

IITK AIML Core: Applied Data Science with Python

Course End Project Name: **Sales Analysis**

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Package imports

```
In [1]: import numpy as np
import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sns
import calendar
import statistics
from scipy.stats.mstats import winsorize

sns.set_theme()
```

Importing/reading the csv and load as dataframe

```
In [2]: aal_sales_df = pd.read_csv('AusApparalSales4thQrt2020.csv')
```

===== Data Wrangling =====

Finding the total number of rows in the imported dataframe

```
In [3]: # Using the len() we first find the length or the total number of rows of the dataframe
df_length = len(aal_sales_df)
df_length
```

```
Out[3]: 7560
```

Inspecting whether the csv data has been properly converted to dataframe, by checking the first and last 5 rows of the dataframe

```
In [4]: # First we check whether the csv has be loaded properly as dataframe by calling the head() and tail()
# Using the head() we check the first 5 rows of the dataframe
aal_sales_df.head()
```

```
Out[4]:
```

	Date	Time	State	Group	Unit	Sales
0	1-Oct-2020	Morning	WA	Kids	8	20000
1	1-Oct-2020	Morning	WA	Men	8	20000
2	1-Oct-2020	Morning	WA	Women	4	10000
3	1-Oct-2020	Morning	WA	Seniors	15	37500
4	1-Oct-2020	Afternoon	WA	Kids	3	7500

```
In [5]: # Using the tail() function we check the last 5 rows of the dataframe  
aal_sales_df.tail()
```

```
Out[5]:
```

	Date	Time	State	Group	Unit	Sales
7555	30-Dec-2020	Afternoon	TAS	Seniors	14	35000
7556	30-Dec-2020	Evening	TAS	Kids	15	37500
7557	30-Dec-2020	Evening	TAS	Men	15	37500
7558	30-Dec-2020	Evening	TAS	Women	11	27500
7559	30-Dec-2020	Evening	TAS	Seniors	13	32500

Checking for null or NaN values in all the columns of the data frame

```
In [6]: # Then we check for any null values in the data frame  
# Here we can use any of isna() or isnull() to check for any null or NaN values in the columns  
df_cols_null_info = aal_sales_df.isna().sum()  
  
columns_with_null = []  
  
# Looping through the df_null_info to find the column names that have null values  
for index, value in df_cols_null_info.items():  
    if value > 0:  
        columns_with_null.append(index)  
  
if len(columns_with_null) == 0 :  
    print(f'No columns of the dataframes have null or NaN values in {df_length} rows')  
else :  
    print('The following columns have null values in {df_length} rows\n')  
    for column in columns_with_null :  
        print(f'{column} has {df_cols_null_info[column]} null or NaN value(s)')
```

No columns of the dataframes have null or NaN values in 7560 rows

Here we can see that the dataframe contains no missing values (null or NaN) value for any of the columns

- Handling missing data is crucial for maintaining data integrity. Various approaches include **imputation** (replacing missing values with estimated values), **using default values** for missing values, or the removal of records with missing values.
- For replacing the missing values with either imputed or default values can be done by using **fillna()** method, or the records with the missing values can be dropped using **dropna()** method
- Either of the two approaches is dependent on the requirement of the analysis

Checking for any duplicate rows in the dataframe

```
In [7]: duplicate_row_count = aal_sales_df.duplicated().sum()  
  
if duplicate_row_count == 0 :  
    print(f'No duplicate row found in the dataframe in {df_length} rows')  
else :  
    print(f'There are {duplicate_row_count} row(s) found in {df_length} of the dataframe')  
  
print('\n')  
  
# Also display the duplicate rows in the actual dataframe  
aal_sales_df[aal_sales_df.duplicated() == True]
```

```
No duplicate row found in the dataframe in 7560 rows
```

```
Out[7]: Date Time State Group Unit Sales
```

Duplicates rows from the dataframe must be eliminated to ensure correct analysis results free from any anomalies. To remove the duplicate we can call the `drop_duplicates()` method on the dataframe.

Data Cleaning using Normalization on the dataframe

Creating new columns Week , Month , Quarter , Year from the "Date" column in the dataframe by converting it into datetime object

```
In [8]: # Converting the "Date" column to a datetime object for time-based analysis
aal_sales_df['Date'] = pd.to_datetime(aal_sales_df['Date'])

# Checking the datafreame to check the standardization of "Date" column to datetime object
aal_sales_df
```

```
Out[8]:
```

	Date	Time	State	Group	Unit	Sales
0	2020-10-01	Morning	WA	Kids	8	20000
1	2020-10-01	Morning	WA	Men	8	20000
2	2020-10-01	Morning	WA	Women	4	10000
3	2020-10-01	Morning	WA	Seniors	15	37500
4	2020-10-01	Afternoon	WA	Kids	3	7500
...
7555	2020-12-30	Afternoon	TAS	Seniors	14	35000
7556	2020-12-30	Evening	TAS	Kids	15	37500
7557	2020-12-30	Evening	TAS	Men	15	37500
7558	2020-12-30	Evening	TAS	Women	11	27500
7559	2020-12-30	Evening	TAS	Seniors	13	32500

7560 rows × 6 columns

Creating new columns for Week, Month, Quarter and Year for future time-based analysis and aggregation functions

```
In [9]: aal_sales_df['Week'] = aal_sales_df['Date'].dt.isocalendar().week
aal_sales_df['Month'] = aal_sales_df['Date'].dt.month
aal_sales_df['Quarter'] = aal_sales_df['Date'].dt.quarter
aal_sales_df['Year'] = aal_sales_df['Date'].dt.year

# Checking the datafreame to check the added columns "Week", "Month", "Quarter" and "Year" for time-based analysis
aal_sales_df
```

Out[9]:

	Date	Time	State	Group	Unit	Sales	Week	Month	Quarter	Year
0	2020-10-01	Morning	WA	Kids	8	20000	40	10	4	2020
1	2020-10-01	Morning	WA	Men	8	20000	40	10	4	2020
2	2020-10-01	Morning	WA	Women	4	10000	40	10	4	2020
3	2020-10-01	Morning	WA	Seniors	15	37500	40	10	4	2020
4	2020-10-01	Afternoon	WA	Kids	3	7500	40	10	4	2020
...
7555	2020-12-30	Afternoon	TAS	Seniors	14	35000	53	12	4	2020
7556	2020-12-30	Evening	TAS	Kids	15	37500	53	12	4	2020
7557	2020-12-30	Evening	TAS	Men	15	37500	53	12	4	2020
7558	2020-12-30	Evening	TAS	Women	11	27500	53	12	4	2020
7559	2020-12-30	Evening	TAS	Seniors	13	32500	53	12	4	2020

7560 rows × 10 columns

Data Transformation using Normalized, Natural logarithmic and Square Root Transformation techniques

Normalization of the "Unit" and "Sales" columns using natural logarithmic transformation

```
In [10]: if 'Unit' in aal_sales_df.columns:

    # Normalize 'Unit' column (using min-max) and create a new feature 'Normalized_Unit'
    aal_sales_df['Normalized_Unit'] = (aal_sales_df['Unit'] - aal_sales_df['Unit'].min()) / (aal_sales_df['Unit'].max() - aal_sales_df['Unit'].min())

    # Use the natural logarithm on 'Unit' column and create a new feature 'Log_Unit'
    aal_sales_df['Log_Unit'] = aal_sales_df['Unit'].apply(lambda u: np.log(u))

    # Square Root 'Unit' column and create a new feature 'Sqrt_Unit'
    aal_sales_df['Sqrt_Unit'] = aal_sales_df['Unit'].apply(lambda x: np.sqrt(x))

if 'Sales' in aal_sales_df.columns:
    # Normalize 'Unit' column (using min-max) and create a new feature 'Normalized_Sales'
    aal_sales_df['Normalized_Sales'] = (aal_sales_df['Sales'] - aal_sales_df['Sales'].min()) / (aal_sales_df['Sales'].max() - aal_sales_df['Sales'].min())

    # Use the natural logarithm on 'Sales' column and create a new feature 'Log_Sales'
    aal_sales_df['Log_Sales'] = aal_sales_df['Sales'].apply(lambda s: np.log(s))

    # Square Root 'Unit' column and create a new feature 'Sqrt_Sales'
    aal_sales_df['Sqrt_Sales'] = aal_sales_df['Sales'].apply(lambda x: np.sqrt(x))

# Checking the dataframe for the new added features
aal_sales_df
```

Out [10]:	Date	Time	State	Group	Unit	Sales	Week	Month	Quarter	Year	Normalized_Unit	Log_Unit	Sqrt_Unit	Normalized_Sales	Log_Sales	Sqrt_Sales
0	2020-10-01	Morning	WA	Kids	8	20000	40	10	4	2020	0.095238	2.079442	2.828427	0.095238	9.903488	141.421356
1	2020-10-01	Morning	WA	Men	8	20000	40	10	4	2020	0.095238	2.079442	2.828427	0.095238	9.903488	141.421356
2	2020-10-01	Morning	WA	Women	4	10000	40	10	4	2020	0.031746	1.386294	2.000000	0.031746	9.210340	100.000000
3	2020-10-01	Morning	WA	Seniors	15	37500	40	10	4	2020	0.206349	2.708050	3.872983	0.206349	10.532096	193.649167
4	2020-10-01	Afternoon	WA	Kids	3	7500	40	10	4	2020	0.015873	1.098612	1.732051	0.015873	8.922658	86.602540
...
7555	2020-12-30	Afternoon	TAS	Seniors	14	35000	53	12	4	2020	0.190476	2.639057	3.741657	0.190476	10.463103	187.082869
7556	2020-12-30	Evening	TAS	Kids	15	37500	53	12	4	2020	0.206349	2.708050	3.872983	0.206349	10.532096	193.649167
7557	2020-12-30	Evening	TAS	Men	15	37500	53	12	4	2020	0.206349	2.708050	3.872983	0.206349	10.532096	193.649167
7558	2020-12-30	Evening	TAS	Women	11	27500	53	12	4	2020	0.142857	2.397895	3.316625	0.142857	10.221941	165.831240
7559	2020-12-30	Evening	TAS	Seniors	13	32500	53	12	4	2020	0.174603	2.564949	3.605551	0.174603	10.388995	180.277564

7560 rows × 16 columns

Treating the Outliers (Winsorization)

Outliers can significantly impact analysis and modeling. Identifying and addressing outliers is crucial for maintaining the accuracy of results.

Winsorization: It is the transformation of statistics by limiting extreme values in the statistical data to reduce the effect of possibly spurious outliers.

In [11]: # Handling outliers by winsorizing

```
# Check if 'price' column exists in the DataFrame
if 'Sales' in aal_sales_df.columns:
    # Winsorizing the 'Sales' column with limits [0.05, 0.05], 95% accuracy
    lower_limit = 0.05
    upper_limit = 0.05
    aal_sales_df['Winsorized_Sales'] = winsorize(aal_sales_df['Sales'], limits=[lower_limit, upper_limit])

    # Displaying the DataFrame with the winsorized column
    print("The Dataframe Sales coulm has been winsorized")
else:
    print("The 'Sales' column does not exist in the DataFrame.")
```

aal_sales_df

The Dataframe Sales coulm has been winsorized

Median: The median is the middle number obtained by arranging the data in ascending or descending order.

- In datasets with an odd number of points, the median is the exact middle value.
- In datasets with an even number of points, the median is the average of the two central values.
- In both cases, the median is notably less sensitive to outliers and skewed data.

```
In [22]: sales_median = np.median(aal_sales_df['Sales'])
print(f'The median of the sales data for the data set is {round(sales_median, 2)}')
```

The median of the sales data for the data set is 35000.0

Mode: Mode is the most frequently occurring data point in the set.

- The mode is adaptable and applicable to both numerical and categorical data.
- The mode is sometimes misleading, potentially not reflecting the true center of a distribution.
- The mode is occasionally distant, representing the most frequent data points, which might be far from the actual central point.

```
In [23]: sales_mode = statistics.mode(aal_sales_df['Sales'])
sales_mode
print(f'The mode of the sales data for the data set is {sales_mode}')
```

The mode of the sales data for the data set is 22500

Standard Deviation: Standard Deviation (SD) is the most popular measure of dispersion. It measures the spread of data around the mean. It is defined as the square root of the sum of squares of the deviation around the mean divided by the number of observations.

```
In [24]: sales_std_dev = statistics.stdev(aal_sales_df['Sales'])
sales_std_dev
print(f'The standard deviation of the sales data for the data set is {round(sales_std_dev, 2)}')
```

The standard deviation of the sales data for the data set is 32253.51

Variance: Variance is defined as the average of the squared differences from the mean.

```
In [25]: sales_variance = statistics.variance(aal_sales_df['Sales'])
sales_variance
print(f'The variance of the sales data for the data set is {round(sales_variance, 2)}')
```

The variance of the sales data for the data set is 1040288710.18

Skewness:

- In a normal distribution, the graph appears as a classical, symmetrical **bell-shaped curve**. The mean, average, and mode or maximum point on the curve are equal, and the tails on either side of the curve are exact mirror images of each other.
- When a distribution is skewed to the left, the tail on the curve's left side is longer than the tail on the right side, and the mean is less than the mode. This situation is called negative skewness.
- When a distribution is skewed to the right, the tail on the curve's right side is longer than the tail on the left side, and the mean is greater than the mode. This situation is called positive skewness.

```
In [26]: from statsmodels.stats.stattools import medcouple
from statsmodels.stats.stattools import robust_skewness

sales_skewness = medcouple(aal_sales_df['Sales'])
print(f'The variance of the sales data for the data set is {sales_skewness}')
```

The variance of the sales data for the data set is 0.38461538461538464

Covariance: Covariance measures the relationship and dependency between two variables. Covariance gives the direction of the linear relationship between the two variables

```
In [27]: sales_unit_cov_df = aal_sales_df[['Sales', 'Unit']]
sales_unit_covariance = sales_unit_cov_df.cov().iloc[0, 1]
print(f'The covariance between the sales and the unit sold is {sales_unit_covariance}')
```

The covariance between the sales and the unit sold is 416115.48407378705

Correlation: Like Covariance, Correlation also measure the relationship and dependency between two variables. While covariance gives the direction of the linear relationship, correlation gives both direction and strength. Therefore, correlation is a function of covariance. Furthermore, correlation values are standardized, while covariance values are not.

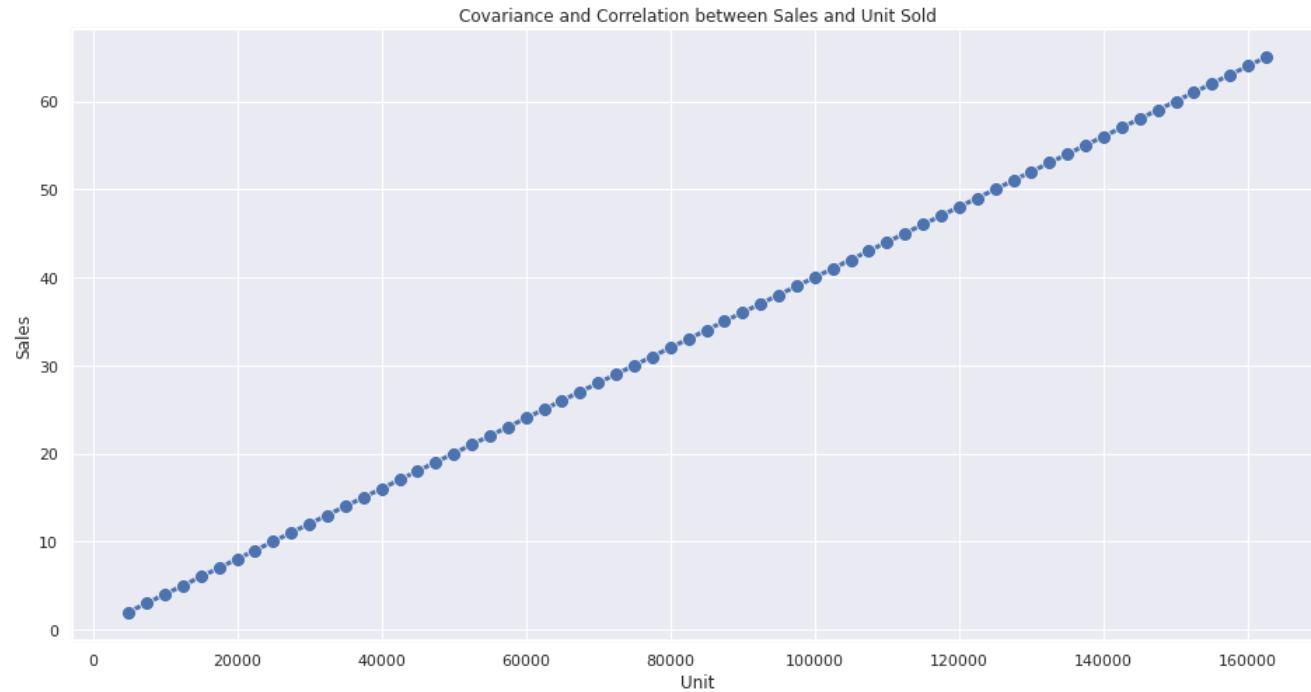
```
In [28]: sales_unit_cor_df = aal_sales_df[['Sales', 'Unit']]
sales_unit_covariance = sales_unit_cor_df.corr().iloc[0, 1]
print(f'The correlation between the sales and the unit sold is {sales_unit_covariance}')
```

The correlation between the sales and the unit sold is 0.9999999999999979

Deduction: The values of Covariance and Correlation indicates a perfect positive linear relationship between Sales and Unit ;as Unit increases, Sales also increases by a proportional amount and vice versa.

