✓ About Walmart

Walmart is an American multinational retail corporation that operates a chain of supercenters, discount departmental stores, and grocery stores from the United States. Walmart has more than 100 million customers worldwide.

→ Business Problem

The Management team at Walmart Inc. wants to analyze the customer purchase behavior (specifically, purchase amount) against the customer's gender and the various other factors to help the business make better decisions. They want to understand if the spending habits differ between male and female customers: Do women spend more on Black Friday than men? (Assume 50 million customers are male and 50 million are female).

```
# Import the libraries
import pandas as pd
import numpy as np
import matplotlib.pyplot as plt
import seaborn as sns
import plotly.express as px
import plotly.figure_factory as ff
from scipy.stats import norm
import warnings
warnings.filterwarnings('ignore')

# Read the file
df = pd.read_csv("walmart_data.txt")
df
```

₹		User_ID	Product_ID	Gender	Age	Occupation	City_Category	Stay_In_Cu	rrent_City_Years	Marital_Status	Product_Category	P
	0	1000001	P00069042	F	0- 17	10	А		2	0	3	
	1	1000001	P00248942	F	0- 17	10	А		2	0	1	
	2	1000001	P00087842	F	0- 17	10	А		2	0	12	
	3	1000001	P00085442	F	0- 17	10	А		2	0	12	
	4	1000002	P00285442	М	55+	16	С		4+	0	8	

	550063	1006033	P00372445	М	51- 55	13	В		1	1	20	
į	550064	1006035	P00375436	F	26- 35	1	С		3	0	20	
4					00							•

Validate the dataset
df.info()

