BIG_MART_SALES

This dataframe typically includes various attributes related to items sold in a retail store, along with details about the stores themselves.

- 1. Item_Identifier: A unique identifier for each item in the store. This could be a SKU (Stock Keeping Unit) code or another form of unique ID.
- 2. Item_Weight: The weight of the item. This is important for both inventory management and sales analysis.
- 3. **Item_Fat_Content**: The category of fat content for the item. Common values might include 'Low Fat', 'Regular', and sometimes other variations or misspellings.
- 4. **Item_Visibility**: The percentage of total display area allocated to this particular item in the store. This is a measure of how prominently an item is displayed to customers.
- 5. Item_Type: A broad category for the type of item. Examples might include 'Dairy', 'Soft Drinks', 'Meat', 'Fruits and Vegetables', etc.
- 6. Item_MRP: The Maximum Retail Price (MRP) of the item. This is the highest price that can be charged for the item.
- 7. **Outlet_Identifier**: A unique identifier for each store (outlet). This helps in distinguishing sales and inventory data across different locations
- 8. **Outlet_Establishment_Year**: The year in which the outlet was established. This can be useful for understanding the store's age and possibly its market maturity.
- 9. Outlet_Size: The size of the outlet. Common categories might include 'Small', 'Medium', and 'High'.
- 10. **Outlet_Location_Type**: The type of city in which the outlet is located. Examples might be 'Tier 1', 'Tier 2', 'Tier 3', etc., indicating the size and economic development of the city.
- 11. Outlet_Type: The type of the outlet. This could be 'Supermarket Type1', 'Supermarket Type2', 'Grocery Store', etc.
- 12. **Item_Outlet_Sales**: The sales of the particular item in the particular outlet. This is the target variable that we often try to predict in sales analysis.

Import libraries

```
import numpy as np
import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sns
from scipy.stats import trim_mean, skew, kurtosis
from sklearn.preprocessing import MinMaxScaler, StandardScaler, PolynomialFeatures, LabelEncoder
from sklearn.model_selection import train_test_split
from sklearn.linear_model import LinearRegression, Ridge, SGDRegressor, Lasso
from sklearn.metrics import r2_score, mean_squared_error
from sklearn.neighbors import KNeighborsRegressor
from sklearn.ensemble import RandomForestRegressor
from sklearn.model_selection import GridSearchCV
from sklearn.model_selection import cross_val_score
import warnings
```

Read Dataset

```
!gdown 18i0RYTIBI6Tafd5LH-EiGxlfr1mcfbpU

Downloading...
From: https://drive.google.com/uc?id=18i0RYTIBI6Tafd5LH-EiGxlfr1mcfbpU
    To: /content/bigmart.csv
    100% 870k/870k [00:00<00:00, 118MB/s]

data = pd.read_csv('bigmart.csv')

df = data.copy()</pre>
```

Interpreting with dataset

→ (8523, 12)

df.size

→ 102276

df.info()

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 8523 entries, 0 to 8522

Data columns (total 12 columns): # Column Non-Null Count Dtype 0 Item_Identifier 8523 non-null object 7060 non-null float64 8523 non-null object 8523 non-null float64 8523 non-null object Item_Weight Item_Fat_Content Item_Visibility
Item_Type float64 8523 non-null Item MRP float64 Outlet_Identifier 8523 non-null object Outlet_Establishment_Year 8523 non-null int64 8 Outlet_Size object 6113 non-null Outlet_Location_Type 8523 non-null object 10 Outlet_Type 8523 non-null object 11 Item_Outlet_Sales 8523 non-null float64

dtypes: float64(4), int64(1), object(7)
memory usage: 799.2+ KB

pd.set_option('display.precision', 3)

pd.set_option('display.max_columns', None)

df.head()

_ →		Item_Identifier	Item_Weight	Item_Fat_Content	Item_Visibility	Item_Type	Item_M
	0	FDA15	9.30	Low Fat	0.016	Dairy	249.8
	1	DRC01	5.92	Regular	0.019	Soft Drinks	48.2
	2	FDN15	17.50	Low Fat	0.017	Meat	141.6
	3	FDX07	19.20	Regular	0.000	Fruits and Vegetables	182.0
	4	NCD19	8.93	Low Fat	0.000	Household	53.8

df.describe()

