1. **BUSINESS OBJECTIVE**

The objective is predicting store sales using historical markdown data.

One challenge of modelling retail data is the need to make decisions based on limited .

1. **PROJECT EXPLANATION**

The Walmart Weekly Sales Forecasting project aims to predict weekly sales for various departments in Walmart stores using historical sales data and other relevant factors.

1. **CHALLENGES**

Challenges in this project may include dealing with large and complex datasets, ensuring data quality and consistency, identifying relevant features for accurate forecasting, handling seasonality and trends, and selecting appropriate forecasting models.

1. **CHALLENGES OVERCOMED**

To address these challenges, the project team may have implemented data preprocessing techniques, feature engineering methods, experimented with various forecasting algorithms.

1. **AIM**

The aim of this project is to provide accurate sales forecasts for different Walmart departments on a weekly basis to assist in inventory management, resource allocation, and decision-making processes.

1. **PURPOSE**

The purpose of this project is to optimize operations within Walmart stores by providing reliable sales forecasts, thereby reducing excess inventory, minimizing stockouts, and improving overall efficiency and profitability.

1. **ADVANTAGE**

The advantage of this project lies in its ability to help Walmart optimize inventory levels, streamline operations, and improve customer satisfaction by ensuring the availability of products while minimizing waste and stockouts.

1. **DISADVANTAGE**

A potential disadvantage of this project could be the inherent uncertainty in forecasting future sales accurately, which may lead to occasional discrepancies between predicted and actual sales figures.

1. **WHY THIS PROJECT IS USEFULL?**

This project is useful for Walmart as it enables them to make informed decisions regarding inventory management, pricing strategies, and resource allocation, ultimately leading to improved customer service and profitability.

1. **HOW USERS CAN GET HELP FROM THIS PROJECT ?**

The users can get help from this projects to store the various complex data & keep the track record of the relevant factors of dataset .

1. **APPLICATIONS**

Users, such as store managers, inventory managers, and decision-makers within Walmart, can leverage the insights and forecasts generated by this project to make data-driven decisions that optimize store operations and enhance overall performance.

1. **TOOLS USED**

Tools used in this project may include programming languages such as Python along with libraries like pandas, NumPy for data manipulation, analysis, and modeling. Additionally, visualization tools like Matplotlib or Seaborn might be employed for data visualization

1. **CONCLUSION**

In conclusion, Walmart's sales data serves as a vital resource for strategic decision-making, enabling the company to identify emerging trends, capitalize on growth opportunities, and optimize its operations to meet the evolving needs of consumers in an increasingly competitive retail landscape. This conclusion synthesizes the key insights drawn from the analysis of Walmart's sales data, providing actionable recommendations for strategic decision-making. Depending on the specific focus and scope of the analysis, additional conclusions and recommendations may be warranted.