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 550068 entries, 0 to 550067
Data columns (total 10 columns):
# Column
                                Non-Null Count
                                                 Dtype
0
    User ID
                                550068 non-null int64
                                550068 non-null object
 1
    Product_ID
    Gender
                                550068 non-null object
    Age
                                550068 non-null
                                                 object
 4
    Occupation
                                550068 non-null
                                                 int64
    City_Category
                                550068 non-null
                                                 object
     Stay_In_Current_City_Years
                                550068 non-null
                                                 object
    Marital_Status
                                550068 non-null
                                 550068 non-null
    Product_Category
    Purchase
                                550068 non-null int64
dtypes: int64(5), object(5)
memory usage: 42.0+ MB
```

df.keys()

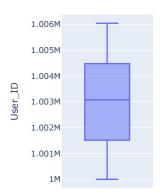


dtype: int64

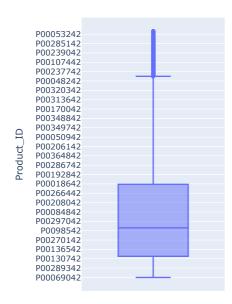
df.keys()

px.box(df, y="User_ID", width=300, height=400)



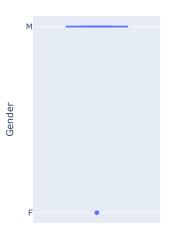


px.box(df,y="Product_ID",width=400,height=550)



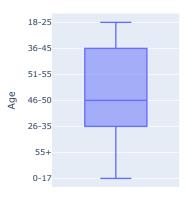
px.box(df,y="Gender",width=350,height=450)





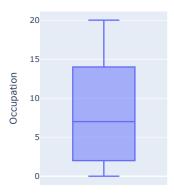
px.box(df,y="Age",width=350,height=400)





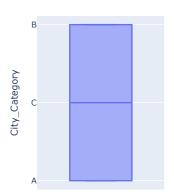
px.box(df,y="Occupation",width=350,height=400)





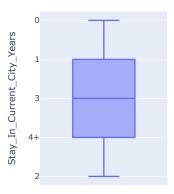
px.box(df,y="City_Category",width=350,height=400)





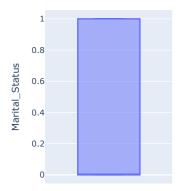
px.box(df,y="Stay_In_Current_City_Years",width=350,height=400)





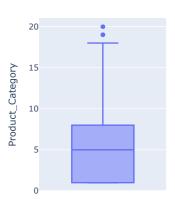
px.box(df,y="Marital_Status",width=350,height=400)





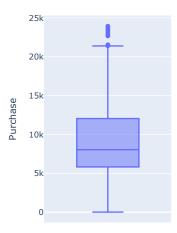
px.box(df,y="Product_Category",width=350,height=400)





px.box(df,y="Purchase",width=350,height=450)





✓ Insights

From dataset to till here we conclude there are neither duplicate records nor a null value in the dataset

df.nunique()



dtype: int64

Glimpse of descriptive stats
df.describe()

₹		User_ID	Occupation	Marital_Status	Product_Category	Purchase
	count	5.500680e+05	550068.000000	550068.000000	550068.000000	550068.000000
	mean	1.003029e+06	8.076707	0.409653	5.404270	9263.968713
	std	1.727592e+03	6.522660	0.491770	3.936211	5023.065394
	min	1.000001e+06	0.000000	0.000000	1.000000	12.000000
	25%	1.001516e+06	2.000000	0.000000	1.000000	5823.000000
	50%	1.003077e+06	7.000000	0.000000	5.000000	8047.000000
	75%	1.004478e+06	14.000000	1.000000	8.000000	12054.000000
	max	1.006040e+06	20.000000	1.000000	20.000000	23961.000000

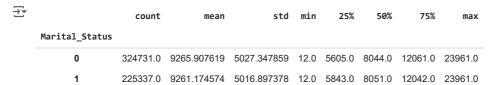
df.describe(include='object')

_		Product_ID	Gender	Age	City_Category	Stay_In_Current_City_Years
	count	550068	550068	550068	550068	550068
	unique	3631	2	7	3	5
	top	P00265242	М	26-35	В	1
	freq	1880	414259	219587	231173	193821

df.describe(include='all')

_		User_ID	Product_ID	Gender	Age	Occupation	City_Category	Stay_In_Current_City_Years	Marital_Status	Product_(
	count	5.500680e+05	550068	550068	550068	550068.000000	550068	550068	550068.000000	55006
	unique	NaN	3631	2	7	NaN	3	5	NaN	
	top	NaN	P00265242	М	26-35	NaN	В	1	NaN	
	freq	NaN	1880	414259	219587	NaN	231173	193821	NaN	
	mean	1.003029e+06	NaN	NaN	NaN	8.076707	NaN	NaN	0.409653	1
	std	1.727592e+03	NaN	NaN	NaN	6.522660	NaN	NaN	0.491770	
	min	1.000001e+06	NaN	NaN	NaN	0.000000	NaN	NaN	0.000000	
	25%	1.001516e+06	NaN	NaN	NaN	2.000000	NaN	NaN	0.000000	
	50%	1.003077e+06	NaN	NaN	NaN	7.000000	NaN	NaN	0.000000	!
	75%	1.004478e+06	NaN	NaN	NaN	14.000000	NaN	NaN	1.000000	ł
4	max	1.006040e+06	NaN	NaN	NaN	20.000000	NaN	NaN	1.000000	<u>2</u> । ▶

df.groupby(["Marital_Status"])["Purchase"].describe()



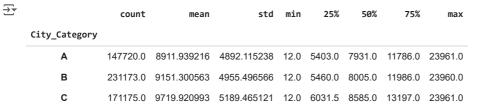
df.groupby(["Gender"])["Purchase"].describe()

₹		count	mean	std	min	25%	50%	75%	max
	Gender								
	F	135809.0	8734.565765	4767.233289	12.0	5433.0	7914.0	11400.0	23959.0
	М	414259.0	9437.526040	5092.186210	12.0	5863.0	8098.0	12454.0	23961.0

df.groupby(["Age"])["Purchase"].describe()

_ →		count	mean	std	min	25%	50%	75%	max
	Age								
	0-17	15102.0	8933.464640	5111.114046	12.0	5328.0	7986.0	11874.0	23955.0
	18-25	99660.0	9169.663606	5034.321997	12.0	5415.0	8027.0	12028.0	23958.0
	26-35	219587.0	9252.690633	5010.527303	12.0	5475.0	8030.0	12047.0	23961.0
	36-45	110013.0	9331.350695	5022.923879	12.0	5876.0	8061.0	12107.0	23960.0
	46-50	45701.0	9208.625697	4967.216367	12.0	5888.0	8036.0	11997.0	23960.0
	51-55	38501.0	9534.808031	5087.368080	12.0	6017.0	8130.0	12462.0	23960.0
	55+	21504.0	9336.280459	5011.493996	12.0	6018.0	8105.5	11932.0	23960.0

df.groupby(["City_Category"])["Purchase"].describe()

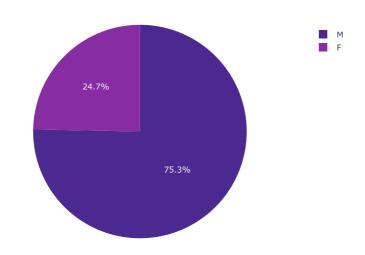


df.keys()

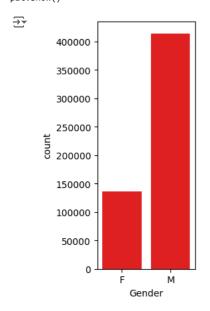
fig = px.pie(df, names='Gender', title='Distribution of Gender',color_discrete_sequence=px.colors.sequential.Agsunset)
fig.update_layout(width=650, height=500)
fig.show()



Distribution of Gender