₹		Item_Weight	Item_Visibility	Item_MRP	Outlet_Establishment_Year	Item_Outlet
	count	7060.000	8523.000	8523.000	8523.000	8!
	mean	12.858	0.066	140.993	1997.832	2
	std	4.643	0.052	62.275	8.372	17
	min	4.555	0.000	31.290	1985.000	
	25%	8.774	0.027	93.826	1987.000	1
	50%	12.600	0.054	143.013	1999.000	17
	75%	16.850	0.095	185.644	2004.000	3
	max	21.350	0.328	266.888	2009.000	130

df.describe(include='object')

₹		Item_Identifier	Item_Fat_Content	Item_Type	Outlet_Identifier	Outlet_Size
	count	8523	8523	8523	8523	6113
	unique	1559	5	16	10	3
	top	FDW13	Low Fat	Fruits and Vegetables	OUT027	Medium
	4)

```
df.isna().sum()
```

```
→ Item_Identifier
     Item_Weight
                                    1463
     Item_Fat_Content
     Item_Visibility
     Item_Type
     Item MRP
     Outlet_Identifier
                                       0
     {\tt Outlet\_Establishment\_Year}
                                       0
     Outlet_Size
                                    2410
     Outlet_Location_Type
                                       a
     Outlet_Type
                                       0
     {\tt Item\_Outlet\_Sales}
                                       0
     dtype: int64
```

```
df.isna().sum().sum()
```

→ 3873

Null Handling

total null values = 3873

The number of null values compare to whole dataset is too large.

'Item_Weight', is numeric, so we fill its null values with mean + std to help the distribution of the column and nor causing bimodal distribution.

'Outlet_Size', is object, so we fill its null values with the mode of the columns.

```
mean = df['Item_Weight'].mean()
std = df['Item_Weight'].std()
n_missing = df['Item_Weight'].isnull().sum()
random_values = np.random.normal(loc=mean, scale=std, size=n_missing)
df.loc[df['Item_Weight'].isna(), 'Item_Weight'] = random_values
df['Outlet_Size'] = df['Outlet_Size'].fillna(df['Outlet_Size'].mode()[0])
df.isna().sum()
→ Item_Identifier
    Item Weight
    {\tt Item\_Fat\_Content}
    Item_Visibility
    Item_Type
    Item_MRP
                               0
    Outlet_Identifier
    Outlet_Establishment_Year
                               0
    Outlet_Size
    Outlet_Location_Type
    Outlet_Type
                               0
    Item_Outlet_Sales
    dtype: int64
```

Duplicated values Handling:

```
df.duplicated().sum()
```

→ 0

Our dataset has no duplicated values

Dive in Categorical Columns

First of all, let's drop identifer columns since they don't have predictive effect on our target.

```
df = df.drop(columns=['Item_Identifier', 'Outlet_Identifier'], axis=1)
df.shape
→ (8523, 10)
cat cols = [col for col in df.select dtypes(include='object').columns]
cat cols
→ ['Item_Fat_Content',
      'Item_Type',
      'Outlet_Size'
      'Outlet_Location_Type',
     'Outlet_Type']
for col in cat_cols:
  print('Columns Name:')
  print(df[col].value_counts())
  print('\n----')
→ Columns Name:
    Item_Fat_Content
    Regular
               2889
    LF
               316
    reg
               117
              112
    low fat
    Name: count, dtype: int64
    -----
    Columns Name:
    Item_Type
    Fruits and Vegetables
    Snack Foods
    Household
                             910
    Frozen Foods
                             856
                             682
    Dairy
    Canned
                             649
    Baking Goods
                             648
    Health and Hygiene
                             520
    Soft Drinks
                             445
                             425
    Breads
                             251
    Hard Drinks
    Others
                             169
                             148
    Starchy Foods
    Breakfast
                             110
    Seafood
    Name: count, dtype: int64
    Columns Name:
    Outlet_Size
    Medium
             5203
              2388
    Small
    High
              932
    Name: count, dtype: int64
    -----
    Columns Name:
    Outlet_Location_Type
    Tier 3
              3350
    Tier 2
              2785
    Tier 1
              2388
    Name: count, dtype: int64
    Columns Name:
    Outlet_Type
    Supermarket Type1
                        5577
    Grocery Store
                        1083
    Supermarket Type3
                         935
    Supermarket Type2
                         928
    Name: count, dtype: int64
```

```
df = df.replace({'Item_Fat_Content':{'low fat': 'Low Fat','LF': 'Low Fat','reg': 'Regular','regular': 'Regular'}})
df.shape

(8523, 10)

df['Item_Fat_Content'].value_counts()

Item_Fat_Content
Low Fat 5517
Regular 3006
Name: count, dtype: int64
```

