

Hints for Final Project: Walmart Sales Forecasting

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Hints: Walmart Sales Forecasting

- You are provided with historical sales data for 45 Walmart stores located in different regions. Each store contains number of departments, you are tasked with predicting department-wide sales for each store.
- This problem can be solved in two ways.
- Approach1: For each combination of Store & Department, you can build forecast model using Decomposition, SARIMAX methodology. In this case, we need to build as many as models based on number of combinations of Department & Store. It will be very tedious task.
- Approach2: For entire data, you can build the predictive model by converting the problem into Regression problem. You can leverage Regression techniques like Linear Regression, Artificial Neural Networks. In this case, the key thing is data preparation. You may leverage Data preparation steps in Excel provided. In this case, you can take Weekly_sales as Y variable and other variables as X variables

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Data Preparation Steps:

1. Consolidate all the files at Store, Department and Week level.
2. Create new variables and dummy variables as required
3. Replace negative values and zero's with missing's
4. Handle missing values at Store, Department level
5. Take care of assumptions of linear regression if you are applying linear regression etc.
6. Handle outliers in appropriate manner

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