```
plt.subplot(1,3,2)
ax= sns.countplot(df, x= 'Gender',color="Red")
plt.show()
```



```
df['Marital_Status'].replace(to_replace= 0, value='Unmarried', inplace= True)
df['Marital_Status'].replace(to_replace= 1, value='Married', inplace= True)
```

```
df['Marital_Status'].value_counts()
```

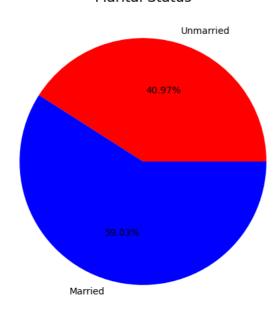
```
₹
                      count
     Marital_Status
                     324731
       Unmarried
                     225337
         Married
```

dtype: int64

```
plt.figure(figsize=(14,6))
 labels= ['Unmarried', 'Married']
plt.title('Marital Status', fontsize=15)
plt.pie(df.groupby(["Marital_Status"])['Marital_Status'].count(), labels=labels, \ autopct='%2.2f%'', colors=['Red','Blue'])['Marital_Status'].count(), labels=labels, \ autopct='%2.2f%'', colors=['Red','Blue']].count(), labels='%2.2f%'', colors=['Red','Blue']].count(), labels='%2.2f%'', colors=['Red','Blue']].count(), labels='%2.2f%'', colors=['Red','Blue']].count(), labels='%2.2f%'', colors=['Marital_Status'].count(), labels='Marital_Status', labels='%2.2f%'', colors=['Marital_Status'].count(), labels='Marital_Status', labels='Marital_Status', labels='Marital_Status', labels='Marital_Status', labels='Marital_Status', labels='Marital_Statu
plt.show()
```



Marital Status



round(df["Purchase"].describe(),2)

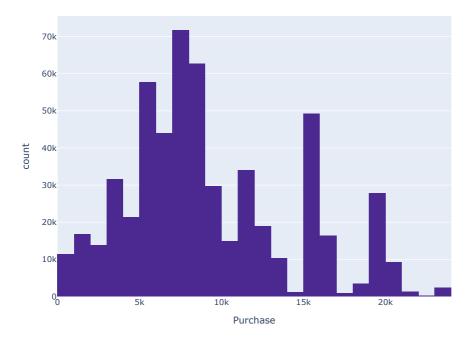
~		
<u> </u>		Purchase
	count	550068.00
	mean	9263.97
	std	5023.07
	min	12.00
	25%	5823.00
	50%	8047.00
	75%	12054.00
	max	23961.00

dtype: float64

fig = px.histogram(df, x="Purchase", nbins=25, title="Distribution of Purchases",color_discrete_sequence=px.colors.sequential.Agsunset) fig.update_layout(width=750, height=600) fig.show()



Distribution of Purchases



 $\verb|px.box(df,y="Purchase",labels=labels,width=550,height=500,color_discrete_sequence=px.colors.sequential.RdBu)|$



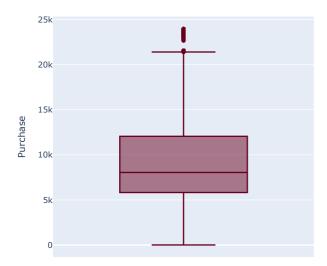
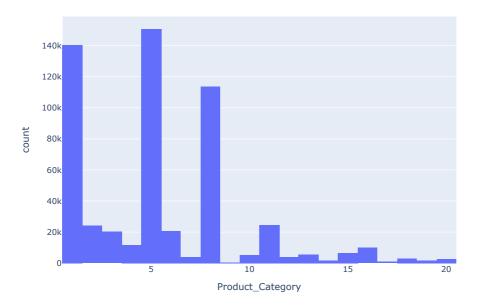


fig = px.histogram(df, x="Product_Category", nbins=25, title="Distribution of Product Category")
fig.update_layout(width=750, height=550)
fig.show()



Distribution of Product Category



→ Central Limit Theorem

male_df =df[df["Gender"]=="M"]
male_df

→ ▼	User_ID	Product_ID	Gender	Age	Occupation	City_Category	Stay_In_Current_City_Years	Marital_Status	Product_Category F
4	1000002	P00285442	М	55+	16	С	4+	Unmarried	8
5	1000003	P00193542	М	26- 35	15	А	3	Unmarried	1
6	1000004	P00184942	М	46- 50	7	В	2	Married	1
7	1000004	P00346142	М	46- 50	7	В	2	Married	1
8	1000004	P0097242	М	46- 50	7	В	2	Married	1
550057	1006023	P00370853	М	26- 35	0	С	2	Married	19
550058	1006024	P00372445	М	26- 35	12	А	0	Married	20
4				^^					•

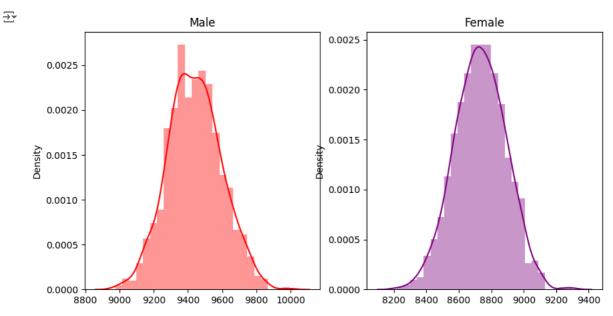
female_df =df[df["Gender"]=="F"]
female_df

 $\overline{\Rightarrow}$

		User_ID	Product_ID	Gender	Age	Occupation	City_Category	Stay_In_Current_City_Years	Marital_Status	Product_Category	P
	0	1000001	P00069042	F	0- 17	10	А	2	Unmarried	3	
	1	1000001	P00248942	F	0- 17	10	А	2	Unmarried	1	
	2	1000001	P00087842	F	0- 17	10	А	2	Unmarried	12	
	3	1000001	P00085442	F	0- 17	10	А	2	Unmarried	12	
	14	1000006	P00231342	F	51- 55	9	А	1	Unmarried	5	
5	50061	1006029	P00372445	F	26- 35	1	С	1	Married	20	
	50064	1006035	P00375436	F	26- 35	1	С	3	Unmarried	20	
- 4											▶