Mean, Trim_Mean, Skew, Kurtosis

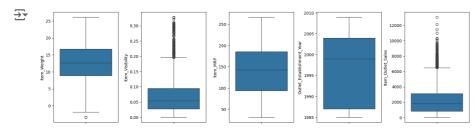
```
num_columns = df.select_dtypes(include=['number']).columns
# Calculate mean and trimmed mean for each numeric columns
mean_vs_trimmed_mean = pd.DataFrame({'mean': df[num_columns].mean(),
                                       'trimmed_mean': df[num_columns].apply(lambda x: trim_mean(x, proportiontocut=0.1))
# Calculate kurtosis and skewness for each numeric columns
kurtosis_skewness = pd.DataFrame({'kurtosis': df[num_columns].apply(kurtosis),
                                    'skewness': df[num_columns].apply(skew)})
print("Mean vs Trimmed Mean:")
print(mean_vs_trimmed_mean)
print("\nKurtosis and Skewness:")
print(kurtosis_skewness)
→ Mean vs Trimmed Mean:
                                 mean trimmed mean
                                           12.796
    {\tt Item\_Weight}
                               12.844
    Item_Visibility
                               0.066
                                            0.060
    Item_MRP
                              140.993
                                           139.700
    Outlet_Establishment_Year 1997.832
                                          1998.040
    Item_Outlet_Sales
                             2181.289
                                        1971.327
    Kurtosis and Skewness:
                             kurtosis skewness
    Item Weight
                               -1.051
                                        0.061
    Item_Visibility
                               1.678
                                         1.167
    Item MRP
                               -0.890
                                         0.127
    Outlet_Establishment_Year
                              -1.206
                                        -0.397
    Item_Outlet_Sales
                               1.614
                                         1.177
```

Based on the result, 'Item_Visibility' and 'Item_Outlet_Sales' columns are moderately skewed.

Check for Outlier

Box Plot

```
fig, axs = plt.subplots(nrows=1, ncols=5, figsize=(15,4))
index = 0
axs = axs.flatten()
for column in num_columns:
    sns.boxplot(y=column, data=df, ax = axs[index])
    index += 1
plt.tight_layout(pad=0.4, w_pad=0.5, h_pad=5.0)
```



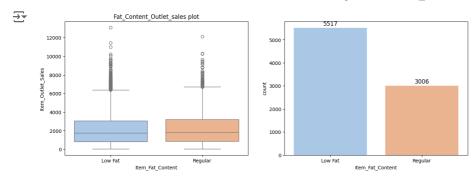
```
for c, v in df[num_columns].items():
    q1 = v.quantile(0.25)
    q3 = v.quantile(0.75)
    iqr = q3 - q1
    v_column = v[(v <= q1 - 1.5 * iqr) | (v >= q3 + 1.5 * iqr)]
    perc = np.shape(v_column)[0] * 100.0 / np.shape(df)[0]
    print('columns %s outliers = %.2f%' % (c, perc))

columns Item_Weight outliers = 0.02%
    columns Item_Visibility outliers = 1.69%
    columns Item_MRP outliers = 0.00%
    columns Outlet_Establishment_Year outliers = 0.00%
    columns Item_Outlet_Sales outliers = 2.18%
```

Based on the result, 'Item_Outlet_Sales' columns has higher outlier than the other's. But it's not significant.

