

## Junior Data Scientist Coding question

### ☐ Scenario

You are hired as a **Junior Data Scientist** at a retail company.

Your manager has provided a dataset named **sales\_data.csv** that contains sales transactions for various stores.

You are required to **analyze, clean, visualize, and build a simple predictive model** to generate insights from the data.

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### ☐ Dataset Structure

Column Name	Description
Order_ID	Unique ID for each transaction
Date	Date of order (YYYY-MM-DD)
Store_Location	Location of the store
Product_Category	Category of the product sold
Units_Sold	Number of units sold
Unit_Price	Price per unit
Total_Sales	Total sales amount (Units_Sold × Unit_Price)
Discount	Discount applied (%)
Profit	Profit from each sale

*Note:* Some rows may contain missing or inconsistent values.

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### ☐ Your Task

Write a **single Python program** that performs the following tasks step by step.

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## 1□ Import & Explore the Data

- Load the dataset using **Pandas**.
  - Display the **first 5 rows** and **data types**.
  - Print the **number of missing values per column**.
  - Print the **number of unique stores** and **product categories**.
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## 2□ Data Cleaning

- Handle missing values:
    - Replace missing numerical values (**Units\_Sold**, **Unit\_Price**, **Profit**) with the **column mean**.
    - Replace missing categorical values (**Store\_Location**, **Product\_Category**) with the **mode**.
  - Convert the **Date** column to **datetime format**.
  - Create a new column called **Month** extracted from **Date**.
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## 3□ Data Transformation

- Calculate a new column **Revenue** = **Units\_Sold** × **Unit\_Price**.
  - Create a column **Discounted\_Sales** = **Revenue** - (**Revenue** × **Discount** / 100).
  - Normalize the **Profit** column (min-max normalization).
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## 4□ Exploratory Data Analysis (EDA)

Perform some **basic analytics and visualizations** using **Matplotlib / Seaborn**:

- Find and print:
    - Average sales per month
    - Total profit per store
    - Top 3 product categories by revenue
  - Create and display:
    - A **bar chart** of total sales per store
    - A **line chart** of monthly average sales
    - A **boxplot** of profit by product category
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## 5□ Statistical Summary

- Calculate and print:
    - Mean, median, mode, and standard deviation for **Profit**.
    - Correlation matrix between numerical columns (**Units\_Sold**, **Unit\_Price**, **Discount**, **Profit**, **Revenue**).
    - Visualize the correlation matrix using **Seaborn heatmap**.
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## 6□ Simple Predictive Model

- Use **Linear Regression** (from **scikit-learn**) to predict **Profit** based on the following features:
  1. **Units\_Sold**, **Unit\_Price**, and **Discount**
- Steps:
  1. Split data into **train/test** (80/20).

2. Train a **LinearRegression** model.
  3. Predict on the test set.
  4. Print model performance metrics:
    - **R<sup>2</sup> Score**
    - **Mean Absolute Error (MAE)**
- Visualize **actual vs predicted Profit** using a scatter plot.