

# dac-phase5

PHASE5: SUBMISSION

PROJECTTITLE:PRODUCTSALEANALYSIS

PHASE5:Projectdocumentation&submission

Topic:documenttheprojectofproductsaleanalysis

## 1 Product Sales Analysis

ObjectivesforproductsalesanalysisIdentifyMarketTrends:Analyzesalesdatatoidentifymarkettrends, such as popular products and customer preferences.Optimize Pricing Strategies:Evaluatepricingstrategiestodeterminethemosteffectivepricepointsformaximizingsalesandprofitability.Customer Segmentation:Analyze customer data to identify different segments and tailor marketing strategies for each segment.Inventory Management:Monitor product sales to optimizeinventory levels, ensuring products are available when customers demand them. Sales Forecasting:Use historical data to create accurate sales forecasts, aiding in production planning and resourceallocation.Competitor Analysis: Analyze sales data of competitors to identify strengths, weaknesses, and market gaps for strategic advantage.Customer Satisfaction: Gather feedback fromcustomers related to product sales, helping to enhance customer satisfaction and loyalty.SalesChannel Performance:Evaluate the performance of different sales channels (online, retail, etc.)toallocate resources effectively. Promotion Effectiveness: Assess the impact of marketing and promotional activities on sales to refine future marketing strategies. Profitability Analysis: Analyzeproduct sales in relation to costs, ensuring profitability by identifying high-margin products andcost-effectivesaleschannels

### 1.1 project objectives:

Productsalesanalysisistheprocessofexaminingandevaluatingtheperformanceofacompany'sproducts or services in the market to gain insights and make informed business decisions.Thisanalysisinvolvescollecting,organizing,andinterpretingsalesdatatounderstandvariousaspects of the company's products, such as their popularity, profitability, and market trends. It can be a valuable tool for businesses looking to optimize their product offerings, pricing strategies, marketing efforts, and overall sales performance.

Design Thinking Process: 1.Empathize: Understand the current challenges and pain points in inventory management and marketing for product sales.2.Define:Clearly define the specific problems, such as stockouts, excess inventory, and underperforming marketing campaigns.3.Ideate:Generatepotential solutions and strategies for better inventory management and marketing in the context of product sales.4.Prototype:Develop a plan for data collection, analysis, and visualization. 5. Test: Execute the plan, collect and analyze data. 6. Implement: Implement data-driven insights into inventory and marketing strategies.

### 1.1.1 Development Phases:

1. Data Collection:
  - Gather historical product sales data, inventory data, and marketing campaign data.
  - Collect data on customer behavior, preferences, and market trends related to product sales.
2. Analysis Objectives:
  - Identify product sales trends, including top-performing and underperforming products.
  - Analyze the impact of marketing campaigns on product sales.
  - Assess inventory turnover rates and identify slow-moving or fast-selling products.
  - Understand customer demographics and buying behavior for product sales.
3. Data Visualization using IBM Cognos:
  - Utilize IBM Cognos to create interactive dashboards and reports.
  - Visualize product sales trends, marketing campaign effectiveness, and inventory turnover rates.
  - Create visualizations that show customer demographics and buying patterns.

## 2 Insights

### 2.1 Inventory Management:

Insights might include identifying which products are best-sellers and which are underperforming. Assess the effectiveness of marketing campaigns to allocate resources more efficiently. Optimize inventory levels by adjusting orders for fast-selling and slow-moving products. Tailor marketing strategies to customer demographics and preferences for product sales.

## 3 Importing required libraries

```
[ ]: import pandas as pd
import numpy as np
import matplotlib.pyplot as plt
import seaborn as sns
```

```
[ ]: !pip install wordcloud
```

```
Requirement already satisfied: wordcloud in c:\users\sanjaypk\anaconda3\lib\site-packages (1.9.2)
Requirement already satisfied: matplotlib in c:\users\sanjaypk\anaconda3\lib\site-packages (from wordcloud) (3.5.2)
Requirement already satisfied: pillow in c:\users\sanjaypk\anaconda3\lib\site-packages (from wordcloud) (9.2.0)
Requirement already satisfied: numpy>=1.6.1 in c:\users\sanjaypk\anaconda3\lib\site-packages (from wordcloud) (1.21.5)
Requirement already satisfied: fonttools>=4.22.0 in c:\users\sanjaypk\anaconda3\lib\site-packages (from matplotlib>wordcloud) (4.25.0)
Requirement already satisfied: packaging>=20.0 in c:\users\sanjaypk\anaconda3\lib\site-packages (from matplotlib>wordcloud) (21.3)
Requirement already satisfied: cyclers>=0.1.0 in c:\users\sanjay
```



```
4599 12579.82 2894.78
```

```
[4600rowsx10columns]
```

#### 4.0.1 Dropthecolumns

```
[ ]: data =data.drop(columns=["Unnamed: 0"])
data
```

```
[ ]:
      Date Q-P1 Q-P2 Q-P3 Q-P4      S-P1      S-P2      S-P3 \
0  13-06-2010 5422 3725 576 907 17187.74 23616.50 3121.92
1  14-06-2010 7047 779 3578 1574 22338.99 4938.86 19392.76
2  15-06-2010 1572 2082 595 1145 4983.24 13199.88 3224.90
3  16-06-2010 5657 2399 3140 1672 17932.69 15209.66 17018.80
4  17-06-2010 3668 3207 2184 708 11627.56 20332.38 11837.28
...
4595 30-01-2023 2476 3419 525 1359 7848.92 21676.46 2845.50
4596 31-01-2023 7446 841 4825 1311 23603.82 5331.94 26151.50
4597 01-02-2023 6289 3143 3588 474 19936.13 19926.62 19446.96
4598 02-02-2023 3122 1188 5899 517 9896.74 7531.92 31972.58
4599 03-02-2023 1234 3854 2321 406 3911.78 24434.36 12579.82

      S-P4
0      6466.91
1      11222.62
2      8163.85
3      11921.36
4      5048.04
...
4595 9689.67
4596 9347.43
4597 3379.62
4598 3686.21
4599 2894.78
```

```
[4600 rowsx9 columns]
```

## 5 Checkingthedataset

```
[ ]: data.info()
```

```
<class'pandas.core.frame.DataFrame'>
RangeIndex: 4600 entries, 0 to 4599
Data columns (total 9 columns):
#   Column      Non-Null Count  Dtype
---
```

```

0   Date      4600non-null    object
1   Q-P1      4600non-null    int64
2   Q-P2      4600non-null    int64
3   Q-P3      4600non-null    int64
4   Q-P4      4600non-null    int64
5   S-P1      4600non-null    float64
6   S-P2      4600non-null    float64
7   S-P3      4600non-null    float64
8   S-P4      4600non-null
float64dtypes:float64(4),int64(4),ob
ject(1)memoryusage:323.6+KB

```

## 6 Checkingthemissingvalues

```
[ ]: data.isnull().sum()
```

```

[ ]:Date      0
    Q-P1      0
    Q-P2      0
    Q-P3      0
    Q-P4      0
    S-P1      0
    S-P2      0
    S-P3      0
    S-P4      0
dtype:int64

```

```

[ ]: data["Day"]=data["Date"].apply(lambda x:x.split("-")[0])
    data["Month"]=data["Date"].apply(lambda x:x.split("-")[1])
    data["Year"]=data["Date"].apply(lambda x:x.split("-")[2])data

```

```

[ ]:
      Date  Q-P1  Q-P2  Q-P3  Q-P4  S-P1  S-P2  S-P3  \
0   13-06-2010  5422  3725   576   907  17187.74  23616.50  3121.92
1   14-06-2010  7047   779  3578  1574  22338.99  4938.86  19392.76
2   15-06-2010  1572  2082   595  1145  4983.24  13199.88  3224.90
3   16-06-2010  5657  2399  3140  1672  17932.69  15209.66  17018.80
4   17-06-2010  3668  3207  2184   708  11627.56  20332.38  11837.28
...
4595  30-01-2023  2476  3419   525  1359  7848.92  21676.46  2845.50
4596  31-01-2023  7446   841  4825  1311  23603.82  5331.94  26151.50
4597  01-02-2023  6289  3143  3588   474  19936.13  19926.62  19446.96
4598  02-02-2023  3122  1188  5899   517  9896.74  7531.92  31972.58
4599  03-02-2023  1234  3854  2321   406  3911.78  24434.36  12579.82

      S-P4DayMonth  Year
0   6466.91  13   06  2010

```

|      |          |     |     |      |
|------|----------|-----|-----|------|
| 1    | 11222.62 | 14  | 06  | 2010 |
| 2    | 8163.85  | 15  | 06  | 2010 |
| 3    | 11921.36 | 16  | 06  | 2010 |
| 4    | 5048.04  | 17  | 06  | 2010 |
| ...  | ...      | ... | ... | ...  |
| 4595 | 9689.67  | 30  | 01  | 2023 |
| 4596 | 9347.43  | 31  | 01  | 2023 |
| 4597 | 3379.62  | 01  | 02  | 2023 |
| 4598 | 3686.21  | 02  | 02  | 2023 |
| 4599 | 2894.78  | 03  | 02  | 2023 |

[4600rowsx12columns]

## 7 Visualizing the data's from 2010 to 2023

```
[ ]: data_reduced = data.query("Year != '2010' and Year != '2023'")
ta
```

```
[ ]:
      Date  Q-P1  Q-P2  Q-P3  Q-P4  S-P1  S-P2  S-P3 \
0  13-06-2010  5422  3725  576  907  17187.74  23616.50  3121.92
1  14-06-2010  7047   779  3578  1574  22338.99  4938.86  19392.76
2  15-06-2010  1572  2082   595  1145  4983.24  13199.88  3224.90
3  16-06-2010  5657  2399  3140  1672  17932.69  15209.66  17018.80
4  17-06-2010  3668  3207  2184   708  11627.56  20332.38  11837.28
...
4595 30-01-2023  2476  3419   525  1359  7848.92  21676.46  2845.50
4596 31-01-2023  7446   841  4825  1311  23603.82  5331.94  26151.50
4597 01-02-2023  6289  3143  3588   474  19936.13  19926.62  19446.96
4598 02-02-2023  3122  1188  5899   517  9896.74  7531.92  31972.58
4599 03-02-2023  1234  3854  2321   406  3911.78  24434.36  12579.82
```

|      | S-P4     | Day | Month | Year |
|------|----------|-----|-------|------|
| 0    | 6466.91  | 13  | 06    | 2010 |
| 1    | 11222.62 | 14  | 06    | 2010 |
| 2    | 8163.85  | 15  | 06    | 2010 |
| 3    | 11921.36 | 16  | 06    | 2010 |
| 4    | 5048.04  | 17  | 06    | 2010 |
| ...  | ...      | ... | ...   | ...  |
| 4595 | 9689.67  | 30  | 01    | 2023 |
| 4596 | 9347.43  | 31  | 01    | 2023 |
| 4597 | 3379.62  | 01  | 02    | 2023 |
| 4598 | 3686.21  | 02  | 02    | 2023 |
| 4599 | 2894.78  | 03  | 02    | 2023 |

[4600rowsx12columns]

```
[ ]: data["Date"]=pd.to_datetime(data["Date"],errors='coerce')data
```

```
[ ]:
      Date  Q-P1  Q-P2  Q-P3  Q-P4  S-P1  S-P2  S-P3  \
0  2010-06-13  5422  3725  576   907  17187.74  23616.50  3121.92
1  2010-06-14  7047   779  3578  1574  22338.99  4938.86  19392.76
2  2010-06-15  1572  2082   595  1145   4983.24  13199.88  3224.90
3  2010-06-16  5657  2399  3140  1672  17932.69  15209.66  17018.80
4  2010-06-17  3668  3207  2184   708  11627.56  20332.38  11837.28
...
4595 2023-01-30  2476  3419   525  1359   7848.92  21676.46  2845.50
4596 2023-01-31  7446   841  4825  1311  23603.82  5331.94  26151.50
4597 2023-01-02  6289  3143  3588   474  19936.13  19926.62  19446.96
4598 2023-02-02  3122  1188  5899   517   9896.74  7531.92  31972.58
4599 2023-03-02  1234  3854  2321   406   3911.78  24434.36  12579.82
```

```

      S-P4 Day Month  Year
0    6466.91  13    06  2010
1   11222.62  14    06  2010
2    8163.85  15    06  2010
3   11921.36  16    06  2010
4    5048.04  17    06  2010
...
4595  9689.67  30    01  2023
4596  9347.43  31    01  2023
4597  3379.62  01    02  2023
4598  3686.21  02    02  2023
4599  2894.78  03    02  2023
```

[4600rowsx12columns]

```
[ ]: fromdatetimeimportdatetimeasdtdata[
data["Date"]=="31-9-2010"]
data["Date"]
```

```
[ ]: 0    2010-06-13
      1    2010-06-14
      2    2010-06-15
      3    2010-06-16
      4    2010-06-17
...
4595  2023-01-30
4596  2023-01-31
4597  2023-01-02
4598  2023-02-02
4599  2023-03-02
Name: Date,Length:4600,dtype:datetime64[ns]
```

```
[ ]: data["Date"] = pd.to_datetime(data["Date"], errors='coerce')
```

```
[ ]: data["Date"].fillna(data["Date"].mean(), inplace=True)
```

```
[ ]: data[data["Date"].isnull()]
data["Date"]
```

```
[ ]: 0      2010-06-13
      1      2010-06-14
      2      2010-06-15
      3      2010-06-16
      4      2010-06-17
      ...
      4595    2023-01-30
      4596    2023-01-31
      4597    2023-01-02
      4598    2023-02-02
      4599    2023-03-02
      Name: Date, Length: 4600, dtype: datetime64[ns]
```

```
[ ]: data["month"] = data["Date"].dt.month_name()
data["day"] = data["Date"].dt.day_name()
data["dayoftheweek"] = data["Date"].dt.weekday
data["year"] = data["Date"].dt.year
data.sample()
```

```
[ ]:      Date  Q-P1  Q-P2  Q-P3  Q-P4  S-P1  S-P2  S-P3  S-P4
      \7102012-05-27  1401 1609 1961 1897 4441.17 10201.06
      10628.62 13525.61

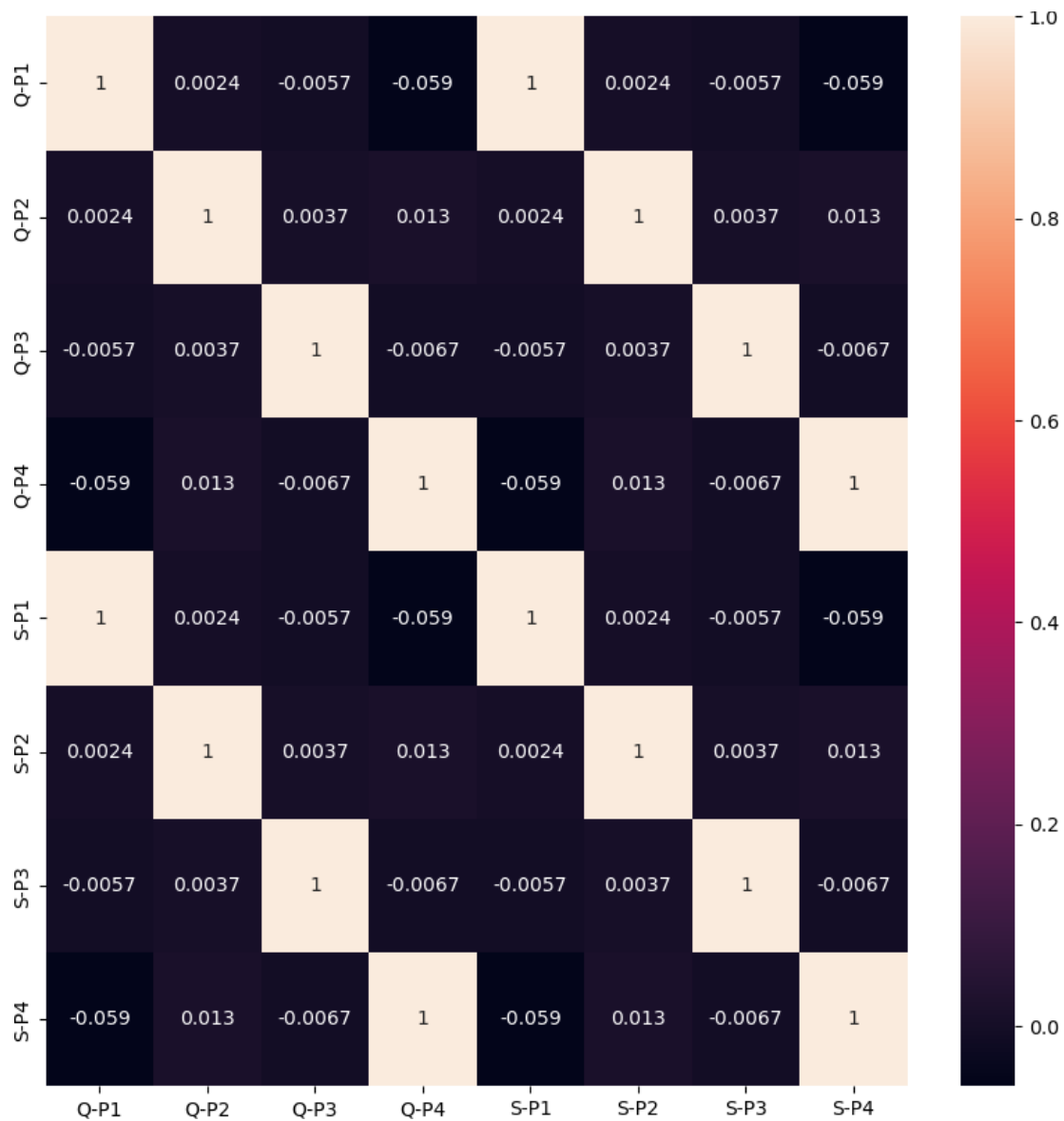
      DayMonth  Yearmonth  day  dayoftheweek
      year710  27  05  2012  May  Sunday
      6  2012
```

## 8 Visualizing the Datasets using various Graphs

```
[ ]: plt.figure(figsize=(10,10))
sns.heatmap(data.corr(), annot=True)
```

```
[ ]: <AxesSubplot:>
```





```
data.corr().T
```

```

Q-P1    Q-P2    Q-P3    Q-P4    S-P1    S-P2    S-P3 \
Q-P1  1.000000  0.002422 -0.005650 -0.059365  1.000000  0.002422 -0.005650
Q-P2  0.002422  1.000000  0.003729  0.013082  0.002422  1.000000  0.003729
Q-P3 -0.005650  0.003729  1.000000 -0.006693 -0.005650  0.003729  1.000000
Q-P4 -0.059365  0.013082 -0.006693  1.000000 -0.059365  0.013082 -0.006693
S-P1  1.000000  0.002422 -0.005650 -0.059365  1.000000  0.002422 -0.005650
S-P2  0.002422  1.000000  0.003729  0.013082  0.002422  1.000000  0.003729
S-P3 -0.005650  0.003729  1.000000 -0.006693 -0.005650  0.003729  1.000000
S-P4 -0.059365  0.013082 -0.006693  1.000000 -0.059365  0.013082 -0.006693

```

```

S-P4
Q-P1 -0.059365
Q-P2 0.013082
Q-P3 -0.006693
Q-P4 1.000000
S-P1 -0.059365
S-P2 0.013082
S-P3 -0.006693
S-P4 1.000000

```

```

[]: for i in data.columns:
    print(i, "-----", data[i].unique())

