Note: This data is proprietary please DO NOT share the dataset with anyone. The solution python notebook and test solution will NOT be provided.

The objective of this experiment is to help a leading retailer forecast the sales.

Forecasting is an important approach to plan the future effectively and efficiently. A leading retailer in USA, wants to forecast sales for their product categories in their store based on the sales history of each category. Sales forecast has very high influence on the performance of the company's business and hence these sales forecasts can be used to estimate company's success or performance in the coming year.

Accurate forecasts may lead to better decisions in business. Sales or revenues forecasting is very important for retail operations. Forecasting of retail sales helps retailer to take necessary measures to plan their budgets or investments in a period (monthly, yearly) among different product categories like women clothing, men clothing and other clothing and at the same time they can plan to minimize revenue loss from unavailability of products by investing accordingly.

Read more below..

Link: `https://www.kaggle.com/t/0be06b59791840ce8a0577891c5dc0a4`

Deadline: Saturday 5:00 pm, 1/Jun/2019 IST

Evaluation

Total Marks = 25 + 2 (Bonus) = 27

Marks are allocated based on the leader board positions

- Top 5 teams will be awarded 2
- 6-10 teams will be awarded 26 marks
- 11-15 teams will be awarded 25 marks
- 16-20 teams will be awarded 23 marks
- 21-25 teams will be awarded 21 marks
- 26-30 teams will be awarded 19 marks
- No marks for 0 submissions

Steps

- Kindly make sure you create a Kaggle account
- Ensure that your team name for submission is in the sepecified format.

  ```
  team<number>
  Example : team9 (Considered)
  ```

- Team names with the above mentioned format are only taken into consideration for evaluation (team names are case sensitive and no special characters are allowed).

```
Examples :

Team9  (Not Considered)
team_9 (Not Considered)
Team_9 (Not Considered)
team.9 (Not Considered)
Team.9 (Not Considered)
```

- Add your team-mates only to your Kaggle team.
- Read the entire write up in Kaggle thoroughly and try to submit a sample submission (just to familiarise with the system).
- The Attributes description, head of the train set, train set, sample submission and the test set are available.
- Download the data and build your own model(use any of the algorithms taught in class)
- Upload your predictions into Kaggle.
- The leaderboard takes and reflects your best submission until the specified deadline (maximum of 20 submissions/day).

In case you want to use Google Colab to solve the Kaggle competitions,click on this link `https://colab.research.google.com/drive/1v88Z5JAnCehjDcar6OL6jg4z2xZKT8dC`