The following line graph represents the relationship between Sales and Unit

```
In [29]: sales_unit_df = aal_sales_df[['Sales', 'Unit']]
plt.figure(figsize=(16, 8))
sns.lineplot(x='Sales', y='Unit', data= sales_unit_df, marker='o', markersize=10, linewidth=3)
plt.title('Covariance and Correlation between Sales and Unit Sold')
plt.xlabel('Unit')
plt.ylabel('Sales')
plt.show()
```



Sales Analysis For Groups, States and Time of Day

Group-wise Total Sales

```
In [30]: # Using groupby() and sum() to find the total sales for each group
tot_sales_by_group = aal_sales_df.groupby('Group')['Sales'].sum()
tot_sales_by_group
```

```
Out[30]: Group
  Kids      85072500
  Men       85750000
 Seniors    84037500
 Women     85442500
Name: Sales, dtype: int64
```

```
In [31]: # Finding the Groups with the total highest and lowest sales
```

```
# Find the group with the highest sales
highest_sales_group = tot_sales_by_group.idxmax()
highest_group_sales_amount = tot_sales_by_group.max()

# Find the group with the lowest sales
lowest_sales_group = tot_sales_by_group.idxmin()
lowest_group_sales_amount = tot_sales_by_group.min()

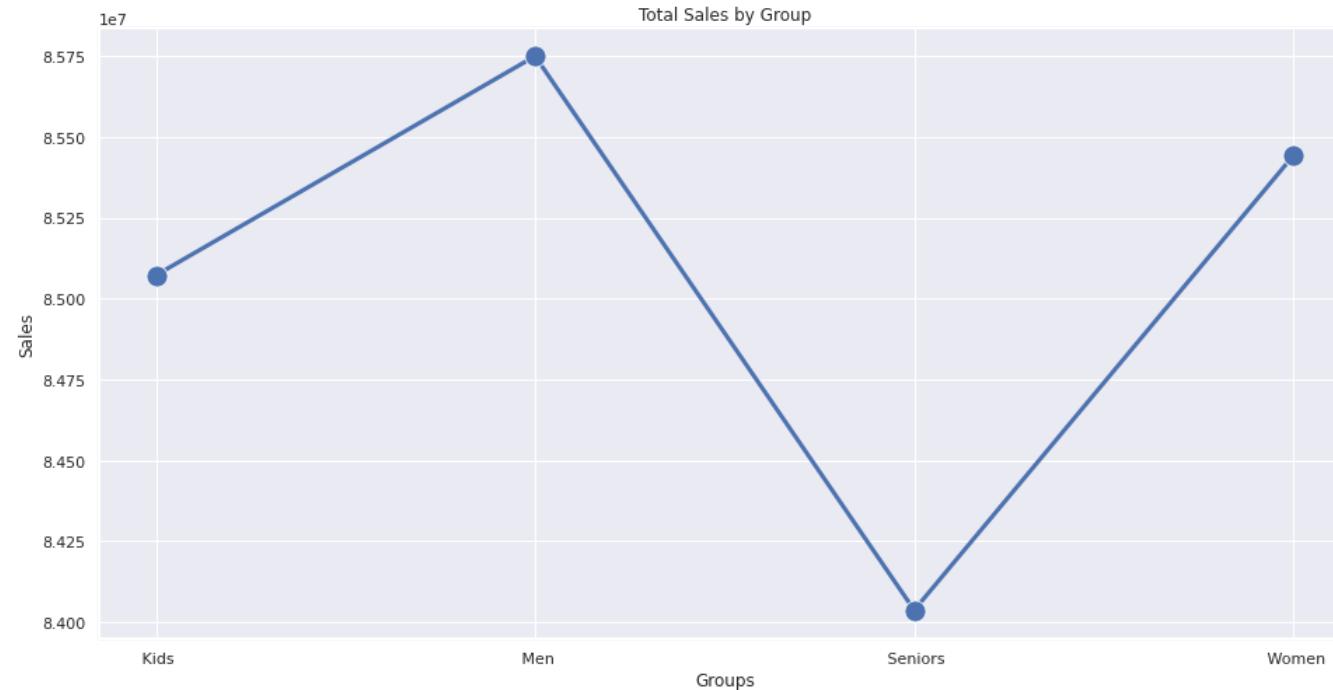
print(f"Group with highest total sales: {highest_sales_group}, Sales: {highest_group_sales_amount}")
print(f"Group with lowest total sales: {lowest_sales_group}, Sales: {lowest_group_sales_amount}")
```

```
Group with highest total sales: Men, Sales: 85750000
Group with lowest total sales: Seniors, Sales: 84037500
```

```
In [32]: # Plotting the total group-wise sales data on a seaborn plot
```

```
tot_sales_by_group_df = pd.DataFrame(tot_sales_by_group).reset_index()

plt.figure(figsize=(16, 8))
sns.lineplot(x='Group', y='Sales', data= tot_sales_by_group_df, marker='o', markersize=15, linewidth=3)
plt.title('Total Sales by Group')
plt.xlabel('Groups')
plt.ylabel('Sales')
plt.show()
```



Deduction: The above analysis shows that the Group **Men** has the highest total sales and the Group **Seniors** have the lowest total sales

Group-wise Average Sales

```
In [33]: # Using groupby() and mean() to find the average sales for each group
avg_sales_by_group = aal_sales_df.groupby('Group')['Sales'].mean()
avg_sales_by_group
```

```
Out[33]: Group
          Kids      45011.904762
          Men       45370.370370
         Seniors    44464.285714
         Women     45207.671958
Name: Sales, dtype: float64
```

```
In [34]: # Finding the Groups with the average highest and lowest sales
```

```
# Find the group with the highest sales
highest_avg_sales_group = avg_sales_by_group.idxmax()
highest_group_avg_sales_amount = round(avg_sales_by_group.max(),2)

# Find the group with the lowest sales
lowest_avg_sales_group = avg_sales_by_group.idxmin()
lowest_group_avg_sales_amount = round(avg_sales_by_group.min(),2)

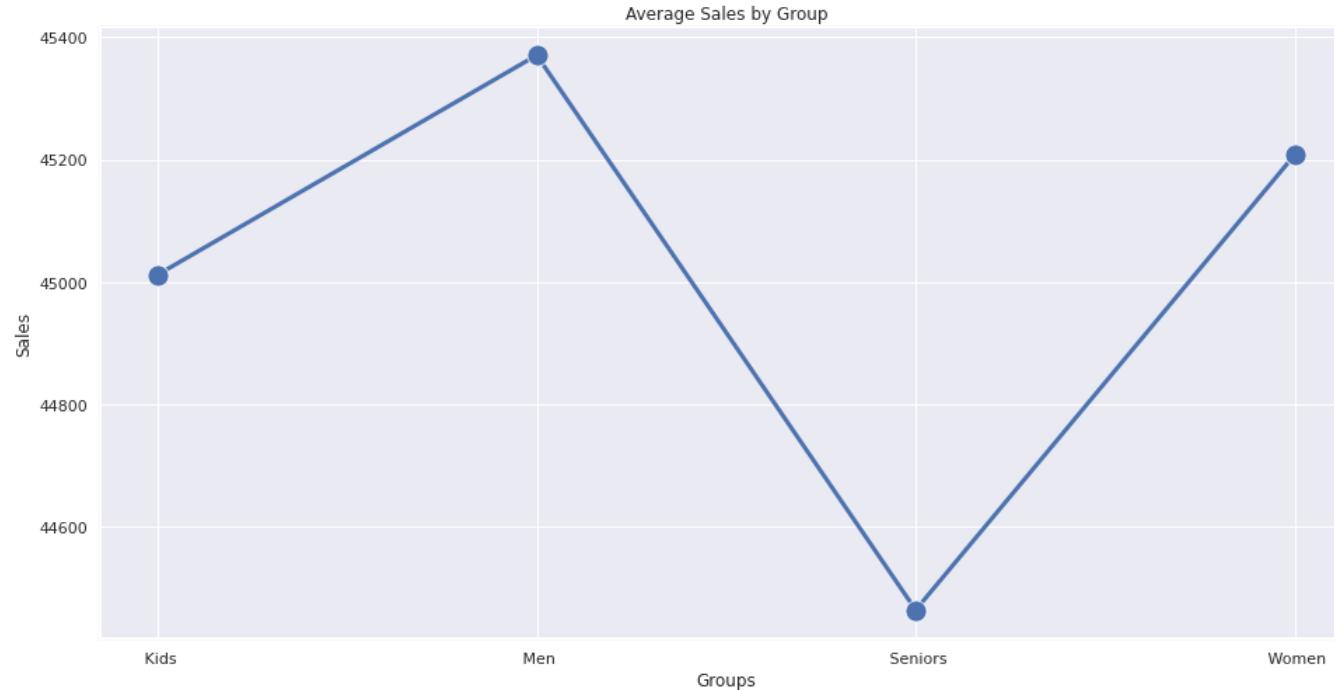
print(f"Group with highest average sales: {highest_avg_sales_group}, Sales: {highest_group_avg_sales_amount}")
print(f"Group with lowest average sales: {lowest_avg_sales_group}, Sales: {lowest_group_avg_sales_amount}")
```

```
Group with highest average sales: Men, Sales: 45370.37
```

```
Group with lowest average sales: Seniors, Sales: 44464.29
```

```
In [35]: # Plotting the average group-wise sales data on a seaborn plot
avg_sales_by_group_df = pd.DataFrame(avg_sales_by_group).reset_index()
```

```
plt.figure(figsize=(16, 8))
sns.lineplot(x='Group', y='Sales', data= avg_sales_by_group_df, marker='o', markersize=15, linewidth=3)
plt.title('Average Sales by Group')
plt.xlabel('Groups')
plt.ylabel('Sales')
plt.show()
```

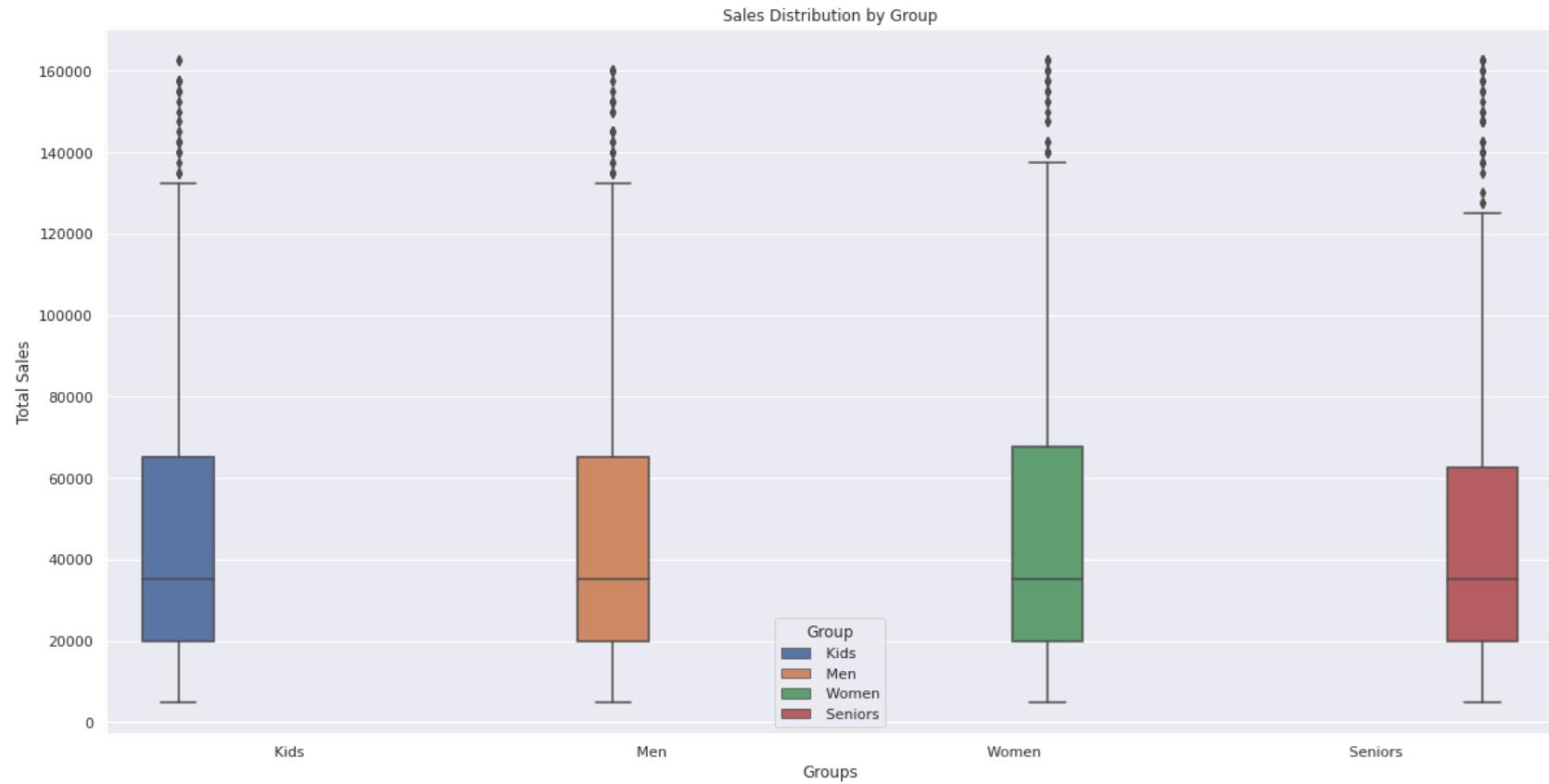


Deduction: The above analysis shows that the Group **Men** has the highest average sales and the Group **Seniors** have the lowest average sales

Group-wise Sales Distribution

```
In [36]: # Group-wise sales distributions showing the fluctuation in sales as outliers

plt.figure(figsize=(20, 10))
sns.boxplot(x='Group', y='Sales', data=aal_sales_df, hue='Group')
plt.title('Sales Distribution by Group')
plt.xlabel('Groups')
plt.ylabel('Total Sales')
plt.show()
```



Group-wise outliers count for the above boxplot distribution

```
In [37]: # Finding the outliers in the above Group-wise Sales box-plot distribution
outliers_group_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', 'Group').groupby('Group')[['Sales']].agg(['min', 'max', 'count'])
if len(outliers_group_sales) > 0 :
    print("\nOutliers for Sales by Group:\n", outliers_group_sales)
else :
    print("\nNo Outliers for Sales by Group")
```

Outliers for Sales by Group:

	min	max	count
Group			
Kids	135000	162500	25
Men	135000	160000	30
Seniors	127500	162500	39
Women	140000	162500	27

Deduction: The above analysis shows that all the Groups have outliers data for Sales with the Group **Seniors** having the highest outliers count and the Group **Kids** having the lowest outliers count.

State-wise Total Sales

```
In [38]: # Using groupby() and sum() to find the total sales for each state  
tot_sales_by_state = aal_sales_df.groupby('State')['Sales'].sum()  
tot_sales_by_state
```

```
Out[38]: State  
NSW    74970000  
NT     22580000  
QLD    33417500  
SA     58857500  
TAS    22760000  
VIC    105565000  
WA     22152500  
Name: Sales, dtype: int64
```

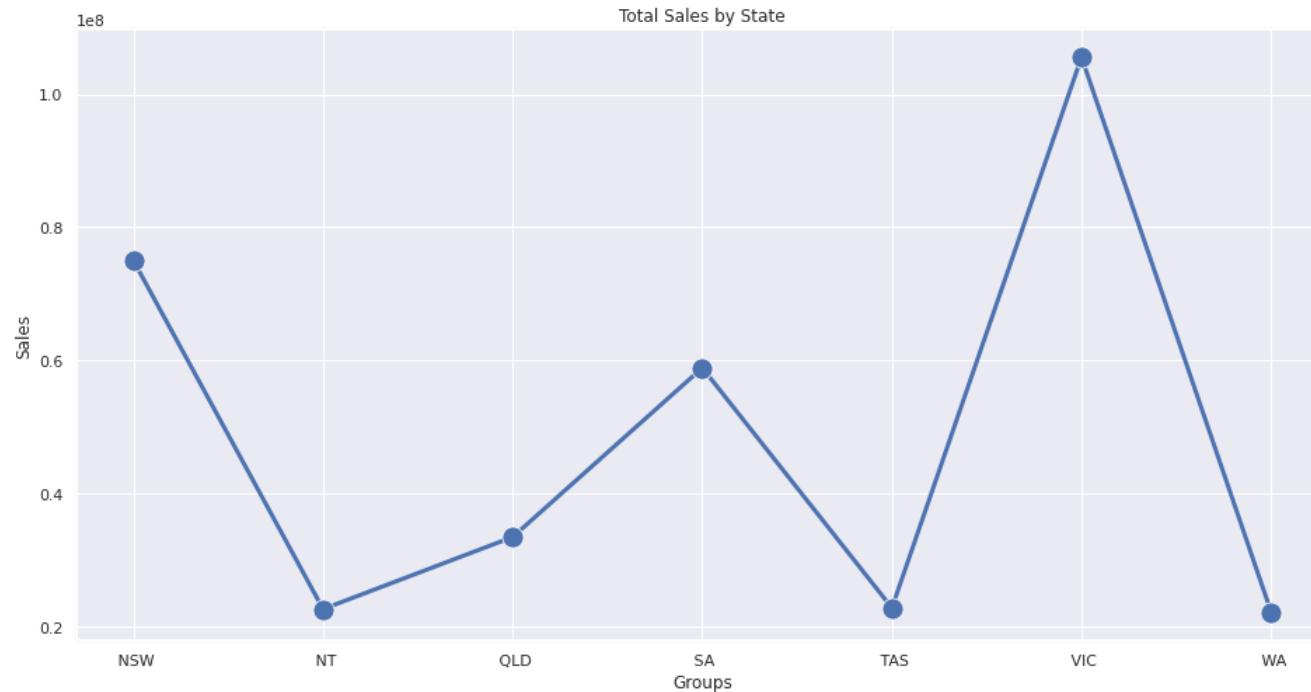
```
In [39]: # Finding the States with the highest and lowest total sales
```

```
# Find the state with the highest sales  
highest_sales_state = tot_sales_by_state.idxmax()  
highest_state_sales_amount = tot_sales_by_state.max()  
  
# Find the state with the lowest sales  
lowest_sales_state = tot_sales_by_state.idxmin()  
lowest_state_sales_amount = tot_sales_by_state.min()  
  
print(f"State with highest total sales: {highest_sales_state}, Sales: {highest_state_sales_amount}")  
print(f"State with lowest total sales: {lowest_sales_state}, Sales: {lowest_state_sales_amount}")
```

```
State with highest total sales: VIC, Sales: 105565000  
State with lowest total sales: WA, Sales: 22152500
```

```
In [40]: # Plotting the total state-wise sales data on a seaborn plot
```

```
tot_sales_by_state_df = pd.DataFrame(tot_sales_by_state).reset_index()  
  
plt.figure(figsize=(16, 8))  
sns.lineplot(x='State', y='Sales', data= tot_sales_by_state_df, marker='o', markersize=15, linewidth=3)  
plt.title('Total Sales by State')  
plt.xlabel('Groups')  
plt.ylabel('Sales')  
plt.show()
```



Deduction:

- The above analysis shows the State **VIC** has the highest total sales and the State **WA** has the lowest total sales.
- It is also seen that the total sales of **VIC** is considerably higher than all the other states.
- There are some other states like **NT** and **TAS** where the total sales are also significantly lower and is close to that of **WA**, having the lowest total sales of all.

```
In [41]: # Using groupby() and sum() to find the average sales for each state
avg_sales_by_state = aal_sales_df.groupby('State')['Sales'].mean()
avg_sales_by_state
```

```
Out[41]: State
NSW    69416.666667
NT     20907.407407
QLD    30942.129630
SA     54497.685185
TAS    21074.074074
VIC    97745.370370
WA     20511.574074
Name: Sales, dtype: float64
```

```
In [42]: # Finding the States with the highest and lowest average sales

# Find the state with the highest sales
highest_avg_sales_state = avg_sales_by_state.idxmax()
highest_state_avg_sales_amount = round(avg_sales_by_state.max(),2)

# Find the state with the lowest sales
lowest_avg_sales_state = avg_sales_by_state.idxmin()
lowest_state_avg_sales_amount = round(avg_sales_by_state.min(),2)

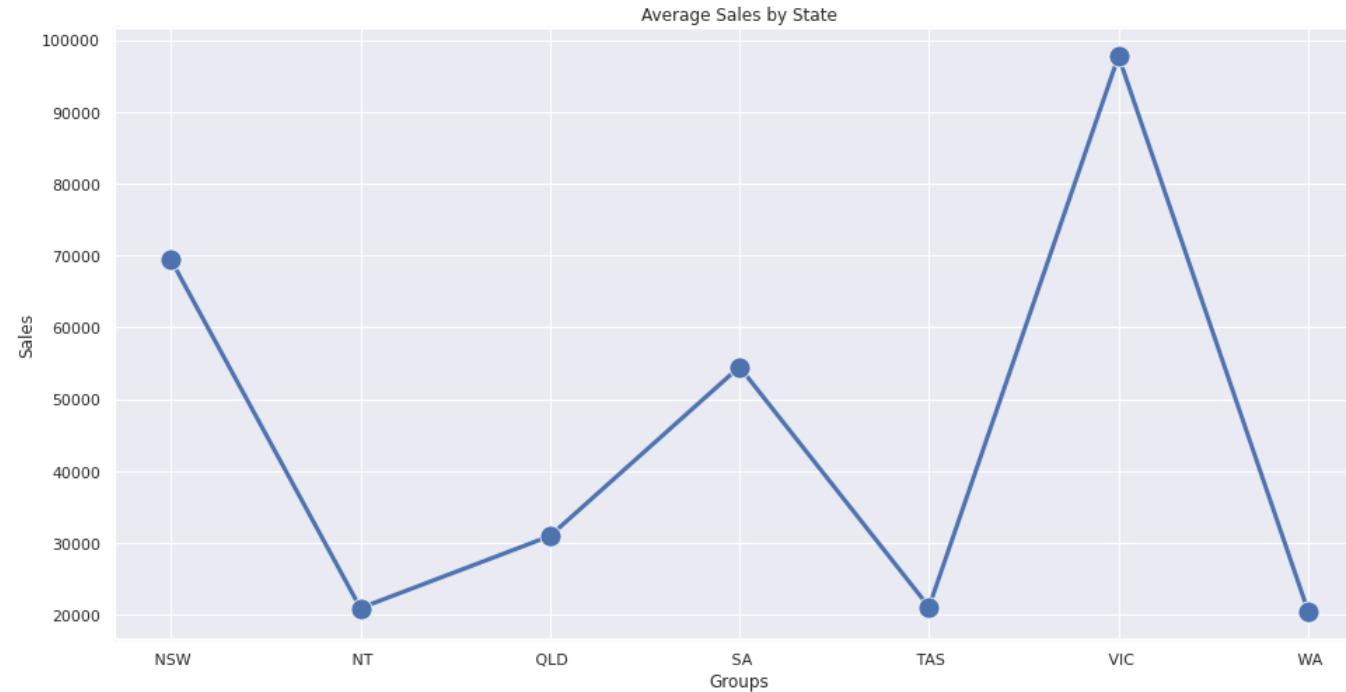
print(f"State with highest average sales: {highest_avg_sales_state}, Sales: {highest_state_avg_sales_amount}")
print(f"State with lowest average sales: {lowest_avg_sales_state}, Sales: {lowest_state_avg_sales_amount}")

State with highest average sales: VIC, Sales: 97745.37
State with lowest average sales: WA, Sales: 20511.57
```

```
In [43]: # Plotting the average state-wise sales data on a seaborn plot
```

```
avg_sales_by_state_df = pd.DataFrame(avg_sales_by_state).reset_index()

plt.figure(figsize=(16, 8))
sns.lineplot(x='State', y='Sales', data= avg_sales_by_state_df, marker='o', markersize=15, linewidth=3)
plt.title('Average Sales by State')
plt.xlabel('Groups')
plt.ylabel('Sales')
plt.show()
```