```

```

Date-----['2010-06-13T00:00:00.000000000"2010-06-
14T00:00:00.000000000"2010-06-15T00:00:00.000000000'...'2023-01-
02T00:00:00.000000000'
'2023-02-02T00:00:00.000000000"2023-03-
02T00:00:00.000000000']Q-P1-----[542270471572...122731221234]
Q-P2-----[3725 7792082...3404 8413143]
Q-P3-----[5763578 595...482535885899]
Q-P4-----[90715741145...116111511112]
S-P1-----[17187.7422338.99 4983.24... 3889.59 9896.74 3911.78]
S-P2-----[23616.5 4938.8613199.88...21581.36 5331.9419926.62]
S-P3-----[3121.9219392.76 3224.9 ...26151.5 19446.9631972.58]
S-P4-----[6466.9111222.62 8163.85... 8277.93 8206.63 7928.56]
Day-----['13"14"15"16"17"18"19"20"21"22"23"24"25'
'26'
'27"28"29"30"01"02"03"04"05"06"07"08"09"10'
'11"12"31']
Month-----['06"07"08"09"9"10"11"12"01"02"03"04'
'05']
Year-----['2010"2011"2012"2013"2014"2015"2016"2017"2018'
'2019'
'2020"2021"2022"2023']

```

```

[]: q=data[["Q-P1","Q-P2","Q-P3","Q-P4"]].sum()
print(q)plt.figure(figsize
e=(8,8))
plt.pie(q,labels=data[["Q-P1","Q-P2","Q-P3","Q-P4"]].sum().
index,shadow=True,autopct="%0.01f%%",textprops={"fontsize":
20},wedgeprops={"width":0.8},explode=[0,0,0,0.3])
plt.legend(loc="centerright",bbox_to_anchor=(1.2,0.8));

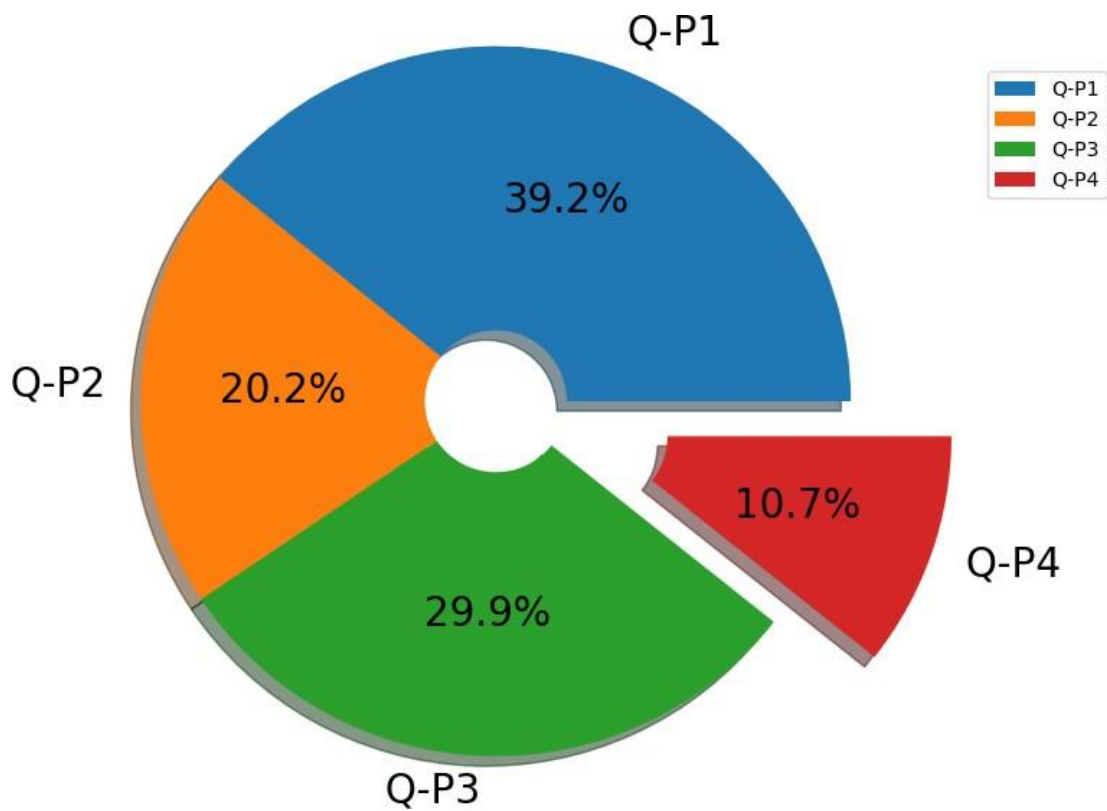
```

```

Q-P1 18960506
Q-P2 9799295
Q-P3 14470404
Q-P4 5168100

```

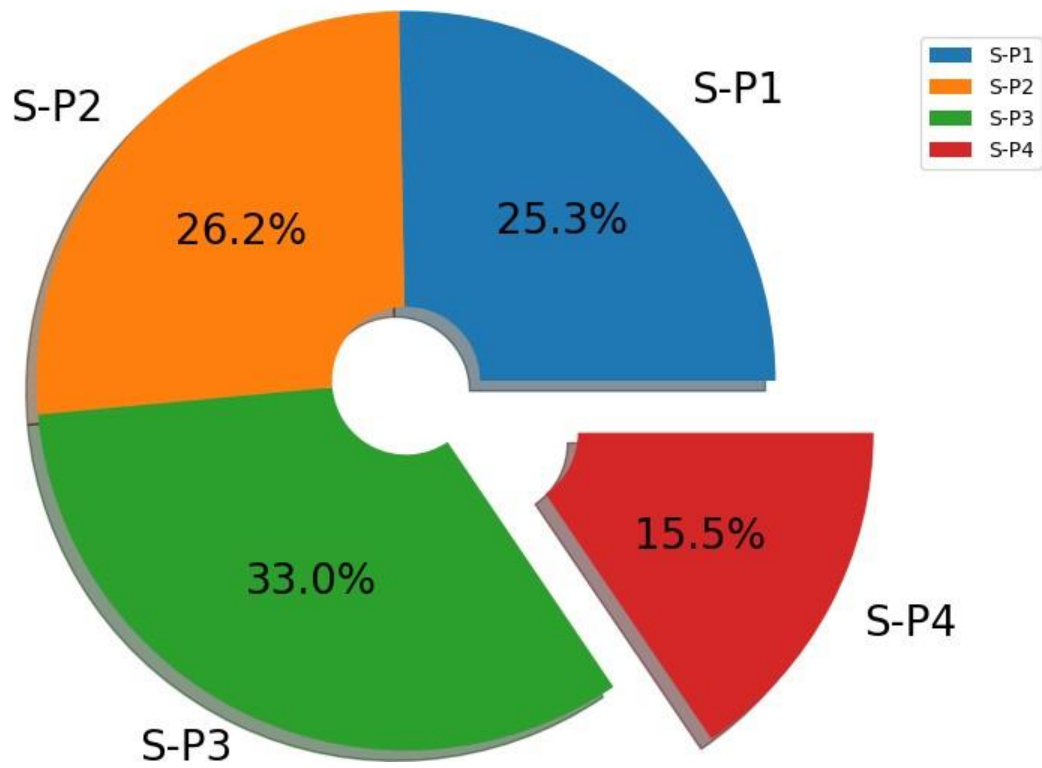
dtype:int64



```
[ ]: s=data[["S-P1","S-P2","S-P3","S-P4"]].sum()
print(s)plt.figure(figsize
e=(8,8))
plt.pie(s,labels=data[["S-P1","S-P2","S-P3","S-P4"]].sum().
↳index,shadow=True,autopct="%0.01f%%",textprops={"fontsize":
↳20},wedgeprops={"width":0.8},explode=[0,0,0,0.3])
plt.legend(loc='centerright',bbox_to_anchor=(1.2,0.8))
```

```
S-P1    60104804.02
S-P2    62127530.30
S-P3    78429589.68
S-P4    36848553.00
dtype:float64
```

```
[ ]: <matplotlib.legend.Legend at 0x1d721073790>
```



```
[ ]: data.groupby("Year")[["Q-P1", "Q-P2", "Q-P3", "Q-P4"]].sum()
```

```
[ ]:
```

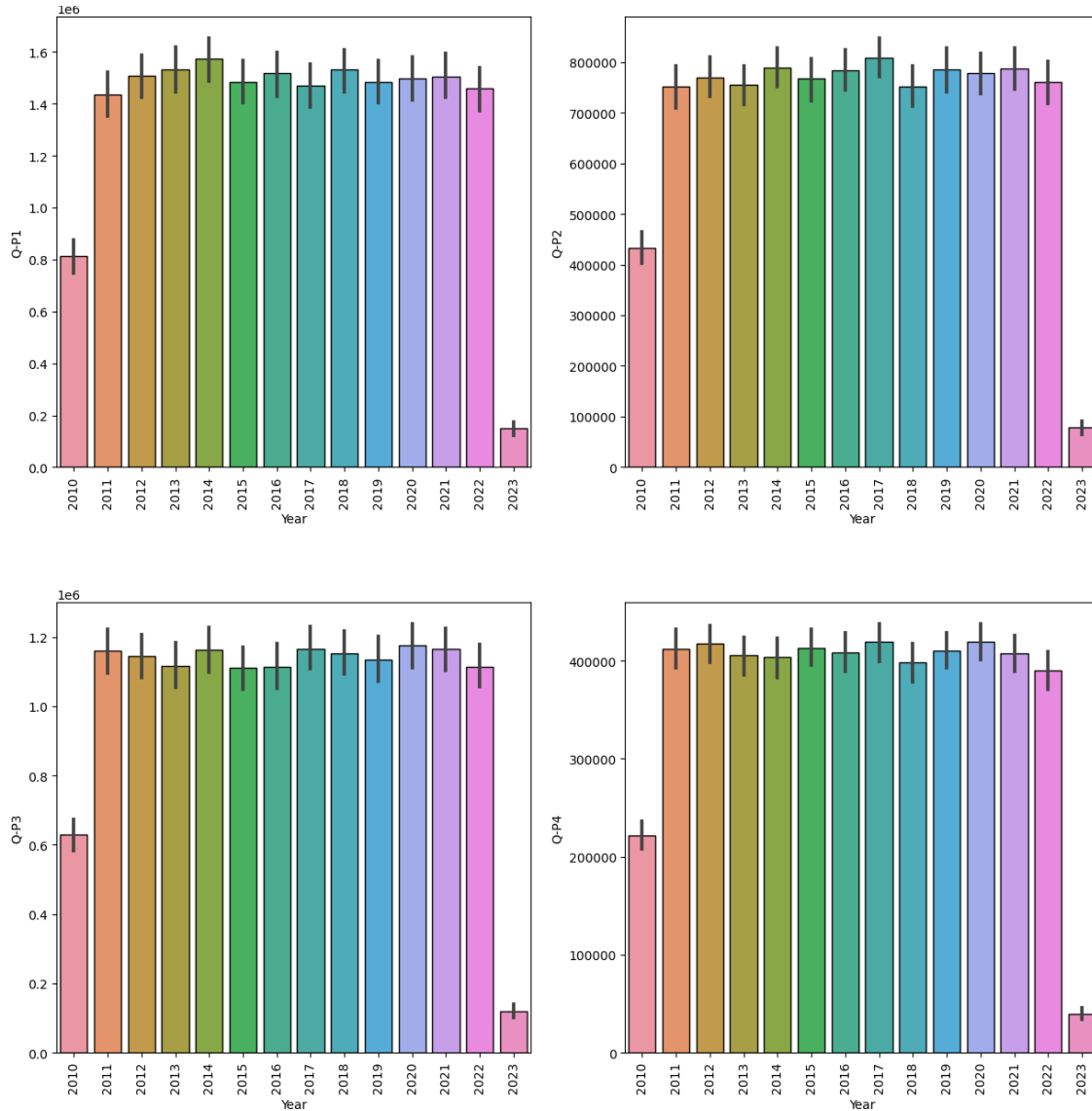
|      | Q-P1    | Q-P2   | Q-P3    | Q-P4   |
|------|---------|--------|---------|--------|
| Year |         |        |         |        |
| 2010 | 811971  | 433310 | 630125  | 221988 |
| 2011 | 1435633 | 751692 | 1160897 | 412322 |
| 2012 | 1508611 | 769797 | 1144590 | 417920 |
| 2013 | 1533099 | 754526 | 1116114 | 405394 |
| 2014 | 1572144 | 789069 | 1162719 | 403748 |
| 2015 | 1484197 | 767964 | 1112136 | 413251 |
| 2016 | 1517603 | 783892 | 1112698 | 408415 |
| 2017 | 1469715 | 808843 | 1166668 | 419020 |
| 2018 | 1531419 | 751252 | 1152070 | 398550 |
| 2019 | 1482623 | 785373 | 1135262 | 410425 |
| 2020 | 1498357 | 778322 | 1175277 | 419854 |
| 2021 | 1504995 | 786444 | 1166733 | 407373 |
| 2022 | 1459829 | 760510 | 1115085 | 389915 |
| 2023 | 150310  | 78301  | 120030  | 39925  |

```
[ ]: data.groupby("month")[["Q-P1", "Q-P2", "Q-P3", "Q-P4"]].sum()
```

```
[ ]:
```

|           | Q-P1    | Q-P2   | Q-P3    | Q-P4   |
|-----------|---------|--------|---------|--------|
| month     |         |        |         |        |
| April     | 1575469 | 800379 | 1147329 | 416638 |
| August    | 1587520 | 840265 | 1207606 | 428962 |
| December  | 1621585 | 823098 | 1191402 | 435175 |
| February  | 1443764 | 719534 | 1114785 | 366542 |
| January   | 1592433 | 845579 | 1234912 | 452832 |
| July      | 1642160 | 820048 | 1242157 | 440686 |
| June      | 1656731 | 824354 | 1213026 | 440737 |
| March     | 1509817 | 841015 | 1188338 | 434589 |
| May       | 1572199 | 821412 | 1240223 | 421638 |
| November  | 1518591 | 807424 | 1200826 | 444350 |
| October   | 1720772 | 863143 | 1262142 | 451772 |
| September | 1519465 | 793044 | 1227658 | 434179 |

```
[ ]: plt.figure(figsize=(15,15),dpi=100)
plt.subplot(2,2,1)
sns.barplot(x="Year",y="Q-P1",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,2)
sns.barplot(x="Year",y="Q-P2",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,3)
sns.barplot(x="Year",y="Q-P3",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,4)
sns.barplot(x="Year",y="Q-P4",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90)
plt.subplots_adjust(hspace=0.3);
```

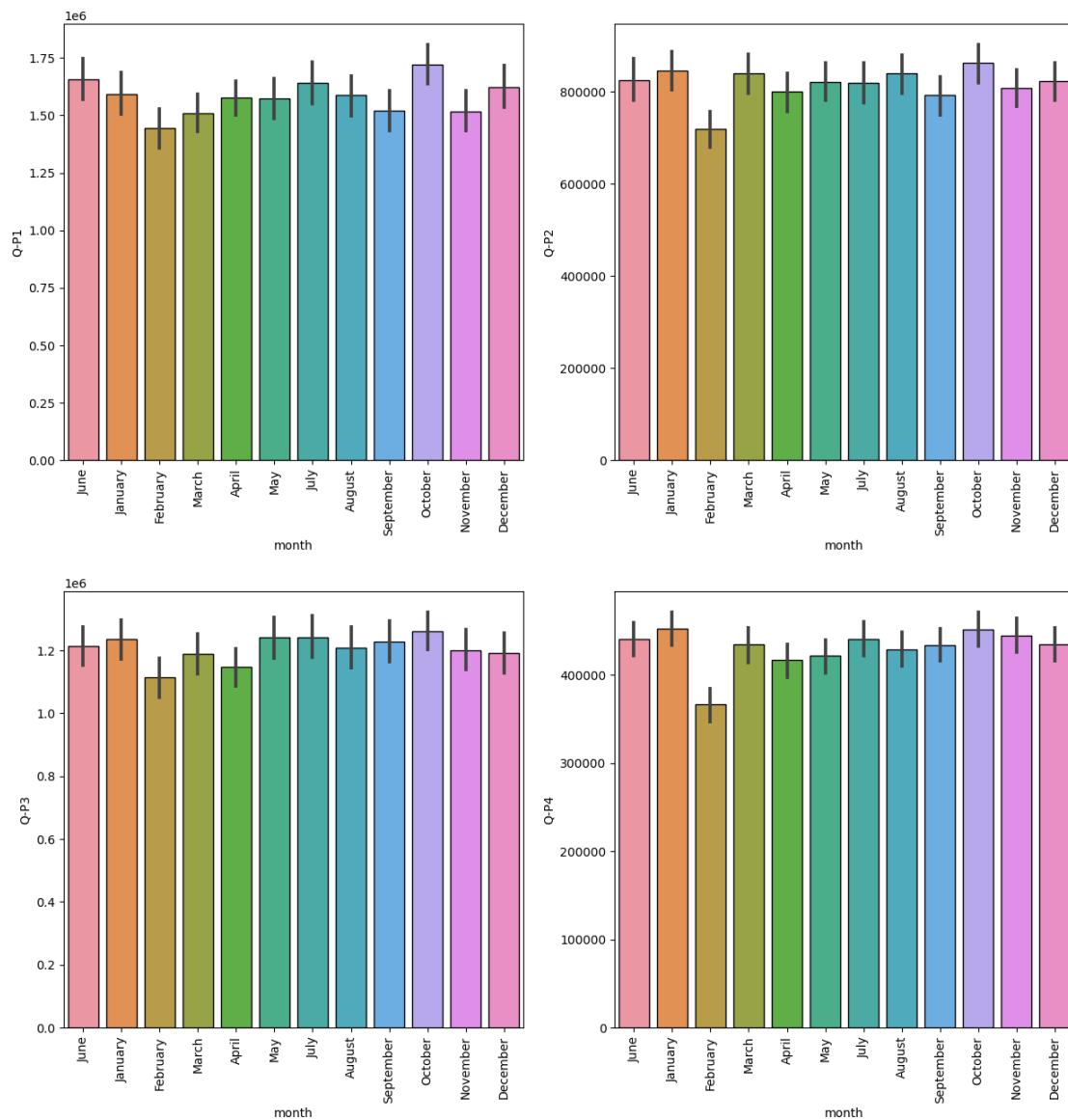


```

[]: plt.figure(figsize=(15,15),dpi=100)
plt.subplot(2,2,1)
sns.barplot(x="month",y="Q-P1",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,2)
sns.barplot(x="month",y="Q-P2",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,3)
sns.barplot(x="month",y="Q-P3",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,4)
sns.barplot(x="month",y="Q-P4",data=data,edgecolor="black",estimator=sum)

