



## PROJECT PROPOSAL

### 1. Project Title: - Sales Forecasting

**i** Provide a descriptive project title in 15 words or less.

This project mainly focuses on developing a system that can predict Sales Forecasting. Sales forecasting involves analyzing a company's historical sales data to make predictions about its future sales performance. The final product developed will be able to predict sales of company so that the organization can efficiently allocate resources for future growth and manage its cash flow.

### 2. Project Scope: -

**i** Project scope defines the boundaries of a project. Think of the scope as an imaginary box that will enclose all the project elements/activities. It not only defines what you are doing (what goes into the box), but it sets limits for what will not be done as part of the project (what doesn't fit in the box). Scope answers questions including what will be done, what won't be done, and what the result will look like.

#### a. WHAT WILL BE DONE?

##### →Project elements (Sales Forecasting)

- Sales Forecasting Data of Big Mart
- Predict the future Sales in CSV File based on item weight, visibility, Item MRP.

##### →Areas this project will be targeting:

- Sales Forecasting data
- Machine Learning
- Working with Noisy Data

##### →Advantages of this project:

- This project mainly focuses on developing a system that can predict future Sales of an Organization.
- Sales forecasting is a valuable tool for sales managers and leaders to set realistic goals.
- Sales forecasts help businesses make informed decisions about staffing, inventory, product lines, and marketing efforts.
- The final product developed will be able to give Future Sales of An Organization so that the Organization Can make Crucial decisions.

##### →Concepts to be used in this project:

- Linear Regression
- Decision Tree
- Random Forest
- XGBOOST

##### →WHAT WON'T BE DONE?

- In the given period of time, the most appropriate algorithm could not be found for Predicting Sales.
- Any dataset's Sales cannot be Predicted.

#### b. WHAT THE RESULT WILL LOOK LIKE?

- The program will be able to give the Future Sales
- The user will be able to upload their Sales dataset in the program

### 3. Requirements:-



Describe the requirements for the Project. For example, Hardware/ Softwares required for the project.

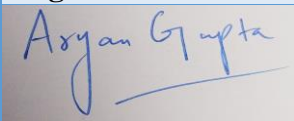
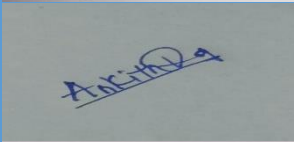
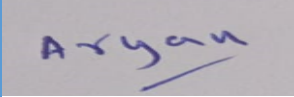

#### Software Required:

- Anaconda
- Jupyter
- Vscode

#### →Hardware Required:

- PC

### STUDENTS DETAILS

Name	UID	Signature
Aryan Gupta	20BCS6656	
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Aryan Kushwaha	20BCS6691	
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### APPROVAL AND AUTHORITY TO PROCEED

We approve the project as described above, and authorize the team to proceed.

Name	Title	Signature (with Date)
Dr. Alankrita Aggarwal	Supervisor	