```
male_means=[]
female_means=[]
for i in range(1000):
    male_mean=male_df['Purchase'].sample(1000).mean()
    female_mean=female_df['Purchase'].sample(1000).mean()
    male_means.append(male_mean)
    female_means.append(female_mean)

plt.figure(figsize=(10,5))
    plt.subplot(1,2,1)
    sns.distplot(male_means,color="red")
    plt.title('Male')
    plt.subplot(1,2,2)
    sns.distplot(female_means,color ="Purple")
    plt.title('Female')
    plt.show()
```



▼ Taking the values for z at 90%, 95% and 99% confidence interval as:

User_ID Product_ID Gender Age Occupation City_Category Stay_In_Current_City_Years Marital_Status Product_Category Purchase

```
Calculating 90% Confidence Interval for 1000 Samples:
print('Avg spend of male population:',np.mean(male_df['Purchase']))
print('Avg spend of female population:',np.mean(female_df['Purchase']))
print('Standard deviation of male population:',np.std(male_df['Purchase']))
print('Standard deviation of female population:',np.std(female_df['Purchase']))
male_Standard_of_error=np.std(male_df['Purchase'])/np.sqrt(1000)
print('Standard of error:',male Standard of error)
female_Standard_of_error=np.std(female_df['Purchase'])/np.sqrt(1000)
print('Standard of error:',female_Standard_of_error)
Upper_Limit_male=Z_value_90_perc*male_Standard_of_error+np.mean(male_means)
Lower_Limit_male=np.mean(male_means)-Z_value_90_perc*male_Standard_of_error
Upper_limit_female=Z_value_90_perc*female_Standard_of_error+np.mean(female_means)
Lower limit female=np.mean(female means)-Z value 90 perc*female Standard of error
print('90% confidence interval for male population:',Lower_Limit_male,'to',Upper_Limit_male)
print('90% confidence interval for female population:',Lower_limit_female,'to',Upper_limit_female)
Avg spend of male population: 9437.526040472265
     Avg spend of female population: 8734.565765155476
     Standard deviation of male population: 5092.180063635943
     Standard deviation of female population: 4767.215738016988
     Standard of error: 161.0288725679074
     Standard of error: 150.75259829534235
     90% confidence interval for male population: 9233.216789262717 to 9645.950396737286
     90% confidence interval for female population: 8539.10437664469 to 8925.498833355312
Calculating 95% Confidence Interval for Sample Size 1000:
Z_value_95_perc=norm.ppf(0.95)
Z_value_95_perc
→ 1.6448536269514722
print('Avg spend of male population:',np.mean(male_df['Purchase']))
print('Avg spend of female population:',np.mean(female_df['Purchase']))
```