```

```
plt.xticks(rotation=90)
plt.subplots_adjust(hspace=0.3);
```



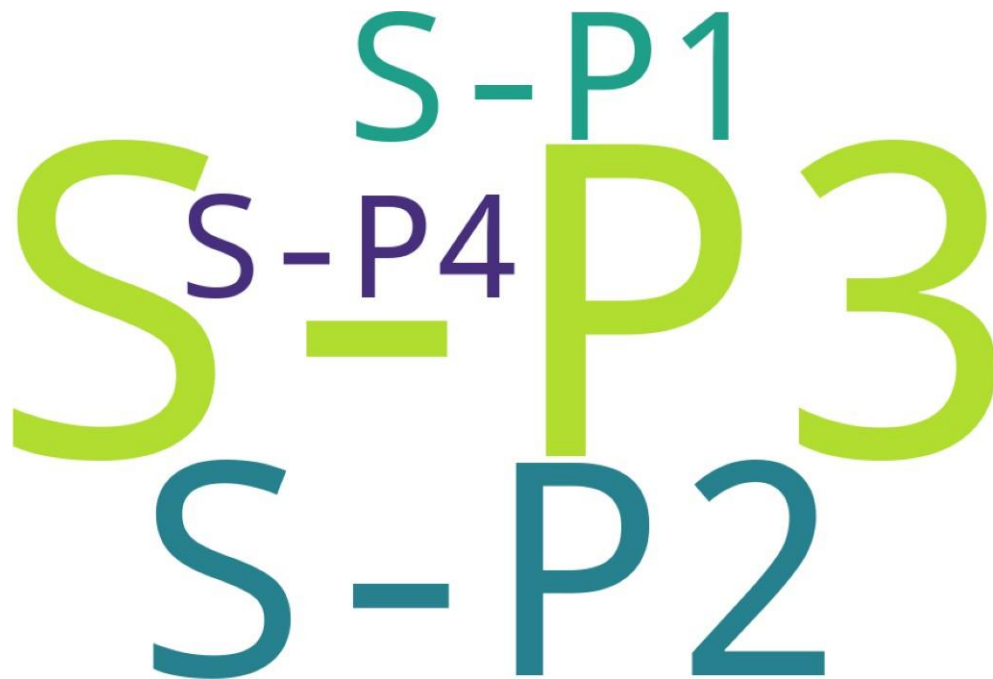
```
data[["S-P1", "S-P2", "S-P3", "S-P4"]].agg(["sum", "max", "min", "mean"])
```

```

[]:
      S-P1      S-P2      S-P3      S-
P4sum6.010480e+076.212753e+077.842959e+073.684855e+07max2.5
35366e+042.534732e+043.252000e+041.426000e+04min8.051800e+
021.591340e+031.355000e+031.782500e+03mean1.306626e+041.3
50598e+041.704991e+048.010555e+03

```

```
[ ]: from wordcloud import WordCloud
aswordd=data[["S-P1","S-P2","S-P3","S-
P4"]].sum()
wc=wordcloud(background_color='white',width=1000,height=600)wc.generate_from_frequencies(d) plt.figure(figsize=(15,15),dpi=100)
plt.imshow(wc)plt.axis('off')plt.show()
```



```
[ ]: q=data[["Q-P1","Q-P2","Q-P3","Q-P4"]].sum()
wc=wordcloud(background_color='white',width=1000,height=600)wc.generate_from_frequencies(q) plt.figure(figsize=(15,15),dpi=100)
plt.imshow(wc)plt.axis('off')plt.show()
```

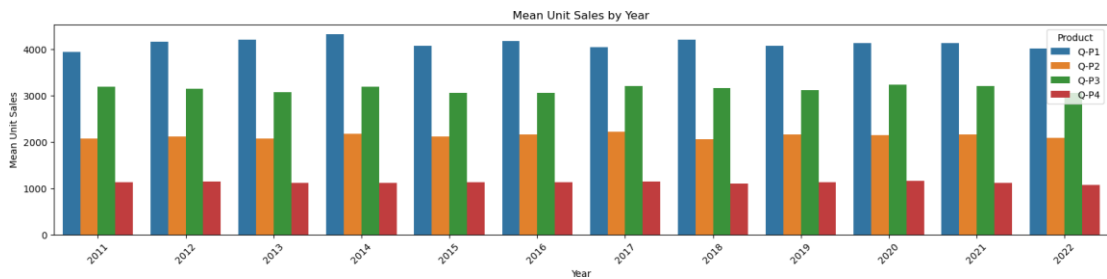
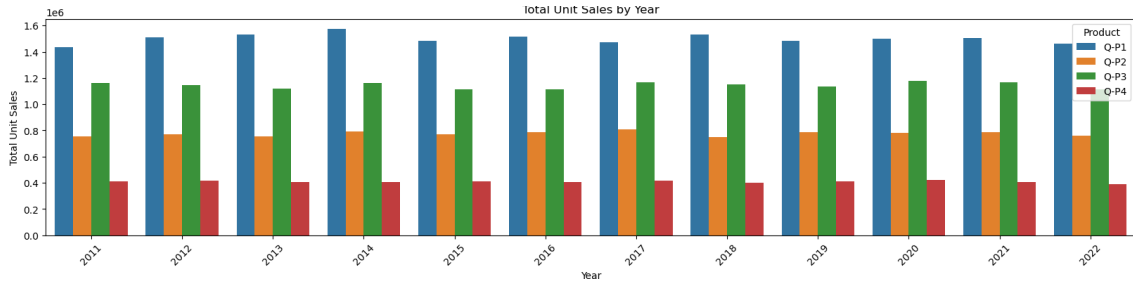


Q-P1  
Q-P4  
Q-P3

```
[ ]: def plot_bar_chart(df, columns, stri, str1, val):
    if val == "sum":
        sales_by_year = df.groupby("Year")[columns].sum().reset_index()
    elif val == "mean":
        sales_by_year = df.groupby("Year")[columns].mean().reset_index()
    sales_by_year_melted = pd.melt(sales_by_year, id_vars="Year",
    value_vars=columns, var_name="Product", value_name="Sales")
    plt.figure(figsize=(20, 4))
    sns.barplot(data=sales_by_year_melted, x="Year", y="Sales", hue="Product",
    #, palette="cividis")
    plt.xlabel("Year")
    plt.ylabel(stri)
    plt.title(f'{stri} by {str1}')
    plt.xticks(rotation=45)
    plt.show()
```

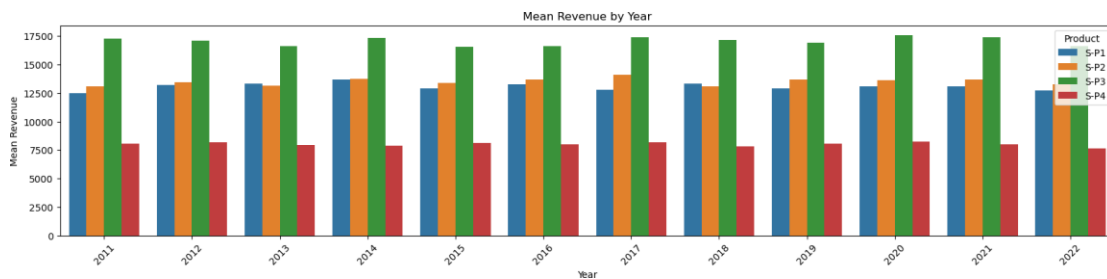
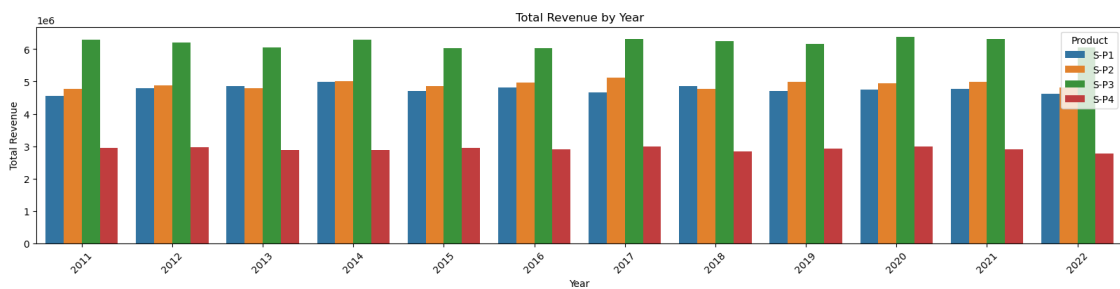
```
[ ]: plot_bar_chart(data_reduced, ["Q-P1", "Q-P2", "Q-P3", "Q-P4"], "TotalUnit_
    Sales", "Year", "sum")

plot_bar_chart(data_reduced, ["Q-P1", "Q-P2", "Q-P3", "Q-P4"], "MeanUnit_
    Sales", "Year", "mean")
```



```
[ ]: plot_bar_chart(data_reduced,['S-P1','S-P2','S-P3','S-P4'],'TotalRevenue',_,
↳ 'Year','sum')

plot_bar_chart(data_reduced,['S-P1','S-P2','S-P3','S-P4'],'MeanRevenue',_,
↳ 'Year','mean')
```



```
[ ]: data
```

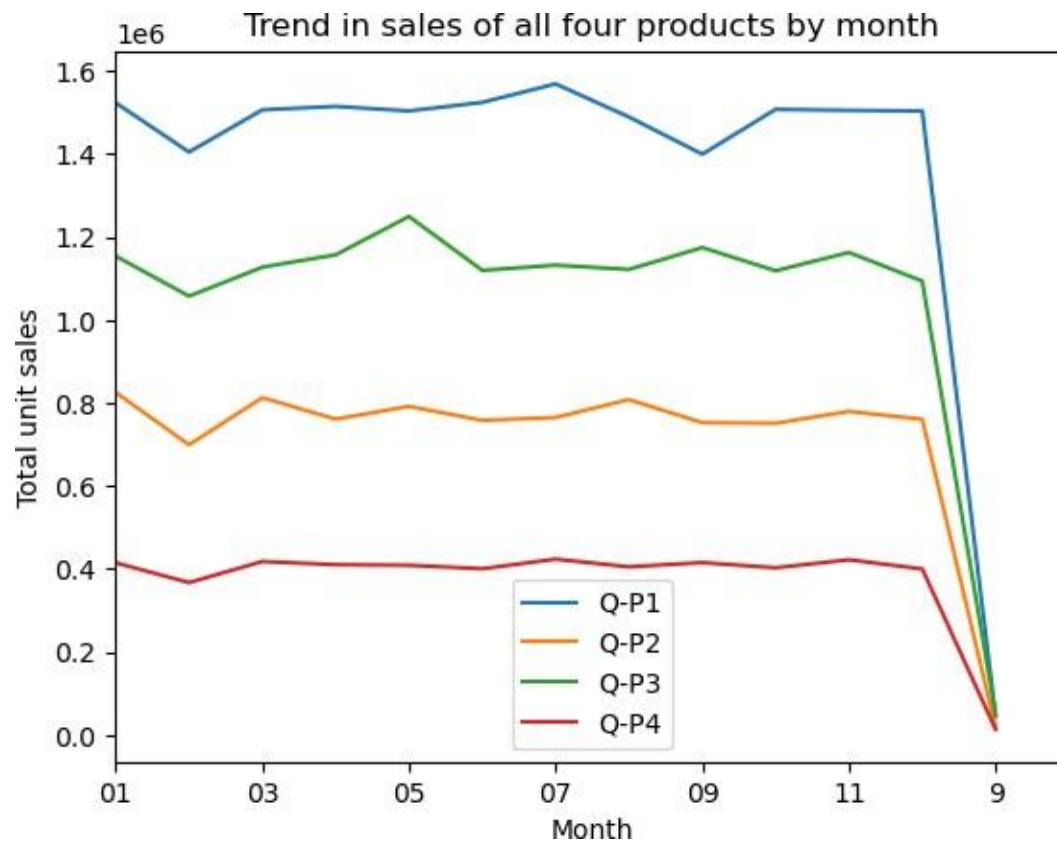
```
[ ]:
      Date Q-P1 Q-P2 Q-P3 Q-P4 S-P1 S-P2 S-P3 \
0  2010-06-13 5422 3725 576 907 17187.74 23616.50 3121.92
1  2010-06-14 7047 779 3578 1574 22338.99 4938.86 19392.76
2  2010-06-15 1572 2082 595 1145 4983.24 13199.88 3224.90
3  2010-06-16 5657 2399 3140 1672 17932.69 15209.66 17018.80
4  2010-06-17 3668 3207 2184 708 11627.56 20332.38 11837.28
...
4595 2023-01-30 2476 3419 525 1359 7848.92 21676.46 2845.50
4596 2023-01-31 7446 841 4825 1311 23603.82 5331.94 26151.50
4597 2023-01-02 6289 3143 3588 474 19936.13 19926.62 19446.96
4598 2023-02-02 3122 1188 5899 517 9896.74 7531.92 31972.58
4599 2023-03-02 1234 3854 2321 406 3911.78 24434.36 12579.82
```

```
      S-P4 Day Month Year
0    6466.91 13 06 2010
1   11222.62 14 06 2010
2    8163.85 15 06 2010
3   11921.36 16 06 2010
4    5048.04 17 06 2010
...
4595  9689.67 30 01 2023
4596  9347.43 31 01 2023
4597  3379.62 01 02 2023
4598  3686.21 02 02 2023
4599  2894.78 03 02 2023
```

```
[4600rowsx12columns]
```

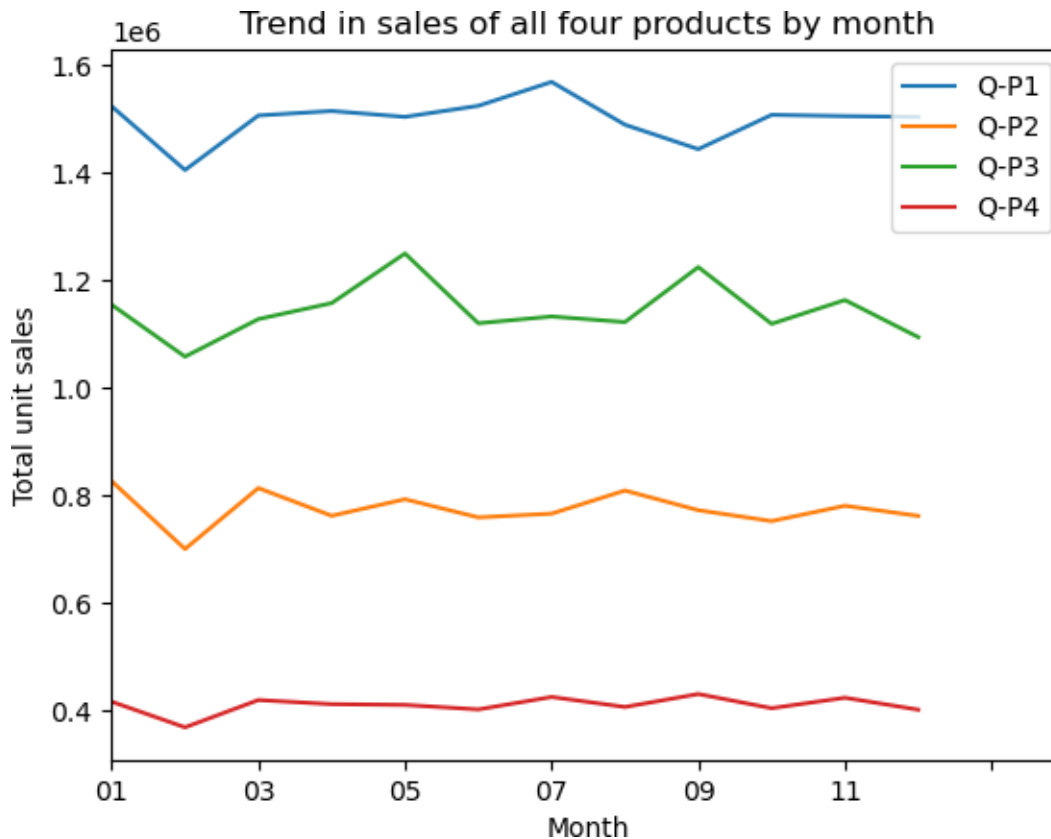
```
[ ]: def month_plot():
      fig, ax = plt.subplots()
      data_reduced.groupby("Month")[["Q-P1", "Q-P2", "Q-P3", "Q-P4"]].sum().
      plot(ax=ax)
      ax.set_xlim(left=0, right=13)
      ax.set_xlabel("Month")
      ax.set_ylabel("Total units sales")
      ax.set_title("Trend in sales of all four products by month")
      plt.show()

month_plot()
```



```
[ ]: data_reduced["Month"] = data["Month"].replace("9", "09")
```

```
[ ]: month_plot()
```



```
[ ]: def month_31_data(df, months):
    m31_data = df[df["Month"].isin(months) & (df["Day"] == "31")]
    return m31_data

_31_months = month_31_data(data_reduced, ["01", "02", "03", "04", "05", "06", "07", "08", "09", "10", "11", "12"])
_31_months
```

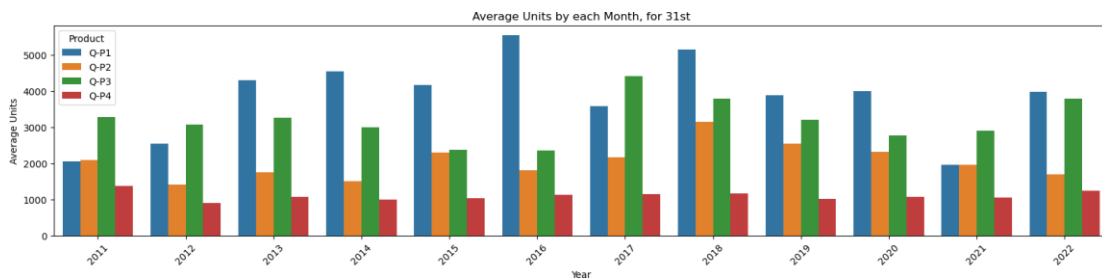
```
[ ]:
```

|      | Date       | Q-P1 | Q-P2 | Q-P3 | Q-P4 | S-P1     | S-P2     | S-P3     | \ |
|------|------------|------|------|------|------|----------|----------|----------|---|
| 231  | 31-01-2011 | 939  | 3325 | 1863 | 1612 | 2976.63  | 21080.50 | 10097.46 |   |
| 290  | 31-03-2011 | 464  | 2220 | 421  | 1663 | 1470.88  | 14074.80 | 2281.82  |   |
| 351  | 31-05-2011 | 1507 | 2980 | 3816 | 1202 | 4777.19  | 18893.20 | 20682.72 |   |
| 412  | 31-07-2011 | 4336 | 744  | 4717 | 667  | 13745.12 | 4716.96  | 25566.14 |   |
| 442  | 31-08-2011 | 4548 | 1484 | 1596 | 1974 | 14417.16 | 9408.56  | 8650.32  |   |
| ...  | ...        | ...  | ...  | ...  | ...  | ...      | ...      | ...      |   |
| 4352 | 31-05-2022 | 3669 | 2710 | 3067 | 1593 | 11630.73 | 17181.40 | 16623.14 |   |
| 4413 | 31-07-2022 | 1437 | 833  | 1867 | 1270 | 4555.29  | 5281.22  | 10119.14 |   |
| 4443 | 31-08-2022 | 1035 | 1639 | 3658 | 841  | 3280.95  | 10391.26 | 19826.36 |   |
| 4474 | 31-9-2022  | 6964 | 1873 | 5481 | 1336 | 22075.88 | 11874.82 | 29707.02 |   |
| 4535 | 31-11-2022 | 4600 | 2006 | 3796 | 1426 | 14582.00 | 12718.04 | 20574.32 |   |

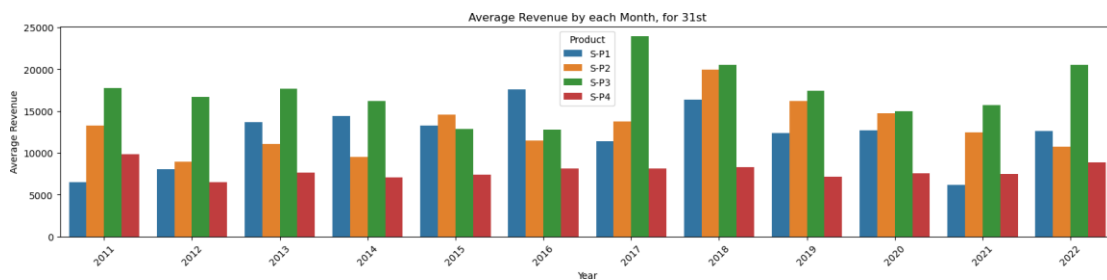
|      | S-P4     | Day | Month | Year |
|------|----------|-----|-------|------|
| 231  | 11493.56 | 31  | 01    | 2011 |
| 290  | 11857.19 | 31  | 03    | 2011 |
| 351  | 8570.26  | 31  | 05    | 2011 |
| 412  | 4755.71  | 31  | 07    | 2011 |
| 442  | 14074.62 | 31  | 08    | 2011 |
| ...  | ...      | ... | ...   | ...  |
| 4352 | 11358.09 | 31  | 05    | 2022 |
| 4413 | 9055.10  | 31  | 07    | 2022 |
| 4443 | 5996.33  | 31  | 08    | 2022 |
| 4474 | 9525.68  | 31  | 09    | 2022 |
| 4535 | 10167.38 | 31  | 11    | 2022 |