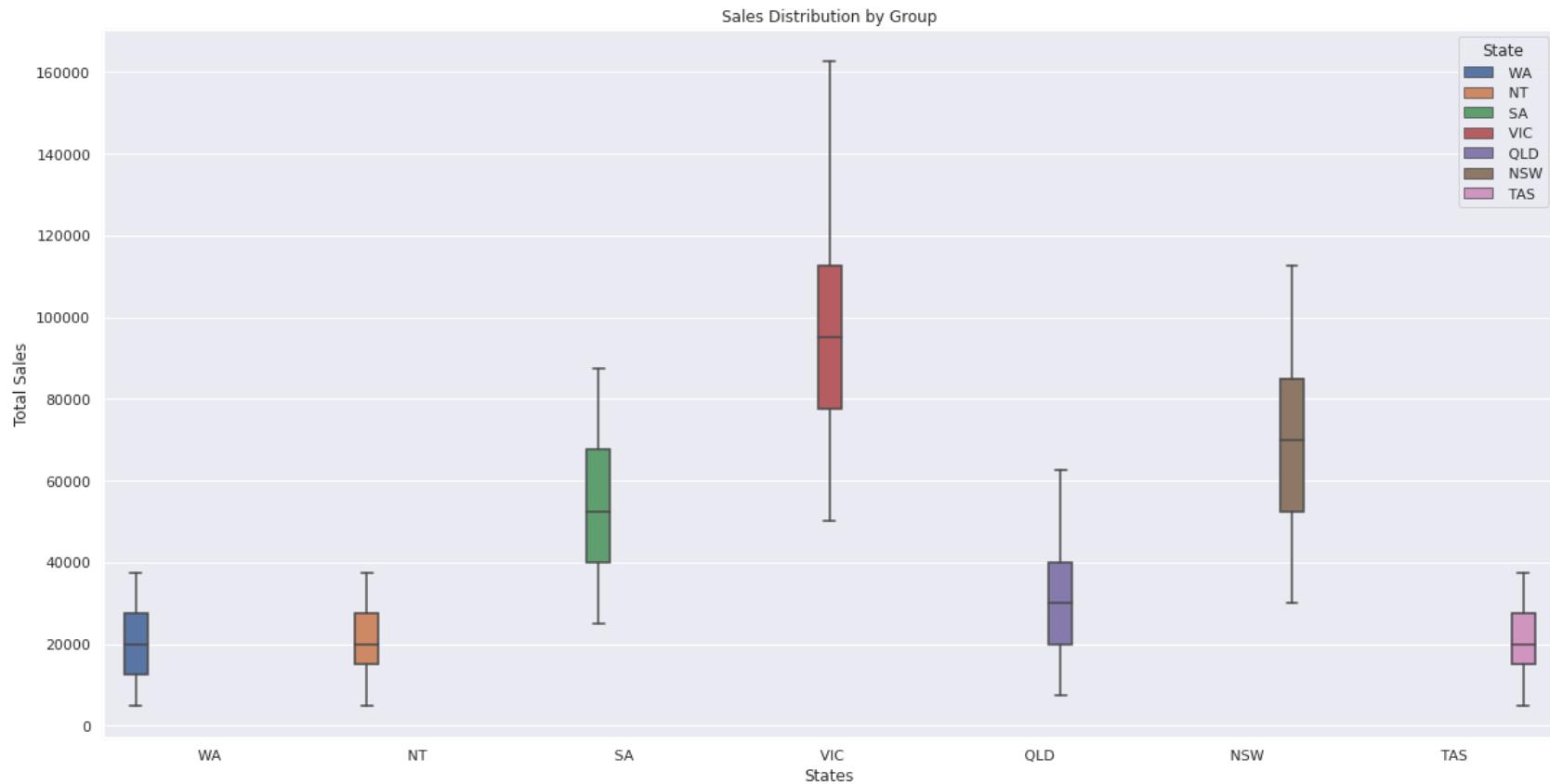
Deduction:

- The above analysis shows the State **VIC** has the highest average sales and the State **WA** has the lowest average sales.
- It is also seen that the average sales of **VIC** is considerably higher than all the other states.
- There are some other states like **NT** and **TAS** where the average sales are also significantly lower and is close to that of **WA**, having the lowest average sales of all.

State-wise Sales Distribution

```
In [44]: # State-wise sales distributions showing the fluctuation in sales as outliers
```

```
plt.figure(figsize=(20, 10))
sns.boxplot(x='State', y='Sales', data=aal_sales_df, hue='State')
plt.title('Sales Distribution by Group')
plt.xlabel('States')
plt.ylabel('Total Sales')
plt.show()
```



State-wise outliers count for the above boxplot distribution

```
In [45]: # Finding the outliers in the above State-wise Sales box-plot distribution
outliers_state_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', 'State').groupby('State')[['Sales']].agg(['min', 'max', 'count'])
if len(outliers_state_sales) > 0 :
    print("\nOutliers for Sales by State:\n", outliers_state_sales)
else :
    print("\nNo Outliers for Sales by State")
```

No Outliers for Sales by State

Deduction: There are no outlier data for the sales of any of the states

Total Time-wise Sales

```
In [46]: # Using groupby() and sum() to find the total sales for each Time of day
tot_sales_by_time = aal_sales_df.groupby('Time')['Sales'].sum()
tot_sales_by_time
```

```
Out[46]: Time
Afternoon    114007500
Evening      112087500
Morning      114207500
Name: Sales, dtype: int64
```

```
In [47]: # Finding the Time of the day with the highest and lowest total sales
```

```
# Find the time with the highest sales
highest_sales_time = tot_sales_by_time.idxmax()
highest_time_sales_amount = tot_sales_by_time.max()

# Find the time with the lowest sales
lowest_sales_time = tot_sales_by_time.idxmin()
lowest_time_sales_amount = tot_sales_by_time.min()

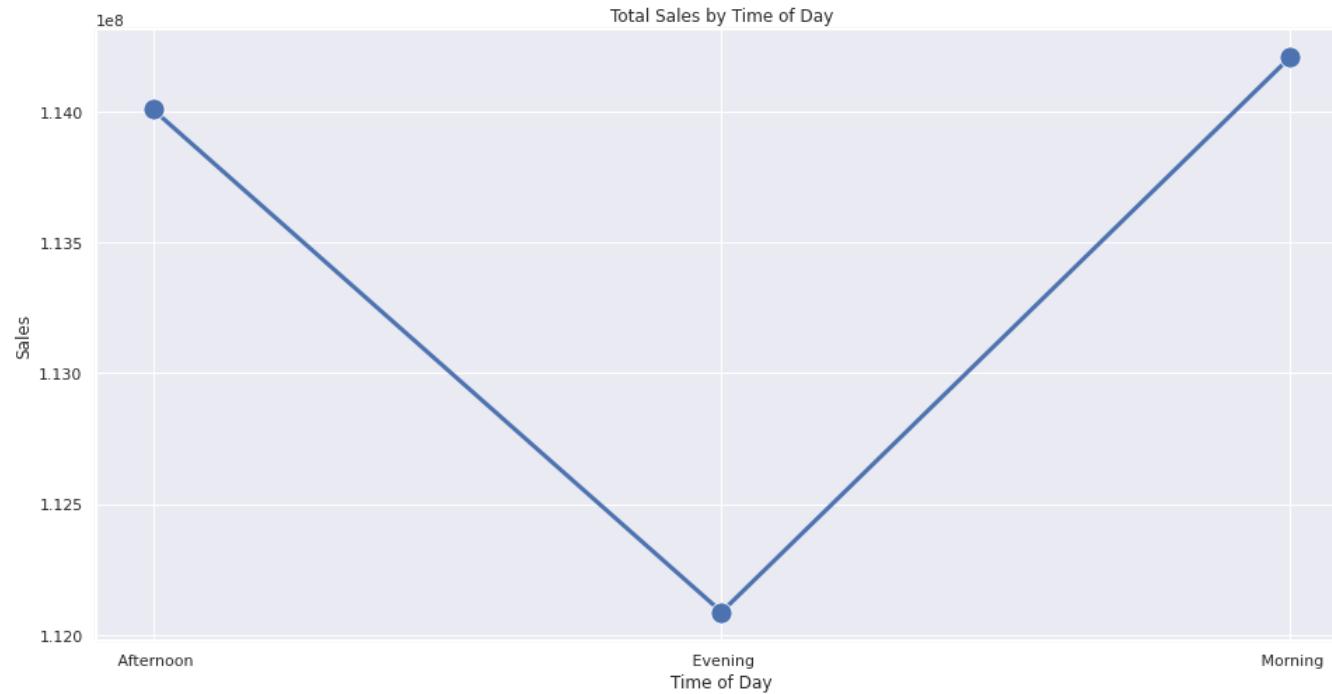
print(f"Time with highest total sales: {highest_sales_time}, Sales: {highest_time_sales_amount}")
print(f"Time with lowest total sales: {lowest_sales_time}, Sales: {lowest_time_sales_amount}")
```

Time with highest total sales: Morning, Sales: 114207500
Time with lowest total sales: Evening, Sales: 112087500

```
In [48]: # Plotting the total time-wise sales data on a seaborn plot
```

```
tot_sales_by_time_df = pd.DataFrame(tot_sales_by_time).reset_index()

plt.figure(figsize=(16, 8))
sns.lineplot(x='Time', y='Sales', data= tot_sales_by_time_df, marker='o', markersize=15, linewidth=3)
plt.title('Total Sales by Time of Day')
plt.xlabel('Time of Day')
plt.ylabel('Sales')
plt.show()
```



Deduction: The above analysis shows that **Morning** time has the highest total sales and **Evening** time have the lowest total sales

Average Time-wise Sales

```
In [49]: # Using groupby() and sum() to find the average sales for each Time of day
avg_sales_by_time = aal_sales_df.groupby('Time')['Sales'].mean()
avg_sales_by_time
```

```
Out[49]: Time
Afternoon    45241.071429
Evening      44479.166667
Morning      45320.436508
Name: Sales, dtype: float64
```

```
In [50]: # Finding the Time of the day with the highest and lowest average sales

# Find the time with the highest sales
highest_avg_sales_time = avg_sales_by_time.idxmax()
highest_time_avg_sales_amount = round(avg_sales_by_time.max(),2)

# Find the time with the lowest sales
lowest_avg_sales_time = avg_sales_by_time.idxmin()
lowest_time_avg_sales_amount = round(avg_sales_by_time.min(),2)

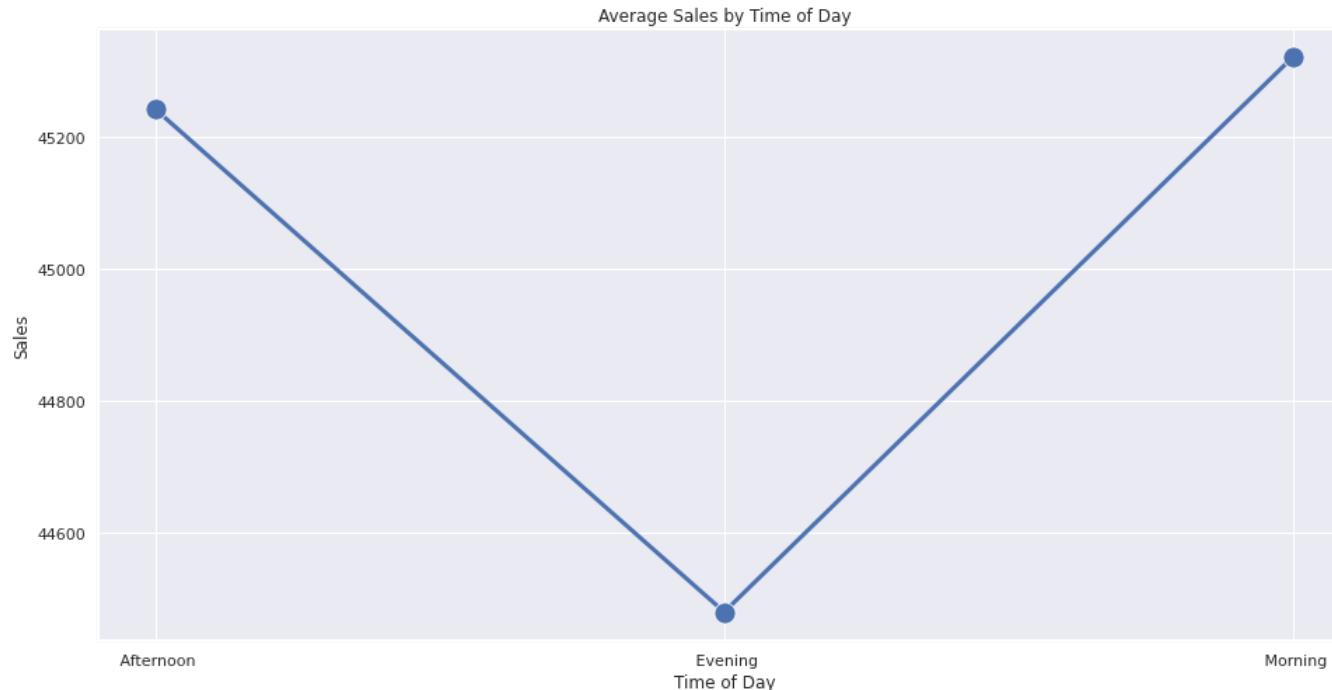
print(f"Time with highest average sales: {highest_avg_sales_time}, Sales: {highest_time_avg_sales_amount}")
print(f"Time with lowest average sales: {lowest_avg_sales_time}, Sales: {lowest_time_avg_sales_amount}")

Time with highest average sales: Morning, Sales: 45320.44
Time with lowest average sales: Evening, Sales: 44479.17
```

```
In [51]: # Plotting the average time-wise sales data on a seaborn plot

avg_sales_by_time_df = pd.DataFrame(avg_sales_by_time).reset_index()

plt.figure(figsize=(16, 8))
sns.lineplot(x='Time', y='Sales', data= avg_sales_by_time_df, marker='o', markersize=15, linewidth=3)
plt.title('Average Sales by Time of Day')
plt.xlabel('Time of Day')
plt.ylabel('Sales')
plt.show()
```

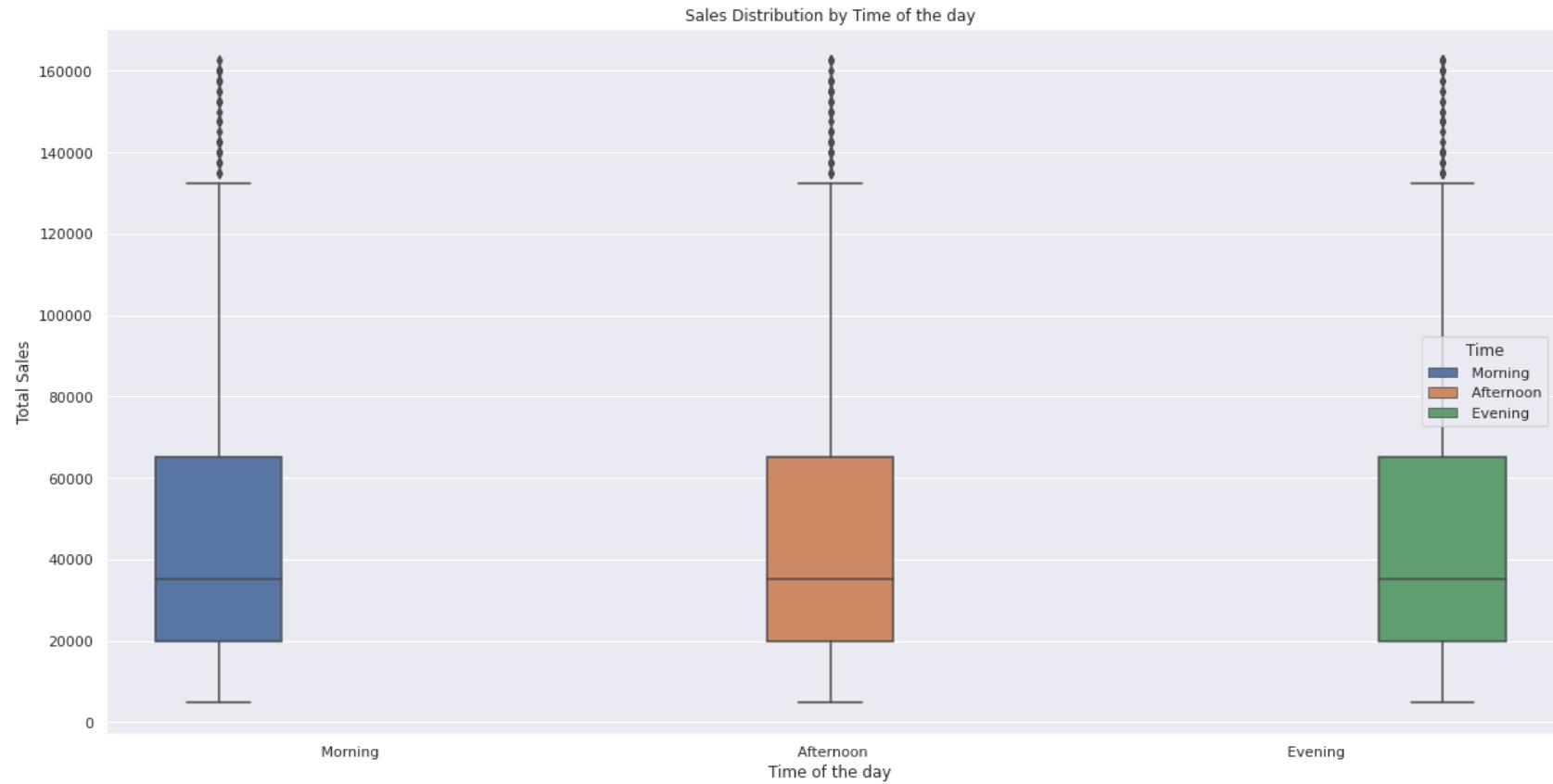


Deduction: The above analysis shows that **Morning** time has the highest average sales and **Evening** time have the lowest average sales

Time of the Day Sales Distribution

```
In [52]: # Time-of-the-day sales distributions showing the fluctuation in sales as outliers
```

```
plt.figure(figsize=(20, 10))
sns.boxplot(x='Time', y='Sales', data=aal_sales_df, hue='Time')
plt.title('Sales Distribution by Time of the day')
plt.xlabel('Time of the day')
plt.ylabel('Total Sales')
plt.show()
```



Time-wise outliers count for the above boxplot distribution

```
In [53]: # Finding the outliers in the above Time-wise Sales box-plot distribution
outliers_time_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', 'Time').groupby('Time')[['Sales']].agg(['min', 'max', 'count'])
if len(outliers_time_sales) > 0 :
    print("\nOutliers for Sales by Time of Day:\n", outliers_time_sales)
else :
    print("\nNo Outliers for Sales by Time of Day")
```

	min	max	count
Time			
Afternoon	135000	162500	46
Evening	135000	162500	40
Morning	135000	162500	37

Deduction: The above analysis shows that all the Time have outliers data for Sales with **Afternoon** having the highest outliers count, and **Morning** having the lowest outliers count.