```
print('Standard deviation of male population:',np.std(male_df['Purchase']))
print('Standard deviation of female population:',np.std(female_df['Purchase']))
male_Standard_of_error=np.std(male_df['Purchase'])/np.sqrt(1000)
print('Standard of error:',male_Standard_of_error)
female_Standard_of_error=np.std(female_df['Purchase'])/np.sqrt(1000)
print('Standard of error:',female Standard of error)
Upper_Limit_male=Z_value_95_perc*male_Standard_of_error+np.mean(male_means)
Lower_Limit_male=np.mean(male_means)-Z_value_95_perc*male_Standard_of_error
Upper_limit_female=Z_value_95_perc*female_Standard_of_error+np.mean(female_means)
Lower\_limit\_female=np.mean(female\_means)-Z\_value\_95\_perc*female\_Standard\_of\_error
print('95\% \ confidence \ interval \ for \ male \ population:', Lower\_Limit\_male,'to', Upper\_Limit\_male)
print('95% confidence interval for female population:',Lower_limit_female,'to',Upper_limit_female)
    Avg spend of male population: 9437.526040472265
     Avg spend of female population: 8734.565765155476
     Standard deviation of male population: 5092.180063635943
     Standard deviation of female population: 4767.215738016988
     Standard of error: 161.0288725679074
```

95% confidence interval for male population: 9174.714667912773 to 9704.45251808723 95% confidence interval for female population: 8484.335646921549 to 8980.267563078452

Calculating 99% Confidence Interval for Sample size 1000:

Standard of error: 150.75259829534235

```
Z_value_99_perc=norm.ppf(0.99)
Z_value_99_perc
→ 2.3263478740408408
print('Avg spend of male population:',np.mean(male_df['Purchase']))
print('Avg spend of female population:',np.mean(female_df['Purchase']))
print('Standard deviation of male population:',np.std(male_df['Purchase']))
print('Standard deviation of female population:',np.std(female_df['Purchase']))
male Standard_of_error=np.std(male_df['Purchase'])/np.sqrt(1000)
print('Standard of error:',male_Standard_of_error)
female_Standard_of_error=np.std(female_df['Purchase'])/np.sqrt(1000)
print('Standard of error:',female_Standard_of_error)
Upper_Limit_male=Z_value_99_perc*male_Standard_of_error+np.mean(male_means)
Lower_Limit_male=np.mean(male_means)-Z_value_99_perc*male_Standard_of_error
Upper_limit_female=Z_value_99_perc*female_Standard_of_error+np.mean(female_means)
Lower_limit_female=np.mean(female_means)-Z_value_99_perc*female_Standard_of_error
```

```
print('99% confidence interval for male population:',Lower_Limit_male,'to',Upper_Limit_male)
print('99% confidence interval for female population:',Lower_limit_female,'to',Upper_limit_female)
```

```
Avg spend of male population: 9437.526040472265
Avg spend of female population: 8734.565765155476
Standard deviation of male population: 5092.180063635943
Standard deviation of female population: 4767.215738016988
Standard of error: 161.0288725679074
Standard of error: 150.75259829534235
99% confidence interval for male population: 9064.974417642456 to 9814.192768357547
99% confidence interval for female population: 8381.598618449498 to 9083.004591550503
```

Insights

Now using the Confidence interval at 99%, we can say that

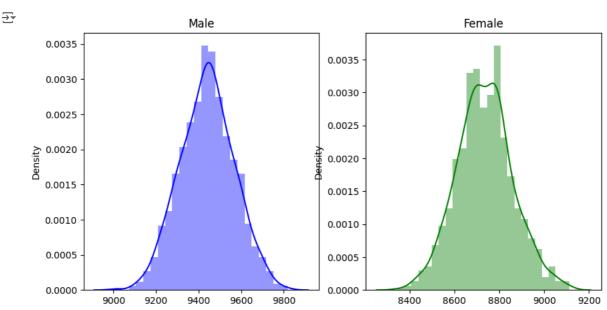
Average amount spend by male customers lie in the range 9058.518713642456 - 9807.737064357547

Average amount spend by female customers lie in range 8385.639530449498 - 9087.045503550504

Calculating 90% Confidence Interval for Sample Size 1500:

