1. **Overview of the Report**

The objective of this project is to analyze historical sales data from the existing product sales Dataset and then make a prediction of the sales volume for the new product types.

1. **Data**

There were two datasets

|  |  |
| --- | --- |
| * ExistingProductattributes2017 with 80 objectives | * NewProductattributes2017 with 24 objectives |
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1. **Analysis**

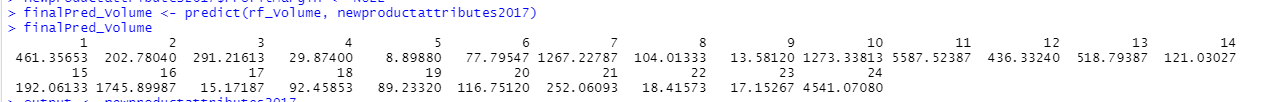
**The Algorithms I have used to do the analysis were**

|  |  |  |
| --- | --- | --- |
| **SVM** | **Random Forest** | **GBM** |
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* **The Prediction for the volume of the new product sales are**

|  |  |
| --- | --- |
| * **Random Forest** |  |
| * **SVM** |  |
| * **GBM** | **Table  Description automatically generated** |

* **I select the Random Forest prediction because the RMSE is the highest(668.07, Rsquared 0.78) when compared with the other two models. And below it the /final Prediction for the new Product Sales volume.**



* + A chart that displays the impact of customer and service reviews have on sales volume.

Sales volume with 5starCustomer Review Sales Volume with Negative Review