THE FUTURE SALES PREDICTION

PROGRESS USING PYTHON

Phase 4 submission Documents

Project Title : The future sales prediction

User Authentication

Name: Madhumitha.k

Reg No:712221205013

College: park college of engineering and technology

User Authentication :

* Step 1 : Import libraries

A library is a collection of functions that can be added to your Python code and called as necessary, just like any other function.

* Step 2 : load and explore data

Data exploration is a key aspect of data analysis and model building. Without spending significant time on understanding the data.

* Step 3 : Data Processing

Gathering and manipulating data elements to return useful, potentially valuable information.

* Step 4 : Choose and train the model

One of the most common methods used to predict sales is regression analysis. This method involves using historical sales data to train a model that can predict future sales.

* Step 5 : Make predictions

Sales forecasting, decision trees can be used to make predictions about future sales by considering multiple factors that impact sales.

* Step 6 : Evaluate the model

The main models are trend analysis, regression analysis, and causal analysis.

* Step 7 : Make future sales prediction

1)Sales cycle length forecasting. This forecasting method ranks opportunities based on how long a potential customer has been communicating with 2)the company. …

3)Intuitive forecasting. …

4)Historical forecasting. …

5)Opportunity stage forecasting. …

6)Pipeline forecasting. …

7)Multivariable forecasting.