```
male_means_1500=[]
female_means_1500=[]
for i in range(1000):
    male_mean_1500=male_df['Purchase'].sample(1500).mean()
    female_mean_1500=female_df['Purchase'].sample(1500).mean()
    male_means_1500.append(male_mean_1500)
    female_means_1500.append(female_mean_1500)

plt.figure(figsize=(10,5))
plt.subplot(1,2,1)
sns.distplot(male_means_1500,color ="Blue")
plt.title('Male')
plt.subplot(1,2,2)
sns.distplot(female_means_1500,color = "Green")
plt.title('Female')
plt.show()
```

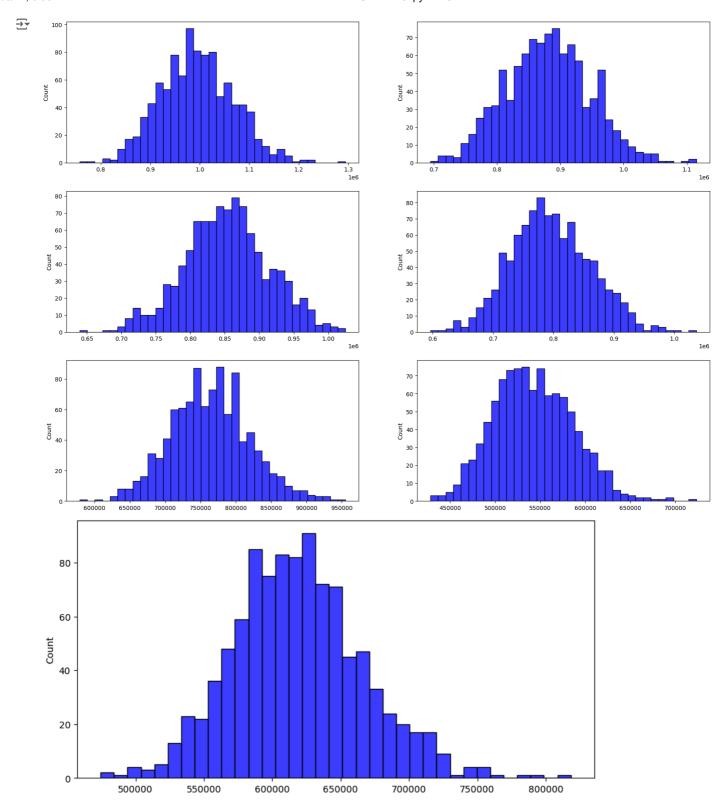


```
Z_value_90_perc=norm.ppf(0.90)
Z_value_90_perc
```

→ 1.2815515655446004

```
print('Avg spend of male population:',np.mean(male_df['Purchase']))
print('Avg spend of female population:',np.mean(female_df['Purchase']))
print('Standard deviation of male population:',np.std(male_df['Purchase']))
print('Standard deviation of female population:',np.std(female_df['Purchase']))
male_Standard_of_error=np.std(male_df['Purchase'])/np.sqrt(1500)
print('Standard of error:',male_Standard_of_error)
female_Standard_of_error=np.std(female_df['Purchase'])/np.sqrt(1500)
```