[84rowsx12columns]

```
[ ]: plot_bar_chart(_31_months,['Q-P1','Q-P2','Q-P3','Q-P4'],'AverageUnits',_
↳ 'eachMonth,for31st','mean')
```



```
[ ]: plot_bar_chart(_31_months,['S-P1','S-P2','S-P3','S-P4'],'AverageRevenue',_
↳ 'eachMonth,for31st','mean')
```



```
[ ]: def avg_on_31st(df,product):df_31=
df[df['Day']=='31']
avg_sales=df_31[product].mean()
```

```
return avg_sales
```

```
[ ]: avg_on_31st(data_reduced,["Q-P1","Q-P2","Q-P3","Q-P4"]).round(2)
```

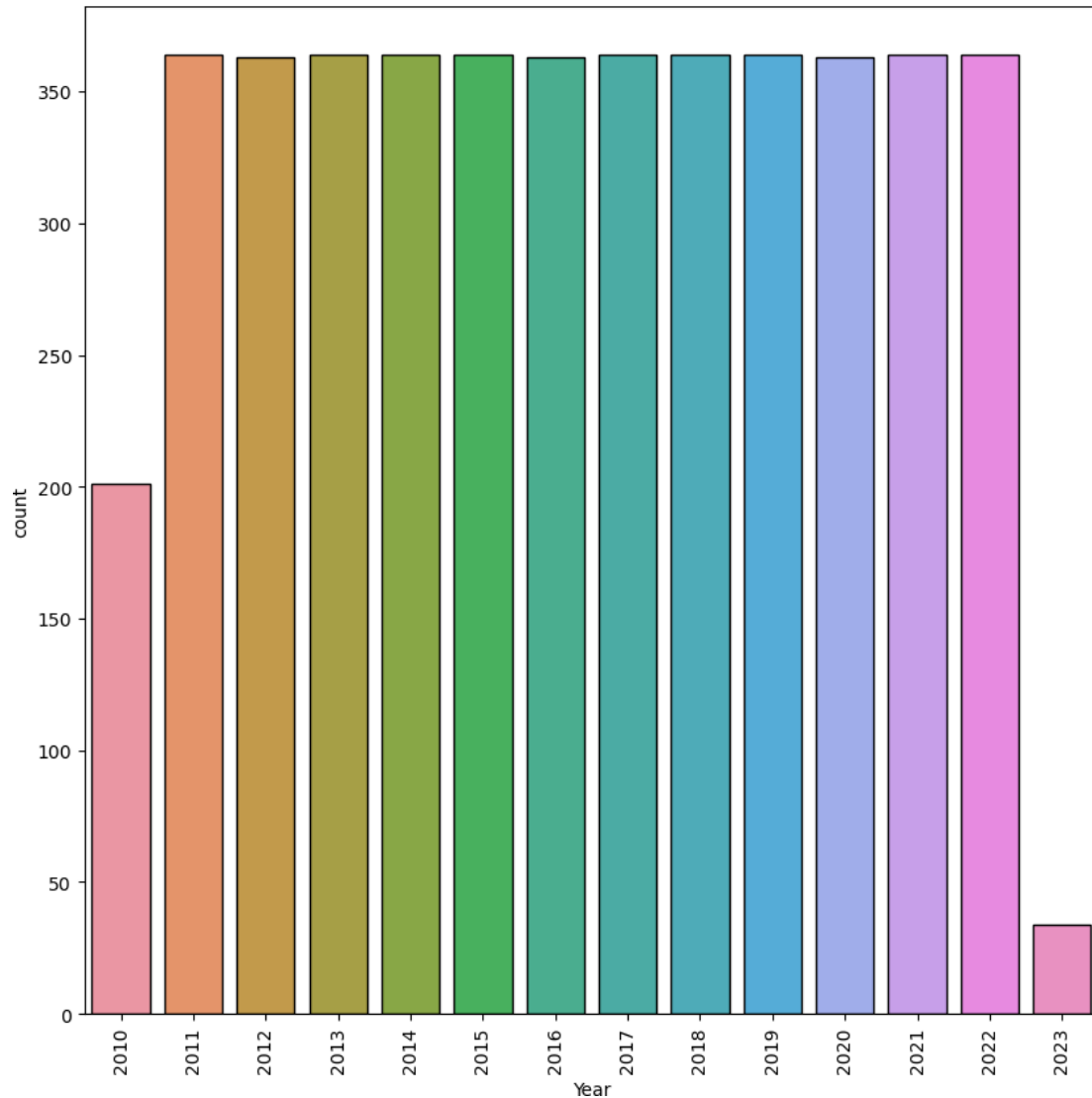
```
[ ]: Q-P1    3813.74  
      Q-P2    2058.80  
      Q-P3    3183.88  
      Q-P4    1098.61  
      dtype: float64
```

```
[ ]: avg_on_31st(data_reduced,["S-P1","S-P2","S-P3","S-P4"]).round(2)
```

```
[ ]: S-P1    12089.55  
      S-P2    13052.78  
      S-P3    17256.63  
      S-P4     7833.07  
      dtype: float64
```

```
[ ]: print(data["Year"].value_counts())plt.figure(figsize  
      e=(10,10))  
      sns.countplot(x="Year",data=data,edgecolor="black")  
      plt.xticks(rotation=90);
```

```
2011    364  
2013    364  
2014    364  
2015    364  
2017    364  
2018    364  
2019    364  
2021    364  
2022    364  
2012    363  
2016    363  
2020    363  
2010    201  
2023     34  
Name: Year, dtype: int64
```

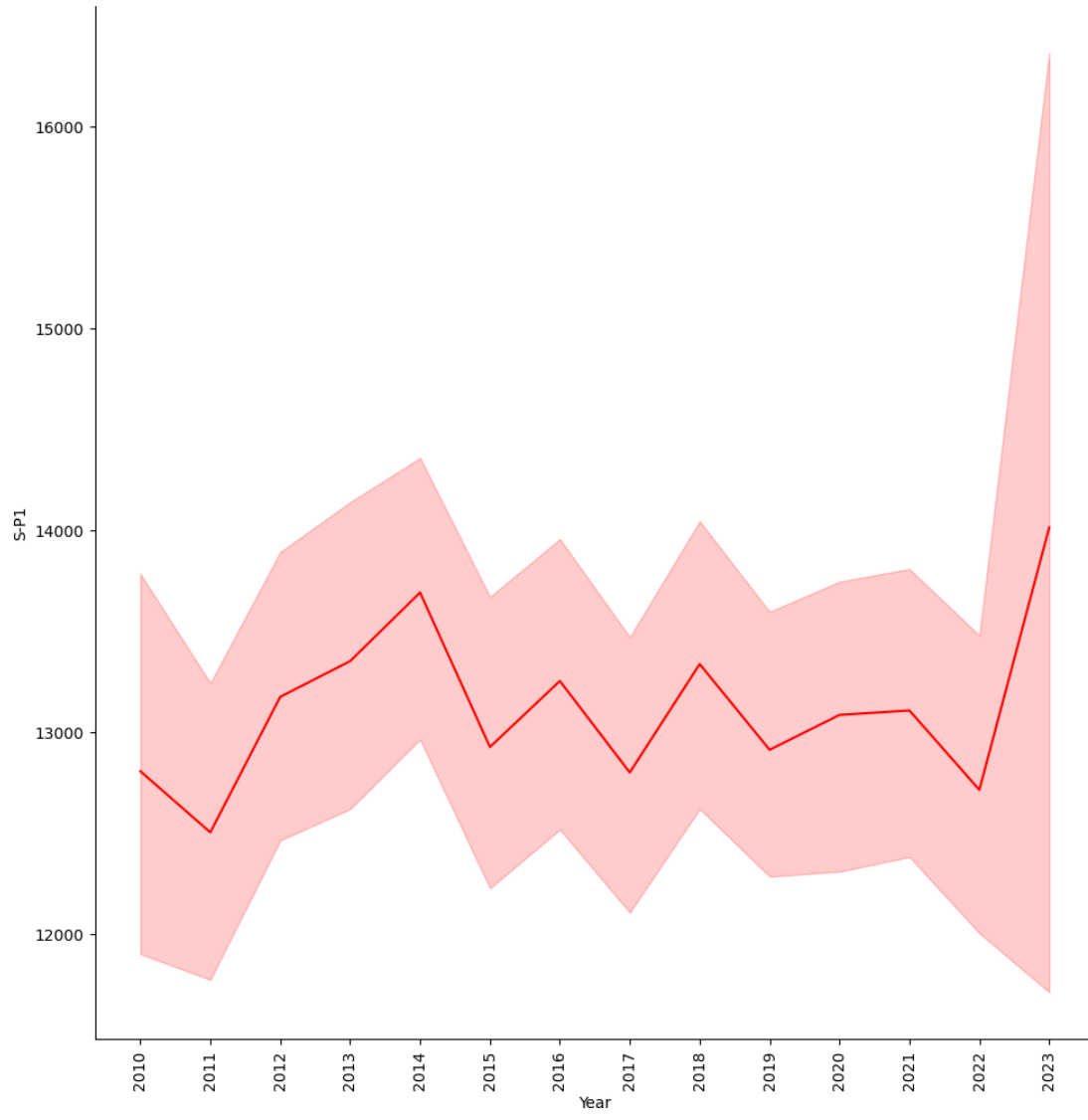


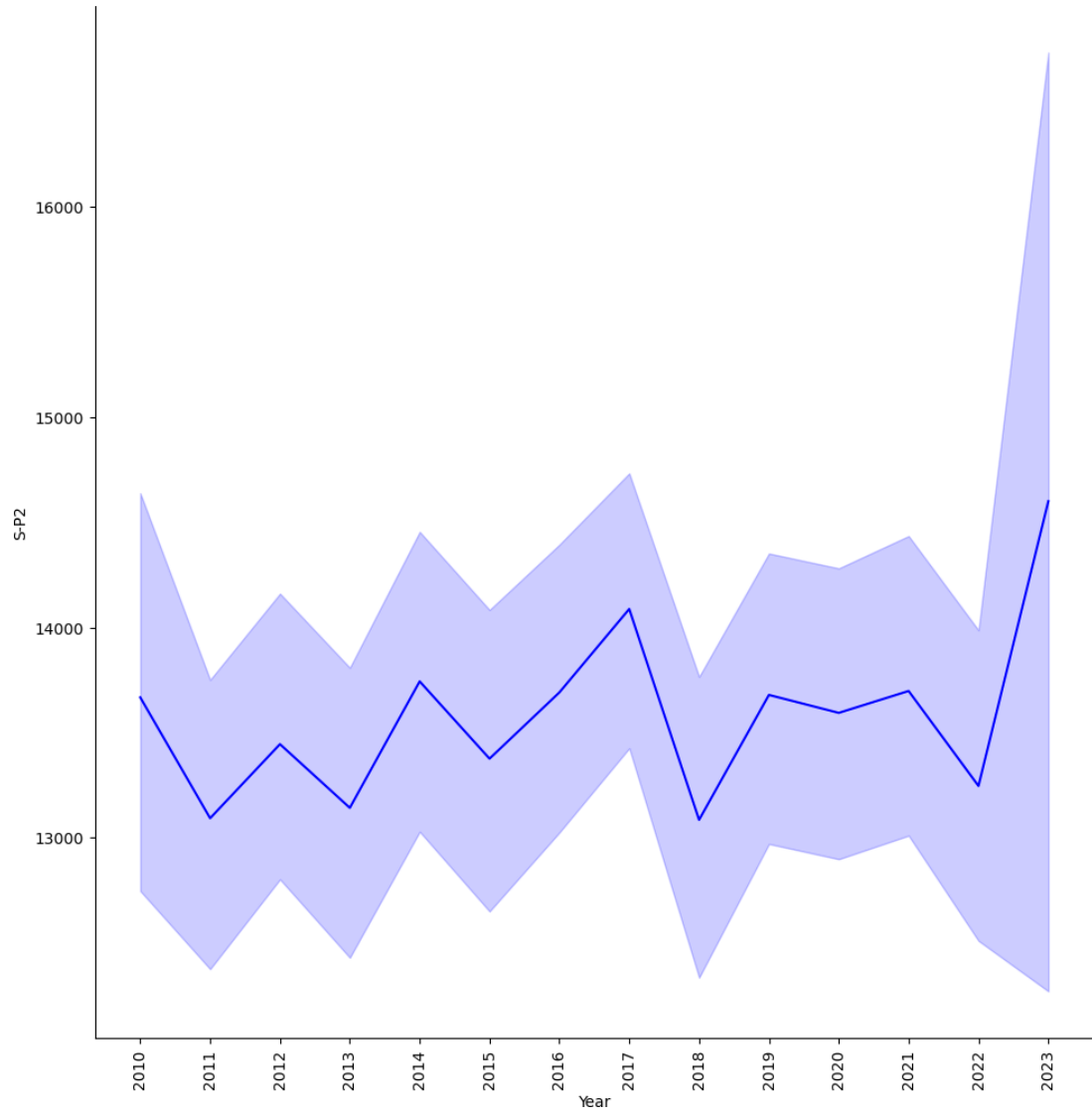
```

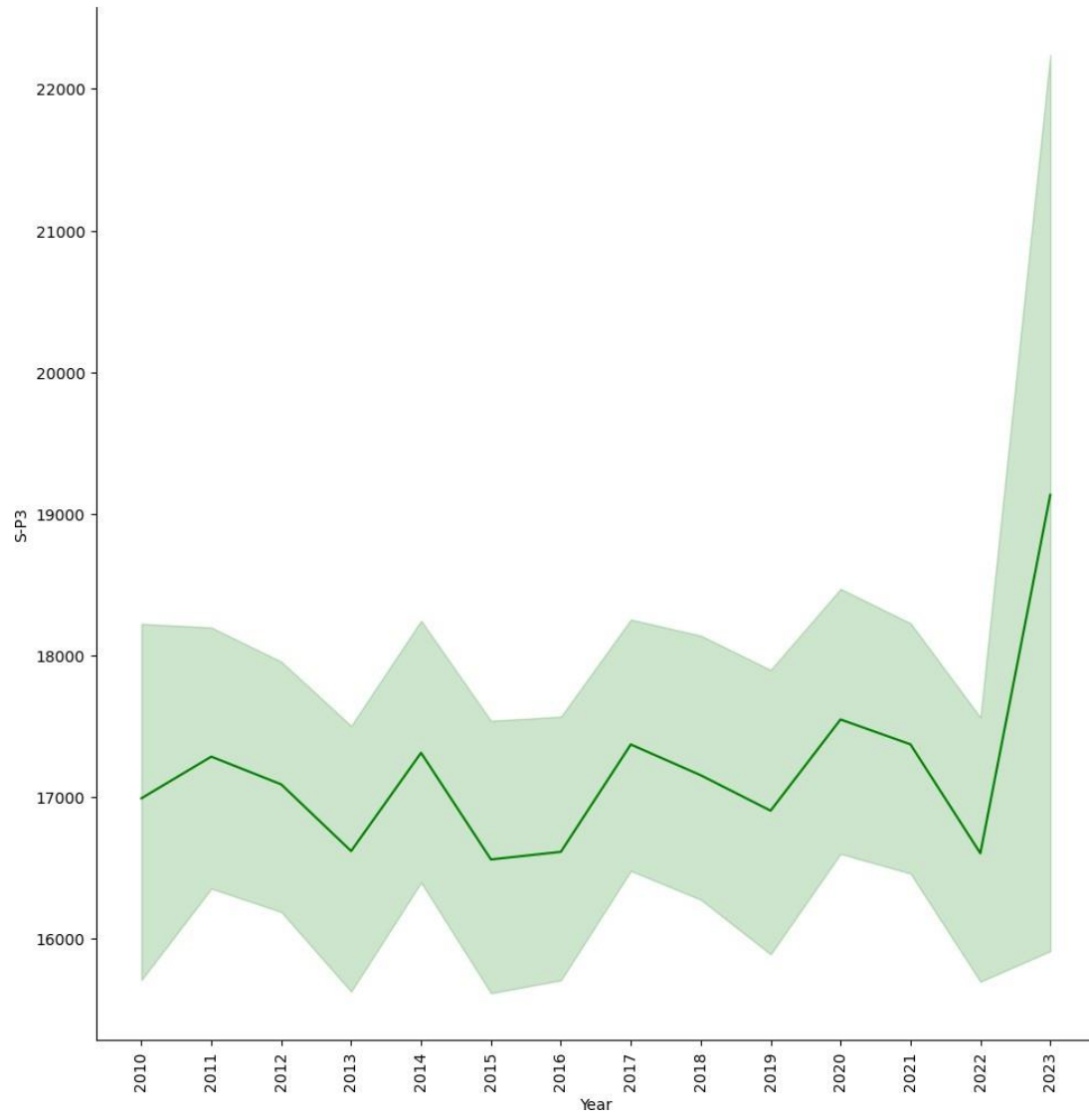
[ ]: sns.relplot(x="Year",y="S-P1",data=data,kind="line",height=10,color="red")
plt.xticks(rotation=90);
sns.relplot(x="Year",y="S-P2",data=data,kind="line",height=10,color="blue")
plt.xticks(rotation=90);
sns.relplot(x="Year",y="S-P3",data=data,kind="line",height=10,color="green")
plt.xticks(rotation=90);
sns.relplot(x="Year",y="S-P4",data=data,kind="line",height=10,color="purple")
plt.xticks(rotation=90);

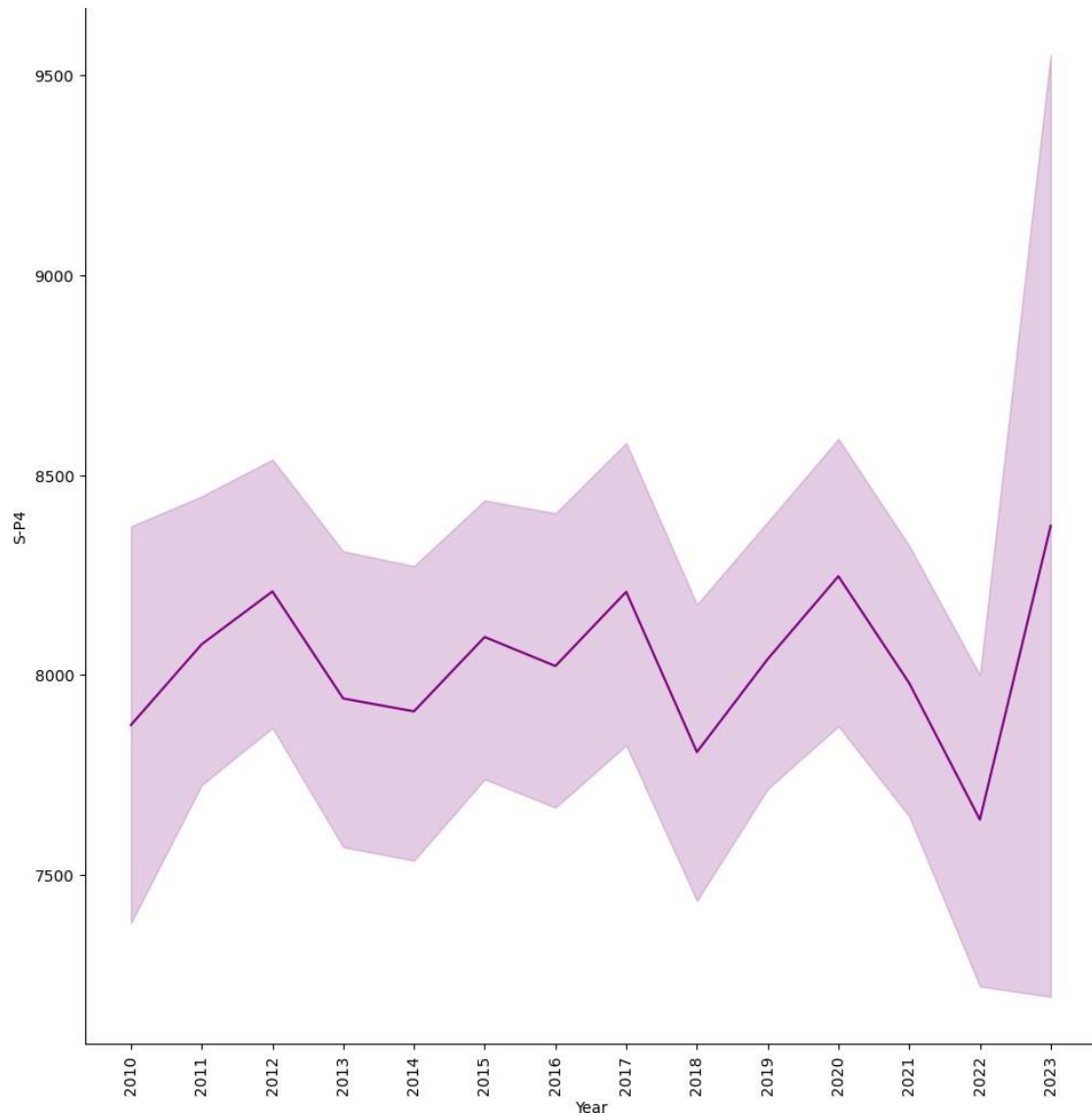
```



