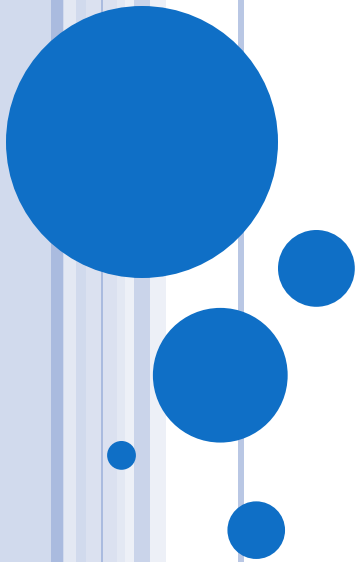


PROJECT

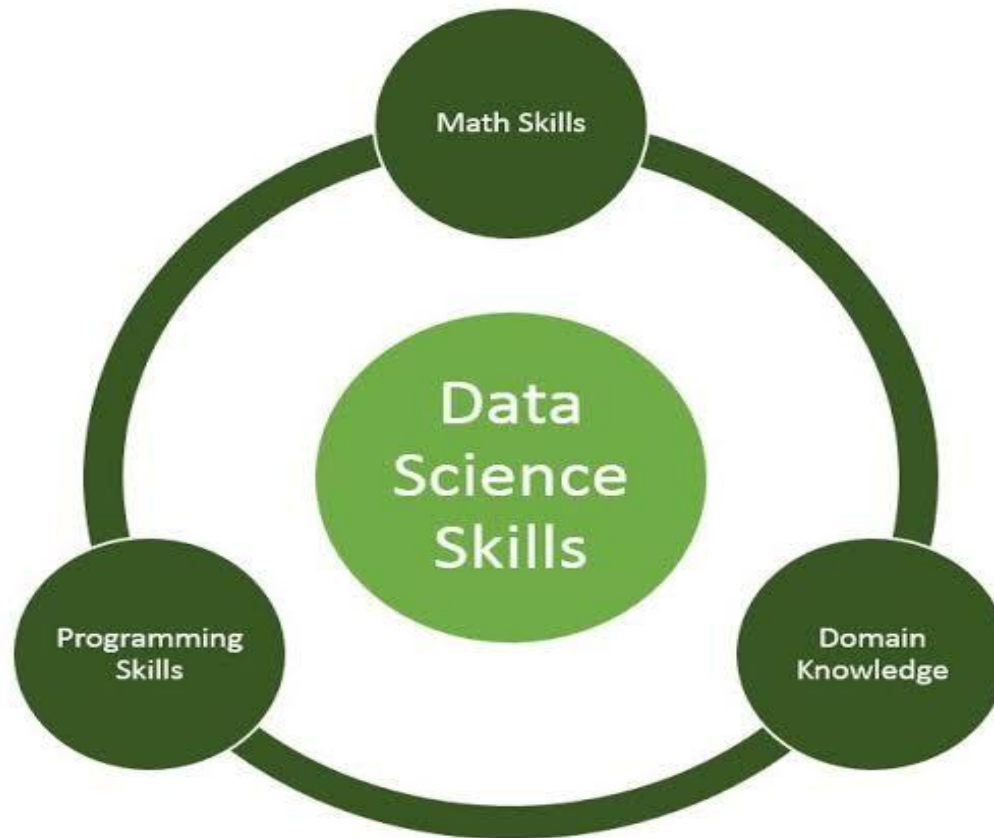
Future Sales Prediction



DATA SCIENCE

Future of Data Science 2030 is estimated to bring opportunities in various areas of banking, finance, insurance, entertainment, telecommunication, automobile, etc. A data scientist will help grow an organization by assisting them in making better decisions.





PROBLEM DEFINITION AND DESIGN THINKING

Here we are understanding the problem statement and creating a document with understanding and solving the problem.



Problem definition:

This problem is to predict the sales forecasting enables business to plan and make informed decisions about the future operations marketing and resource allocation



Design Thinking:

- Data Source
- Data Preprocessing
- Feature Engineering
- Model Selection
- Model Training
- Evaluation



Data score:

An historical sales data, that include features like date, product Id, Store Id, Sales quantity and customer review

Data preprocessing:

An efficient and accurate analysis ,handling missing values

Feature Engineering:

A set of techniques that enable us to create new features by Combining or transforming the existing ones.

Model Selection:

Available models for a particular business problem on the basis of different criteria such as robustness and model complexity.

Evaluation:

Evaluating the model's performance using the appropriate the series forecasting models.



Thank you