Visualization

Categorical Columns



932

High

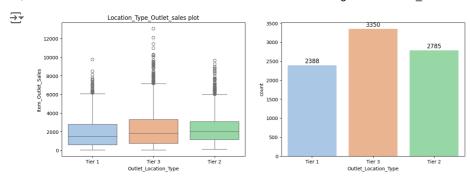
Outlet Size

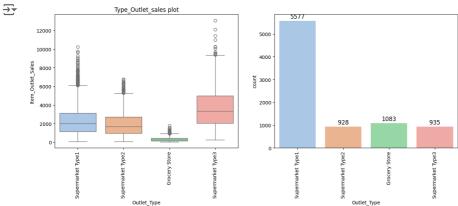
2388

2000

High

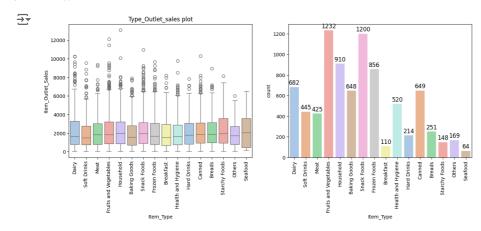
Outlet Size





```
fig, axes = plt.subplots(1, 2, figsize=(15,5))
palette = sns.color_palette('pastel')
sns.boxplot(x='Item_Type', y='Item_Outlet_Sales', data = df, ax = axes[0], palette = palette).set_title('Type_Outlet_sal #sns.violinplot(x='Item_Type',y='Item_Outlet_Sales', data = df, ax= axes[1],palette = palette).set_title('Type_Outlet_sal ax = sns.countplot(x='Item_Type', data = df, palette=palette)
for p in ax.patches:
```

 $ax.annotate(f'\{int(p.get_height())\}', (p.get_x() + p.get_width() / 2., p.get_height()),\\$



Numerical Columns

```
fig, axes = plt.subplots(nrows=1, ncols=5, figsize=(20, 4))
for ax, col in zip(axes, num_columns):
    df[col].hist(bins=50, ax=ax)
    ax.set_title(col)

plt.tight_layout()
plt.show()
```

Label Encoder

Since the number of unique values in 'Item_Type' was 16, I preferred to use **label encoder** in this column and **get_dummies** for the other categorical columns.

df = pd.get_dummies(df, columns = ['Item_Fat_Content','Outlet_Size','Outlet_Location_Type','Outlet_Type'], dtype=float)

```
le = LabelEncoder()

le.fit(df['Item_Type'].unique())

df['Item_Type'] = le.transform(df['Item_Type'])
print(df['Item_Type'].unique())

The property of t
```

Remove redundant columns which is created by get_dummies method.

```
df.columns
```

df = df.drop(columns=['Item_Fat_Content_Regular','Outlet_Size_Small','Outlet_Location_Type_Tier 3','Outlet_Type_Grocery
df.shape

→ (8523, 14)

df.sample(5)



	Item_Weight	Item_Visibility	<pre>Item_Type</pre>	Item_MRP	Outlet_Establishment_Year	I
1091	14.850	0.010	13	157.463	1987	
8282	15.261	0.053	5	59.590	1985	
4037	17.700	0.043	5	163.221	2007	
3281	20.250	0.026	9	180.098	2004	
2236	9.000	0.080	3	78.364	2002	

