

Problem :

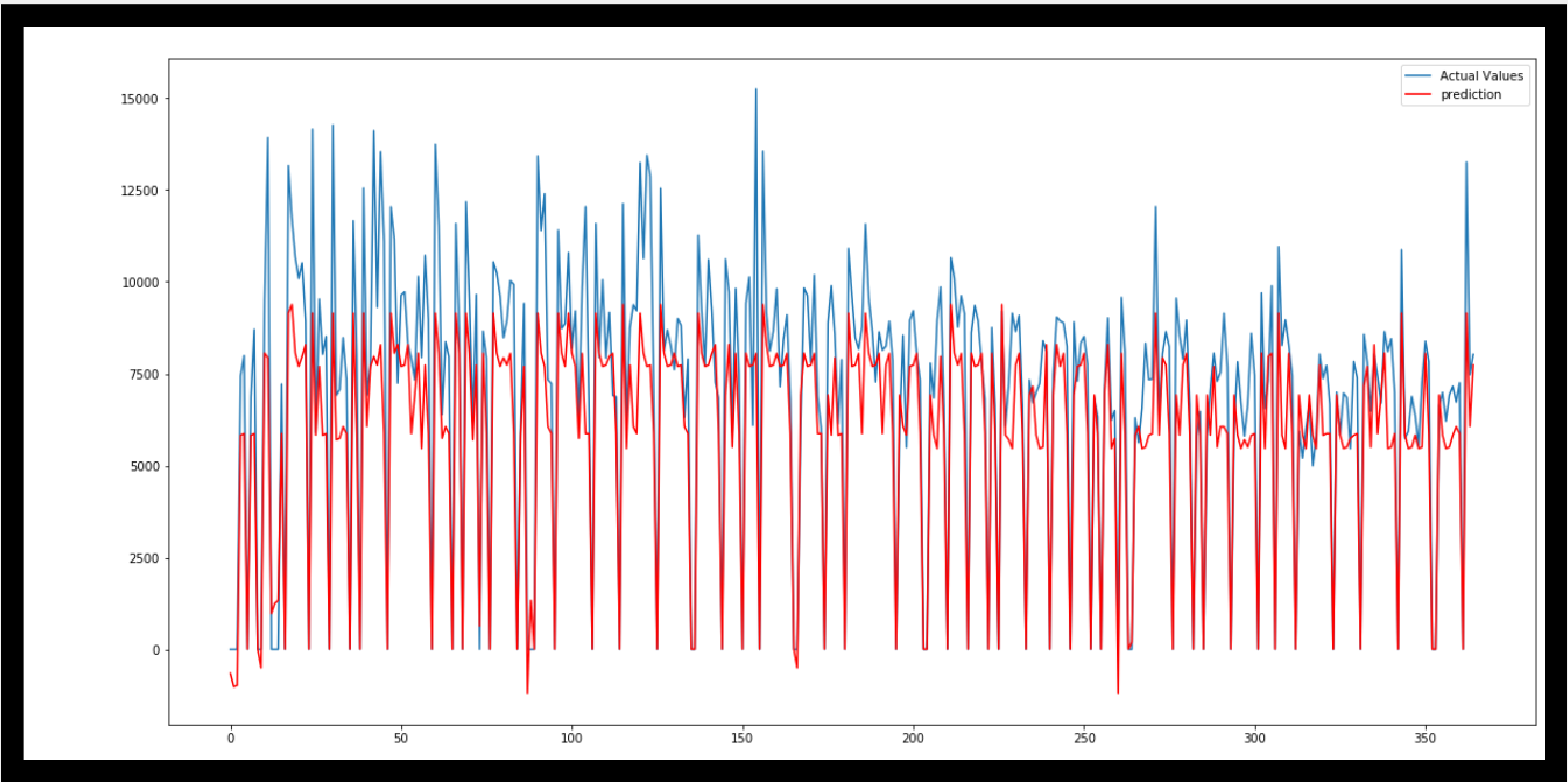
Currently most of the organizations are facing the problem of managing their sales hence leaving them with the problem of under and over stocking.