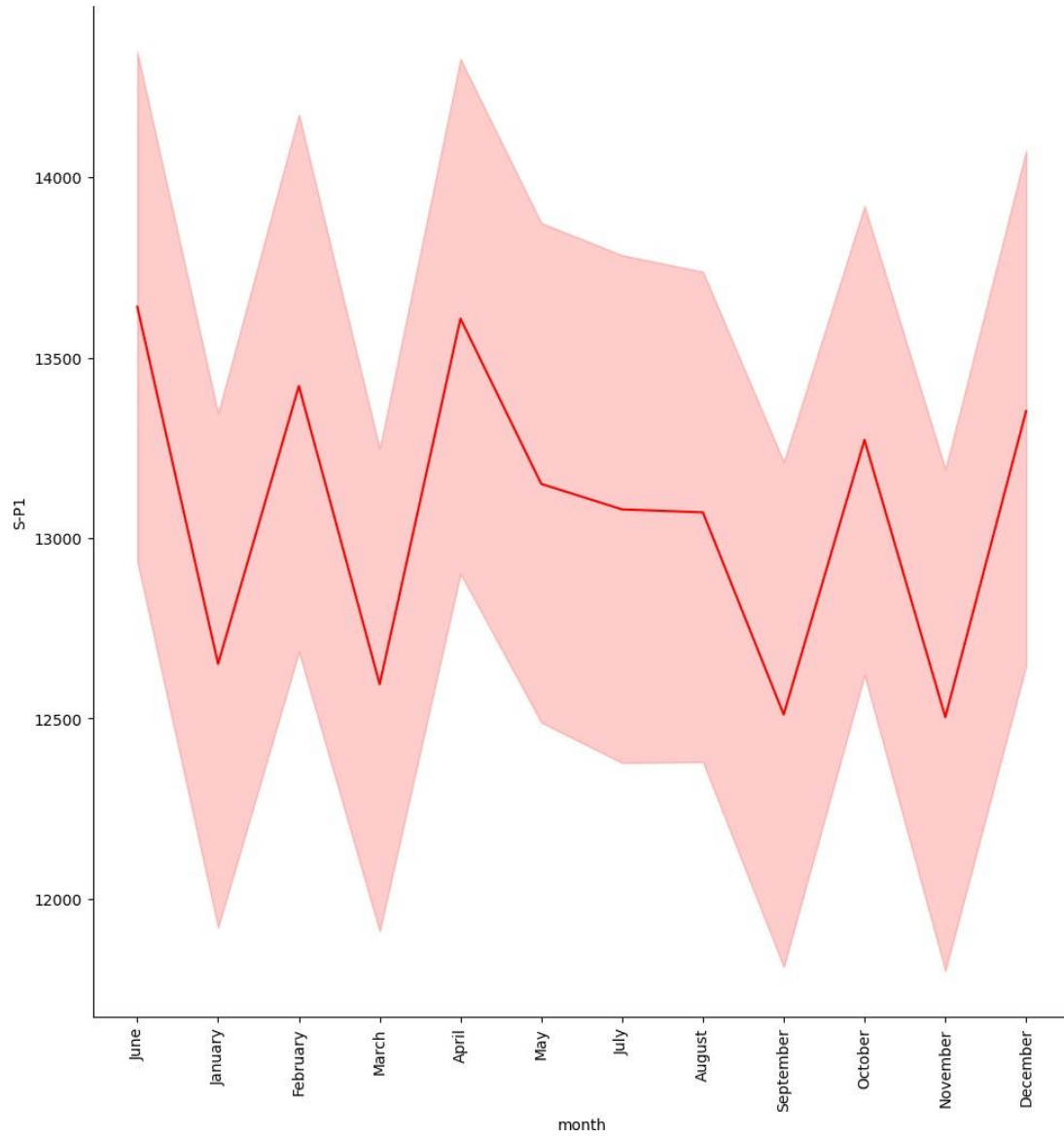


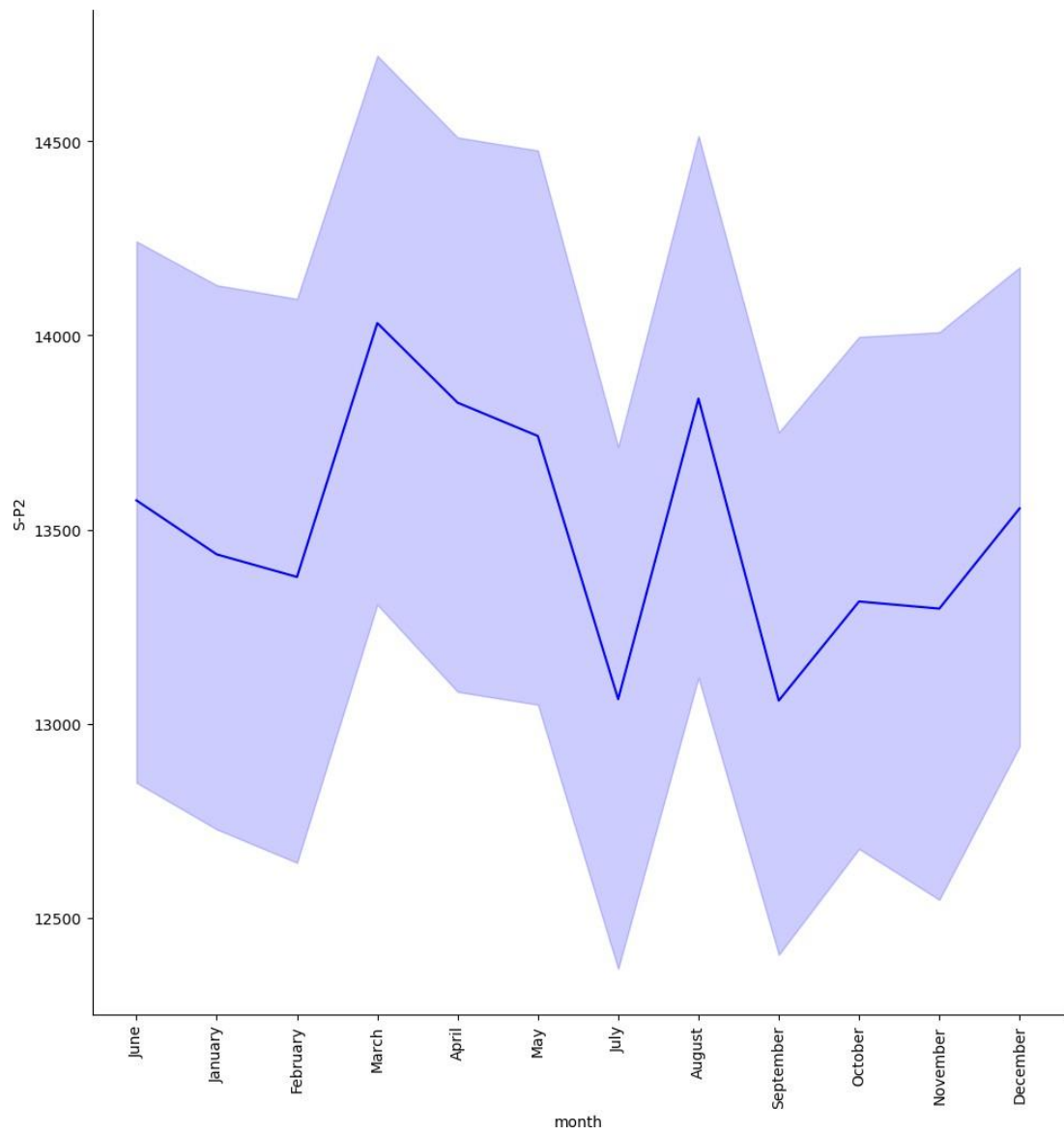


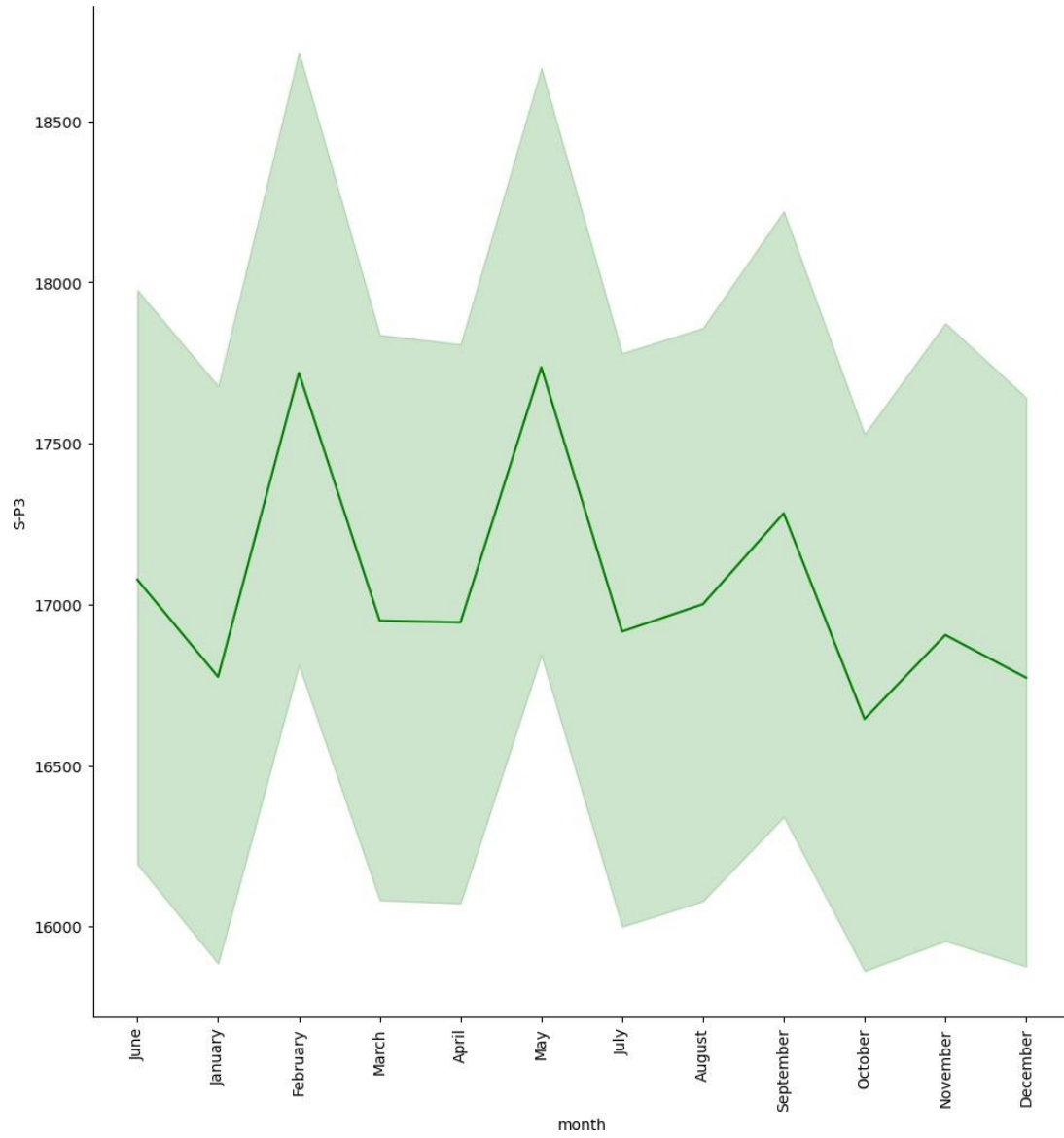




```
[ ]: #Monthly distrubution of revenue
sns.relplot(x="month",y="S-P1",data=data,kind="line",height=10,color="red")
plt.xticks(rotation=90);
sns.relplot(x="month",y="S-P2",data=data,kind="line",height=10,color="blue")
plt.xticks(rotation=90);
sns.relplot(x="month",y="S-P3",data=data,kind="line",height=10,color="green")
plt.xticks(rotation=90);
sns.relplot(x="month",y="S-P4",data=data,kind="line",height=10,color="purple")
plt.xticks(rotation=90);
```









```
[ ]: data.groupby("month")[["S-P1","S-P2","S-P3","S-P4"]].sum()
```

```
[ ]:
```

|          | S-P1       | S-P2       | S-P3       | S-P4       |
|----------|------------|------------|------------|------------|
| month    |            |            |            |            |
| April    | 4994236.73 | 5074402.86 | 6218523.18 | 2970628.94 |
| August   | 5032438.40 | 5327280.10 | 6545224.52 | 3058499.06 |
| December | 5140424.45 | 5218441.32 | 6457398.84 | 3102797.75 |
| February | 4576731.88 | 4561845.56 | 6042134.70 | 2613444.46 |
| January  | 5048012.61 | 5360970.86 | 6693223.04 | 3228692.16 |
| July     | 5205647.20 | 5199104.32 | 6732490.94 | 3142091.18 |
| June     | 5251837.27 | 5226404.36 | 6574600.92 | 3142454.81 |

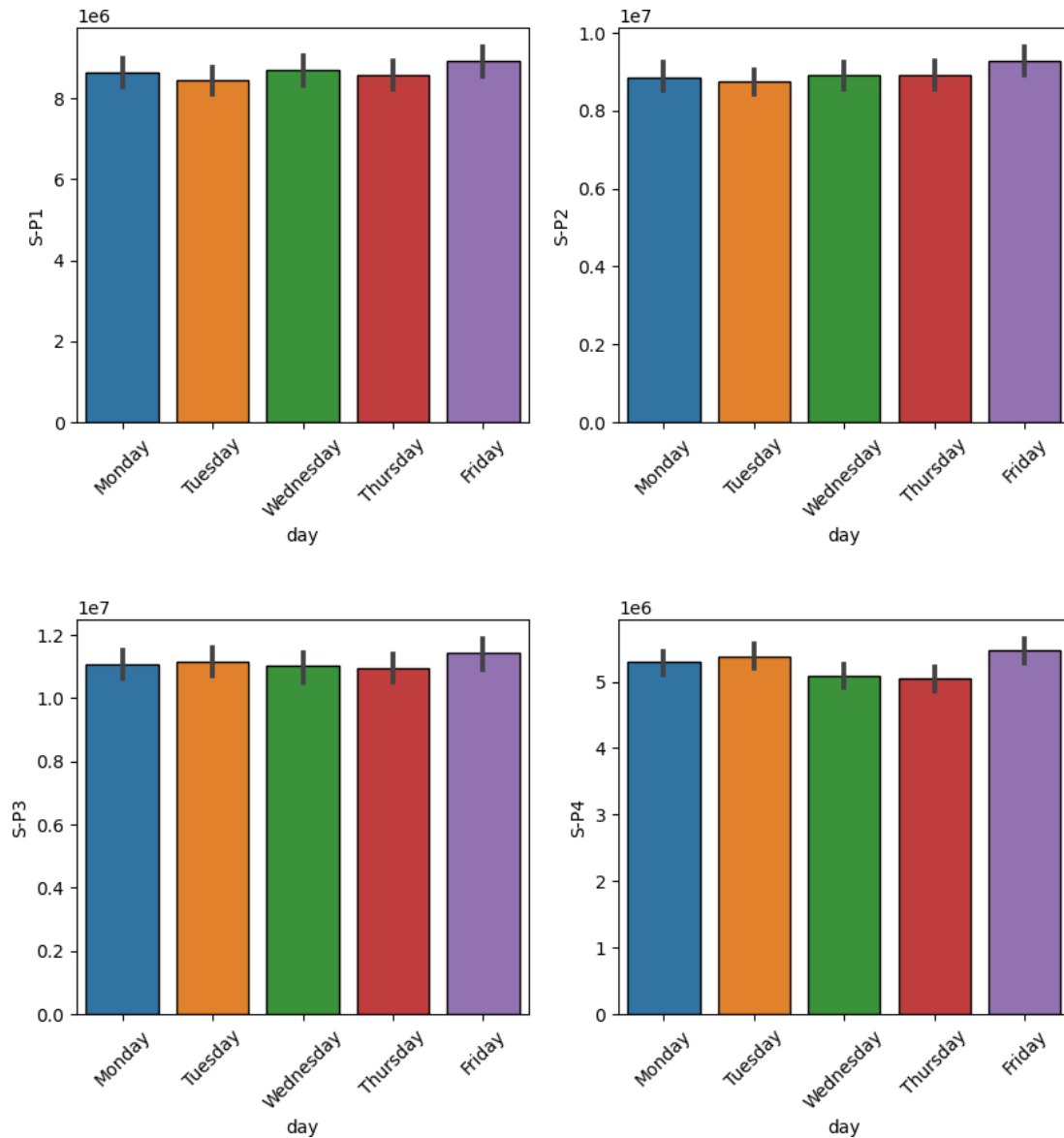


|           |            |            |            |            |
|-----------|------------|------------|------------|------------|
| March     | 4786119.89 | 5332035.10 | 6440791.96 | 3098619.57 |
| May       | 4983870.83 | 5207752.08 | 6722008.66 | 3006278.94 |
| November  | 4813933.47 | 5119068.16 | 6508476.92 | 3168215.50 |
| October   | 5454847.24 | 5472326.62 | 6840809.64 | 3221134.36 |
| September | 4816704.05 | 5027898.96 | 6653906.36 | 3095696.27 |

```
[ ]: week_t=data[data["dayoftheweek"]<5]
weekend_t=data[data["dayoftheweek"]>=5]
print(week_t.groupby("day")[["S-P1","S-P2","S-P3","S-P4"]].sum())
```

|           | S-P1       | S-P2       | S-P3        | S-P4       |
|-----------|------------|------------|-------------|------------|
| day       |            |            |             |            |
| Friday    | 8913637.41 | 9267831.02 | 11428877.58 | 5463169.99 |
| Monday    | 8636791.80 | 8864347.08 | 11064892.06 | 5292577.61 |
| Thursday  | 8577981.96 | 8909481.54 | 10951554.44 | 5043013.35 |
| Tuesday   | 8433525.06 | 8738326.90 | 11156338.30 | 5384854.07 |
| Wednesday | 8693537.97 | 8908067.72 | 11017830.20 | 5086827.20 |

```
[ ]: plt.figure(figsize=(10,10),dpi=100)
plt.subplot(2,2,1)
sns.barplot(x="day",y="S-P1",data=week_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,2)
sns.barplot(x="day",y="S-P2",data=week_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,3)
sns.barplot(x="day",y="S-P3",data=week_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,4)
sns.barplot(x="day",y="S-P4",data=week_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45)
plt.subplots_adjust(hspace=0.5);
```



```
[ ]: print(weekend_t.groupby("day")[["S-P1","S-P2","S-P3","S-P4"]].sum())
```

