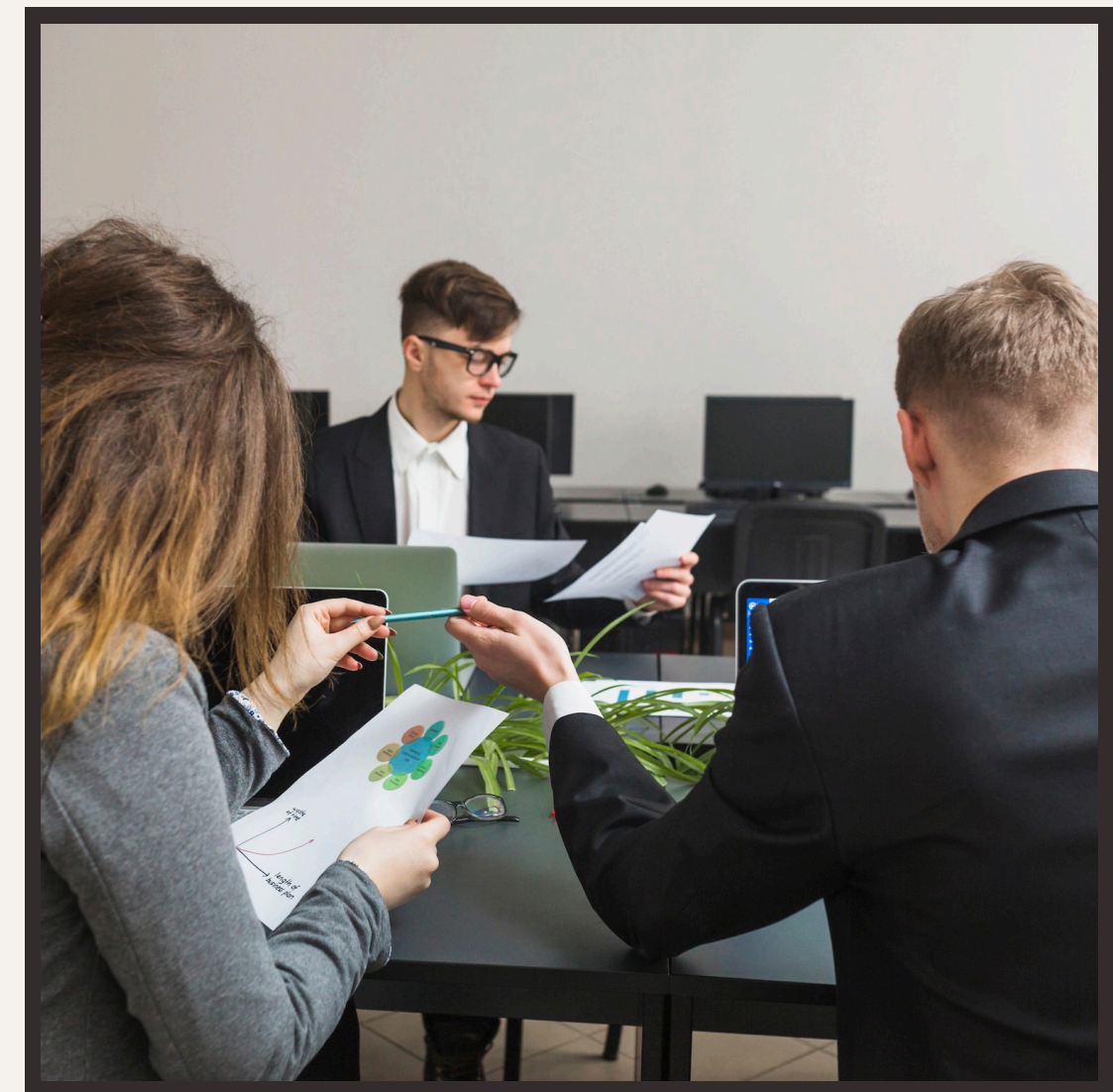# Sales Forecasting for Furniture Store Using ML

Problem Statement

For a retail furniture store, predicting future sales is critical to avoiding inventory issues like overstocking or under-stocking. The challenge lies in utilizing time series data from the superstore dataset to forecast furniture sales for the next year accurately. This predictive insight ensures an optimal customer experience, avoids losses, and maintains store sustainability.

Introduction

Forecasting sales is crucial for retail furniture stores.Proper inventory management is essential to avoid overstocking or under-stocking.Accurate predictions ensure an optimal customer experience and maintain store sustainability.