Weekly Sales Analysis

Total Weekly Sales

```
In [54]: # Finding total weekly sales
sum_weekly_sales_df = aal_sales_df.groupby(['Year', 'Week'])['Sales'].sum().reset_index()
sum_weekly_sales_df
```

```
Out[54]:    Year  Week   Sales
0  2020    40  15045000
1  2020    41  27002500
2  2020    42  26640000
3  2020    43  26815000
4  2020    44  21807500
5  2020    45  20865000
6  2020    46  21172500
7  2020    47  21112500
8  2020    48  21477500
9  2020    49  29622500
10  2020   50  31525000
11  2020   51  31655000
12  2020   52  31770000
13  2020   53  13792500
```

```
In [55]: # Finding the min and max total weekly sales
if len(sum_weekly_sales_df) == 0 :
    print('No data found')
else :
    if len(sum_weekly_sales_df) > 0 :
        # Find the week with minimum sales
        min_tot_sales_week = sum_weekly_sales_df.iloc[sum_weekly_sales_df['Sales'].idxmin()]

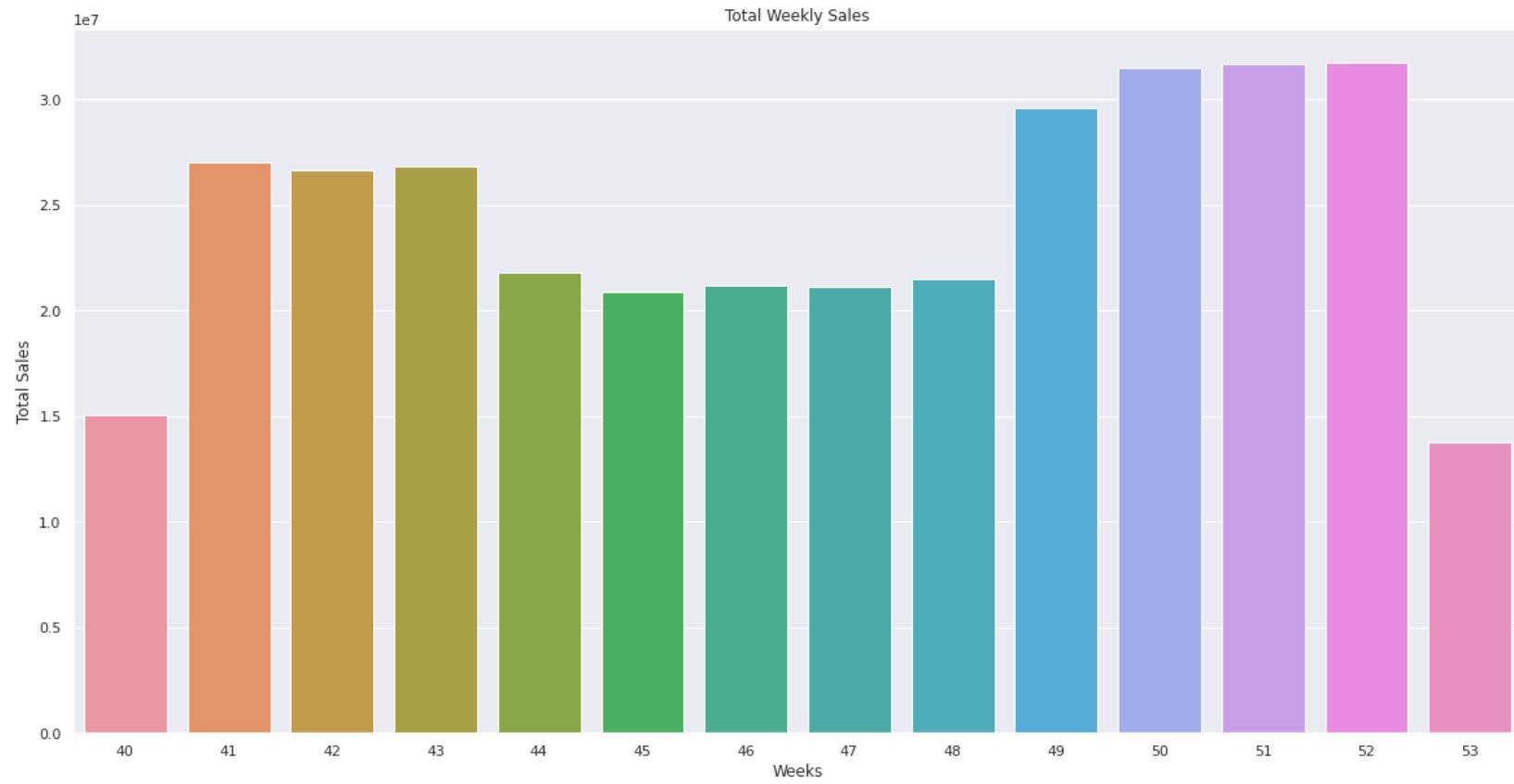
        print(f'Week: {round(min_tot_sales_week.Week)} of Year: {round(min_tot_sales_week.Year)} has the lowest total Sales of {min_tot_sales_week.Sales}')

        # Find the week with maximum sales
        max_tot_sales_week = sum_weekly_sales_df.iloc[sum_weekly_sales_df['Sales'].idxmax()]

        print(f'Week: {round(max_tot_sales_week.Week)} of Year: {round(max_tot_sales_week.Year)} has the highest total Sales of {max_tot_sales_week.Sales}')
    else :
        print("Week: {} of Year: {} has total Sales of {}".format(round(sum_weekly_sales_df.iloc[0]['Week']), round(sum_weekly_sales_df.iloc[0]['Year']), sum_w))

Week: 53 of Year: 2020 has the lowest total Sales of 13792500
Week: 52 of Year: 2020 has the highest total Sales of 31770000
```

```
In [56]: # Plotting the graph for total weekly sales
plt.figure(figsize=(20, 10))
sns.barplot(x='Week', y='Sales', data=sum_weekly_sales_df)
plt.title('Total Weekly Sales')
plt.xlabel('Weeks')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above weekly sales analysis shows that **Week 52** has the highest total sales and **Week 53** has the lowest total sales. However, it is also visible from the above plot that **Week 49**, **Week 50** and **Week 51** have also seen higher weekly total sales.

Average Weekly Sales

```
In [57]: # Finding the average weekly sales
avg_weekly_sales_df = aal_sales_df.groupby(['Year', 'Week'])['Sales'].mean().reset_index()
avg_weekly_sales_df['Sales'] = round(avg_weekly_sales_df['Sales'], 2)
avg_weekly_sales_df
```

```
Out[57]:
```

	Year	Week	Sales
0	2020	40	44776.79
1	2020	41	45922.62
2	2020	42	45306.12
3	2020	43	45603.74
4	2020	44	43268.85
5	2020	45	35484.69
6	2020	46	36007.65
7	2020	47	35905.61
8	2020	48	36526.36
9	2020	49	50378.40
10	2020	50	53613.95
11	2020	51	53835.03
12	2020	52	54030.61
13	2020	53	54732.14

```
In [58]: # Finding the min and max average weekly sales
if len(avg_weekly_sales_df) == 0 :
    print('No data found')
else :
    if len(avg_weekly_sales_df) > 0 :
        # Find the week with minimum sales
        min_avg_sales_week = avg_weekly_sales_df.iloc[avg_weekly_sales_df['Sales'].idxmin()]

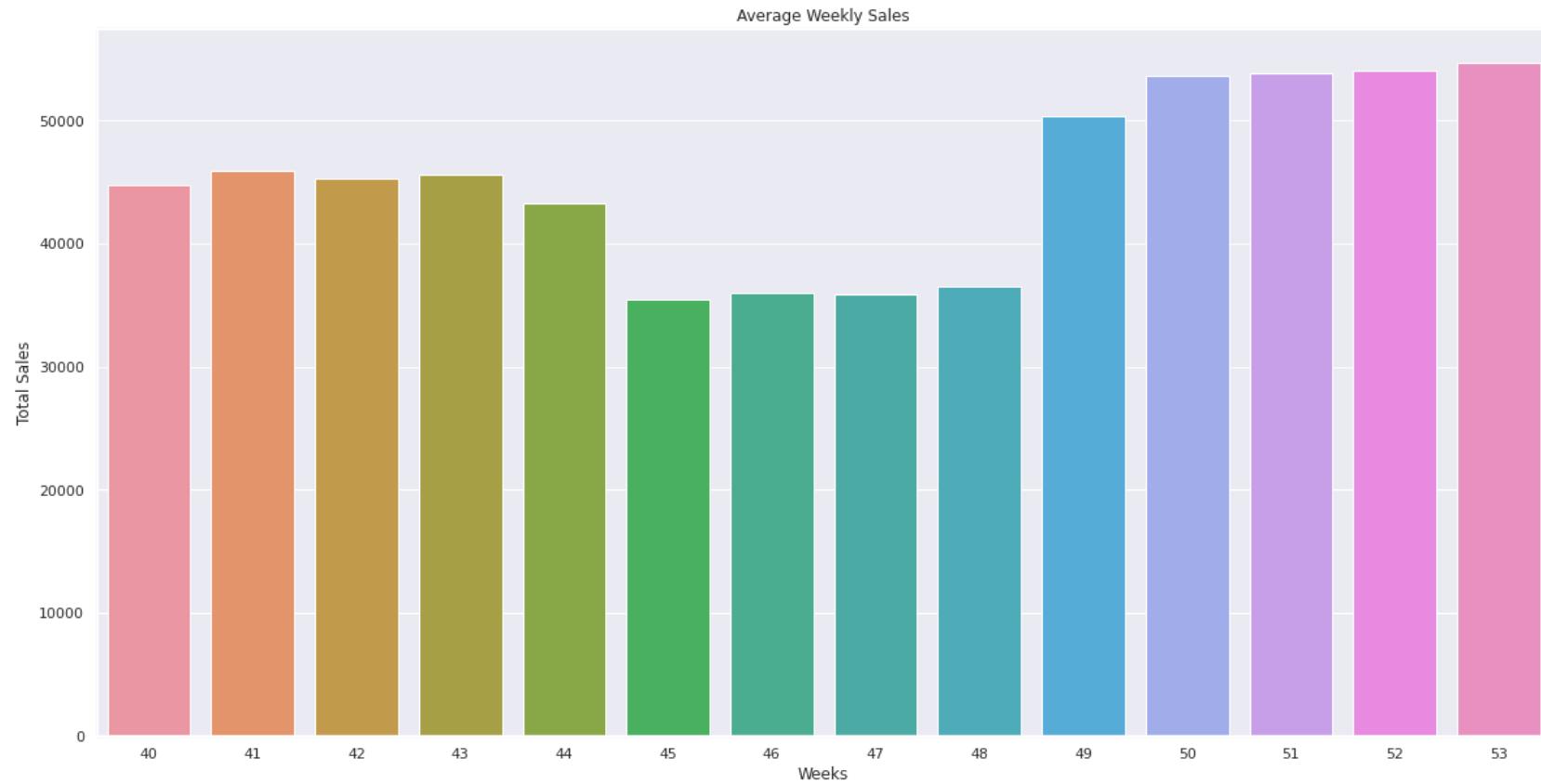
        print(f'Week: {round(min_avg_sales_week.Week)} of Year: {round(min_avg_sales_week.Year)} has the lowest total Sales of {min_avg_sales_week.Sales}')

        # Find the week with maximum sales
        max_avg_sales_week = avg_weekly_sales_df.iloc[avg_weekly_sales_df['Sales'].idxmax()]

        print(f'Week: {round(max_avg_sales_week.Week)} of Year: {round(max_avg_sales_week.Year)} has the highest total Sales of {max_avg_sales_week.Sales}')
    else :
        print("Week: {} of Year: {} has total Sales of {}".format(round(avg_weekly_sales_df.iloc[0]['Week']), round(avg_weekly_sales_df.iloc[0]['Year']), avg_w))

Week: 45 of Year: 2020 has the lowest total Sales of 35484.69
Week: 53 of Year: 2020 has the highest total Sales of 54732.14
```

```
In [59]: # Plotting the graph for average weekly sales
plt.figure(figsize=(20, 10))
sns.barplot(x='Week', y='Sales', data=avg_weekly_sales_df)
plt.title('Average Weekly Sales')
plt.xlabel('Weeks')
plt.ylabel('Total Sales')
plt.show()
```

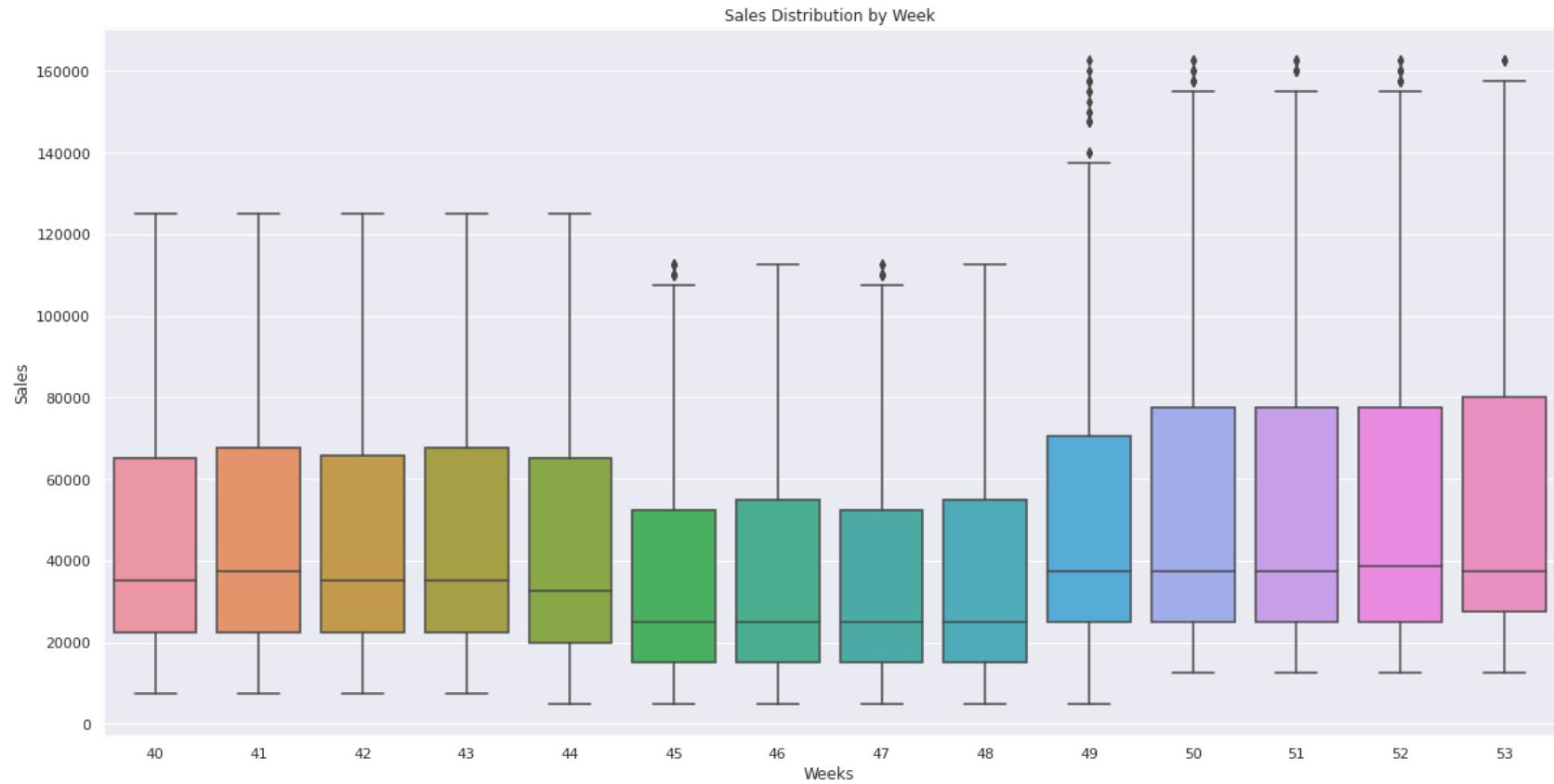


Deduction: The above weekly sales analysis shows that **Week 53** has the highest average sales and **Week 45** has the lowest average sales.

- It is also visible from the above plot that **Week 49**, **Week 50**, **Week 51** and **Week 52** have also seen higher weekly average sales.
- Another information revealed that, although **Week 53** has the lowest **Total Week Sales**, but it has the highest **Average Weekly Sales**

Weekly Sales Distribution

```
In [68]: # Weekly sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Week', y='Sales', data=aal_sales_df)
plt.title('Sales Distribution by Week')
plt.xlabel('Weeks')
plt.ylabel('Sales')
plt.show()
```



Weekly sales outliers count for the above boxplot distribution

```
In [61]: # Finding the outliers in the above Weekly Sales box-plot distribution
outliers_week_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', 'Week').groupby('Week')[['Sales']].agg(['min', 'max', 'count'])
if len(outliers_week_sales) > 0 :
    print("\nWeeks with Outliers for Weekly Sales:\n", outliers_week_sales)
else :
    print("\nNo Outliers for Weekly Sales")
```

Weeks with Outliers for Weekly Sales:

	min	max	count
Week			
45	110000	112500	9
47	110000	112500	7
49	140000	162500	16
50	157500	162500	9
51	160000	162500	8
52	157500	162500	10
53	162500	162500	3

Deduction: The above Weekly Sales Analysis also reveals the presence of outliers data in the dataset. **Week 49** having the highest outliers and **Week 53** having the lowest outliers for Weekly Sales

Weekly Group-wise Total Sales

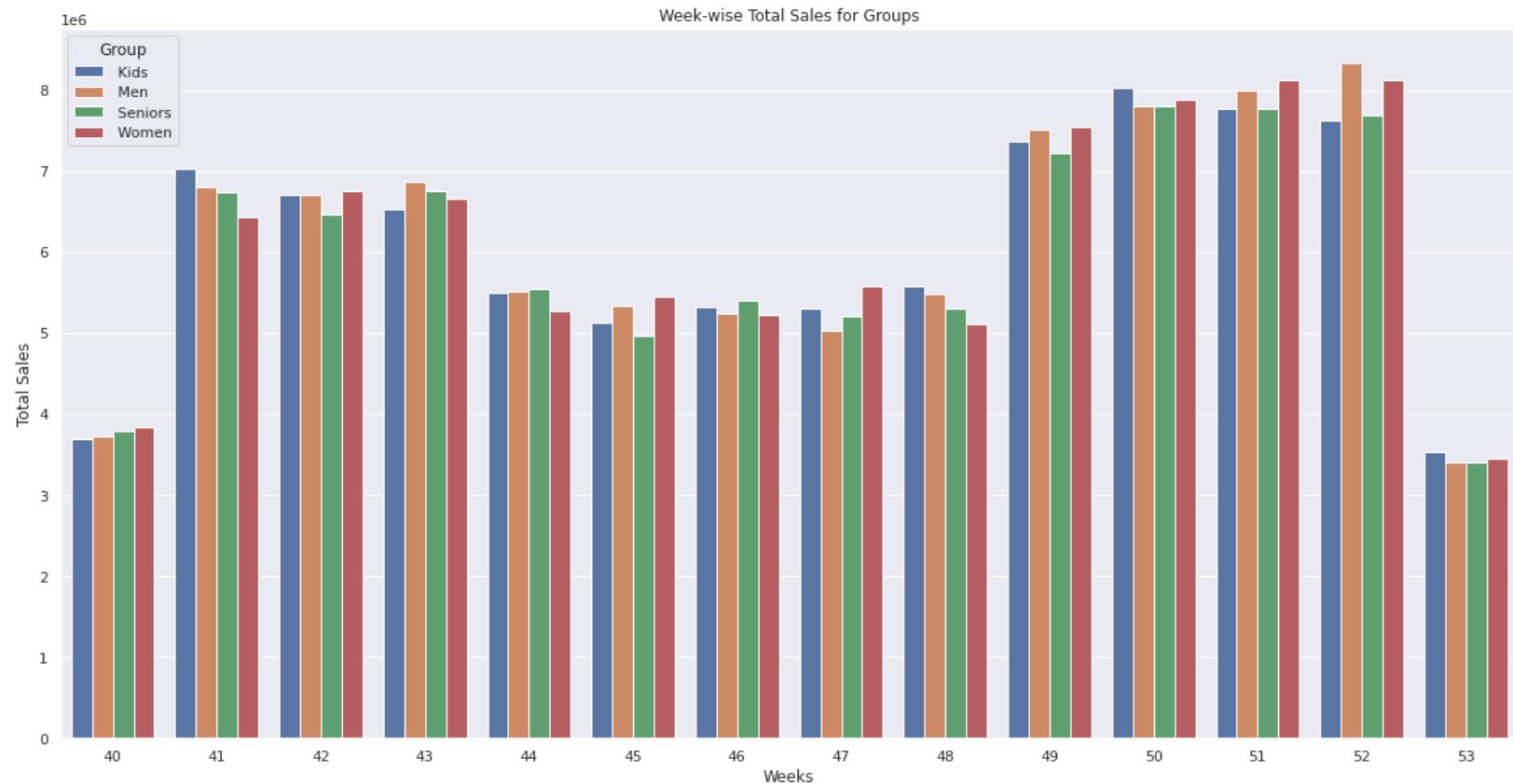
```
In [62]: # Grouping the data by 'Week' and 'Group' and sum the 'Sales'  
weekly_tot_sales_by_group = aal_sales_df.groupby(['Week', 'Group'])['Sales'].sum().reset_index()  
weekly_tot_sales_by_group
```

Out [62]:

	Week	Group	Sales
0	40	Kids	3690000
1	40	Men	3730000
2	40	Seniors	3782500
3	40	Women	3842500
4	41	Kids	7020000
5	41	Men	6807500
6	41	Seniors	6737500
7	41	Women	6437500
8	42	Kids	6707500
9	42	Men	6710000
10	42	Seniors	6470000
11	42	Women	6752500
12	43	Kids	6525000
13	43	Men	6872500
14	43	Seniors	6757500
15	43	Women	6660000
16	44	Kids	5490000
17	44	Men	5507500
18	44	Seniors	5540000
19	44	Women	5270000
20	45	Kids	5125000
21	45	Men	5335000
22	45	Seniors	4962500
23	45	Women	5442500
24	46	Kids	5315000
25	46	Men	5242500
26	46	Seniors	5397500
27	46	Women	5217500
28	47	Kids	5302500
29	47	Men	5025000
30	47	Seniors	5200000
31	47	Women	5585000
32	48	Kids	5577500
33	48	Men	5482500
34	48	Seniors	5302500
35	48	Women	5115000
36	49	Kids	7362500

	Week	Group	Sales
37	49	Men	7505000
38	49	Seniors	7217500
39	49	Women	7537500
40	50	Kids	8030000
41	50	Men	7802500
42	50	Seniors	7805000
43	50	Women	7887500
44	51	Kids	7765000
45	51	Men	7990000
46	51	Seniors	7772500
47	51	Women	8127500
48	52	Kids	7630000
49	52	Men	8337500
50	52	Seniors	7685000
51	52	Women	8117500
52	53	Kids	3532500
53	53	Men	3402500
54	53	Seniors	3407500
55	53	Women	3450000