Correlation & Heatmap

Outlet_Type_Supermarket Type1

Outlet_Location_Type_Tier 2

Outlet_Establishment_Year Outlet_Type_Supermarket Type2

 ${\tt Item_Fat_Content_Low\ Fat}$

Outlet_Size_Medium

Outlet_Size_High

```
corr_matrix = df.corr()
corr_matrix['Item_Outlet_Sales'].sort_values(ascending=False)
→ Item_Outlet_Sales
                                     1.000
    Item_MRP
                                     0.568
    Outlet_Type_Supermarket Type3
                                     0.311
    Outlet_Type_Supermarket Type1
                                     0.109
    Outlet_Size_Medium
                                     0.075
    Outlet_Location_Type_Tier 2
                                     0.058
    Outlet_Size_High
                                     0.024
                                     0.017
    Item_Type
    Item_Weight
                                     0.016
    Item_Fat_Content_Low Fat
                                    -0.019
    Outlet_Type_Supermarket Type2
                                    -0.038
    Outlet_Establishment_Year
                                    -0.049
    Outlet_Location_Type_Tier 1
                                    -0.111
    Item_Visibility
                                    -0.129
    Name: Item_Outlet_Sales, dtype: float64
corr_matrix = df.corr().abs()
corr_matrix['Item_Outlet_Sales'].sort_values(ascending=False)
→ Item_Outlet_Sales
                                     1.000
    Item_MRP
                                     0.568
    Outlet_Type_Supermarket Type3
                                     0.311
    Item_Visibility
                                     0.129
    Outlet_Location_Type_Tier 1
                                     0.111
```

0.109

0.075

0.058 0.049

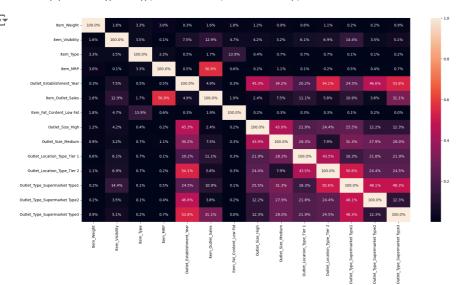
0.038

0.024

0.019

Item_Type 0.017
Item_Weight 0.016
Name: Item_Outlet_Sales, dtype: float64

```
plt.figure(figsize=(20,10))
sns.heatmap(df.corr().abs(), annot=True, fmt= '.1%');
```



```
print('The highest correlation between feautures:\n')
for x in range(len(df.columns)):
    corr_matrix.iloc[x,x] = 0.0
corr_matrix.abs().idxmax()
```

→ The highest correlation between feautures:

Item_Weight Item_Type Item_Visibility Outlet_Type_Supermarket Type1 Item_Fat_Content_Low Fat __ Item_Type Item_MRP Item_Outlet_Sales Outlet_Establishment_Year Outlet_Location_Type_Tier 2 ${\tt Item_MRP}$ Item_Outlet_Sales ${\tt Item_Fat_Content_Low\ Fat}$ Item_Type Outlet_Establishment_Year ${\tt Outlet_Size_High}$ Outlet_Size_Medium Outlet_Size_High Outlet_Location_Type_Tier 1 Outlet_Location_Type_Tier 2 Outlet_Location_Type_Tier 2 Outlet_Establishment_Year Outlet_Type_Supermarket Type1 Outlet_Location_Type_Tier 2 Outlet_Type_Supermarket Type2 Outlet_Type_Supermarket Type1 Outlet_Type_Supermarket Type3 Outlet_Establishment_Year dtype: object

Train_Test_Split

```
target_variable = 'Item_Outlet_Sales'
new_order = [col for col in df if col != target_variable] + [target_variable]
df = df[new_order]
```

df.sample(5)

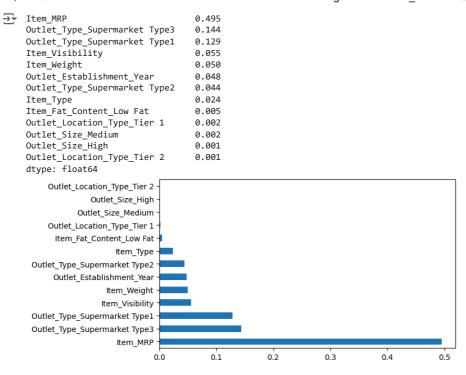
_ _ *		Item_Weight	Item_Visibility	Item_Type	Item_MRP	Outlet_Establishment_Year	I
	6155	14.85	0.020	4	262.591	1997	
	870	6.75	0.108	4	95.675	1987	
	3523	16.70	0.000	6	109.191	2009	
	6880	14.00	0.105	5	143.281	2004	
	6798	14.30	0.109	6	88.286	1998	

