

# LEARNING PROCESS REPORT

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ABSTRACT. I finished the project and got good results.

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## 1. PROBLEM DEFINITION

We are given a challenging time-series dataset consisting of daily sales data, kindly provided by one of the largest Russian software firms - 1C Company. Our target is predict total sales for every product and store in the next month. Submissions are evaluated by root mean squared error (RMSE). And we got good results in our experiment

## 2. DATA CLEANING

File	filed1	filed2	filed3	filed4	filed5	filed6
item`categories	item`category`name	item`category`id				
items	item`id	item`category`id				
sales`train	date	date`block`num	shop`id	item`id	item`price	item`cnt`day
shops	shop`name	shop`id				
test	shop`id	item`id				

TABLE 1. Data Infomation

The above table is some information about the data.

Next, let's look at the data types of the training set:

- 2935849 rows,6 columns
- 21807 items,60 shops
- data`type
  - data: object
  - date`block`num: int
  - shop`id:int
  - item`id:int
  - item`price:float
  - item`cnt`day:float

Next, let's look at the data types of the test set:

- 214200 rows,3 columns
- 5100 items,40 shops
- data`type
  - ID:int
  - shop`id:int
  - item`id:int

From here you can see a lot of stores, goods in training set are not in the test set

Next, we do some common processing on the data:

- Missing Value and Non Value:Find out whether there are empty values or missing values in the data
- Cartesian product:for items not sold during the month, you should add them and set them to 0(Find out all the stores and merchandise, and make cartesian product with sales`trainz)
- Data leakages:delete stores, goods in training set but not in the test set
- Data duplication:See if duplicate items exist in the dataset
- Outliers:Calculate the outliers of item`cnt`day and item`price



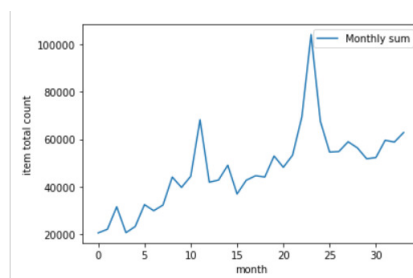


FIGURE 1. month'total'count

### 3. DATA ANALYSIS

First, look at the monthly sales of goods at figure 1

Explain that the month is related to the sales volume of goods: the sales volume at the end of the year is increasing

Next, take a look at the sales of each store in figure 2

Finally, let's look at the sales of different kinds of goods in figure 3

#### Item and Shop Information:

large categories, small categories, we separate them, and code them separately to facilitate subsequent feature extraction

#### Shop information:

the city where the store is located, the type of store, which we separate and encode separately for subsequent feature extraction

### 4. MODEL

**4.1. decision tree.** In machine learning, decision tree is a prediction model, which represents a mapping relationship between object attributes and object values. Each node in the tree represents an object, and each branch path represents a possible attribute value, while each leaf node corresponds to the value of the object

