

# Activity-3

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Date

Sales

2015-01-01	100	}	Season-1
2015-02-01	120		
2015-03-01	130		
2015-04-01	140	}	Season-2
2015-05-01	135		
2015-06-01	150		
2015-07-01	145	}	Season-3
2015-08-01	160		
2015-09-01	155		
2015-10-01	170	}	Season-4
2015-11-01	180		
2015-12-01	200		
2016-01-01	205	}	Season-5
2016-02-01	190		
2016-03-01	215		
2016-04-01	220	}	Season-6
2016-05-01	225		
2016-06-01	240		
2016-07-01	245	}	Season-7
2016-08-01	250		
2016-09-01	260		
2016-10-01	270	}	Season-8
2016-11-01	280		
2016-12-01	290		



- 1) Identify the trends (increasing / decreasing)
- 2) Discuss anything you noticed such as. raise or fall on any specific day.
- 3) Forecast for next year sales.
- 4) Analyse the data season while (consider a year has 4 season) plot a graph season after.

1) In the 2015 the sales are increasing but there are some downfall, but later in 2016 the sales peaked, sales continue to increase gradually.

2) only in the months like may, july, september of 2015 and february of 2016 a small downfall is there but a side that the sales are on a raise

3) forecasting the next year sales according to the previous year.

<u>Date</u>	<u>Sales (Predicted)</u>
2017-01-01	300
2017-02-01	305
2017-03-01	310
2017-04-01	320
2017-05-01	315
2017-06-01	330
2017-07-01	340
2017-08-01	350
2017-09-01	360
2017-10-01	370
2017-11-01	365
2017-12-01	390



#### 4) Scale (vs. season wise trends) and graph

