WALMART SALES FORECASTING

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OBJECTIVE

To build a model which predicts sales of the stores. With this model, Walmart authorities can decide their future plans which is very important for arranging stocks, calculating revenue and deciding to make new investment or not.

APPROACH

Importing the dataset

Read and understand the dataset

Sorting data with respect to working days

Sales comparison of each stores

Forecasting the inventories

Forecasting the weekly sales

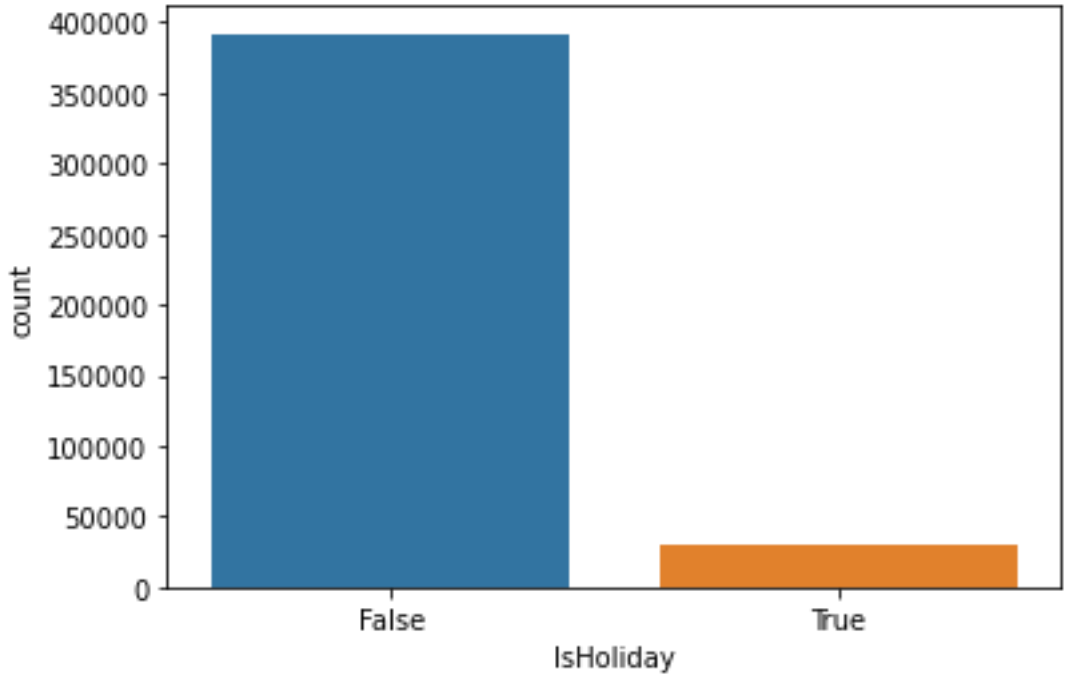
Determining the seasonal demand

Plotting correlation between all important features

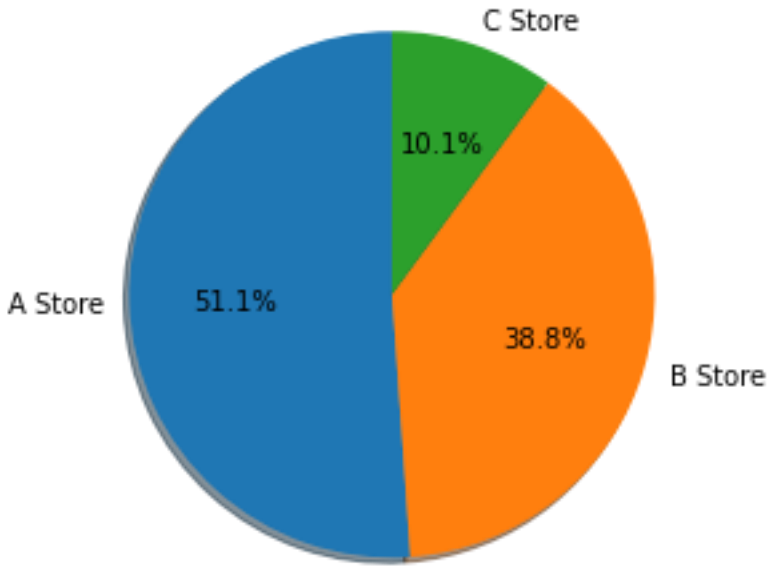
Linear regression

Forecasting the revenue

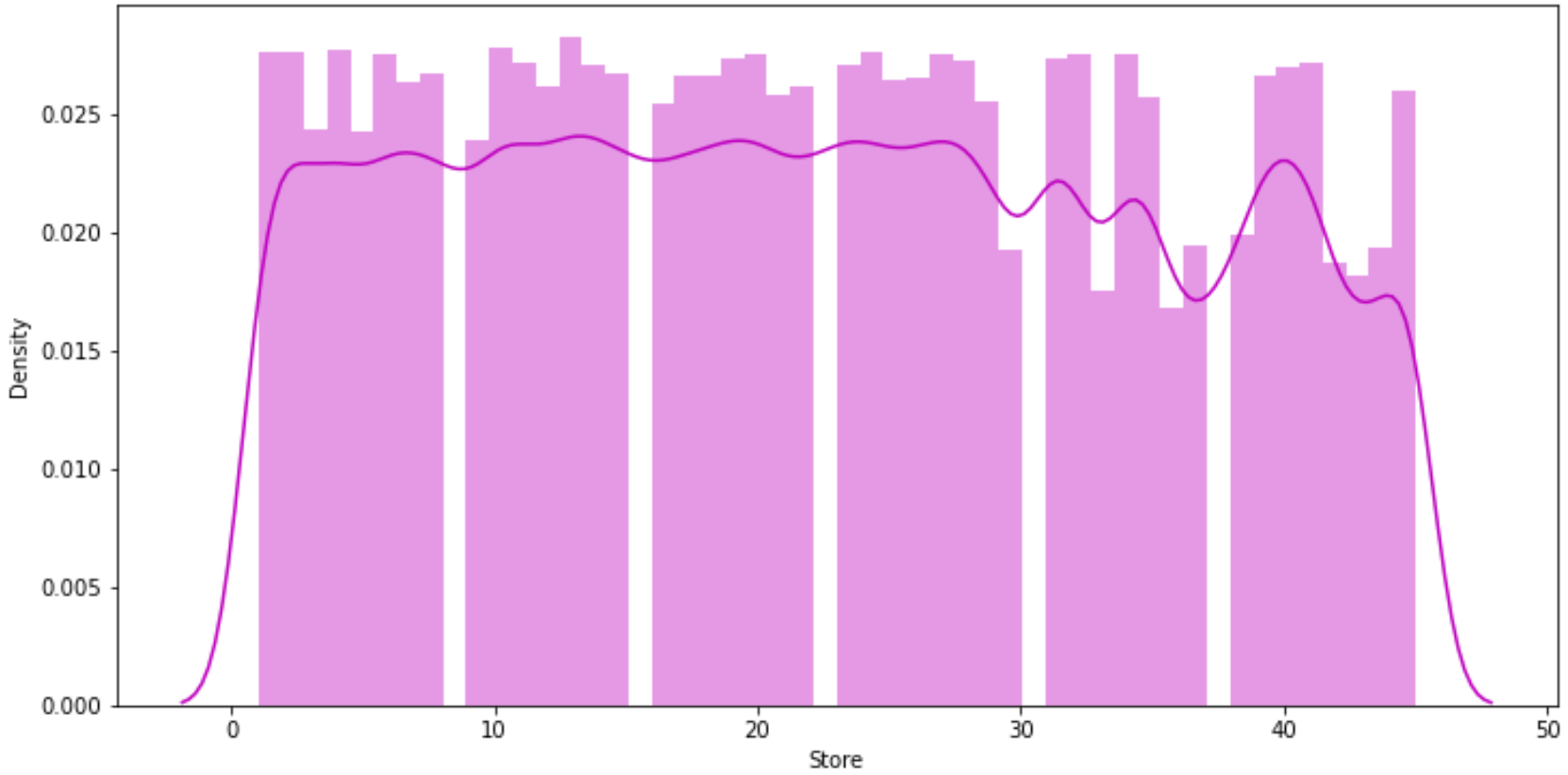
SORTING DATA WITH RESPECT TO WORKING DAYS