```
print('Standard of error:',female_Standard_of_error)
Upper Limit male=Z value 90 perc*male Standard of error+np.mean(male means)
Lower_Limit_male=np.mean(male_means)-Z_value_90_perc*male_Standard_of_error
Upper_limit_female=Z_value_90_perc*female_Standard_of_error+np.mean(female_means)
Lower_limit_female=np.mean(female_means)-Z_value_90_perc*female_Standard_of_error
print('90\% \ confidence \ interval \ for \ male \ population:', Lower\_Limit\_male,'to', Upper\_Limit\_male)
print('90% confidence interval for female population:',Lower_limit_female,'to',Upper_limit_female)
Avg spend of male population: 9437.526040472265
     Avg spend of female population: 8734.565765155476
     Standard deviation of male population: 5092.180063635943
     Standard deviation of female population: 4767.215738016988
     Standard of error: 131.47952388234287
     Standard of error: 123.08898107411797
     90% confidence interval for male population: 9271.085803331525 to 9608.081382668477
     90% confidence interval for female population: 8574.556728603175 to 8890.046481396826
Calculating 95% confidence interval for sample size 1500:
Z_value_95_perc=norm.ppf(0.95)
Z_value_95_perc
<del>→</del> 1.6448536269514722
   Calculating 99% confidence interval for sample size 1500:
Z_value_99_perc=norm.ppf(0.99)
Z_value_99_perc
2.3263478740408408
avgamt_age = df.groupby(['User_ID', 'Age'])[['Purchase']].sum()
avgamt_age = avgamt_age.reset_index()
avgamt_age['Age'].value_counts()
\rightarrow
            count
       Age
      26-35
             2053
      36-45
             1167
      18-25
             1069
      46-50
              531
      51-55
              481
      55+
              372
      0-17
              218
     dtype: int64
sample_size = 200
num_repitions = 1000
all_sample_means = {}
age_intervals = ['26-35', '36-45', '18-25', '46-50', '51-55', '55+', '0-17']
for i in age_intervals:
all_sample_means[i] = []
for i in age_intervals:
 for j in range(num repitions):
 mean = avgamt_age[avgamt_age['Age']==i].sample(sample_size, replace=True)['Purchase'].mean()
  all_sample_means[i].append(mean)
fig, axis = plt.subplots(nrows=3, ncols=2, figsize=(20, 15))
sns.histplot(all_sample_means['26-35'],bins=35,ax=axis[0,0],color= "Blue")
sns.histplot(all_sample_means['36-45'],bins=35,ax=axis[0,1],color="Blue")
sns.histplot(all_sample_means['18-25'],bins=35,ax=axis[1,0],color="Blue")
sns.histplot(all_sample_means['46-50'],bins=35,ax=axis[1,1],color="Blue")
sns.histplot(all_sample_means['51-55'],bins=35,ax=axis[2,0],color="Blue")
sns.histplot(all_sample_means['55+'],bins=35,ax=axis[2,1],color="Blue")
plt.show()
plt.figure(figsize=(10, 5))
sns.histplot(all\_sample\_means['0-17'],bins=35,color="Blue")
plt.show()
```



Insights

Gender Distribution: 75% of the users are Male, and 25% are Female. Males make more purchases than females. Marital Status:

Marital status: 59% of customers are Single, while 41% are Married.

City Stay Duration: 35% of customers have been staying in the city for 1 year. 18% have been staying for 2 years. 17% have been staying for 3 years.

City Categories: Majority of customers are from City Category B. Customers from City Category C spend the most on average.

Age Distribution: The majority of customers are between the ages of 26 and 35. 60% of purchases are made by people between the ages of 26 and 45.

Recommendations

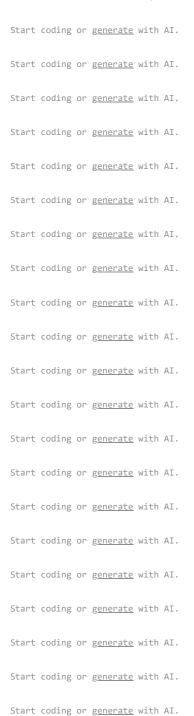
Gender-Based Targeting: Allocate marketing resources and campaigns based on the gender distribution. Tailor product recommendations and promotions to match the preferences of each gender group.

Marital Status Engagement: Create marketing messages that resonate with both single and married customers. Offer special promotions for couples or families to encourage shopping together

City Stay Duration Engagement: Develop loyalty programs or incentives for customers staying in the city for longer periods. Highlight the benefits of long-term customer relationships to encourage repeat business.

City Categories Strategy: Focus marketing efforts on City Category B, where more customers tend to make purchases. Analyze what attracts customers in City Category C and consider replicating successful strategies in other categories.

Customer Experience Improvement: Focus on enhancing the shopping experience for customers aged 26-35, as they form a significant customer base. Train staff to provide excellent customer service and address the specific needs of this age group.



- Start coding or generate with AI.
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