Project Overview

Mission: To forecast furniture sales using time series data.
Objectives:Avoid inventory issues.
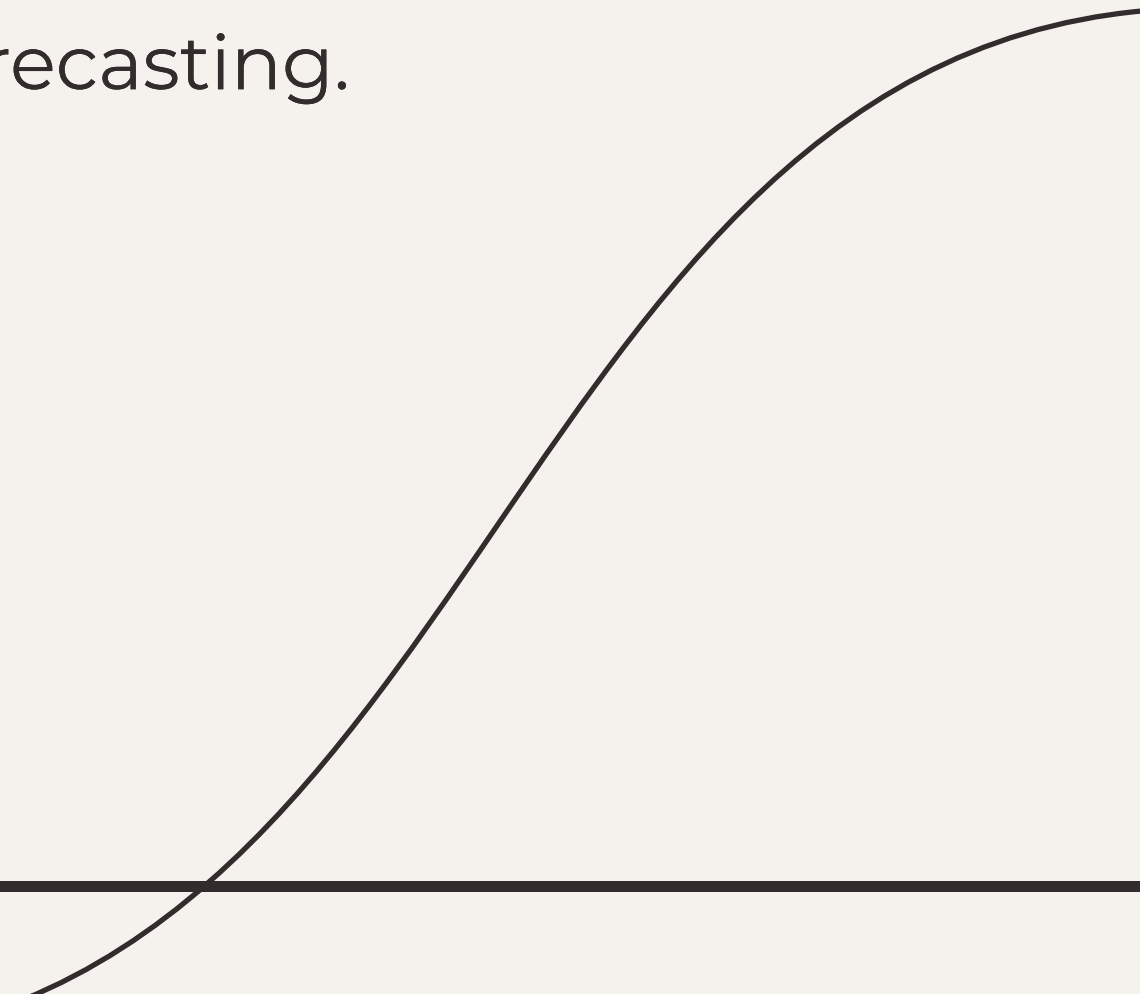Provide predictive insights for retail sustainability.
Emphasize the importance of time series data in accurate sales predictions.

Understanding Time Series Data

Time series data: Sequential data points recorded over time.
Characteristics: Time-dependent, trends, and seasonality.
Introduction to the superstore dataset.

Trends in Time Series Data

Trends: Patterns over a long period.
Examples: Upward, downward, and stationary trends.
Implications: Influence on sales forecasting.

Learning Outcome

Understanding trends and seasonality in time series data.
Distinguishing between prediction and forecasting.
Skills in handling and interpreting time series information.

Conclusion

Significance of accurate sales forecasting for retail sustainability.Value of insights gained from the project.Acknowledge the impact on customer experience and store profitability.

Thanks!