```
In [63]: # Plotting the total week-wise sales data for each group on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Week', y='Sales', data=weekly_tot_sales_by_group, hue='Group')
plt.title('Week-wise Total Sales for Groups')
plt.xlabel('Weeks')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above Weekly Group-wise Total Sales analysis shows that

- **Week 50 , Week 51 and Week 52** have the highest Weekly Group-wise Total Sales for all the Groups.
- **Week 40 and Week 53** have the lowest Weekly Group-wise Total Sales for all the Groups.

Weekly Group-wise Average Sales

```
In [64]: # Grouping the data by 'Week' and 'Group' and mean of the 'Sales'
weekly_avg_sales_by_group = aal_sales_df.groupby(['Week', 'Group'])['Sales'].mean().reset_index()
weekly_avg_sales_by_group['Sales'] = round(weekly_avg_sales_by_group['Sales'], 2)
weekly_avg_sales_by_group
```

```
Out[54]:
```

	Week	Group	Sales
0	40	Kids	43928.57
1	40	Men	44404.76
2	40	Seniors	45029.76
3	40	Women	45744.05
4	41	Kids	47755.10
5	41	Men	46309.52
6	41	Seniors	45833.33
7	41	Women	43792.52
8	42	Kids	45629.25
9	42	Men	45646.26
10	42	Seniors	44013.61
11	42	Women	45935.37
12	43	Kids	44387.76
13	43	Men	46751.70
14	43	Seniors	45969.39
15	43	Women	45306.12
16	44	Kids	43571.43
17	44	Men	43710.32
18	44	Seniors	43968.25
19	44	Women	41825.40
20	45	Kids	34863.95
21	45	Men	36292.52
22	45	Seniors	33758.50
23	45	Women	37023.81
24	46	Kids	36156.46
25	46	Men	35663.27
26	46	Seniors	36717.69
27	46	Women	35493.20
28	47	Kids	36071.43
29	47	Men	34183.67
30	47	Seniors	35374.15
31	47	Women	37993.20
32	48	Kids	37942.18
33	48	Men	37295.92
34	48	Seniors	36071.43
35	48	Women	34795.92
36	49	Kids	50085.03

	Week	Group	Sales
37	49	Men	51054.42
38	49	Seniors	49098.64
39	49	Women	51275.51
40	50	Kids	54625.85
41	50	Men	53078.23
42	50	Seniors	53095.24
43	50	Women	53656.46
44	51	Kids	52823.13
45	51	Men	54353.74
46	51	Seniors	52874.15
47	51	Women	55289.12
48	52	Kids	51904.76
49	52	Men	56717.69
50	52	Seniors	52278.91
51	52	Women	55221.09
52	53	Kids	56071.43
53	53	Men	54007.94
54	53	Seniors	54087.30
55	53	Women	54761.90

```
In [65]: # Plotting the avg week-wise sales data for each group on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Week', y='Sales', data=weekly_avg_sales_by_group, hue='Group')
plt.title('Week-wise Average Sales for Groups')
plt.xlabel('Weeks')
plt.ylabel('Average Sales')
plt.show()
```

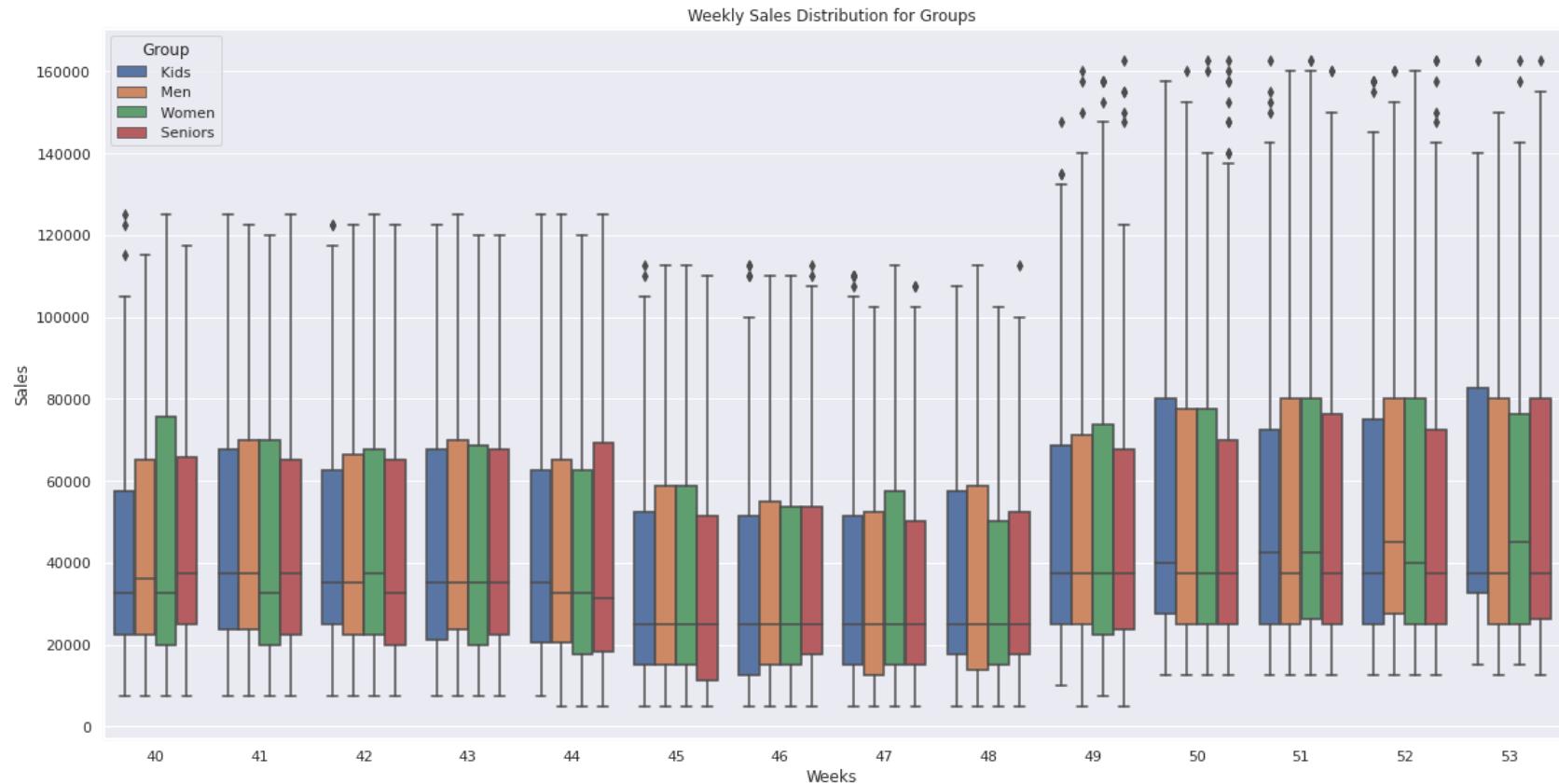


Deduction: The above Weekly Group-wise Average Sales analysis shows that

- Week 50 , Week 51 , Week 52 and Week 53 have higher Weekly Group-wise Average Sales for all the Groups than any other weeks.
- Week 45 , Week 46 , Week 47 and Week 48 have lower Weekly Group-wise Average Sales for all the Groups than any other weeks.

Weekly Group-wise Sales Distribution

```
In [66]: # Weekly Group-wise sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Week', y='Sales', data=aal_sales_df, hue='Group')
plt.title('Weekly Sales Distribution for Groups')
plt.xlabel('Weeks')
plt.ylabel('Sales')
plt.show()
```



Weekly Group-wise sales outliers count for the above boxplot distribution

```
In [67]: # Finding the outliers in the above Weekly Group-wise Sales box-plot distribution
outliers_week_group_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', ['Week', 'Group']).groupby(['Week', 'Group'])['Sales'].agg(['min', 'max', 'count'])
if len(outliers_week_group_sales) > 0 :
    print("\nWeeks with Group-wise Outliers for Weekly Sales:\n", outliers_week_group_sales)
else :
    print("\nNo Week with Group-wise Outliers for Weekly Sales")
```

Weeks with Group-wise Outliers for Weekly Sales:

		min	max	count
Week	Group			
40	Kids	115000	125000	3
42	Kids	122500	122500	2
45	Kids	110000	112500	2
46	Kids	110000	112500	4
	Seniors	110000	112500	2
47	Kids	107500	110000	5
	Seniors	107500	107500	2
48	Seniors	112500	112500	1
49	Kids	135000	147500	3
	Men	150000	160000	3
	Seniors	147500	162500	5
	Women	152500	157500	4
50	Men	160000	160000	1
	Seniors	140000	162500	9
	Women	160000	162500	2
51	Kids	150000	162500	4
	Seniors	160000	160000	2
	Women	162500	162500	2
52	Kids	155000	157500	4
	Men	160000	160000	2
	Seniors	147500	162500	5
53	Kids	162500	162500	1
	Seniors	162500	162500	1
	Women	157500	162500	2

Deduction: The above Weekly Group-wise Average Sales analysis to determine the presence of outliers shows:

- **Week 49** has the highest outliers for Weekly Group-wise Sales. **Week 49** has outliers for all the Groups
- **Week 42** and **Week 45**, have the lowest outliers for Weekly Group-wise Sales.

Weekly State-wise Total Sales

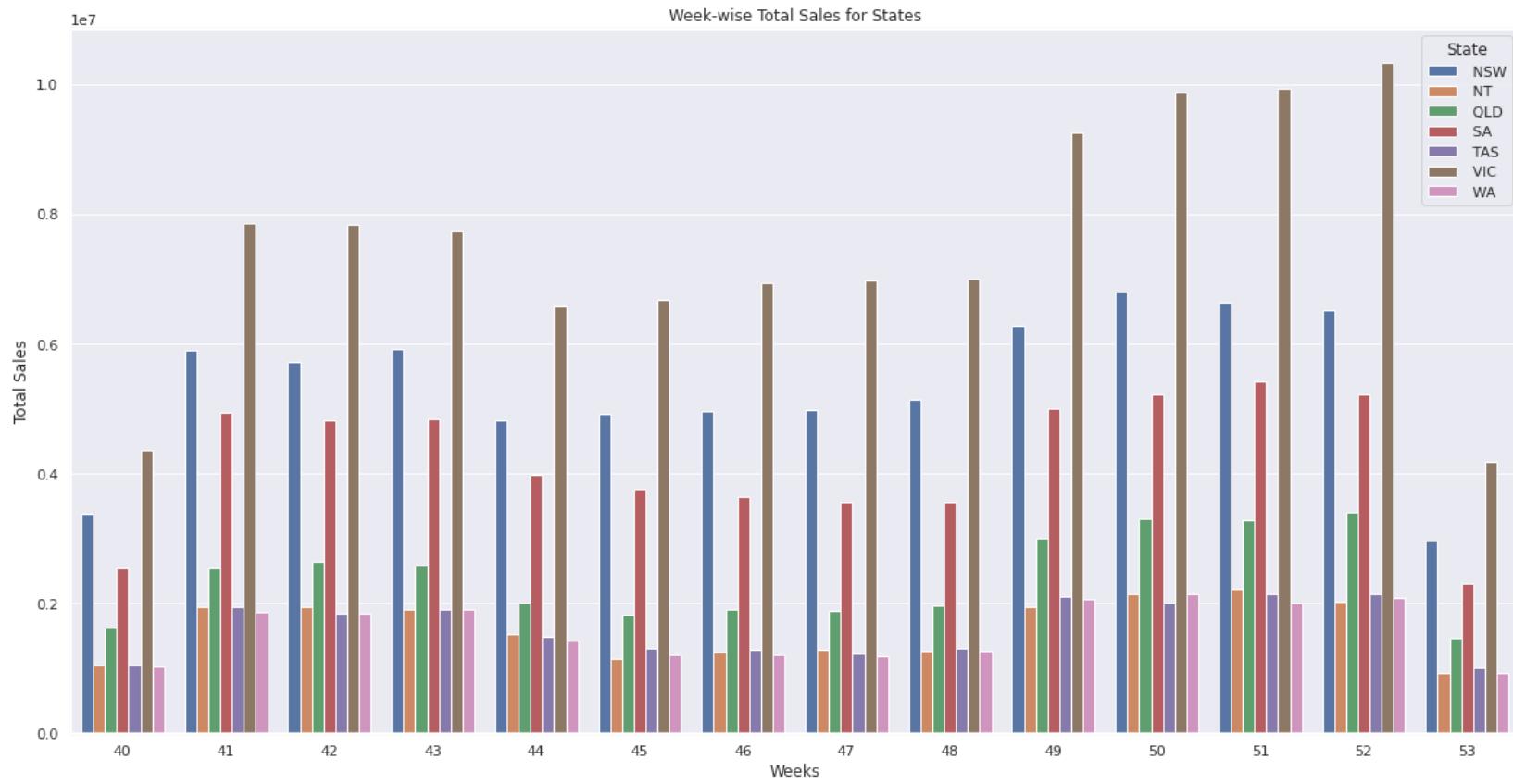
```
In [68]: # Grouping the data by 'Week' and 'State' and sum the 'Sales'  
weekly_tot_sales_by_state = aal_sales_df.groupby(['Week', 'State'])['Sales'].sum().reset_index()  
weekly_tot_sales_by_state
```

```
Out[68]:
```

	Week	State	Sales
0	40	NSW	3382500
1	40	NT	1052500
2	40	QLD	1627500
3	40	SA	2542500
4	40	TAS	1052500
...
93	53	QLD	1460000
94	53	SA	2312500
95	53	TAS	1002500
96	53	VIC	4190000
97	53	WA	925000

98 rows × 3 columns

```
In [69]: # Plotting the total week-wise sales data for each state on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Week', y='Sales', data=weekly_tot_sales_by_state, hue='State')
plt.title('Week-wise Total Sales for States')
plt.xlabel('Weeks')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above Weekly State-wise Total Sales analysis shows:

- State **VIC** has the highest Total Sales across all the Weeks.
- States like **WA**, **TAS** and **NT** shows lower Total States across all the Weeks

Weekly State-wise Average Sales

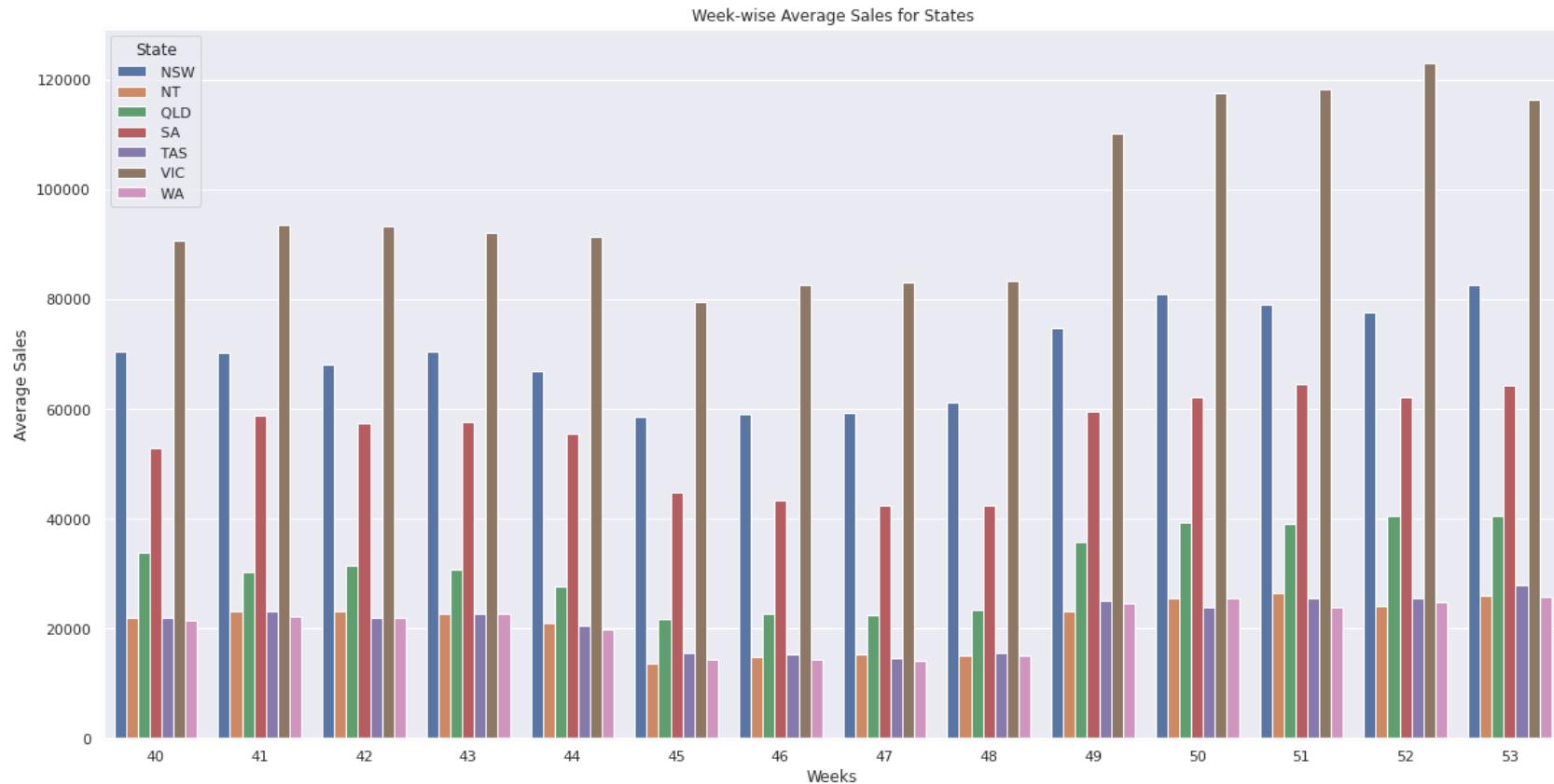
```
In [78]: # Grouping the data by 'Week' and 'State' and mean of the 'Sales'
weekly_avg_sales_by_state = aal_sales_df.groupby(['Week', 'State'])['Sales'].mean().reset_index()
weekly_avg_sales_by_state['Sales'] = round(weekly_avg_sales_by_state['Sales'], 2)
weekly_avg_sales_by_state
```