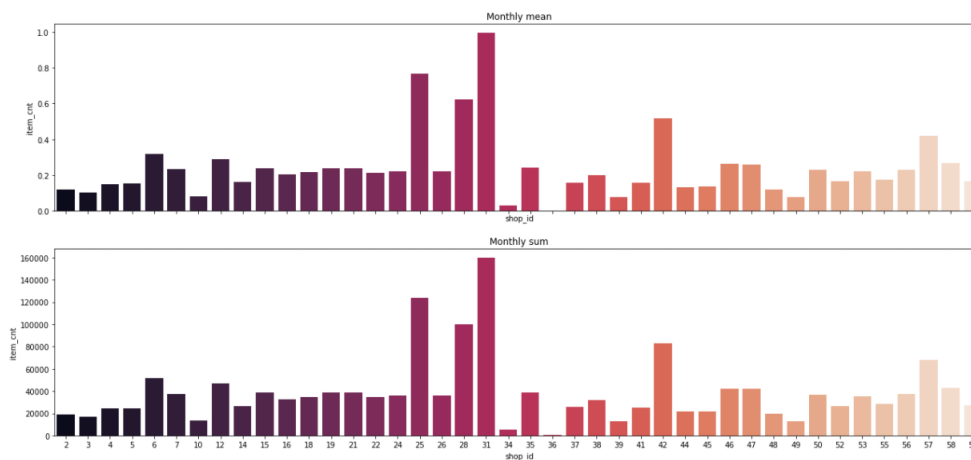


FIGURE 2. shop'count

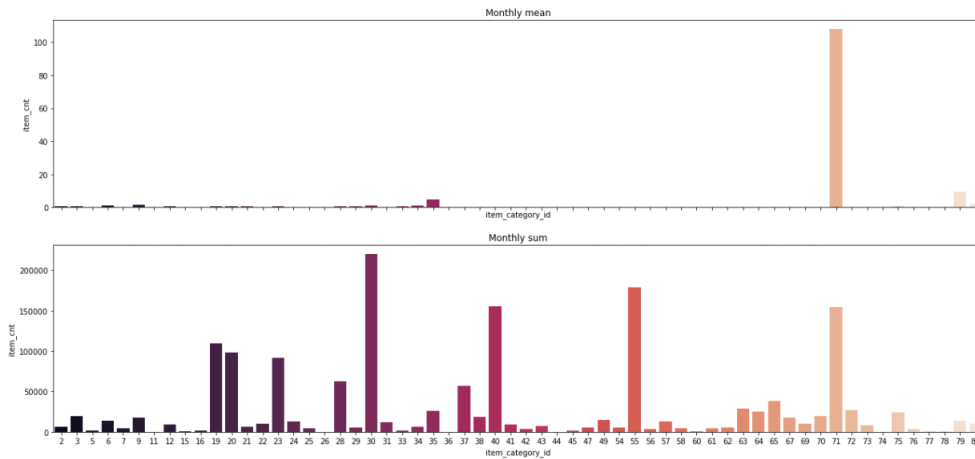


FIGURE 3. item category count

represented by the path from the root node to the leaf node. The decision tree has only a single output, if you want to have complex output, you can establish an independent decision tree to deal with different outputs. Decision tree is a frequently used technology in data mining, which can be used to analyze data, and also can be used for prediction.

#### 4.2. Candidate model.

- GBDT
- Xgboost
- lightgbm
- neural network

#### 4.3. Method One.

The sales of the 34th month are regarded as the sales of the 35th month, Count the sales volume of each item in each store in the 33rd month and merge it with test The result is **RMSE=1.16777**

#### 4.4. Method Two.

Features:

- shop\_id
- item\_id
- item\_cnt\_month

The model we choosed is lightgbm, and The result is **RMSE=**

#### 4.5. Method Three.

Adding historical information is good for prediction. We can see the features after adding historical information in Figure 4. Finally, through experiments, it can be proved that the prediction results are improved. **training's rmse: 0.664209, valid's rmse: 0.880256**



```
print([column for column in X_train])

['date_block_num', 'shop_id', 'item_id', 'item_category_id', 'cat_type_code', 'cat_subtype_code', 'shop_city_code', 'shop_type_code', 'item_cnt_month_lag_1', 'item_cnt_month_lag_2', 'item_cnt_month_lag_3', 'item_cnt_month_lag_6', 'item_cnt_month_lag_12', 'date_avg_item_cnt_lag_1', 'date_avg_item_cnt_lag_2', 'date_avg_item_cnt_lag_3', 'date_avg_item_cnt_lag_6', 'date_avg_item_cnt_lag_12', 'date_item_avg_item_cnt_lag_1', 'date_item_avg_item_cnt_lag_2', 'date_item_avg_item_cnt_lag_3', 'date_item_avg_item_cnt_lag_6', 'date_item_avg_item_cnt_lag_12', 'date_shop_avg_item_cnt_lag_1', 'date_shop_avg_item_cnt_lag_2', 'date_shop_avg_item_cnt_lag_3', 'date_shop_avg_item_cnt_lag_6', 'date_shop_avg_item_cnt_lag_12', 'date_cat_avg_item_cnt_lag_1', 'date_cat_avg_item_cnt_lag_2', 'date_cat_avg_item_cnt_lag_3', 'date_cat_avg_item_cnt_lag_6', 'date_cat_avg_item_cnt_lag_12', 'date_cat_shop_avg_item_cnt_lag_1', 'date_cat_shop_avg_item_cnt_lag_2', 'date_cat_shop_avg_item_cnt_lag_3', 'date_cat_shop_avg_item_cnt_lag_6', 'date_cat_shop_avg_item_cnt_lag_12', 'date_type_avg_item_cnt_lag_1', 'date_type_avg_item_cnt_lag_2', 'date_type_avg_item_cnt_lag_3', 'date_type_avg_item_cnt_lag_6', 'date_type_avg_item_cnt_lag_12', 'date_item_type_avg_item_cnt_lag_1', 'date_item_type_avg_item_cnt_lag_2', 'date_item_type_avg_item_cnt_lag_3', 'date_item_type_avg_item_cnt_lag_6', 'date_item_type_avg_item_cnt_lag_12', 'date_city_avg_item_cnt_lag_1', 'date_city_avg_item_cnt_lag_2', 'date_city_avg_item_cnt_lag_3', 'date_city_avg_item_cnt_lag_6', 'date_city_avg_item_cnt_lag_12', 'date_item_city_avg_item_cnt_lag_1', 'date_item_city_avg_item_cnt_lag_2', 'date_item_city_avg_item_cnt_lag_3', 'date_item_city_avg_item_cnt_lag_6', 'date_item_city_avg_item_cnt_lag_12', 'delta_price_lag', 'month', 'days', 'item_shop_last_sale']
```

FIGURE 4. final features

## 5. CONCLUSION

Through data processing and adding delay information, the model achieves good results

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