

The proposal should address the following questions:

- **What is the problem you want to solve?**
 - The aim is to build a predictive model and predict the sales of each product at a particular outlet.
- **Who is your client and why do they care about this problem? In other words, what will your client do or decide based on your analysis that they wouldn't have done otherwise?**
 - Stock planning basis sales prediction, measure can be taken to boost sales
- **What data are you using? How will you acquire the data?**
 - Analytics Vidhya portal
- **Briefly outline how you'll solve this problem. Your approach may change later, but this is a good first step to get you thinking about a method and solution.**
 - Using different variables provided coupled with regression analysis