Project Initialization and Planning Phase

Date	10 July 2024
Team ID	739758
Project Name	Walmart Sales Analysis For Retail Industry using Machine Learning
Maximum Marks	3Marks

Define Problem Statements (Customer Problem Statement Template)

The current sales forecasting process in the retail industry, particularly at Walmart, faces significant challenges, impacting decision-making and operational efficiency. Retailers, including Walmart, encounter difficulties in accurately predicting sales due to various factors such as holidays, seasonal trends, and promotional events. These challenges result in suboptimal inventory management, staffing issues, and missed sales opportunities, potentially affecting overall customer satisfaction and profitability. To enhance our forecasting accuracy and improve operational efficiency, we aim to address these pain points. By understanding the specific factors affecting sales and implementing advanced predictive models, we can create a robust, user-friendly forecasting solution that aligns with Walmart's operational needs and fosters improved business performance.

I am	I'm trying to	But	Because	Which me makes me feel
Retail facing sales issues	Accurately predict sales	Numerous factors affect sales unpredictably	Including holidays,seasonal trends,and promotions	Optimize inventory and staffing

Problem Statement(PS)	Iam (Customer)	I' m Trying to	But	Because	Which will allow me to
The current Sales forecasting process in retail faces challenges impacting decision making and efficiency.	Retail facing sales issues.	Accurately predict sales.	Numerous factors affect sales unpredictably.	Including holidays,seasonal trends,and promotions.	Optimize inventory and staffing