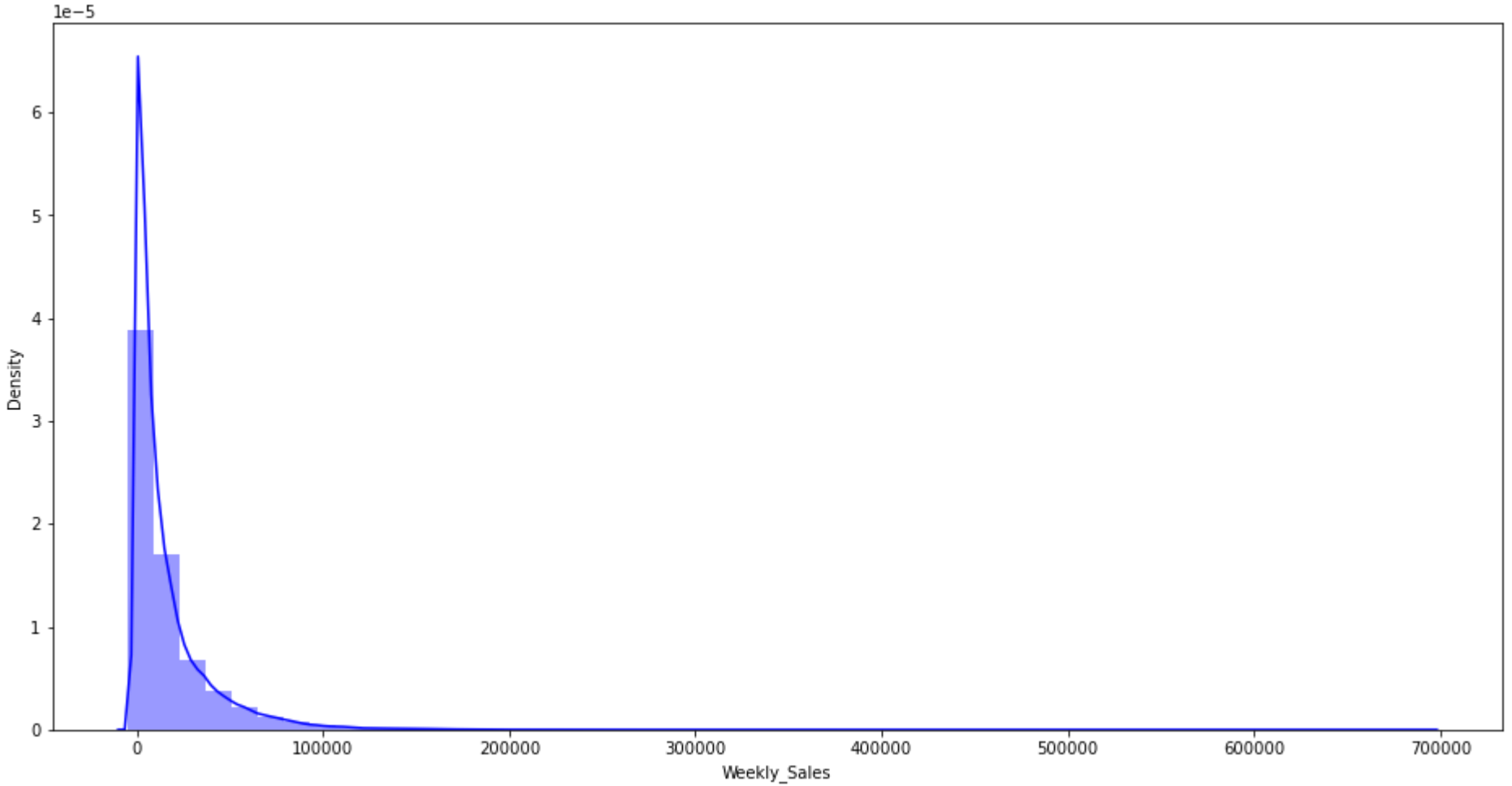
SALES COMPARISON OF EACH STORES



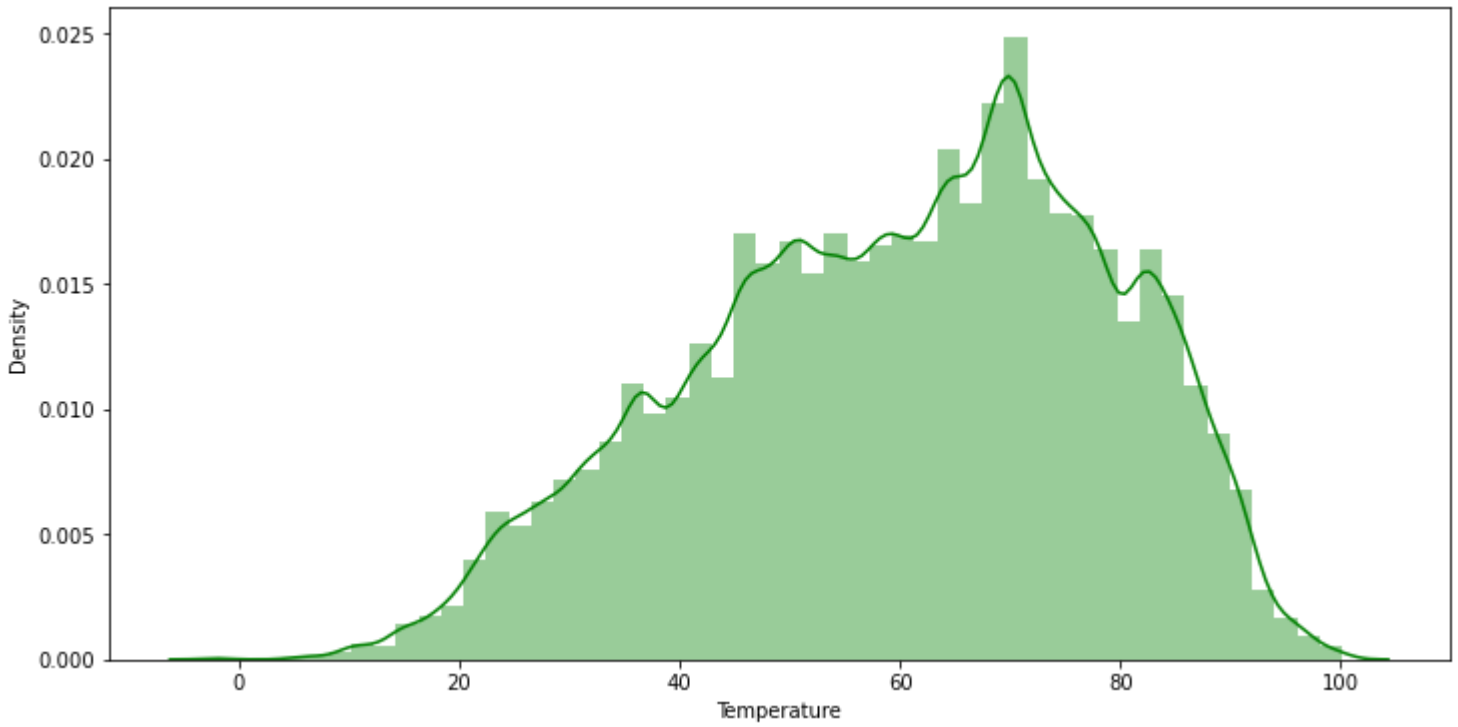
FORECASTING THE INVENTORIES



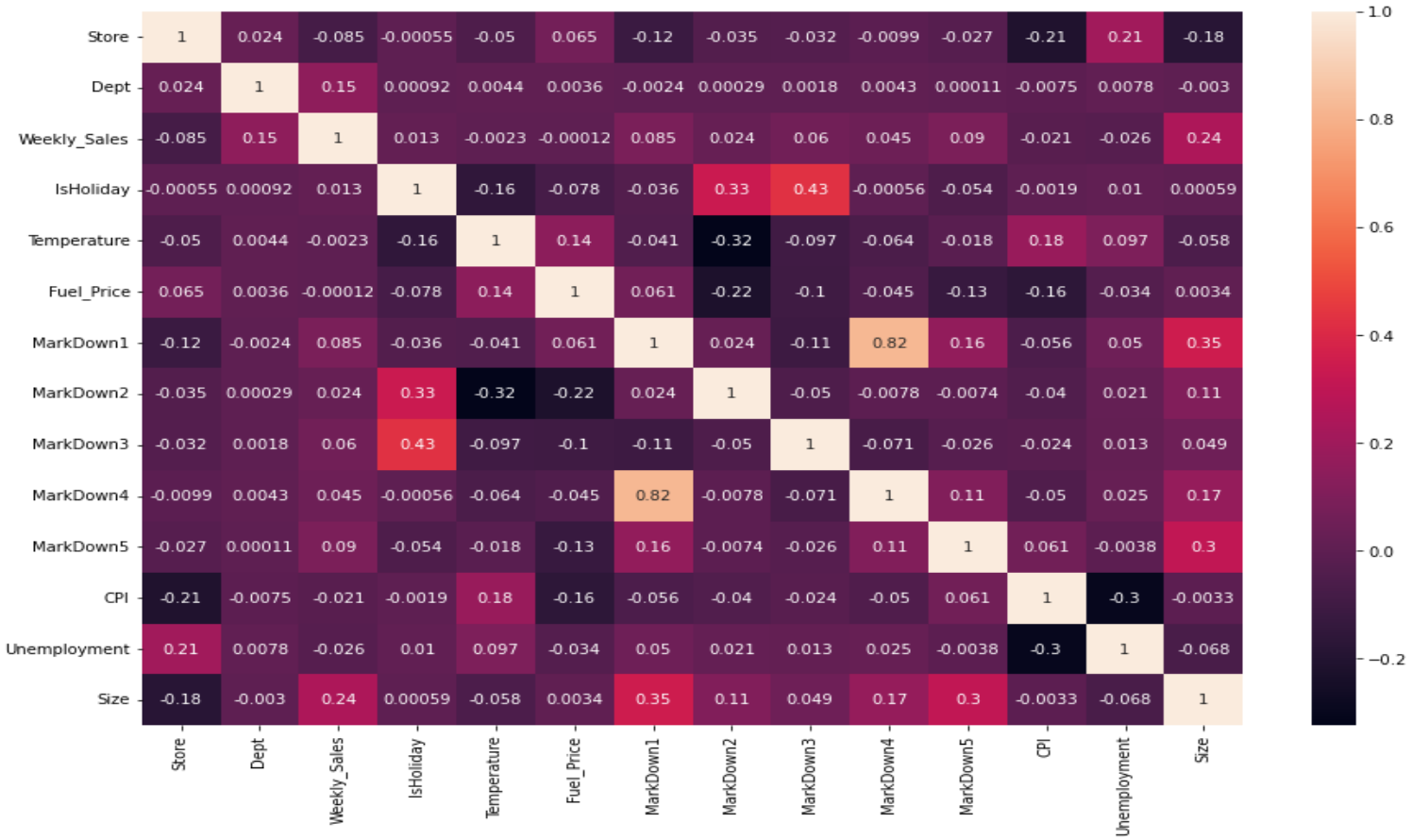
FORECASTING THE WEEKLY SALES