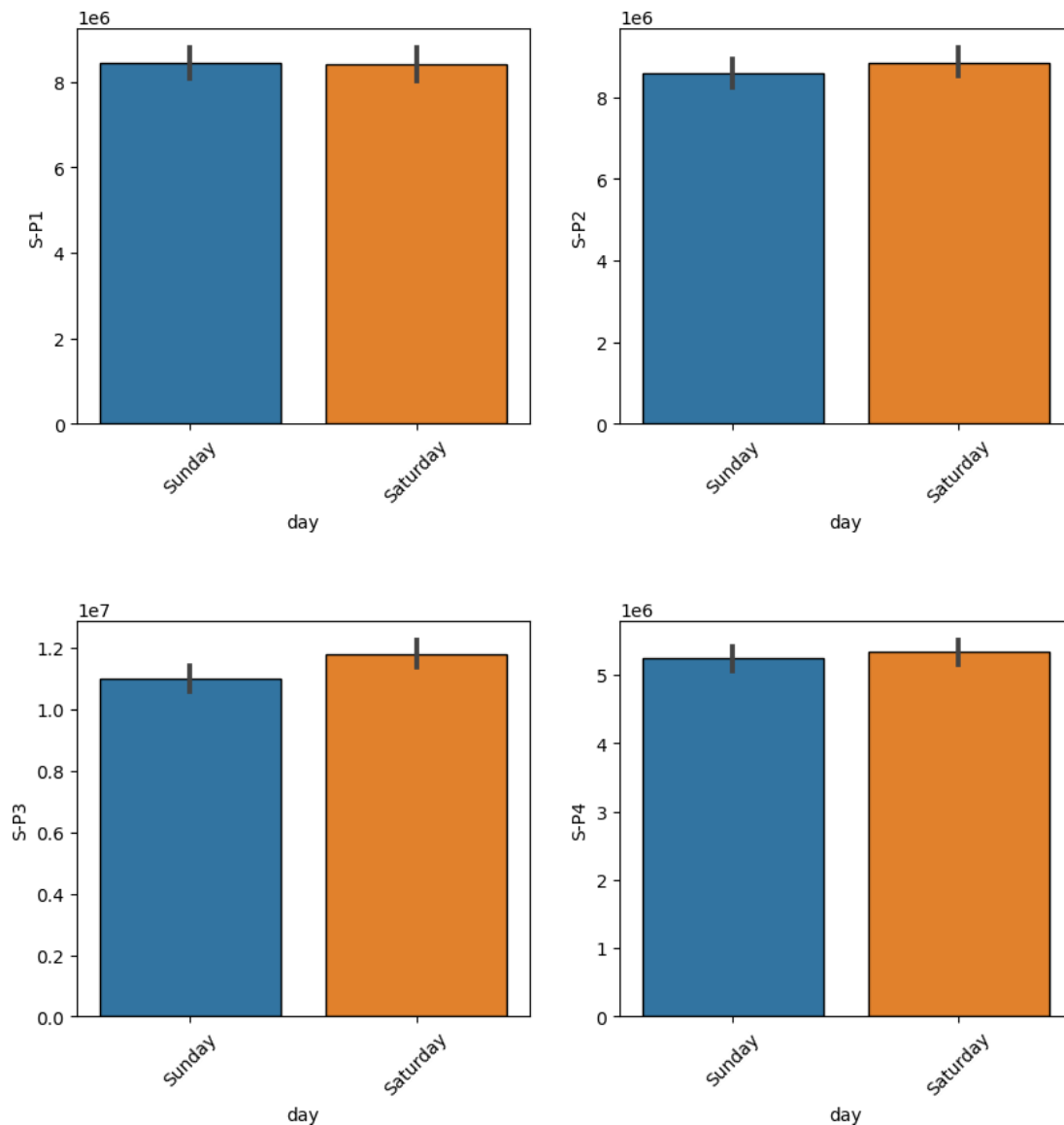
| day      | S-P1       | S-P2       | S-P3        | S-P4       |
|----------|------------|------------|-------------|------------|
| Saturday | 8409578.88 | 8853201.36 | 11796375.26 | 5339977.85 |
| Sunday   | 8439750.94 | 8586274.68 | 11013721.84 | 5238132.93 |

```
[ ]: plt.figure(figsize=(10,10),dpi=100)
plt.subplot(2,2,1)
sns.barplot(x="day",y="S-P1",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
```

```

plt.subplot(2,2,2)
sns.barplot(x="day",y="S-P2",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,3)
sns.barplot(x="day",y="S-P3",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,4)
sns.barplot(x="day",y="S-P4",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45)
plt.subplots_adjust(hspace=0.5);

```

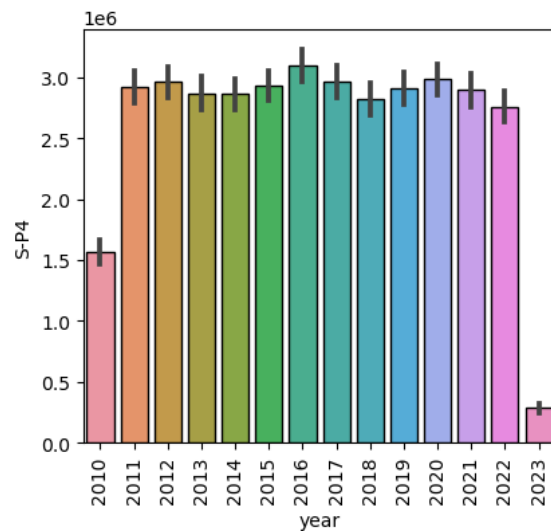
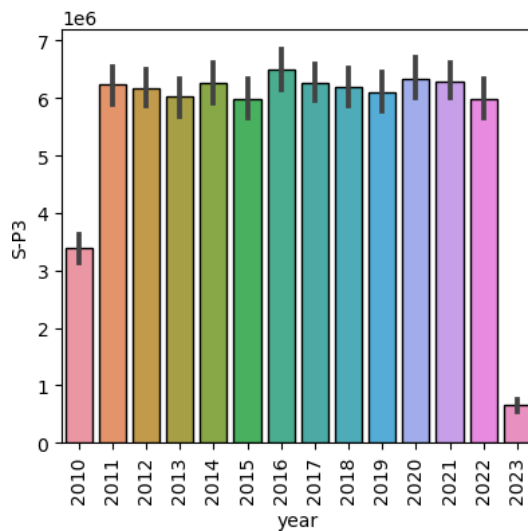
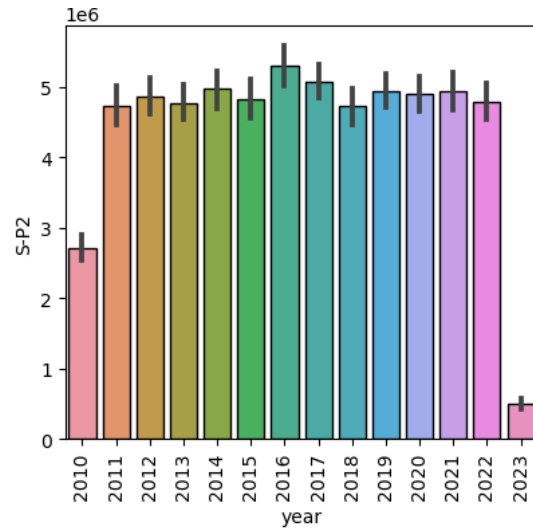
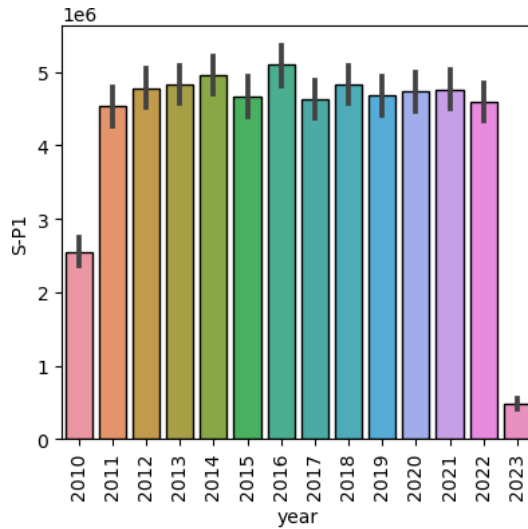


```
[ ]: data.groupby("year")[["S-P1", "S-P2", "S-P3", "S-P4"]].agg(["sum"])
```

```
[ ]:
```

|      | S-P1<br>sum | S-P2<br>sum | S-P3<br>sum | S-P4<br>sum |
|------|-------------|-------------|-------------|-------------|
| year |             |             |             |             |
| 2010 | 2543459.01  | 2720100.92  | 3385462.08  | 1567523.37  |
| 2011 | 4542819.22  | 4741147.10  | 6235075.86  | 2921603.06  |
| 2012 | 4771163.83  | 4861987.50  | 6173911.16  | 2965210.14  |
| 2013 | 4833682.57  | 4771369.88  | 6017809.74  | 2868491.69  |
| 2014 | 4954522.97  | 4979797.38  | 6265406.18  | 2865119.20  |
| 2015 | 4669720.66  | 4833806.20  | 5987988.90  | 2933224.96  |
| 2016 | 5096066.64  | 5313116.54  | 6507718.12  | 3096444.92  |
| 2017 | 4628545.53  | 5085909.96  | 6269568.74  | 2969944.46  |
| 2018 | 4825792.44  | 4727313.22  | 6198517.96  | 2824392.64  |
| 2019 | 4681354.56  | 4946303.16  | 6106237.04  | 2912519.44  |
| 2020 | 4732093.58  | 4904826.88  | 6343643.88  | 2984618.00  |
| 2021 | 4758100.26  | 4948382.68  | 6294208.06  | 2894394.98  |
| 2022 | 4591000.05  | 4797040.54  | 5993479.36  | 2760400.89  |
| 2023 | 476482.70   | 496428.34   | 650562.60   | 284665.25   |

```
[ ]: plt.figure(figsize=(10,10),dpi=100)
plt.subplot(2,2,1)
sns.barplot(x="year",y="S-P1",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,2)
sns.barplot(x="year",y="S-P2",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,3)
sns.barplot(x="year",y="S-P3",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,4)
sns.barplot(x="year",y="S-P4",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90)
plt.subplots_adjust(hspace=0.5);
```



```
[ ]: data[["S-P1", "S-P2", "S-P3", "S-P4"]].agg(["sum", "max", "min", "mean"])
```

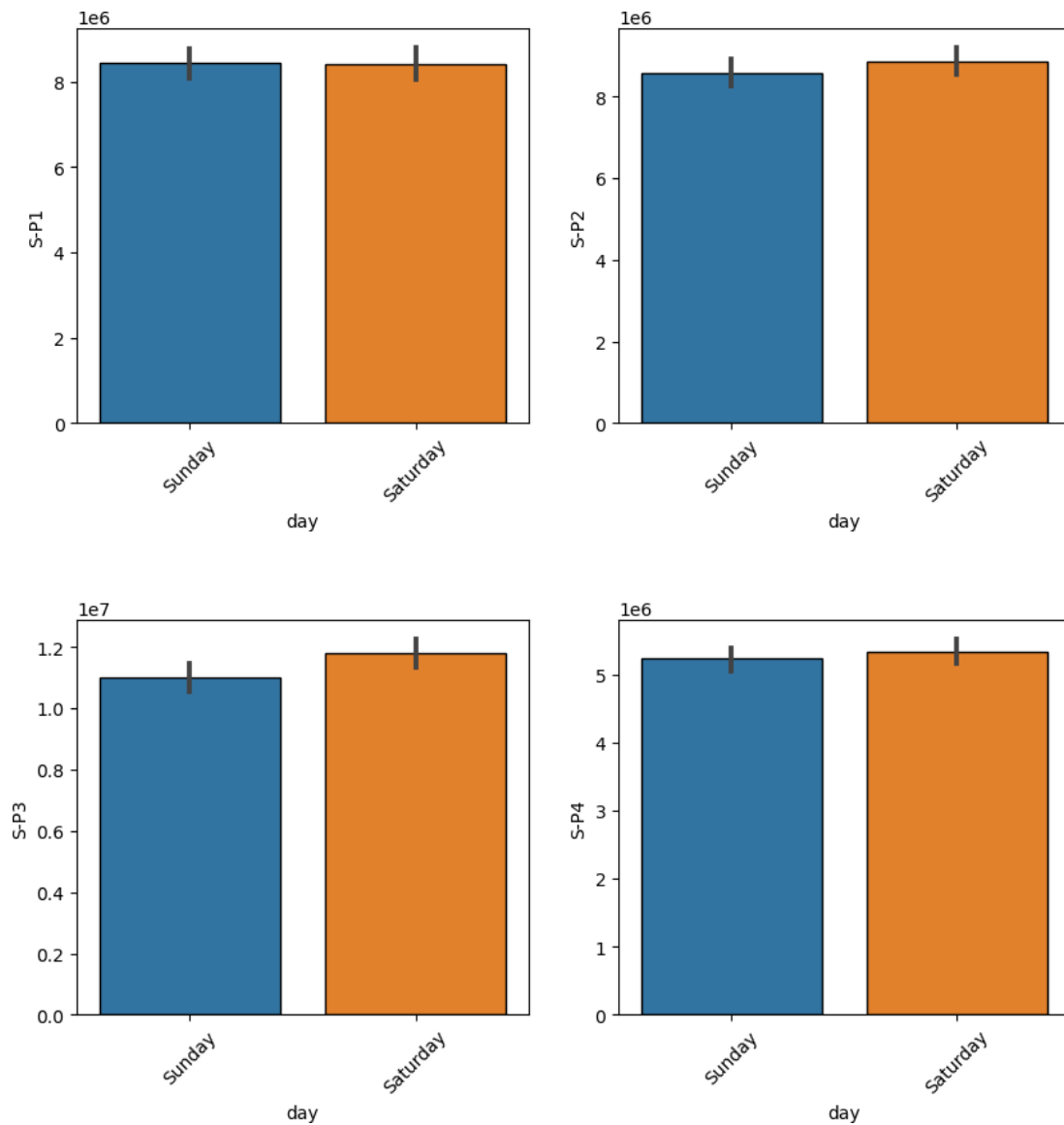
```
[ ]:          S-P1          S-P2          S-P3          S-
P4sum6.010480e+076.212753e+077.842959e+073.684855e+07max2.5
35366e+042.534732e+043.252000e+041.426000e+04min8.051800e+
021.591340e+031.355000e+031.782500e+03mean1.306626e+041.3
50598e+041.704991e+048.010555e+03
```

```
[ ]: plt.figure(figsize=(10,10),dpi=100)
plt.subplot(2,2,1)
sns.barplot(x="day",y="S-P1",data=weekend_t,edgecolor="black",estimator=sum)
```

```

plt.xticks(rotation=45);
plt.subplot(2,2,2)
sns.barplot(x="day",y="S-P2",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,3)
sns.barplot(x="day",y="S-P3",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,4)
sns.barplot(x="day",y="S-P4",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45)
plt.subplots_adjust(hspace=0.5);

```

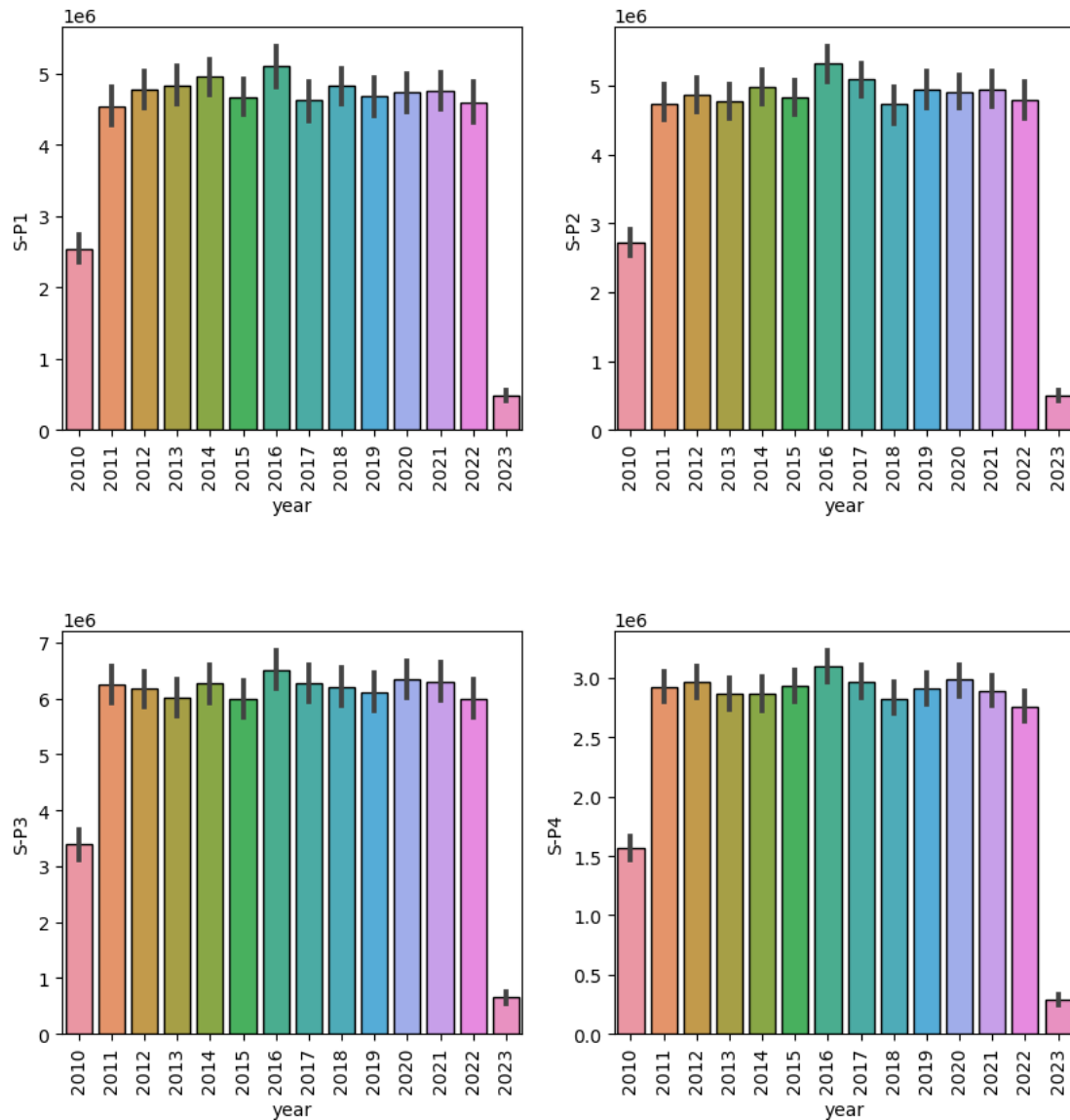


```
[ ]: data.groupby("year")[["S-P1", "S-P2", "S-P3", "S-P4"]].agg(["sum"])
```

```
[ ]:
```

|      | S-P1<br>sum | S-P2<br>sum | S-P3<br>sum | S-P4<br>sum |
|------|-------------|-------------|-------------|-------------|
| year |             |             |             |             |
| 2010 | 2543459.01  | 2720100.92  | 3385462.08  | 1567523.37  |
| 2011 | 4542819.22  | 4741147.10  | 6235075.86  | 2921603.06  |
| 2012 | 4771163.83  | 4861987.50  | 6173911.16  | 2965210.14  |
| 2013 | 4833682.57  | 4771369.88  | 6017809.74  | 2868491.69  |
| 2014 | 4954522.97  | 4979797.38  | 6265406.18  | 2865119.20  |
| 2015 | 4669720.66  | 4833806.20  | 5987988.90  | 2933224.96  |
| 2016 | 5096066.64  | 5313116.54  | 6507718.12  | 3096444.92  |
| 2017 | 4628545.53  | 5085909.96  | 6269568.74  | 2969944.46  |
| 2018 | 4825792.44  | 4727313.22  | 6198517.96  | 2824392.64  |
| 2019 | 4681354.56  | 4946303.16  | 6106237.04  | 2912519.44  |
| 2020 | 4732093.58  | 4904826.88  | 6343643.88  | 2984618.00  |
| 2021 | 4758100.26  | 4948382.68  | 6294208.06  | 2894394.98  |
| 2022 | 4591000.05  | 4797040.54  | 5993479.36  | 2760400.89  |
| 2023 | 476482.70   | 496428.34   | 650562.60   | 284665.25   |

```
[ ]: plt.figure(figsize=(10,10),dpi=100)
plt.subplot(2,2,1)
sns.barplot(x="year",y="S-P1",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,2)
sns.barplot(x="year",y="S-P2",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,3)
sns.barplot(x="year",y="S-P3",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90);
plt.subplot(2,2,4)
sns.barplot(x="year",y="S-P4",data=data,edgecolor="black",estimator=sum)
plt.xticks(rotation=90)
plt.subplots_adjust(hspace=0.5);
```



```
[ ]: data[["S-P1", "S-P2", "S-P3", "S-P4"]].agg(["sum", "max", "min", "mean"])
```

```
[ ]:
      S-P1      S-P2      S-P3      S-
P4sum6.010480e+076.212753e+077.842959e+073.684855e+07max2.5
35366e+042.534732e+043.252000e+041.426000e+04min8.051800e+
021.591340e+031.355000e+031.782500e+03mean1.306626e+041.3
50598e+041.704991e+048.010555e+03
```