```
Out[70]:
```

	Week	State	Sales
0	40	NSW	70468.75
1	40	NT	21927.08
2	40	QLD	33906.25
3	40	SA	52968.75
4	40	TAS	21927.08
...
93	53	QLD	40555.56
94	53	SA	64236.11
95	53	TAS	27847.22
96	53	VIC	116388.89
97	53	WA	25694.44

98 rows × 3 columns

```
In [71]: # Plotting the avg week-wise sales data for each state on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Week', y='Sales', data= weekly_avg_sales_by_state, hue='State')
plt.title('Week-wise Average Sales for States')
plt.xlabel('Weeks')
plt.ylabel('Average Sales')
plt.show()
```

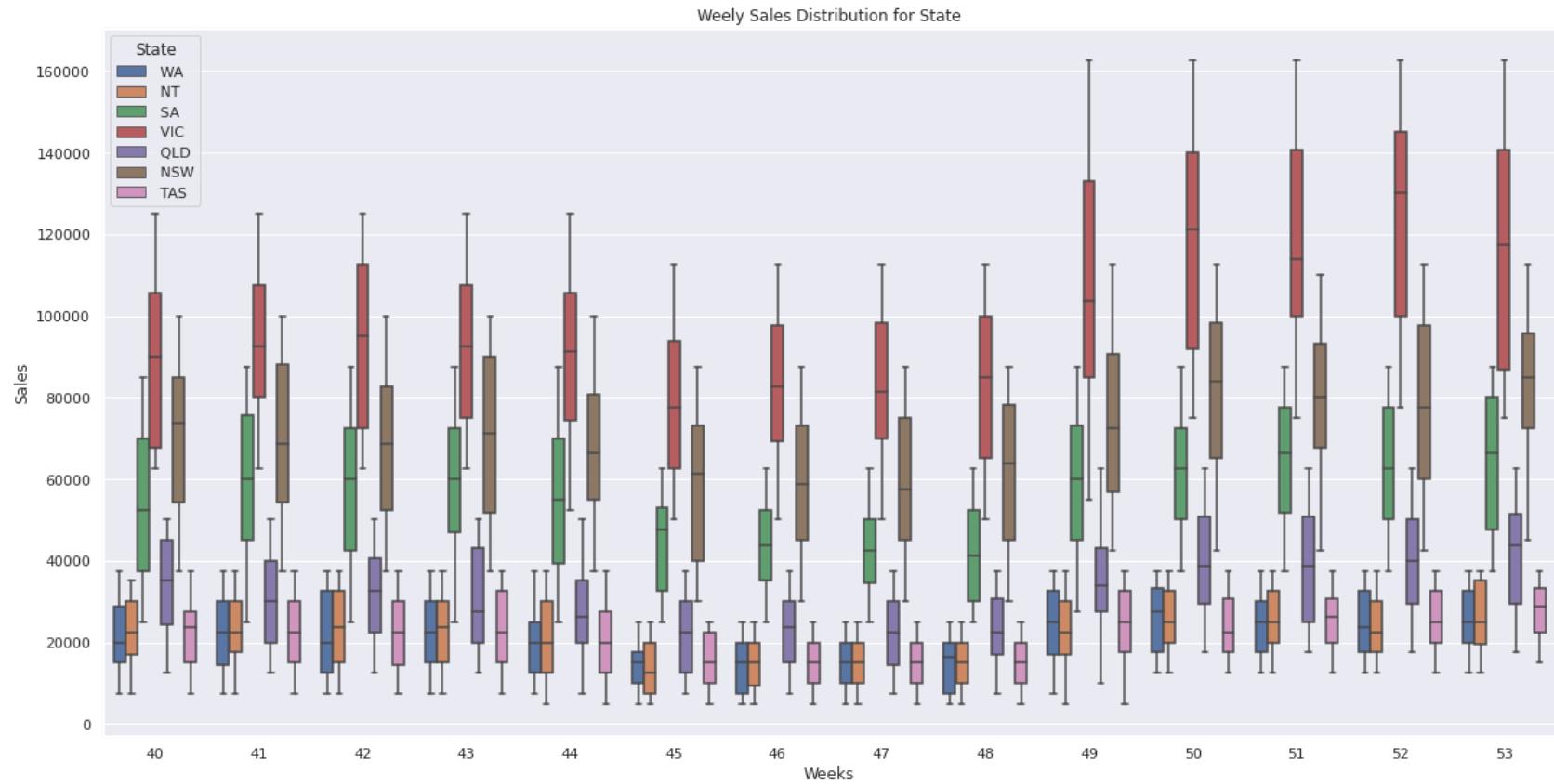


Deduction: The above Weekly State-wise Average Sales analysis shows:

- State **VIC** has the highest Average Sales across all the Weeks.
- States like **WA**, **TAS** and **NT** shows lower Average Sales across all the Weeks

Weekly State-wise Sales Distribution

```
In [72]: # Weekly State-wise sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Week', y='Sales', data=aal_sales_df, hue='State')
plt.title('Weekly Sales Distribution for State')
plt.xlabel('Weeks')
plt.ylabel('Sales')
plt.show()
```



Weekly State-wise sales outliers count for the above boxplot distribution

```
In [73]: # Finding the outliers in the above Weekly State-wise Sales box-plot distribution
outliers_week_state_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', ['Week', 'State']).groupby(['Week', 'State'])['Sales'].agg(['min', 'max', 'count'])
if len(outliers_week_state_sales) > 0 :
    print("\nWeeks with State-wise Outliers for Weekly Sales:\n", outliers_week_sales)
else :
    print("\nNo Week with State-wise Outliers for Weekly Sales")
```

No Week with State-wise Outliers for Weekly Sales

Deduction: There is no outlier data for the Weekly Sales of any of the States

Weekly Time-wise Total Sales

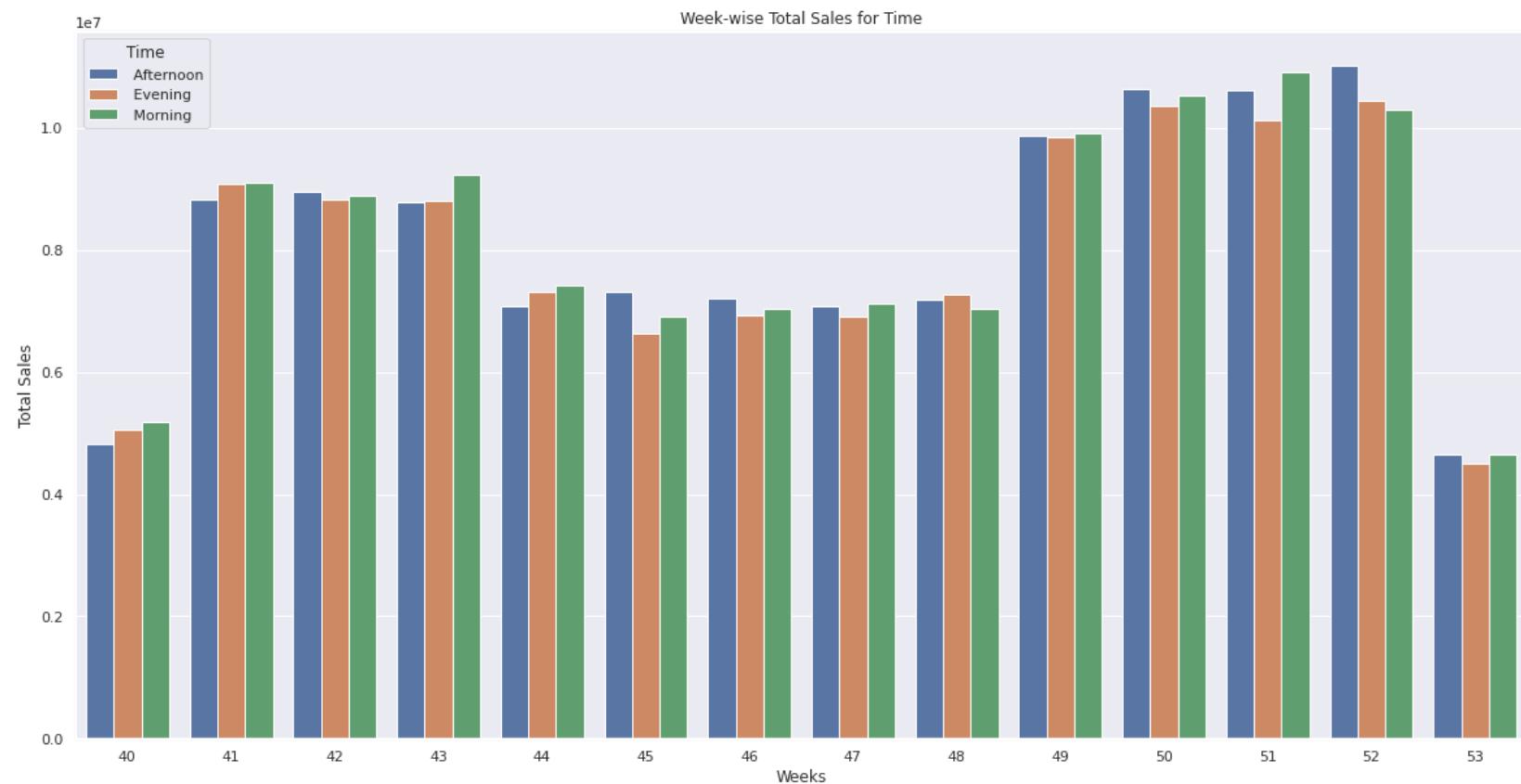
```
In [74]: # Grouping the data by 'Week' and 'Time' and sum the 'Sales'
weekly_tot_sales_by_time = aal_sales_df.groupby(['Week', 'Time'])['Sales'].sum().reset_index()
weekly_tot_sales_by_time
```

Out [74]:

	Week	Time	Sales
0	40	Afternoon	4815000
1	40	Evening	5047500
2	40	Morning	5182500
3	41	Afternoon	8817500
4	41	Evening	9085000
5	41	Morning	9100000
6	42	Afternoon	8942500
7	42	Evening	8815000
8	42	Morning	8882500
9	43	Afternoon	8782500
10	43	Evening	8805000
11	43	Morning	9227500
12	44	Afternoon	7075000
13	44	Evening	7312500
14	44	Morning	7420000
15	45	Afternoon	7322500
16	45	Evening	6627500
17	45	Morning	6915000
18	46	Afternoon	7205000
19	46	Evening	6930000
20	46	Morning	7037500
21	47	Afternoon	7085000
22	47	Evening	6912500
23	47	Morning	7115000
24	48	Afternoon	7175000
25	48	Evening	7267500
26	48	Morning	7035000
27	49	Afternoon	9870000
28	49	Evening	9837500
29	49	Morning	9915000
30	50	Afternoon	10627500
31	50	Evening	10365000
32	50	Morning	10532500
33	51	Afternoon	10620000
34	51	Evening	10122500
35	51	Morning	10912500
36	52	Afternoon	11027500

Week	Time	Sales
37	52	Evening 10452500
38	52	Morning 10290000
39	53	Afternoon 4642500
40	53	Evening 4507500
41	53	Morning 4642500

```
In [75]: # Plotting the total week-wise sales data for each time of day on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Week', y='Sales', data=weekly_tot_sales_by_time, hue='Time')
plt.title('Week-wise Total Sales for Time')
plt.xlabel('Weeks')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above Weekly Time-wise Total Sales Analysis shows that:

- **Week 50**, **Week 51** and **Week 52** have the highest Weekly Time-wise Total Sales for all the Groups.
- **Week 40** and **Week 53** have the lowest Weekly Time-wise Total Sales for all the Groups.

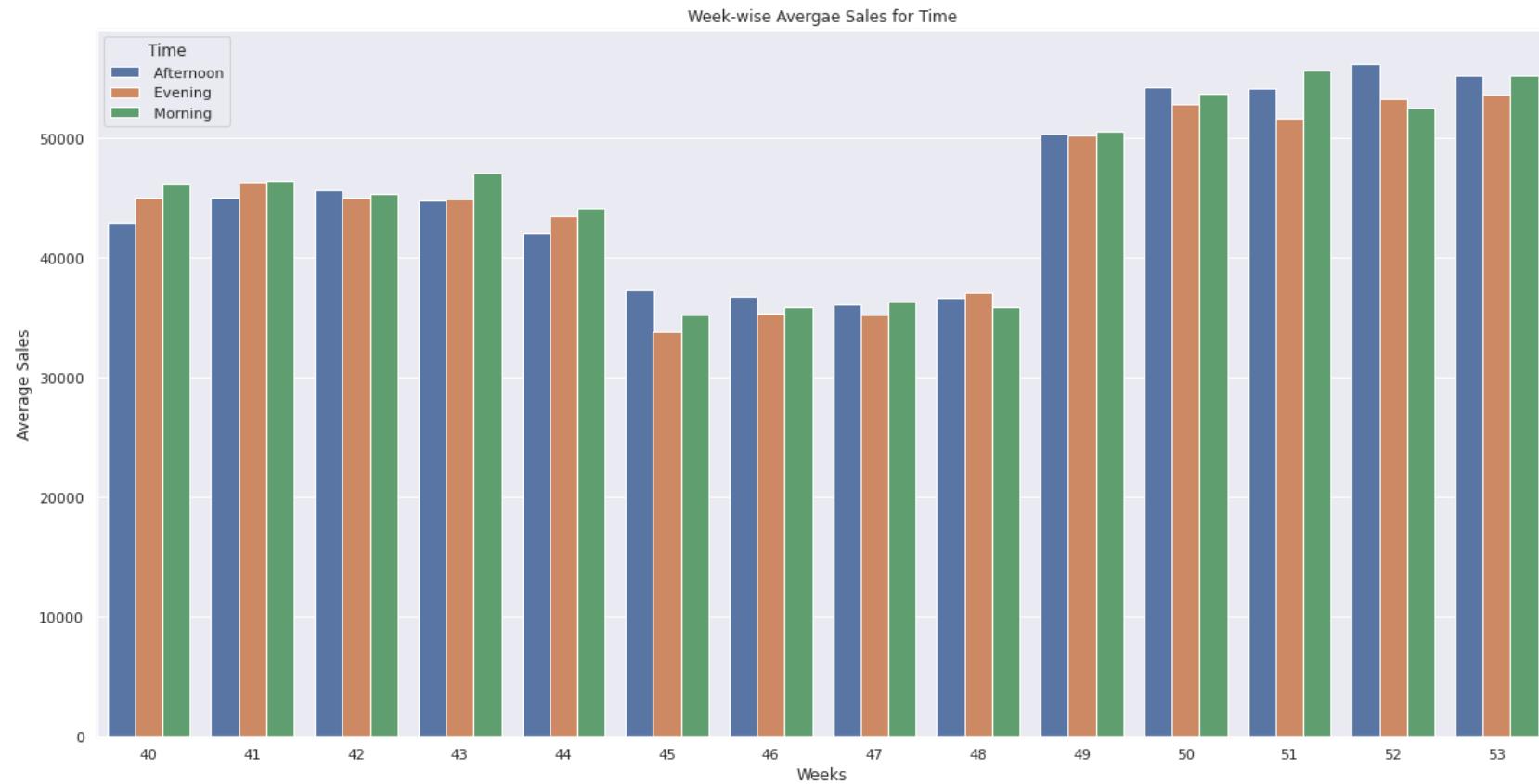
Weekly Time-wise Average Sales

```
In [76]: # Grouping the data by 'Week' and 'Time' and mean of the 'Sales'  
weekly_avg_sales_by_time = aal_sales_df.groupby(['Week', 'Time'])['Sales'].mean().reset_index()  
weekly_avg_sales_by_time['Sales'] = round(weekly_avg_sales_by_time['Sales'], 2)  
weekly_avg_sales_by_time
```

Out [76] :	Week	Time	Sales
0	40	Afternoon	42991.07
1	40	Evening	45066.96
2	40	Morning	46272.32
3	41	Afternoon	44987.24
4	41	Evening	46352.04
5	41	Morning	46428.57
6	42	Afternoon	45625.00
7	42	Evening	44974.49
8	42	Morning	45318.88
9	43	Afternoon	44808.67
10	43	Evening	44923.47
11	43	Morning	47079.08
12	44	Afternoon	42113.10
13	44	Evening	43526.79
14	44	Morning	44166.67
15	45	Afternoon	37359.69
16	45	Evening	33813.78
17	45	Morning	35280.61
18	46	Afternoon	36760.20
19	46	Evening	35357.14
20	46	Morning	35905.61
21	47	Afternoon	36147.96
22	47	Evening	35267.86
23	47	Morning	36301.02
24	48	Afternoon	36607.14
25	48	Evening	37079.08
26	48	Morning	35892.86
27	49	Afternoon	50357.14
28	49	Evening	50191.33
29	49	Morning	50586.73
30	50	Afternoon	54221.94
31	50	Evening	52882.65
32	50	Morning	53737.24
33	51	Afternoon	54183.67
34	51	Evening	51645.41
35	51	Morning	55676.02
36	52	Afternoon	56262.76

Week	Time	Sales
37	52	Evening 53329.08
38	52	Morning 52500.00
39	53	Afternoon 55267.86
40	53	Evening 53660.71
41	53	Morning 55267.86

```
In [77]: # Plotting the avg week-wise sales data for each time of day on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Week', y='Sales', data= weekly_avg_sales_by_time, hue='Time')
plt.title('Week-wise Average Sales for Time')
plt.xlabel('Weeks')
plt.ylabel('Average Sales')
plt.show()
```

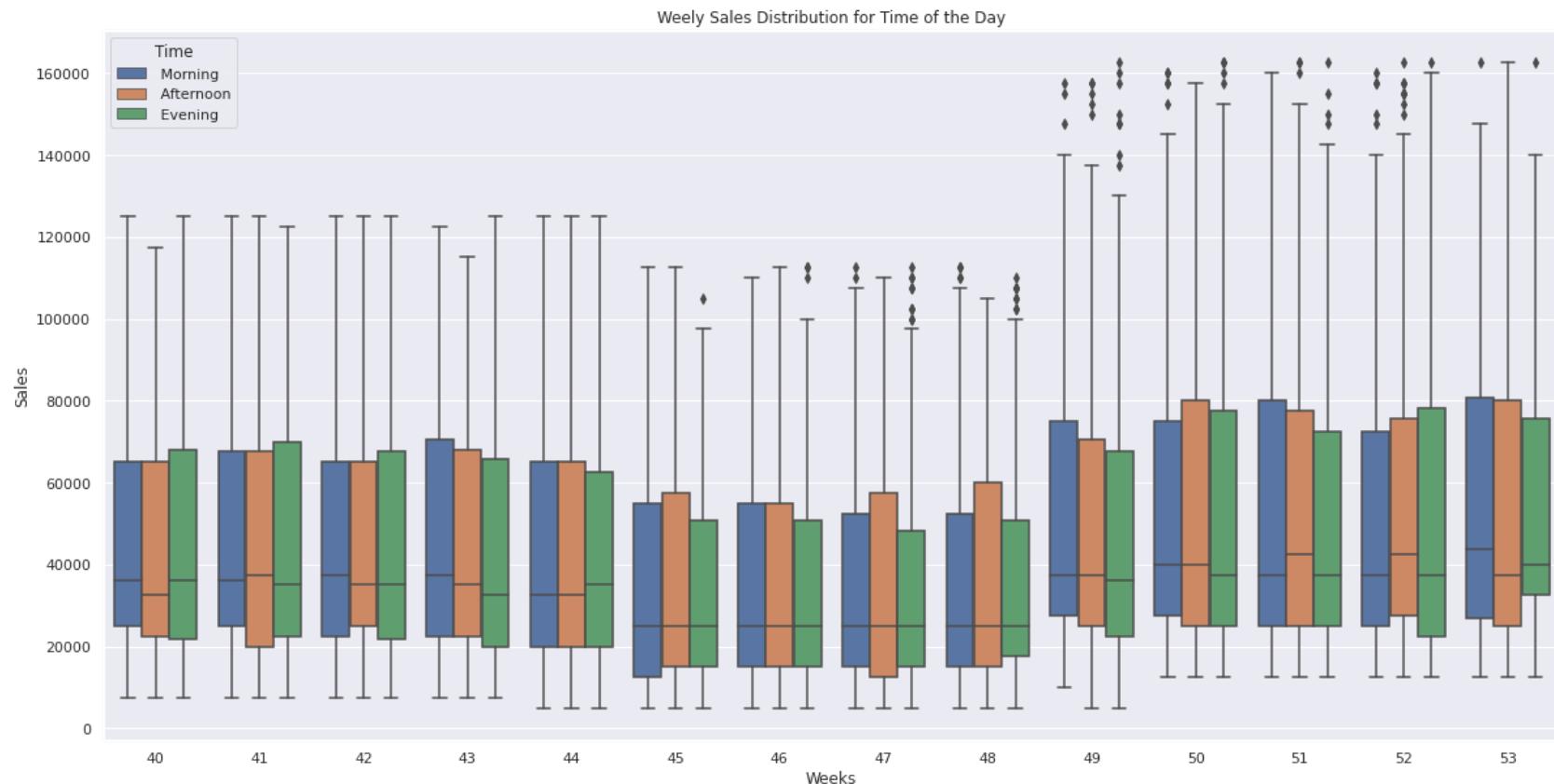


Deduction: The above Weekly Time-wise Average Sales analysis shows that

- Week 50 , Week 51 , Week 52 and Week 53 have higher Weekly Time-wise Average Sales for all the Groups than any other weeks.
- Week 45 , Week 46 , Week 47 and Week 48 have lower Weekly Time-wise Average Sales for all the Groups than any other weeks.

