**LITERATURE SURVEY**

**GLOBAL SALES DATA ANALYTICS**

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| **Title & Author(s)** | **Year** | **Technique** | **Findings** |
| Big Data Analytics and Deep Learning Based Sentiment Analysis System for Sales Prediction - Khatiwada, Aamod and Kadariya, Pradeep and Agrahari, Sandip and Dhakal, Rabin. | 2019 | Big data analytics (BDA) applications in e-commerce. | Structured data focuses on demographic data including name, age, gender, date of birth, address, and preferences, unstructured data includes clicks, likes, links, tweets, voices, etc. |
| COVID-19 pandemic in the new era of big data analytics: Methodological innovations and future research directions - Sheng, Jie and Amankwah-Amoah, Joseph and Khan, Zaheer and Wang, Xiaojun | 2021 | Descriptive and diagnostic analytics, Predictive analytics | The methodological innovations in studying big data analytics and.  We provide insights on methods in descriptive/diagnostic, predictive and prescriptive analytics, and how they can be leveraged to study ‘black swan’ events such as the COVID-19-related global crisis |
| Sales Forecasting Based on CatBoost - Jingyi Ding, Ziqing Chen. | 2020 | CatBoost algorithm. | It proposed a sales forecasting system based on CatBoosting. The algorithm is trained on the Walmart sales dataset, by far the largest dataset in this field. We performed effective feature engineering to boost prediction accuracy and speed. |
| 2020 2nd International Conference on Broadband Communications, Wireless Sensors and Powering (BCWSP)-Wisesa, Oryza and Adriansyah, Andi and Khalaf, Osamah Ibrahim. | 2020 | Gradient Boost Algorithm | The results of this analysis are expected to generate reliable, accurate and effective forecasting data, a valuable resource for sales predictions. It shows good accuracy in forecasting. |
| Developing and Implementing Big Data Analytics in Marketing - Dina Darwish | 2020 | Big data analytics, R tool. | Companies take informative business decisions in different fields, such as, healthcare, banking, manufacturing, media and entertainment, education and transportation and many others. |
| Social media big data analytics for demand forecasting: development and case implementation of an innovative framework-Iftikhar, Rehan and Khan, Mohammad Saud | 2020 | Definitional aspects of big data analytics (BDA) in e-commerce | Social media big data offers insights that can be used to make predictions of products' future demand and add value to the supply chain performance |