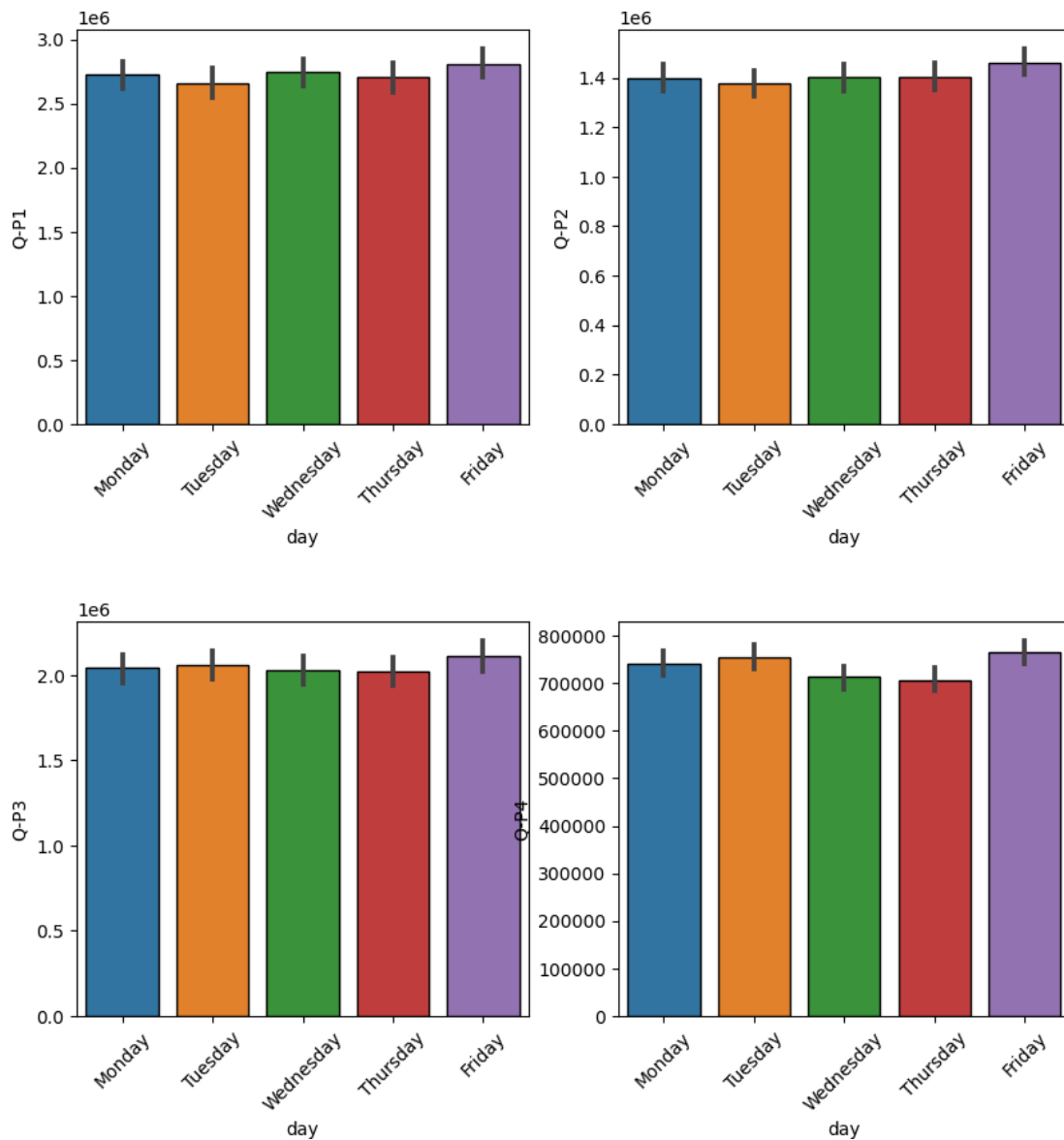
```
[ ]: plt.figure(figsize=(10,10),dpi=100)
plt.subplot(2,2,1)
sns.barplot(x="day",y="Q-P1",data=week_t,edgecolor="black",estimator=sum)
```



```

plt.xticks(rotation=45);
plt.subplot(2,2,2)
sns.barplot(x="day",y="Q-P2",data=week_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,3)
sns.barplot(x="day",y="Q-P3",data=week_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,4)
sns.barplot(x="day",y="Q-P4",data=week_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45)
plt.subplots_adjust(hspace=0.5);

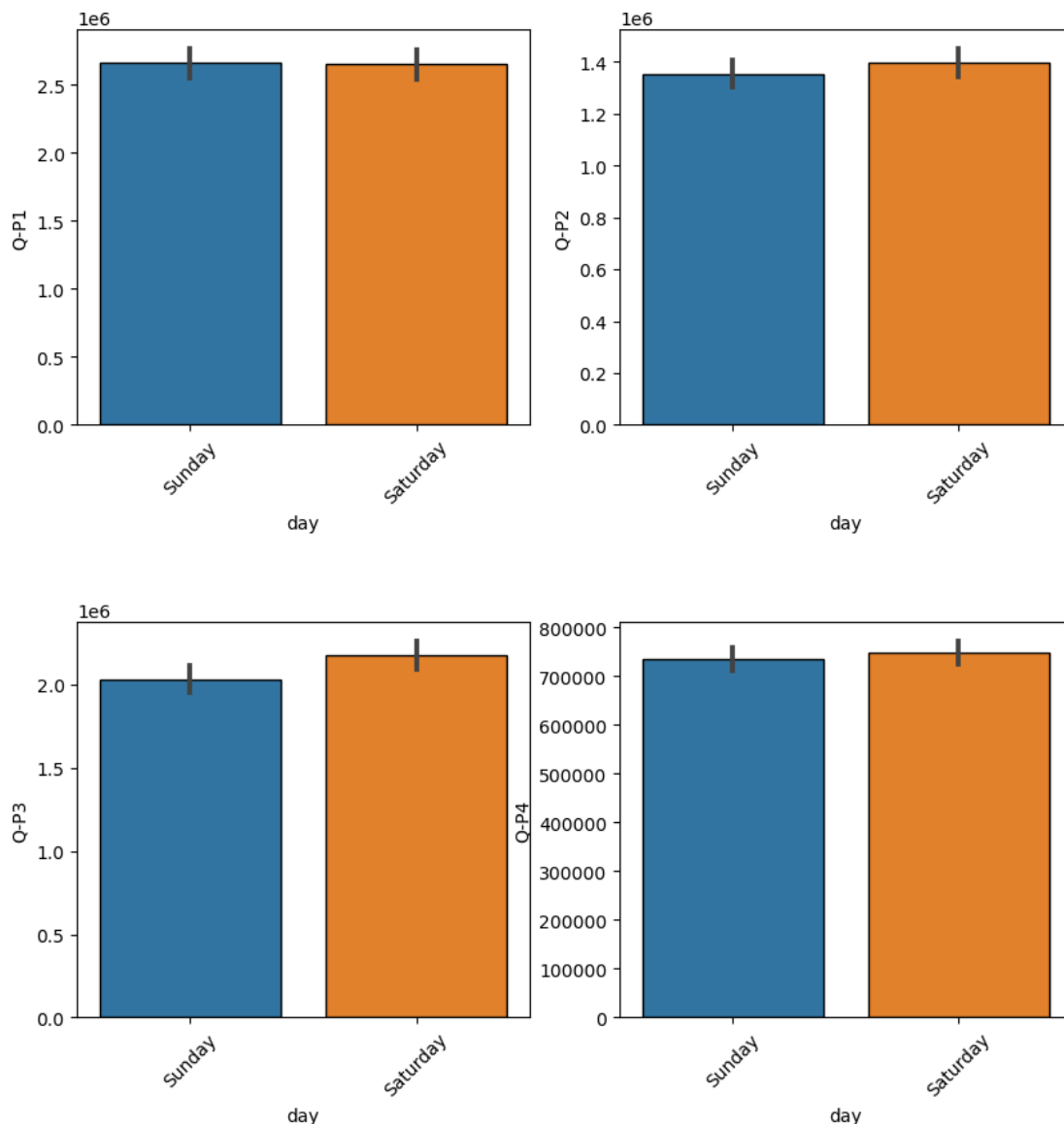
```



```

[]: plt.figure(figsize=(10,10),dpi=100)
plt.subplot(2,2,1)
sns.barplot(x="day",y="Q-P1",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,2)
sns.barplot(x="day",y="Q-P2",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,3)
sns.barplot(x="day",y="Q-P3",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45);
plt.subplot(2,2,4)
sns.barplot(x="day",y="Q-P4",data=weekend_t,edgecolor="black",estimator=sum)
plt.xticks(rotation=45)
plt.subplots_adjust(hspace=0.5);

```



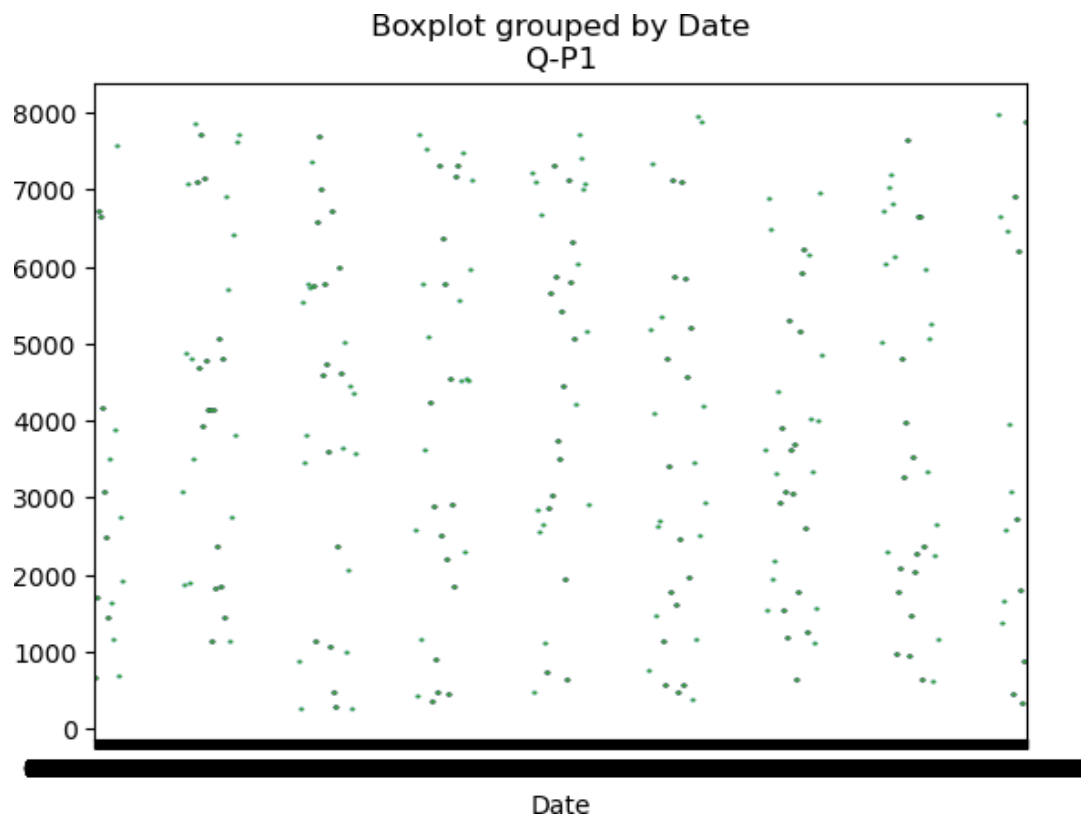
```
[ ]: data.head()
```

```
[ ]:
      Date  Q-P1  Q-P2  Q-P3  Q-P4      S-P1      S-P2      S-P3      S-P4 \
0 13-06-2010 5422 3725  576  907 17187.74 23616.50 3121.92 6466.91
1 14-06-2010 7047  779 3578 1574 22338.99 4938.86 19392.76 11222.62
2 15-06-2010 1572 2082  595 1145 4983.24 13199.88 3224.90 8163.85
3 16-06-2010 5657 2399 3140 1672 17932.69 15209.66 17018.80 11921.36
4 17-06-2010 3668 3207 2184  708 11627.56 20332.38 11837.28 5048.04

      DayMonth  Year
0    13     06  2010
1    14     06  2010
2    15     06  2010
3    16     06  2010
4    17     06  2010
```

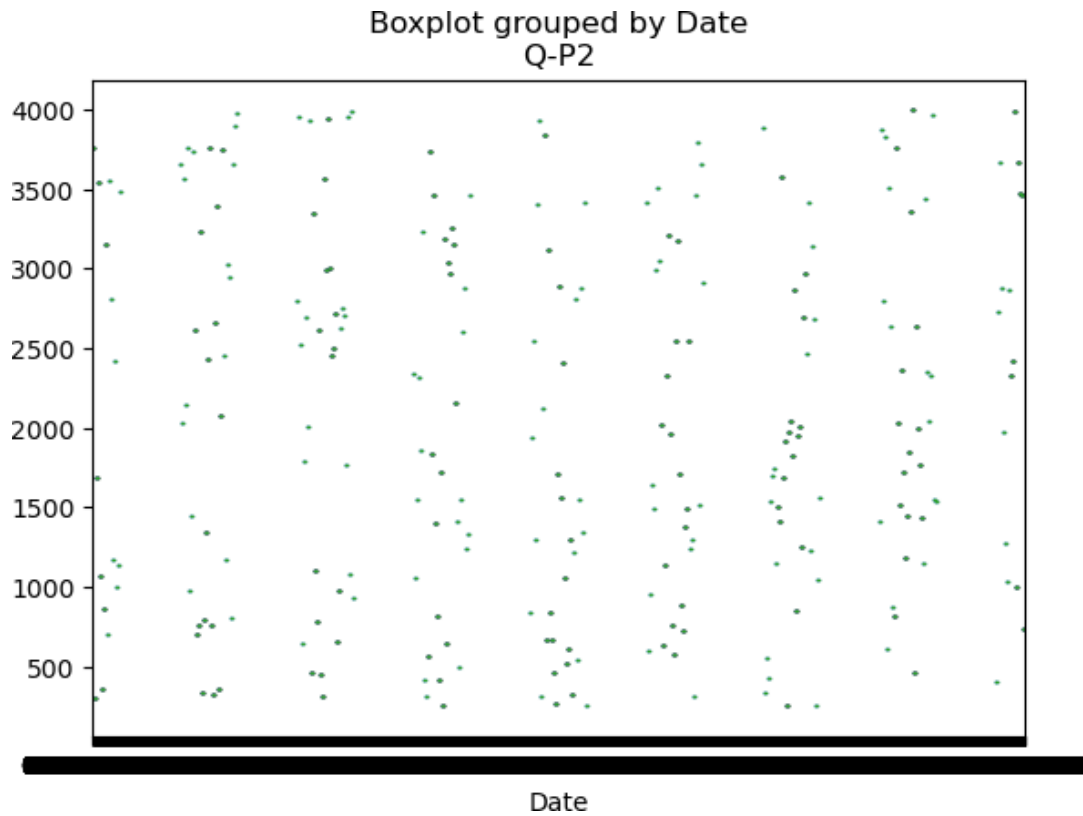
```
[ ]: data.boxplot(by='Date',column=['Q-P1'],grid=False)
```

```
[ ]: <AxesSubplot:title={'center':'Q-P1'},xlabel='Date'>
```



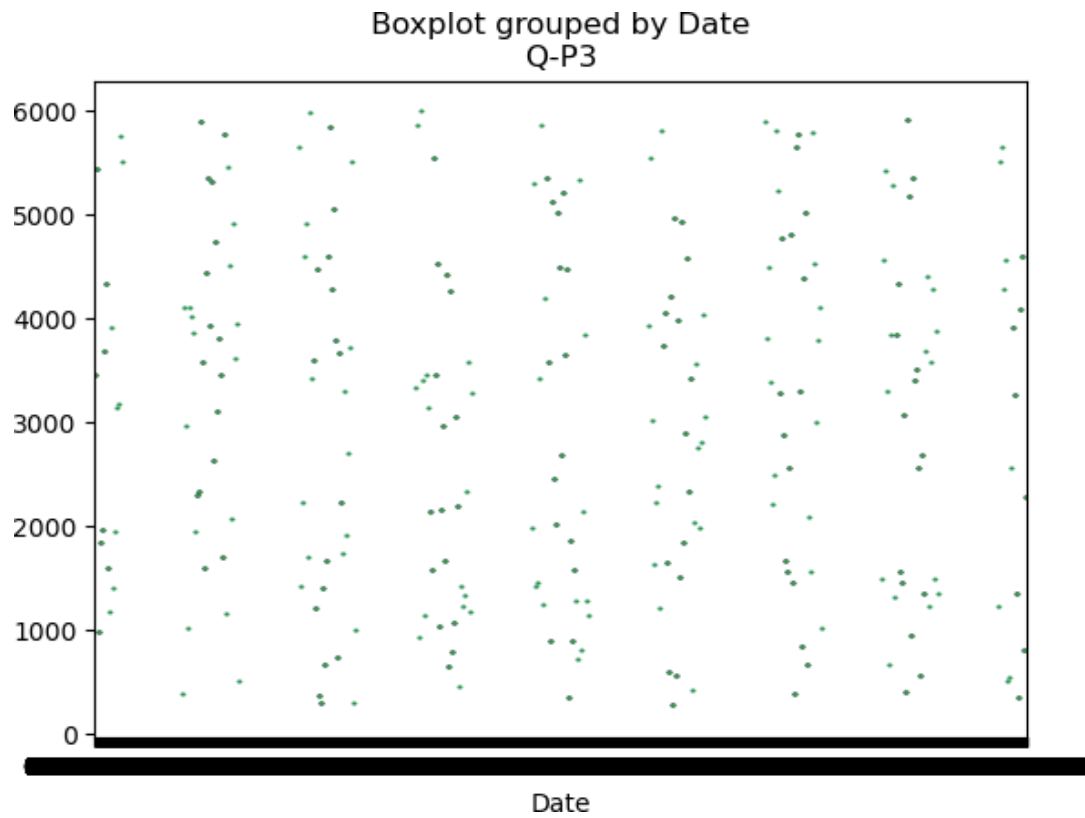
```
[ ]: data.boxplot(by='Date',column=['Q-P2'],grid=False)
```

```
[ ]:<AxesSubplot:title={'center':'Q-P2'},xlabel='Date'>
```