Model used:

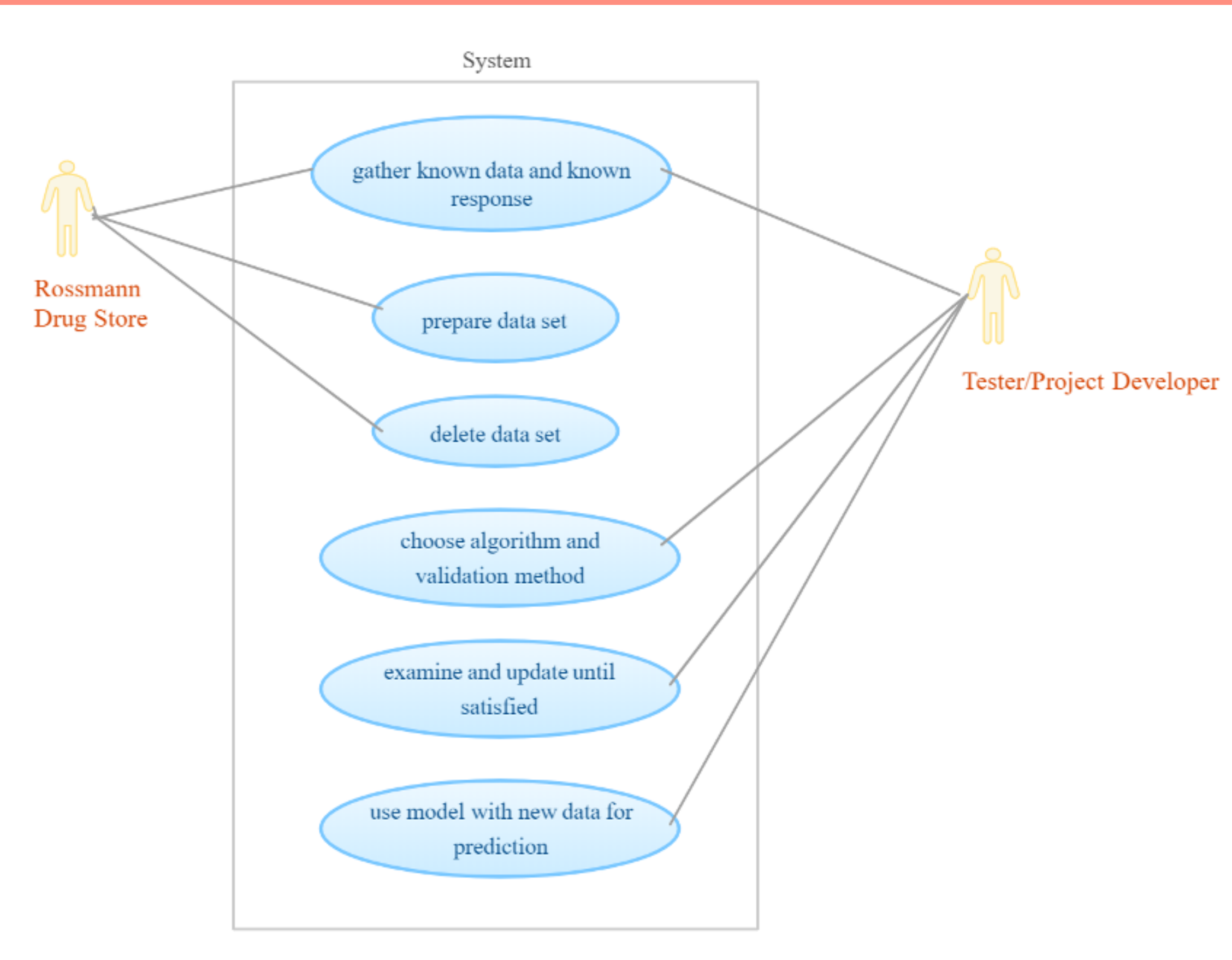
- Linear regression Model
- Extreme Gradient Boosting (XgBoost)

Sales forecast for Rossmann drug store



Results:

- When Linear regression is applied the accuracy of prediction attained is 55%.
- When Extreme Gradient Boosting (XGboost) is applied we get an rmspe of 0.109785.



IMPACT ON INDUSTRY :

- The projects usability is the biggest factor as it will directly effect the business growth.
- It also helps marketing people in creating marketing strategies accordingly.