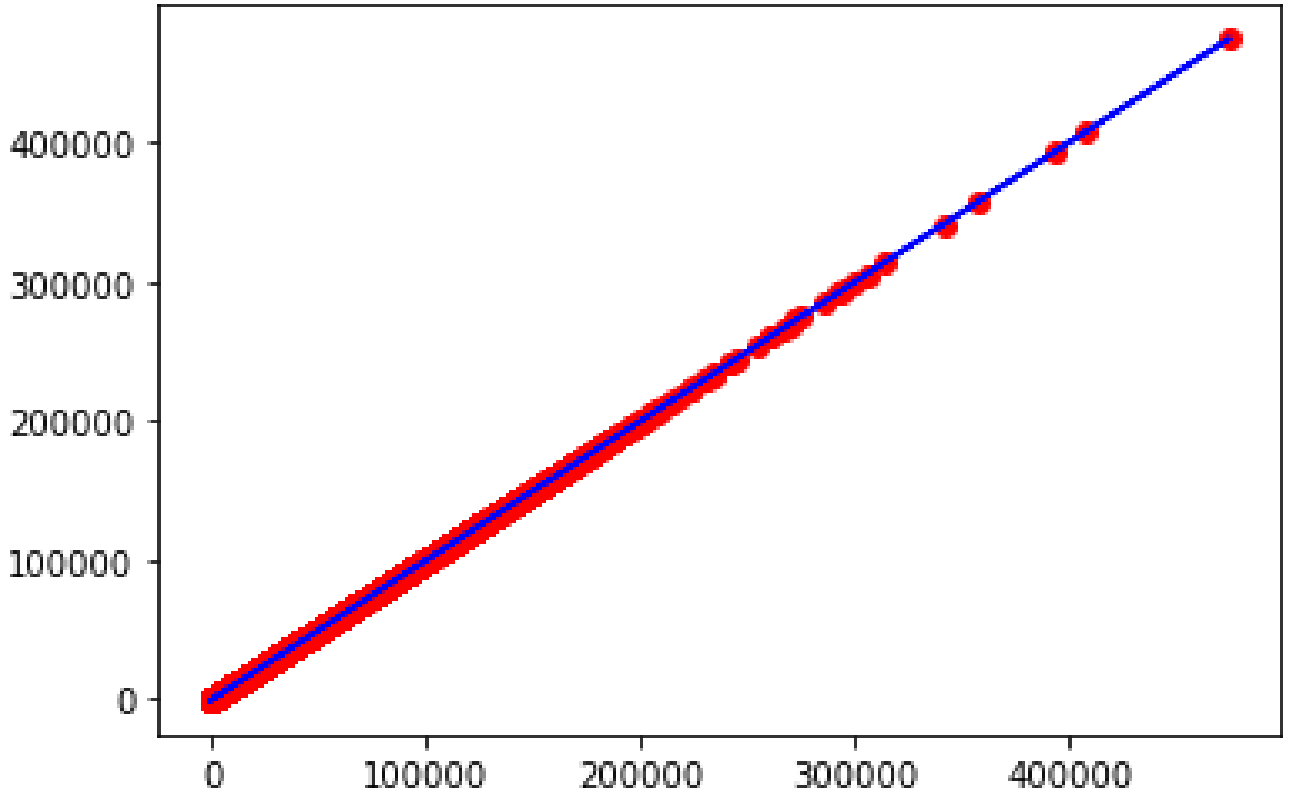
DETERMINING THE SEASONAL DEMAND



PLOTTING CORRELATION BETWEEN ALL IMPORTANT FEATURES



FORECASTING THE REVENUE



SUMMARY

Stores has 3 types as A, B and C according to their sizes. Almost half of the stores are bigger than 150000 and categorized as A. According to type, sales of the stores are changing.

As expected, holiday average sales are higher than normal dates.

CPI, temperature, unemployment rate and fuel price have no pattern on weekly sales.

Although some departments has higher sales, on an average others can be best. It shows us, some departments has effect on sales on some seasons.

It is same for stores, means that some areas has higher seasonal sales.