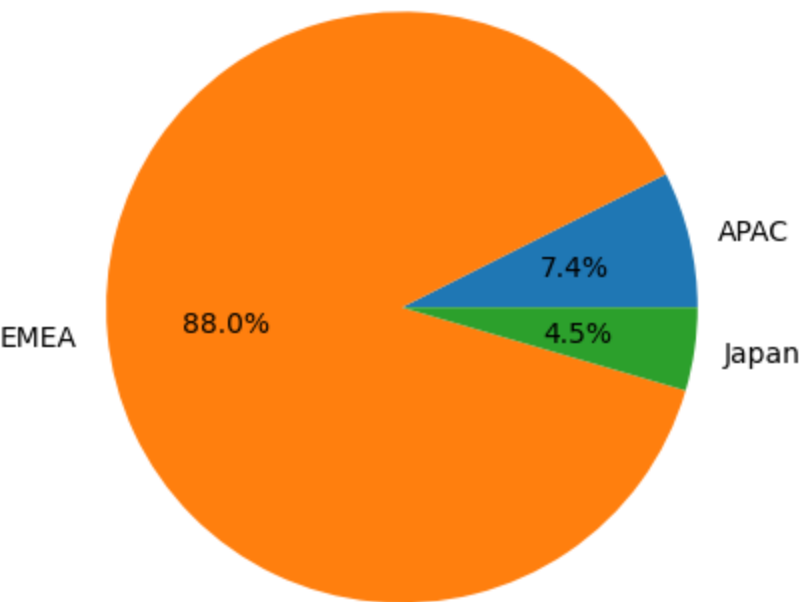
plt.xlabel('Country')
plt.ylabel('Total Quantity Ordered')
plt.title('Top 10 Countries with Highest Quantity Ordered')
plt.xticks(rotation=45)

plt.show()
```



```
In [197... df.groupby('TERRITORY')['SALES'].sum().plot(kind='pie', autopct='%1.1f%%', title="Sa
plt.ylabel('')
plt.show()
```

Sales Distribution by Territory Region



```
In [ ]:
```

THANKYOU-----

```
In [ ]:
```