Weekly Time-wise Sales Distribution

```
In [78]: # Weekly Time-wise sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Week', y='Sales', data=aal_sales_df, hue='Time')
plt.title('Weely Sales Distribution for Time of the Day')
plt.xlabel('Weeks')
plt.ylabel('Sales')
plt.show()
```



Weekly Time-wise sales outliers count for the above boxplot distribution

```
In [79]: # Finding the outliers in the above Weekly Time-wise Sales box-plot distribution
outliers_week_time_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', ['Week', 'Time']).groupby(['Week', 'Time'])['Sales'].agg(['min', 'max', 'count'])
if len(outliers_week_time_sales) > 0 :
    print("\nWeeks with Time-wise Outliers for Weekly Sales:\n", outliers_week_time_sales)
else :
    print("\nNo Week with Time-wise Outliers for Weekly Sales")

Weeks with Time-wise Outliers for Weekly Sales:
      min     max  count
Week Time
45  Evening  105000  105000      1
46  Evening  110000  112500      3
47  Evening  100000  112500      9
      Morning  110000  112500      2
48  Evening  102500  110000      8
      Morning  110000  112500      4
49  Afternoon 150000  157500      5
      Evening  137500  162500      8
      Morning  147500  157500      3
50  Evening  157500  162500      4
      Morning  152500  160000      5
51  Afternoon 160000  162500      3
      Evening  147500  162500      4
52  Afternoon 150000  162500      8
      Evening  162500  162500      1
      Morning  147500  160000      5
53  Evening  162500  162500      1
      Morning  162500  162500      1
```

Deduction: The above Weekly Group-wise Average Sales analysis to determine the presence of outliers shows:

- **Week 49** has the highest outliers for Weekly Group-wise Sales. **Week 49** has outliers for all the Time of the Day
 - **Week 45** has the lowest outliers for Weekly Group-wise Sales.
-

Monthly Sales Analysis

Total Monthly Sales

```
In [80]: # Finding total monthly Sales
sum_monthly_sales_df = aal_sales_df.groupby(['Year', 'Month'])['Sales'].sum().reset_index()
sum_monthly_sales_df
```

```
Out[80]:   Year  Month     Sales
0  2020     10  114290000
1  2020     11  90682500
2  2020     12  135330000
```

```
In [81]: # Finding the min and max total monthly sales
if len(sum_monthly_sales_df) == 0 :
    print('No data found')
else :
    if len(sum_monthly_sales_df) > 0 :
        # Find the month with minimum sales
        min_tot_sales_month = sum_monthly_sales_df.iloc[sum_monthly_sales_df['Sales'].idxmin()]

        print(f'Month: {round(min_tot_sales_month.Month)}({calendar.month_name[round(min_tot_sales_month.Month)]}) of Year: {round(min_tot_sales_month.Year)} has the lowest total Sales of {min_tot_sales_month.Sales}')

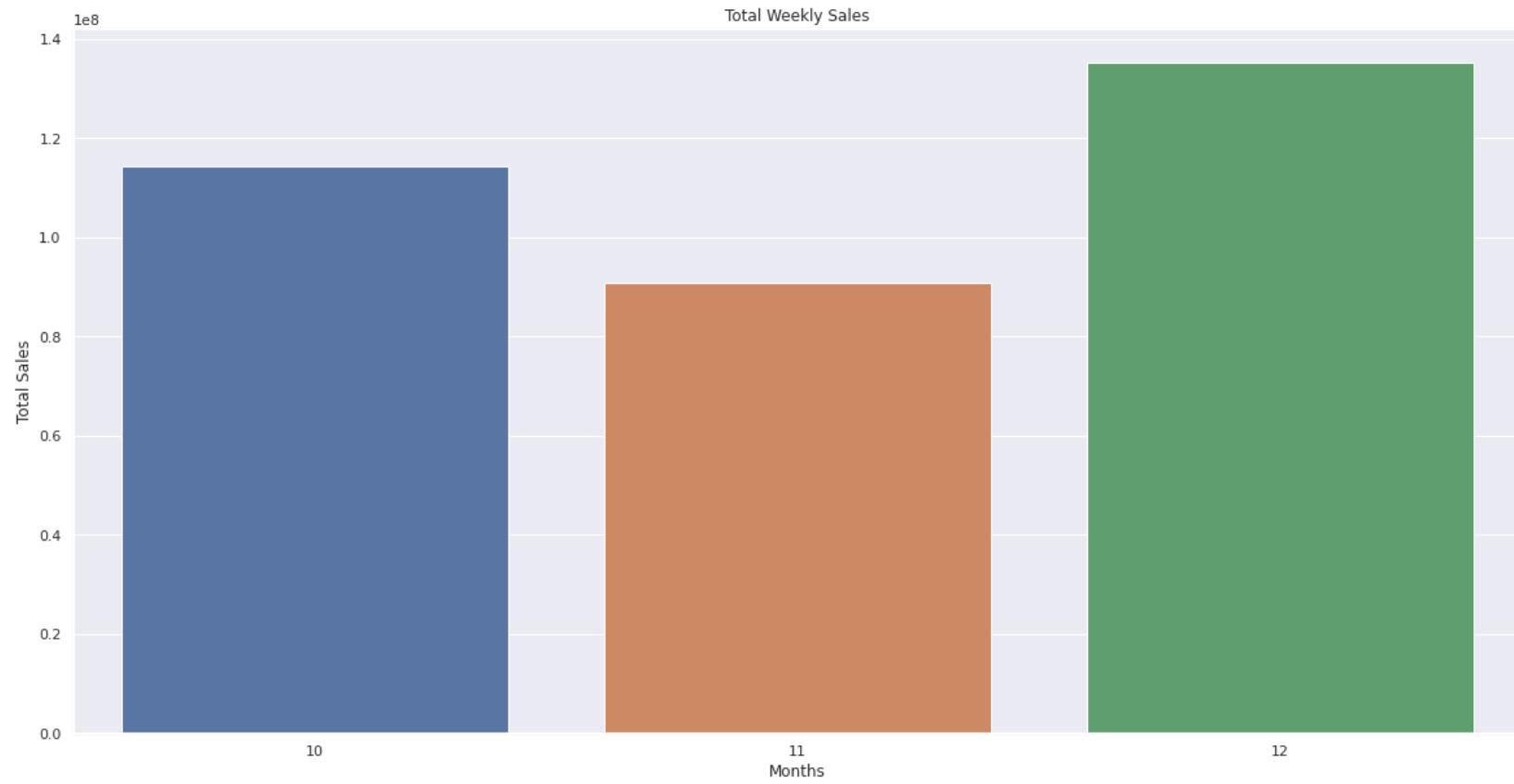
        # Find the month with maximum sales
        max_tot_sales_month = sum_monthly_sales_df.iloc[sum_monthly_sales_df['Sales'].idxmax()]

        print(f'Month: {round(max_tot_sales_month.Month)}({calendar.month_name[round(max_tot_sales_month.Month)]}) of Year: {round(max_tot_sales_month.Year)} has the highest total Sales of {max_tot_sales_month.Sales}')


else :
    print("Month: {}({}) of Year: {} has total Sales of {}".format(round(sum_monthly_sales_df.iloc[0]['Month']), calendar.month_name[round(sum_monthly_sales_df.iloc[0].Month)], round(sum_monthly_sales_df.iloc[0].Year), round(sum_monthly_sales_df.iloc[0].Sales)))
```

```
Month: 11(November) of Year: 2020 has the lowest total Sales of 90682500
Month: 12(December) of Year: 2020 has the highest total Sales of 135330000
```

```
In [82]: # Plotting total monthly Sales
plt.figure(figsize=(20, 10))
sns.barplot(x='Month', y='Sales', data=sum_monthly_sales_df)
plt.title('Total Weekly Sales')
plt.xlabel('Months')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above monthly Total Sales analysis shows that **Month 12** has the highest Total Sales and **Month 11** has the lowest Total Sales.

Average Monthly Sales

```
In [83]: # Finding average Monthly Sales
avg_monthly_sales_df = aal_sales_df.groupby(['Year', 'Month'])['Sales'].mean().reset_index()
avg_monthly_sales_df['Sales'] = round(avg_monthly_sales_df['Sales'],2)
avg_monthly_sales_df
```

```
Out[83]:   Year  Month    Sales
0  2020     10  45353.17
1  2020     11  35985.12
2  2020     12  53702.38
```

```
In [84]: # Finding the min and max average monthly sales
if len(avg_monthly_sales_df) == 0 :
    print('No data found')
else :
    if len(sum_monthly_sales_df) > 0 :
        # Find the month with minimum sales
        min_avg_sales_month = avg_monthly_sales_df.iloc[avg_monthly_sales_df['Sales'].idxmin()]

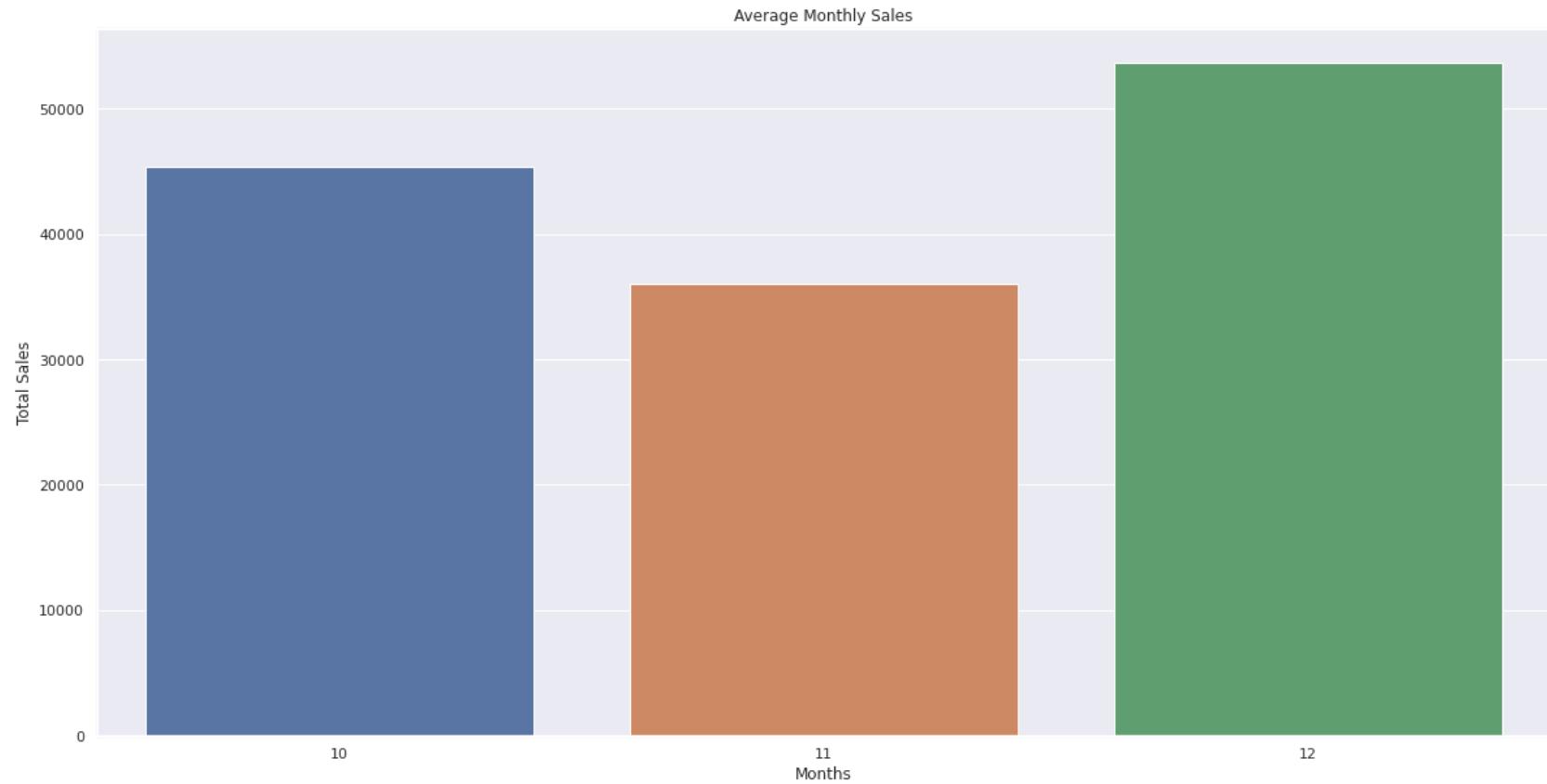
        print(f'Month: {round(min_avg_sales_month.Month)}({calendar.month_name[round(min_avg_sales_month.Month)]}) of Year: {round(min_avg_sales_month.Year)} has the lowest total Sales of {min_avg_sales_month.Sales}.')

        # Find the month with maximum sales
        max_avg_sales_month = avg_monthly_sales_df.iloc[avg_monthly_sales_df['Sales'].idxmax()]

        print(f'Month: {round(max_avg_sales_month.Month)}({calendar.month_name[round(max_avg_sales_month.Month)]}) of Year: {round(max_avg_sales_month.Year)} has the highest total Sales of {max_avg_sales_month.Sales}.')
    else :
        print("Month: {}({}) of Year: {} has total Sales of {}".format(round(avg_monthly_sales_df.iloc[0]['Month']), calendar.month_name[round(avg_monthly_sales_df.iloc[0].Month)], round(avg_monthly_sales_df.iloc[0].Year), round(avg_monthly_sales_df.iloc[0].Sales)))
```

```
Month: 11(November) of Year: 2020 has the lowest total Sales of 35985.12
Month: 12(December) of Year: 2020 has the highest total Sales of 53702.38
```

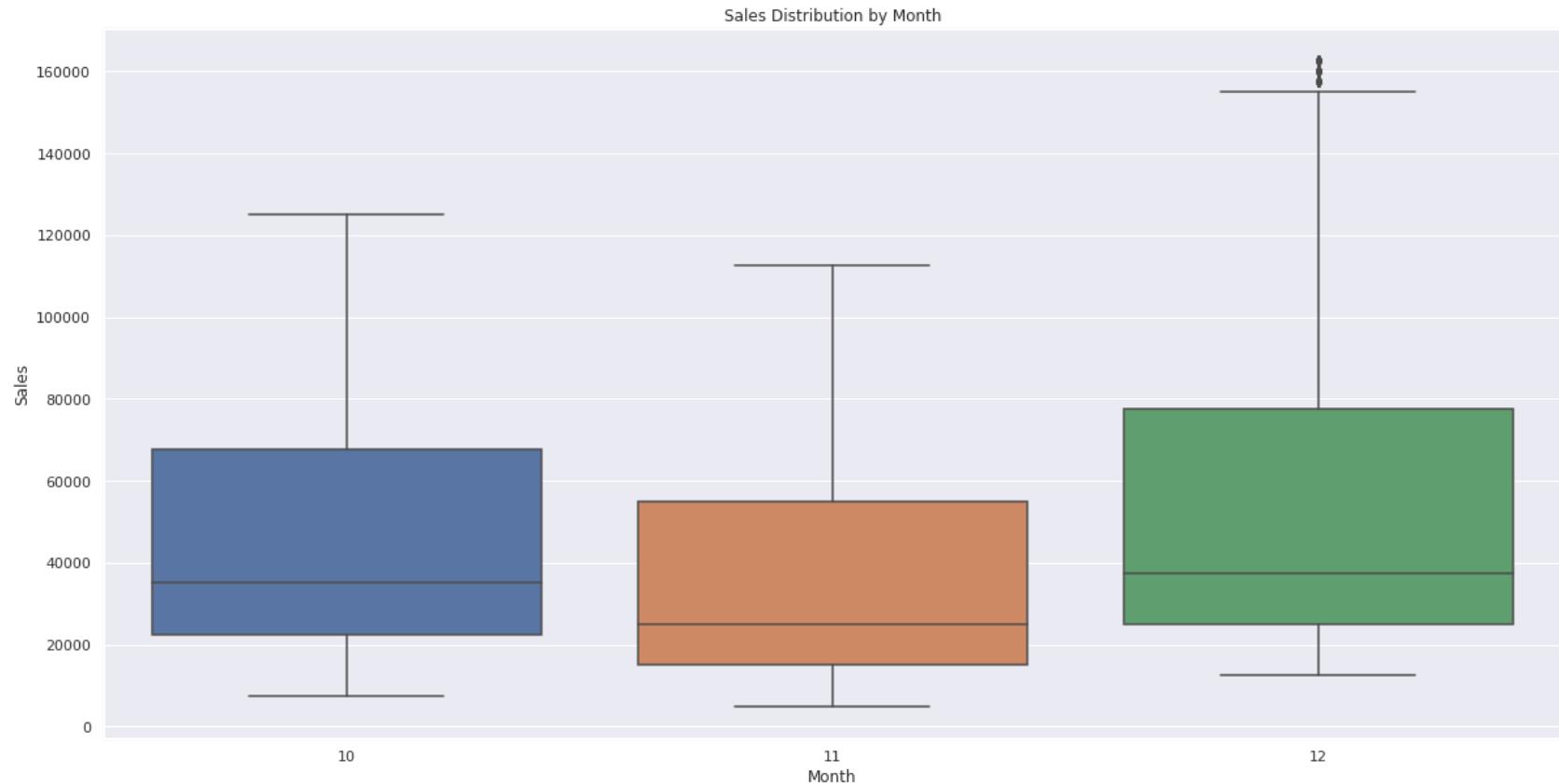
```
In [85]: # Plotting average Monthly Sales
plt.figure(figsize=(20, 10))
sns.barplot(x='Month', y='Sales', data=avg_monthly_sales_df)
plt.title('Average Monthly Sales')
plt.xlabel('Months')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above monthly Average Sales analysis shows that **Month 12** has the highest Average Sales and **Month 11** has the lowest Average Sales.

