## 1. Descriptive Statistics:

- Basic Summary:
  - Count, mean, median, mode, standard deviation for numerical columns (e.g., **Purchase**).
  - Frequency distribution for categorical columns (e.g., Gender, Age, Occupation, City\_Category, Marital\_Status).

# 2. Demographic Analysis:

- Gender Analysis:
  - Sales by gender.
  - Average purchase amount by gender.

## • Age Group Analysis:

- Sales by age group.
- Average purchase amount by age group.

# • Occupation Analysis:

- Sales by occupation.
- Average purchase amount by occupation.

# • City Category Analysis:

- Sales by city category.
- Average purchase amount by city category.

# Marital Status Analysis:

- Sales by marital status.
- Average purchase amount by marital status.

# 3. Behavioral Analysis:

- Stay in Current City:
  - Analyze the impact of the number of years in the current city on purchase behavior.

### Product Category Analysis:

- Sales by product category.
- Average purchase amount by product category.
- Popular product categories by different demographics (e.g., gender, age group, occupation).

### 4. Purchase Analysis:

## • Overall Sales Performance:

- Total purchase amount.
- Average purchase amount.

#### Distribution of Purchases:

• Histogram of purchase amounts.

### • High-Value Purchases:

• Identify transactions with the highest purchase amounts.

# 5. Customer Segmentation:

### RFM Analysis (Recency, Frequency, Monetary):

• Segment customers based on their purchase recency, frequency, and monetary value.

## • Demographic Segmentation:

• Segment customers based on demographic data (e.g., age, gender, occupation, city category).

### 6. Trend Analysis:

# • Temporal Trends:

• Analyze sales trends over time if time-based data (e.g., date of purchase) is available.

#### Seasonal Trends:

• Identify seasonal patterns in purchase behavior if applicable.

# 7. Correlation Analysis:

# • Correlation Matrix:

• Examine the correlation between numerical variables (e.g., **Purchase** and other numerical features).

# • Demographic Correlation:

• Analyze correlations between demographic factors and purchase amounts.

# 8. Predictive Analysis:

### • Predictive Modeling:

• Build models to predict purchase amounts based on demographic and behavioral factors.

### Customer Lifetime Value (CLV):

• Estimate the long-term value of customers based on their purchase history.

#### 9. Visualization:

#### • Bar Charts and Pie Charts:

• Visualize categorical data (e.g., gender distribution, sales by product category).

# • Histograms and Box Plots:

• Visualize numerical data distribution (e.g., purchase amounts).

#### Heatmaps:

• Visualize correlation matrices.