GLOBAL SALES DATA ANALYTICS

S. No	Paper Title	Abstract
1.	AN APPROACH OF SALES PREDICTION SYSTEM OF CUSTOMERS USING DATA ANALYTICS TECHNIQUES	In country there are lots of supermarkets, shopping malls the managing sales of the shopping malls is very exigent works. The customer requirements will be changed every month, the manager or store owners are facing the problem for keeping stock for upcoming months. In this work we proposed data analytics-based approach for predicting the sales details based on the last 12 months data and it will generate report, in which moth maximum products are sales profit of the each and every month. This system performs various task like, finding best months for sales, calculate monthly earned money from different products, which city sold the maximum products, when will be the best time for advertisement to maximum customer to buy the products also generates report, which are items are frequently bought by the customer to keep stock for upcoming months and, increase the profit of the shopping mall business.

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2.	PREDICTION OF SALES USINF BIG DATA ANALYTICS	Social media is a main source of collecting big-data. Data analysis converting their bigger data to smart data. Smart data is acquired with the help of Apache Flume, Apache hive and Apache HDFS, smart data increase the sales of Marketing industry. It helps product owner to analyze people's opinion about their product and consumer can analyze the reviews of product before purchase. If tweets came along with Location, data analyzed based on the location.

S. No	Paper Title	Abstract
3.	FORECASTING SALES IN THE SUPPPLY CHAIN:CONSUMER ANALYTICS IN THE BIG DATA ERA	Forecasts have traditionally served as the basis for planning and executing supply chain activities. Forecasts drive supply chain decisions, and they have become critically important due to increasing customer expectations, shortening lead times, and the need to manage scarce resources. Over the last ten years, advances in technology and data collection systems have resulted in the generation of huge volumes of data on a wide variety of topics and at great speed. This paper reviews the impact that this explosion of data is having on product forecasting and how it is improving it. While much of this review will focus on time series data, we will also explore how such data can be used to obtain insights into consumer behavior, and the impact of such data on organizational forecasting.

S. No	Paper Title	Abstract
4.	A SURVEY ON IMPACT OF DATA ANALYTICS TECHNIQUES IN E-COMMERCE	Data Analytics plays a vital role in e-commerce. All the e-commerce companies implemented data analytics in their firm. It also helps better stock maintenance, to build a robust supply chain, analyze information to detect fraud, predicts what's in store for you, personalize recommendations for your customers, forecast inventory for the next season, measure your marketing and Personalize the customer's shopping experience. Data analytics used to compete between various e-commerce companies. The analysis is done based on the historic and statically data. From the study, it has been concluded that the characteristics of the data grown and changing day by day. Hence, we need new models and algorithms to collect, store, process, analyze, and evaluate the data in the e-commerce field.

S. No	Paper Title	Abstract
5.	BIG DATA ANALYTICS IN E-COMMERCE: A SYSTEMATIC REVIEW AND AGENDA FOR FUTURE RESEARCH	There has been an increasing emphasis on big data analytics (BDA) in e-commerce in recent years. However, it remains poorly-explored as a concept, which obstructs its theoretical and practical development. This position paper explores BDA in e-commerce by drawing on a systematic review of the literature. The paper presents an interpretive framework that explores the definitional aspects, distinctive characteristics, types, business value and challenges of BDA in the e-commerce landscape. The paper also triggers broader discussions regarding future research challenges and opportunities in theory and practice. Overall, the findings of the study synthesize diverse BDA concepts (e.g., definition of big data, types, nature, business value and relevant theories) that provide deeper insights along the cross-cutting analytics applications in e-commerce.