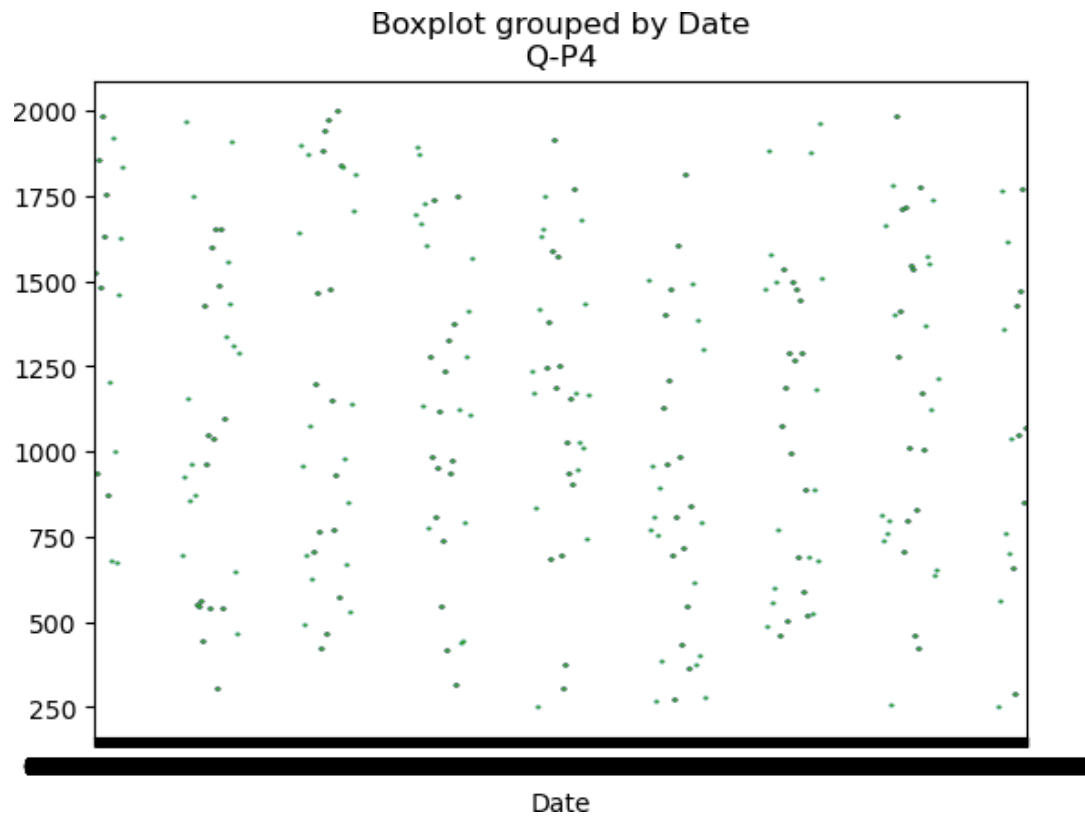
```
[ ]: data.boxplot(by='Date',column=['Q-P3'],grid=False)
```

```
[ ]:<AxesSubplot:title={'center':'Q-P3'},xlabel='Date'>
```



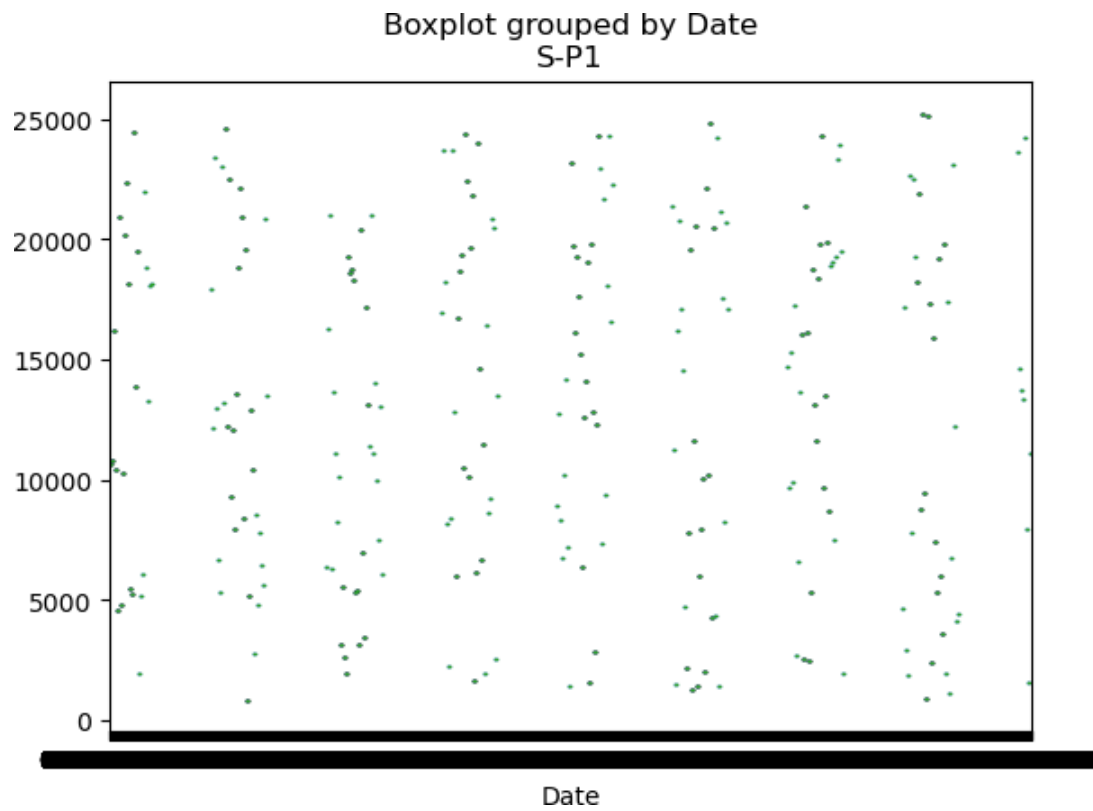
```
[ ]: data.boxplot(by='Date',column=['Q-P4'],grid=False)
```

```
[ ]:<AxesSubplot:title={'center':'Q-P4'},xlabel='Date'>
```



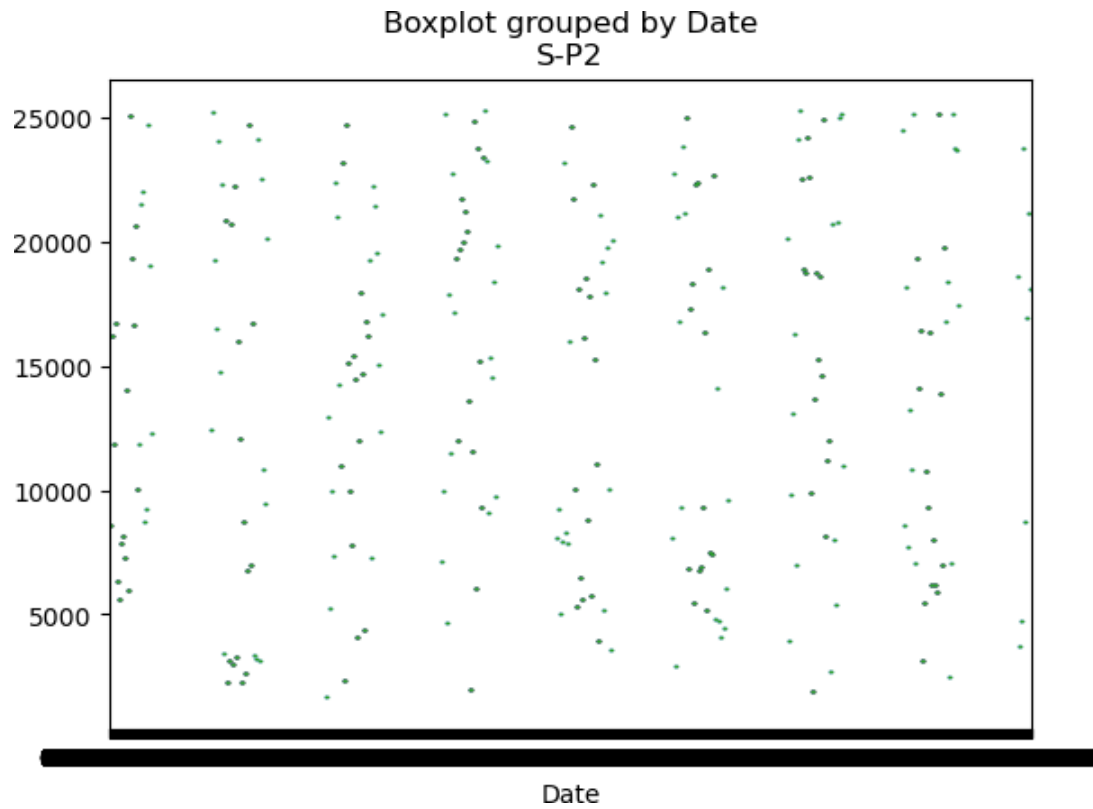
```
[ ]: data.boxplot(by='Date',column=['S-P1'],grid=False)
```

```
[ ]:<AxesSubplot:title={'center':'S-P1'},xlabel='Date'>
```



```
[ ]: data.boxplot(by='Date',column=['S-P2'],grid=False)
```

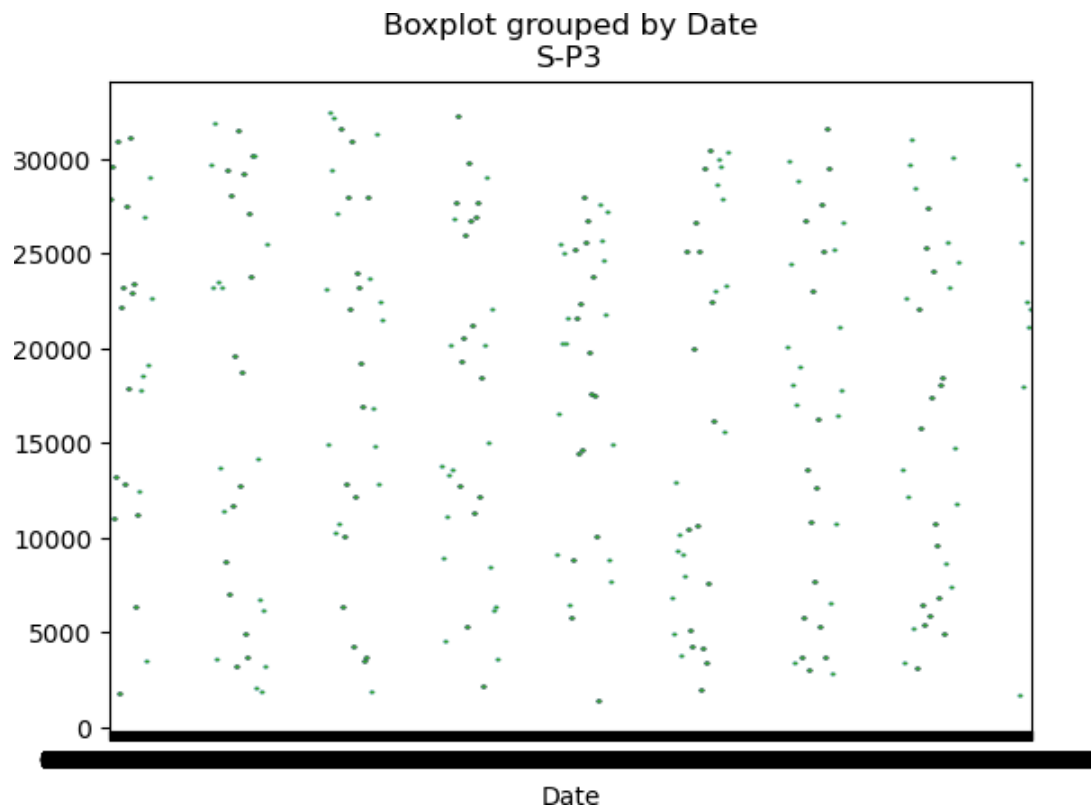
```
[ ]:<AxesSubplot:title={'center':'S-P2'},xlabel='Date'>
```



```
[ ]: data.boxplot(by='Date',column=['S-P3'],grid=False)
```

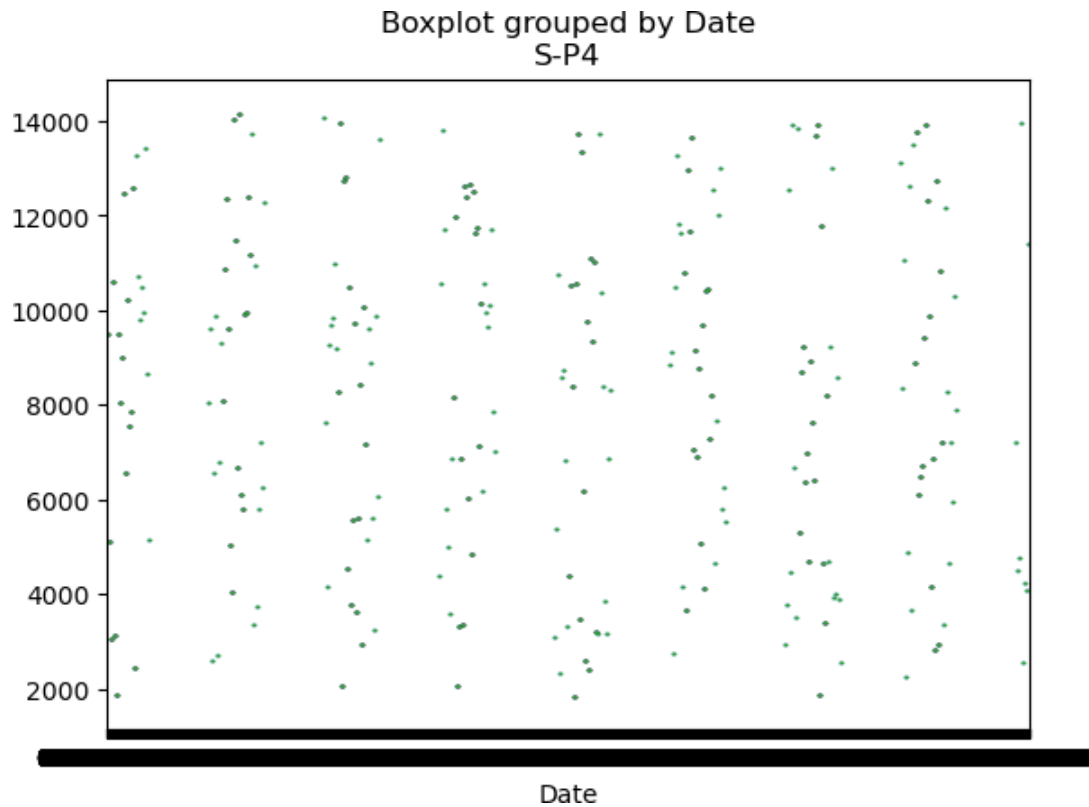
```
[ ]:<AxesSubplot:title={'center':'S-P3'},xlabel='Date'>
```





```
[ ]: data.boxplot(by='Date',column=['S-P4'],grid=False)
```

```
[ ]: <AxesSubplot:title={'center':'S-P4'},xlabel='Date'>
```



```
[ ]: fig, axes = plt.subplots()
      axes.stem(data["Date"], data["S-
      P1"], use_line_collection=True, basefmt=" ")
      axes.set_ylim(10)
      plt.title("Data")
      plt.xlabel("Month")
      plt.ylabel("Date")
      plt.xticks(data["Q-P1"])
```

```
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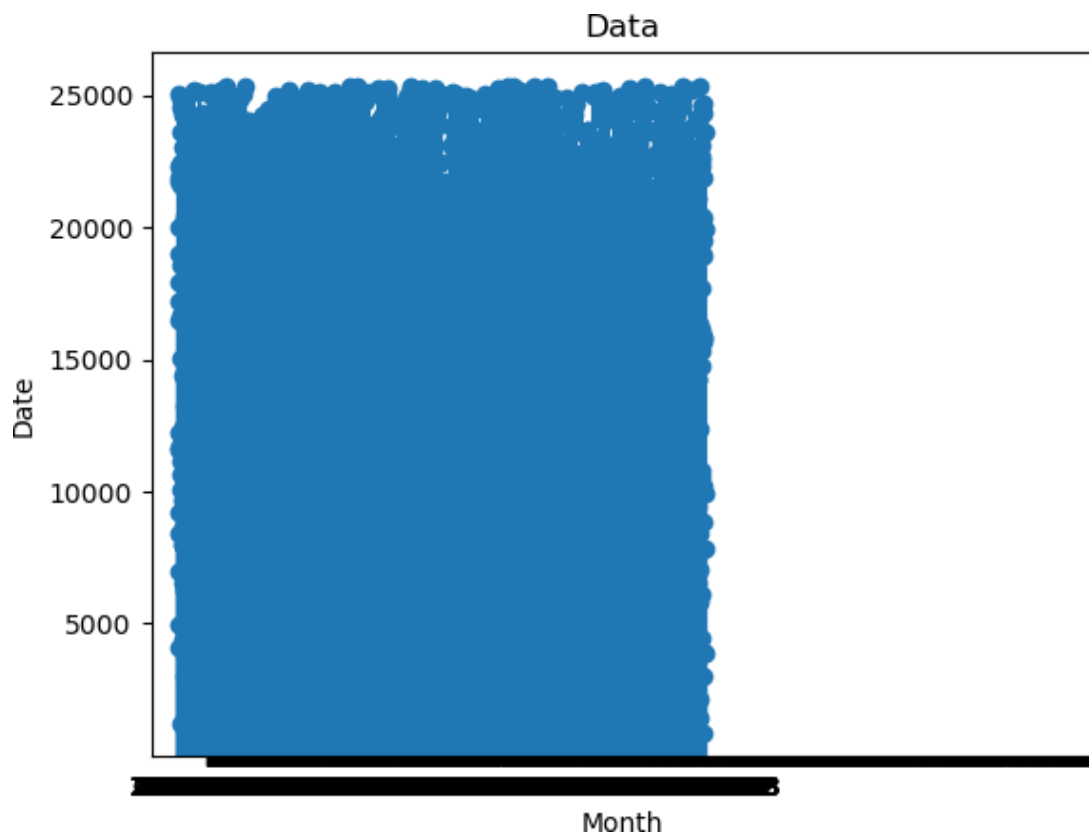




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## 8.1 Conclusion

This project applies a design thinking approach to analyze product sales data for optimizi

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