Feature Importance

```
column_names = [col for col in df if col != target_variable]
X_train_df = pd.DataFrame(X_train, columns=column_names)

rf = RandomForestRegressor(max_depth=10)
rf.fit(X_train_df, y_train)

plt.figure(figsize=(7,4))
feature_importance = pd.Series(rf.feature_importances_, index=X_train_df.columns)
feature_importance.nlargest(len(X_train_df.columns)).plot(kind='barh')
print(feature_importance.sort_values(ascending=False))
```



Model Evaluation

SGDRegressor

```
sgdreg = SGDRegressor()
sgdreg.fit(X_train_poly, y_train)

> SGDRegressor
SGDRegressor()

y_pred = sgdreg.predict(X_test_poly)

rmse_SGD = mean_squared_error(y_test, y_pred, squared=False)
print(rmse_SGD)

> 1029.001282323897

r2_SGD = r2_score(y_test, y_pred)
print(r2_SGD)

> 0.6104285135331704
```

LinearRegression + Cross Validation

```
7/28/24, 11:40 AM
        ▼ LinearRegression
        LinearRegression()
   y_hat = regressor.predict(X_test_poly)
   r2_linear = r2_score(y_test, y_hat)
   print(r2_linear)
    → 0.6191673870127348
   rmse_linear = mean_squared_error(y_test, y_hat, squared=False)
   print(rmse_linear)
    → 1017.3945362988821
   Ridge
   lridge = Ridge()
   lridge.fit(X_train_poly, y_train)
        ▼ Ridge
         Ridge()
   y_hat_ridge = lridge.predict(X_test_poly)
   r2_ridge = r2_score(y_test, y_hat_ridge)
   print(r2_ridge)
    → 0.6188814987457094
   rmse_ridge = mean_squared_error(y_test, y_hat_ridge, squared=False)
   print(rmse_ridge)
    → 1017.7763399897788
      Lasso
   lasso = Lasso()
   lasso.fit(X_train_poly, y_train)
    \overline{\Rightarrow}
        ▼ Lasso
        Lasso()
   y_hat_lasso = lasso.predict(X_test_poly)
   r2_lasso = r2_score(y_test, y_hat_lasso)
   print(r2_lasso)
    → 0.6208254272969952
   rmse_lasso = mean_squared_error(y_test, y_hat_lasso, squared=False)
```

KNeighborsRegressor + GridSearch

print(rmse_lasso) **→** 1015.1773926900428

```
knn_grid = KNeighborsRegressor()
param_grid = {'n_neighbors': np.arange(2,11)}
reg = GridSearchCV(knn_grid, param_grid, cv=5)
reg.fit(X_train_poly, y_train)
```

```
GridSearchCV
      ▶ estimator: KNeighborsRegressor
          ▶ KNeighborsRegressor
print(reg.best_params_, reg.best_score_)
{'n_neighbors': 10} 0.5533418206095836
knn = KNeighborsRegressor(n_neighbors=10, algorithm='kd_tree')
knn.fit(X_train_poly, y_train)
                      KNeighborsRegressor
     KNeighborsRegressor(algorithm='kd_tree', n_neighbors=10)
y_hat_knn = knn.predict(X_test_poly)
r2_knn = r2_score(y_test, y_hat_knn)
print(r2_knn)
→ 0.5713424173987092
rmse_knn = mean_squared_error(y_test, y_hat_knn, squared=False)
print(rmse knn)
→ 1079.3880110222615
```

Final Result

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-	굯				

→		Model	R2_Score	RMSE
	0	SGDRegressor	0.610	1029.001
	1	LinearRegressor	0.619	1017.395
	2	Ridge	0.619	1017.776
	3	Lasso	0.621	1015.177
	4	KNregressor	0.571	1079.388

Interpretation & insight

In this project, we tackled several challenges, from cleaning the dataset, including handling null values and categorical features, to evaluating various models to determine which one performed best on our data.

The data cleaning process had its difficulties, such as deciding which columns to drop and determining the best method to fill the numerous null values.

After completing these steps, our final analysis, presented in the last section of the notebook, showed that the Lasso model achieved the highest accuracy of 0.62, outperforming the other models.