Monthly Sales Distribution

```
In [86]: # Monthly sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Month', y='Sales', data=aal_sales_df)
plt.title('Sales Distribution by Month')
plt.xlabel('Month')
plt.ylabel('Sales')
plt.show()
```



Monthly sales outliers count for the above boxplot distribution

```
In [87]: # Finding the outliers in the above Monthly Sales box-plot distribution
outliers_month_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', 'Month').groupby('Month')[['Sales']].agg(['min', 'max', 'count'])
if len(outliers_month_sales) > 0 :
    print("\nOutliers for Monthly Sales:\n", outliers_month_sales)
else :
    print("\nNo Outliers for Monthly Sales")

Outliers for Monthly Sales:
      min     max  count
Month
12    157500  162500     37
```

Deduction: The analysis for outliers for Monthly Sales shows that **Month 12** have outliers

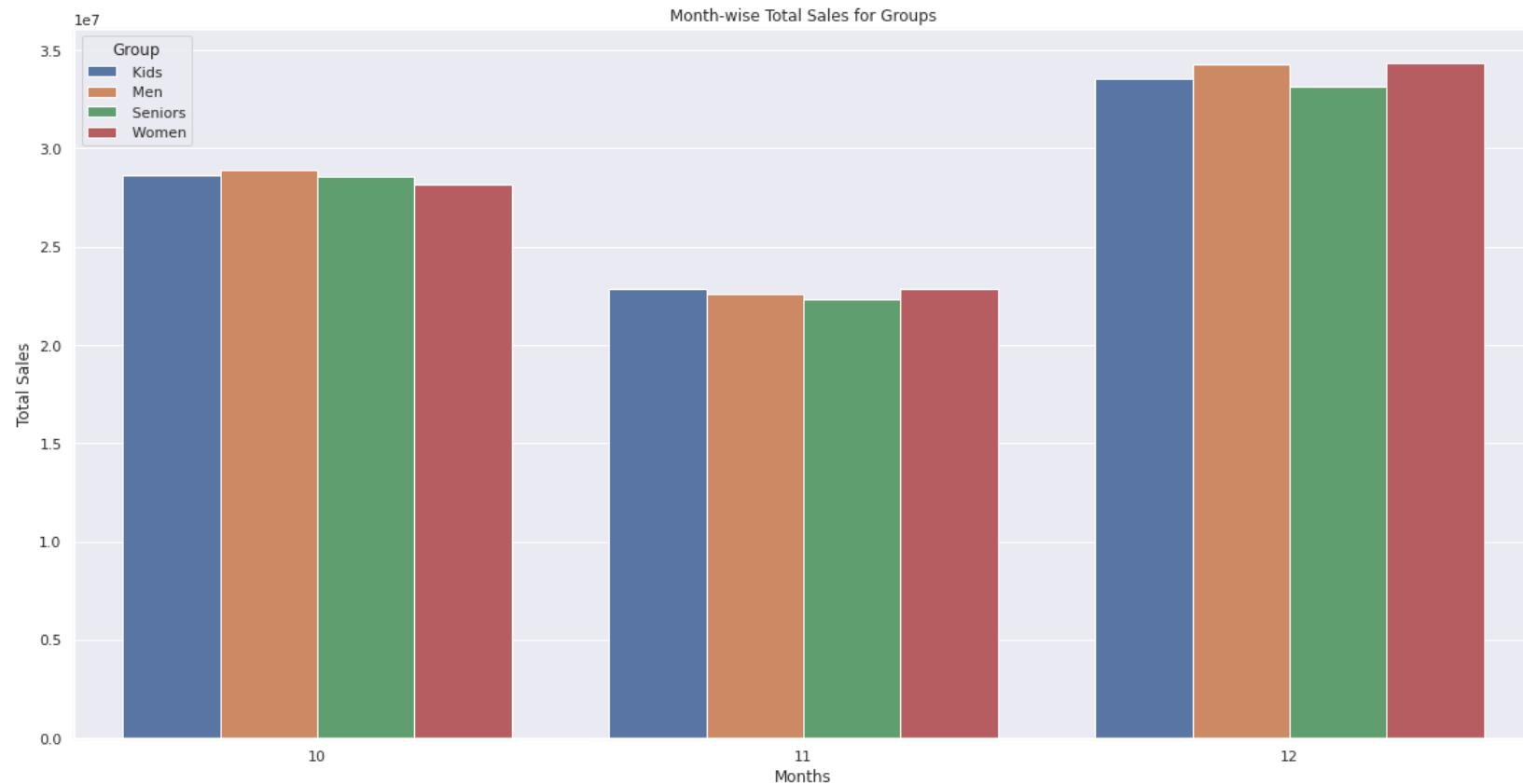
Monthly Group-wise Total Sales

```
In [88]: # Grouping the data by 'Month' and 'Group' and sum the 'Sales'  
monthly_tot_sales_by_group = aal_sales_df.groupby(['Month', 'Group'])['Sales'].sum().reset_index()  
monthly_tot_sales_by_group
```

Out [88]:

	Month	Group	Sales
0	10	Kids	28635000
1	10	Men	28885000
2	10	Seniors	28565000
3	10	Women	28205000
4	11	Kids	22882500
5	11	Men	22615000
6	11	Seniors	22322500
7	11	Women	22862500
8	12	Kids	33555000
9	12	Men	34250000
10	12	Seniors	33150000
11	12	Women	34375000

```
In [89]: # Plotting the total month-wise sales data for each group on a seaborn barplot  
plt.figure(figsize=(20, 10))  
sns.barplot(x='Month', y='Sales', data=monthly_tot_sales_by_group, hue='Group')  
plt.title('Month-wise Total Sales for Groups')  
plt.xlabel('Months')  
plt.ylabel('Total Sales')  
plt.show()
```



Deduction: The above Monthly Group-wise Total Sales analysis shows that:

- Month 12 has the Highest Total Monthly Sales
- Month 11 has the Lowest Total Monthly Sales.

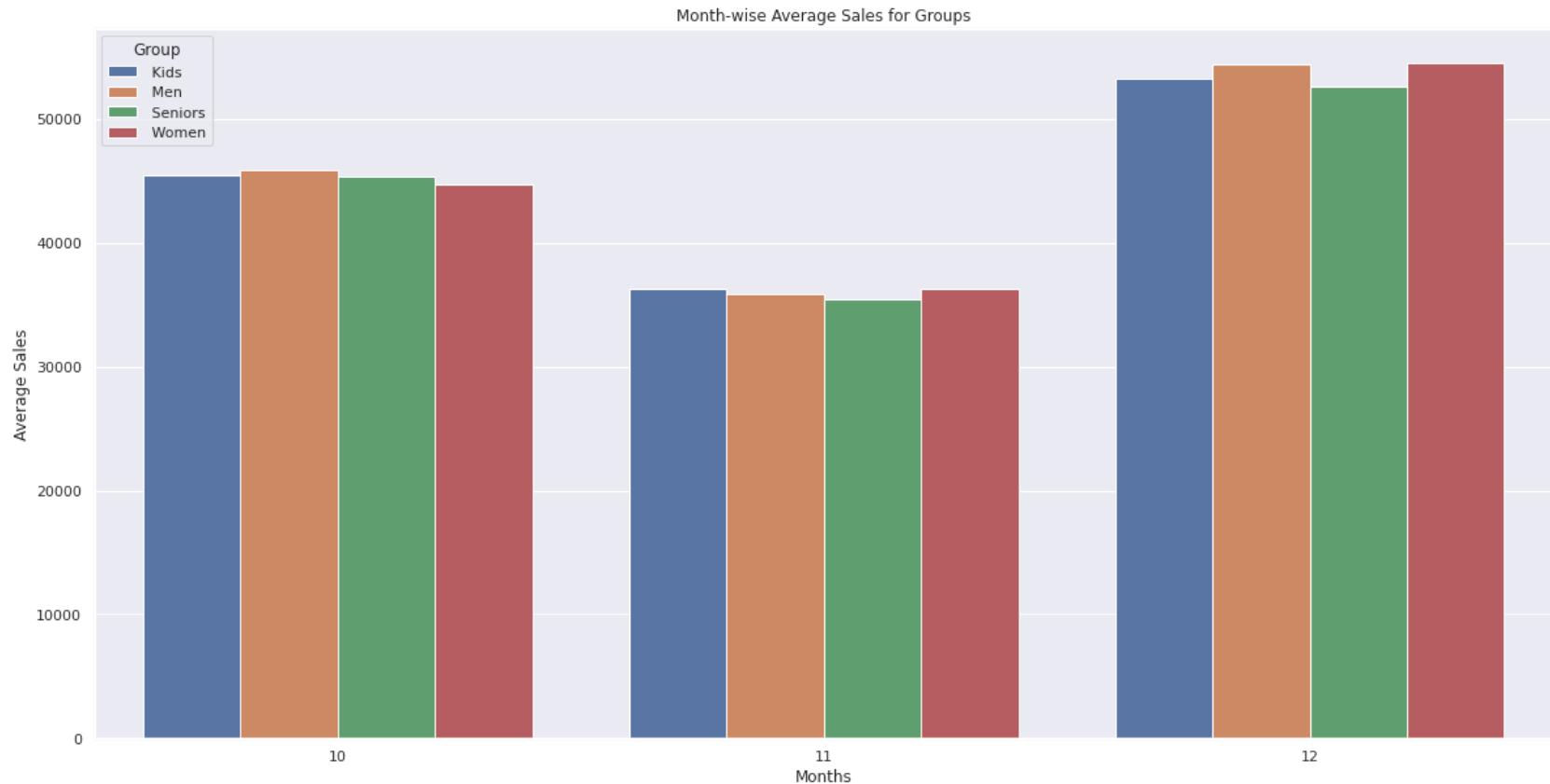
Monthly Time-wise Average Sales

```
In [98]: # Grouping the data by 'Month' and 'Group' and mean of the 'Sales'
monthly_avg_sales_by_group = aal_sales_df.groupby(['Month', 'Group'])['Sales'].mean().reset_index()
monthly_avg_sales_by_group['Sales'] = round(monthly_avg_sales_by_group['Sales'], 2)
monthly_avg_sales_by_group
```

```
Out[90]:
```

	Month	Group	Sales
0	10	Kids	45452.38
1	10	Men	45849.21
2	10	Seniors	45341.27
3	10	Women	44769.84
4	11	Kids	36321.43
5	11	Men	35896.83
6	11	Seniors	35432.54
7	11	Women	36289.68
8	12	Kids	53261.90
9	12	Men	54365.08
10	12	Seniors	52619.05
11	12	Women	54563.49

```
In [91]: # Plotting the avg month-wise sales data for each group on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Month', y='Sales', data= monthly_avg_sales_by_group, hue='Group')
plt.title('Month-wise Average Sales for Groups')
plt.xlabel('Months')
plt.ylabel('Average Sales')
plt.show()
```

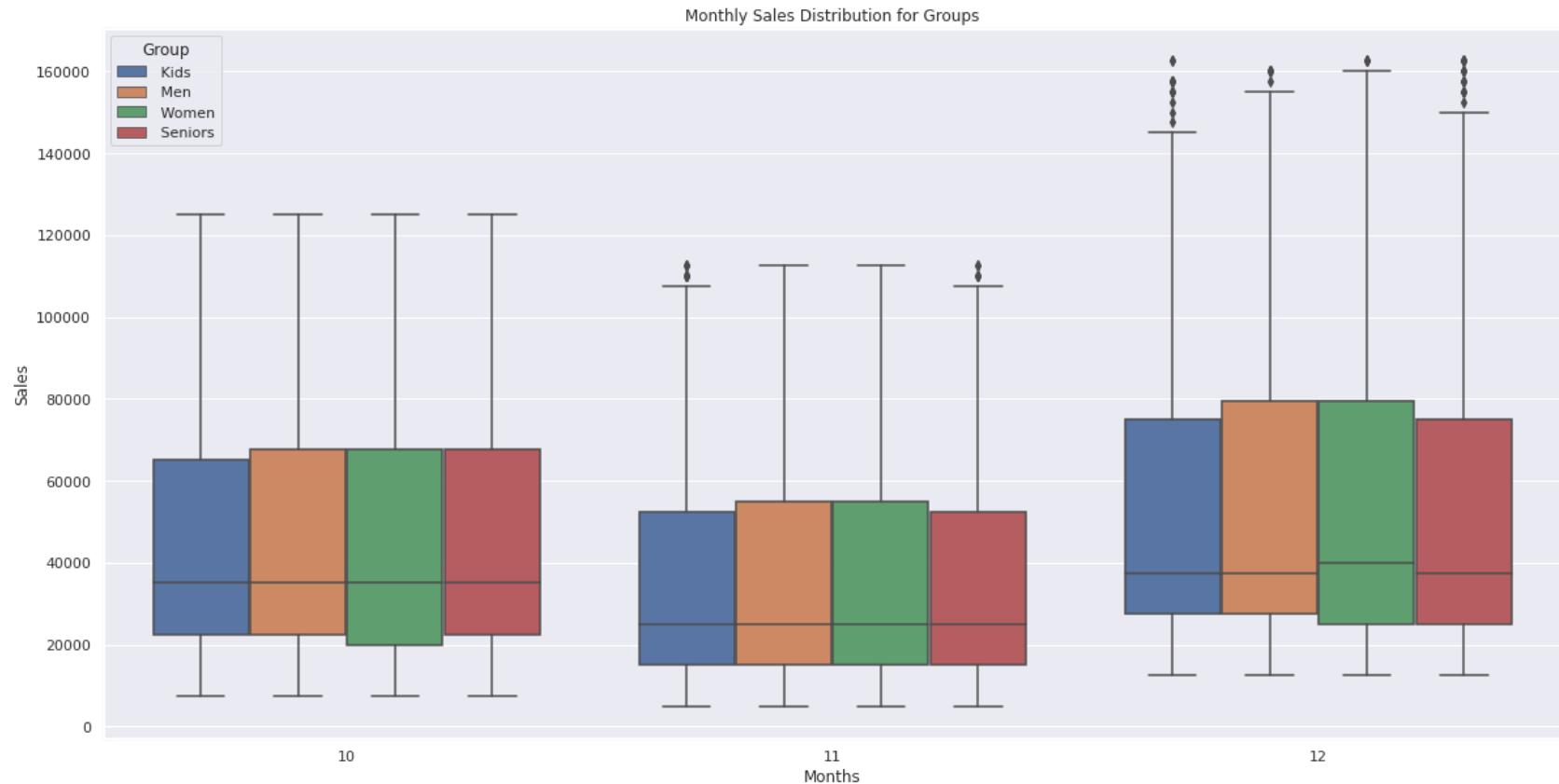


Deduction: The above Monthly Group-wise Average Sales analysis shows that:

- Month 12 has the Highest Average Monthly Sales
- Month 11 has the Lowest Average Monthly Sales.

Monthly Group-wise Sales Distribution

```
In [92]: # Monthly Group-wise sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Month', y='Sales', data=aal_sales_df, hue='Group')
plt.title('Monthly Sales Distribution for Groups')
plt.xlabel('Months')
plt.ylabel('Sales')
plt.show()
```



Monthly Group-wise sales outliers count for the above boxplot distribution

```
In [93]: # Finding the outliers in the above Monthly Group-wise Sales box-plot distribution
outliers_month_group_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', ['Month', 'Group']).groupby(['Month', 'Group'])['Sales'].agg(['min', 'max', 'count'])
if len(outliers_month_group_sales) > 0 :
    print("\nMonths with Group-wise Outliers for Monthly Sales:\n", outliers_month_group_sales)
else :
    print("\nNo Month with Group-wise Outliers for Monthly Sales")

\nMonths with Group-wise Outliers for Monthly Sales:
      min     max  count
Month Group
11   Kids  110000  112500    10
      Seniors  110000  112500     6
12   Kids  147500  162500    13
      Men   157500  160000     7
      Seniors  152500  162500    15
      Women  162500  162500     4
```

Deduction: The above Monthly Group-wise Sales analysis for detecting outliers shows that:

- **Month 12** has the highest outliers

Month 12 has outliers for all the Groups

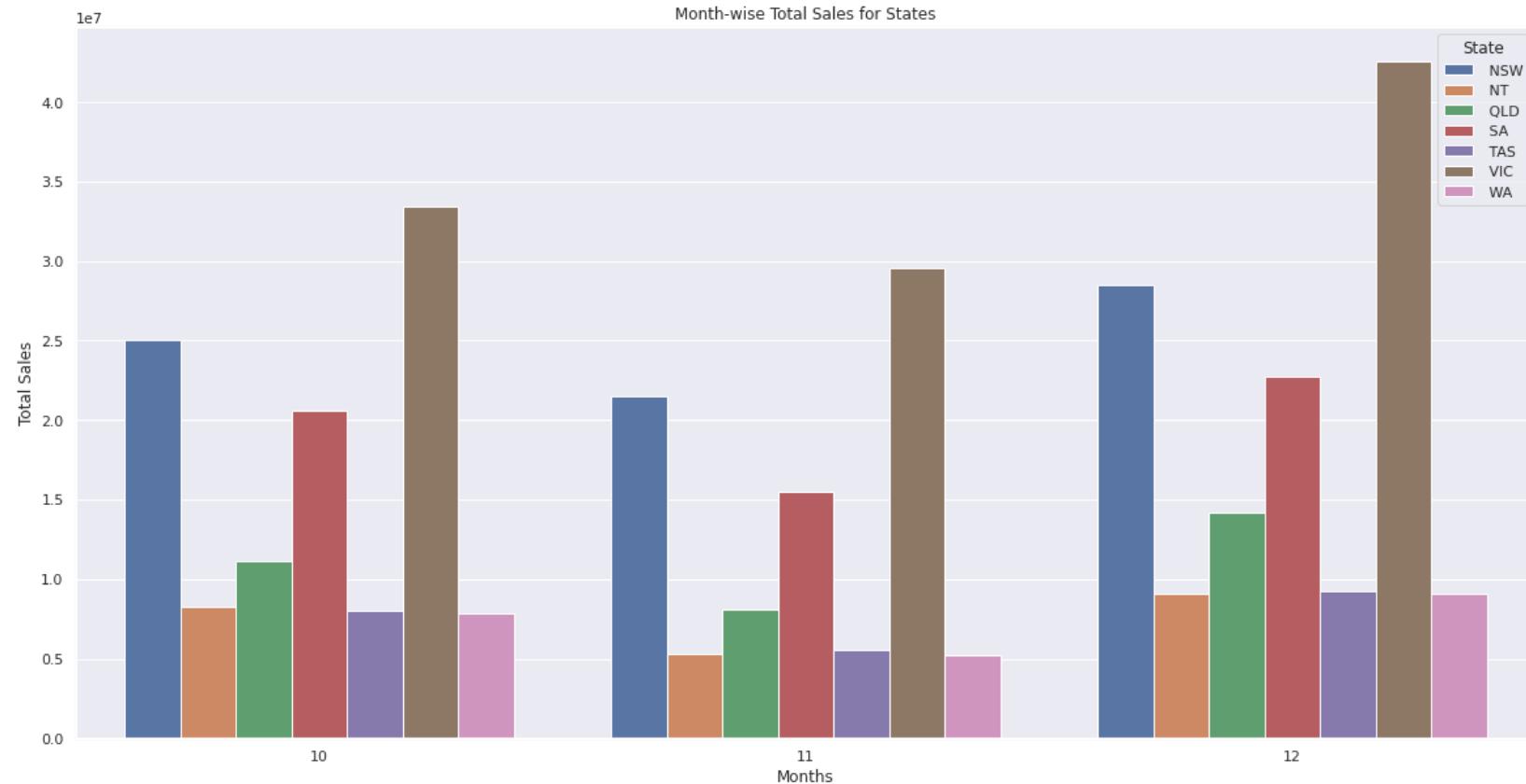
- **Month 10** has no outliers

Monthly State-wise Total Sales

```
In [94]: # Grouping the data by 'Month' and 'State' and sum the 'Sales'  
monthly_tot_sales_by_state = aal_sales_df.groupby(['Month', 'State'])['Sales'].sum().reset_index()  
monthly_tot_sales_by_state
```

```
Out[94]:   Month  State      Sales  
0       10    NSW  25007500  
1       10     NT   8222500  
2       10    QLD  11120000  
3       10    SA   20610000  
4       10    TAS   8015000  
5       10    VIC  33442500  
6       10    WA   7872500  
7       11    NSW  21490000  
8       11     NT   5257500  
9       11    QLD  8110000  
10      11    SA   15532500  
11      11    TAS   5545000  
12      11    VIC  29530000  
13      11    WA   5217500  
14      12    NSW  28472500  
15      12     NT   9100000  
16      12    QLD  14187500  
17      12    SA   22715000  
18      12    TAS   9200000  
19      12    VIC  42592500  
20      12    WA   9062500
```

```
In [95]: # Plotting the total month-wise sales data for each State on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Month', y='Sales', data=monthly_tot_sales_by_state, hue='State')
plt.title('Month-wise Total Sales for States')
plt.xlabel('Months')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above Monthly State-wise Total Sales analysis shows:

- State **VIC** has the highest Total Sales across all the Months.
- States like **WA**, **TAS** and **NT** shows lower Total States across all the Months

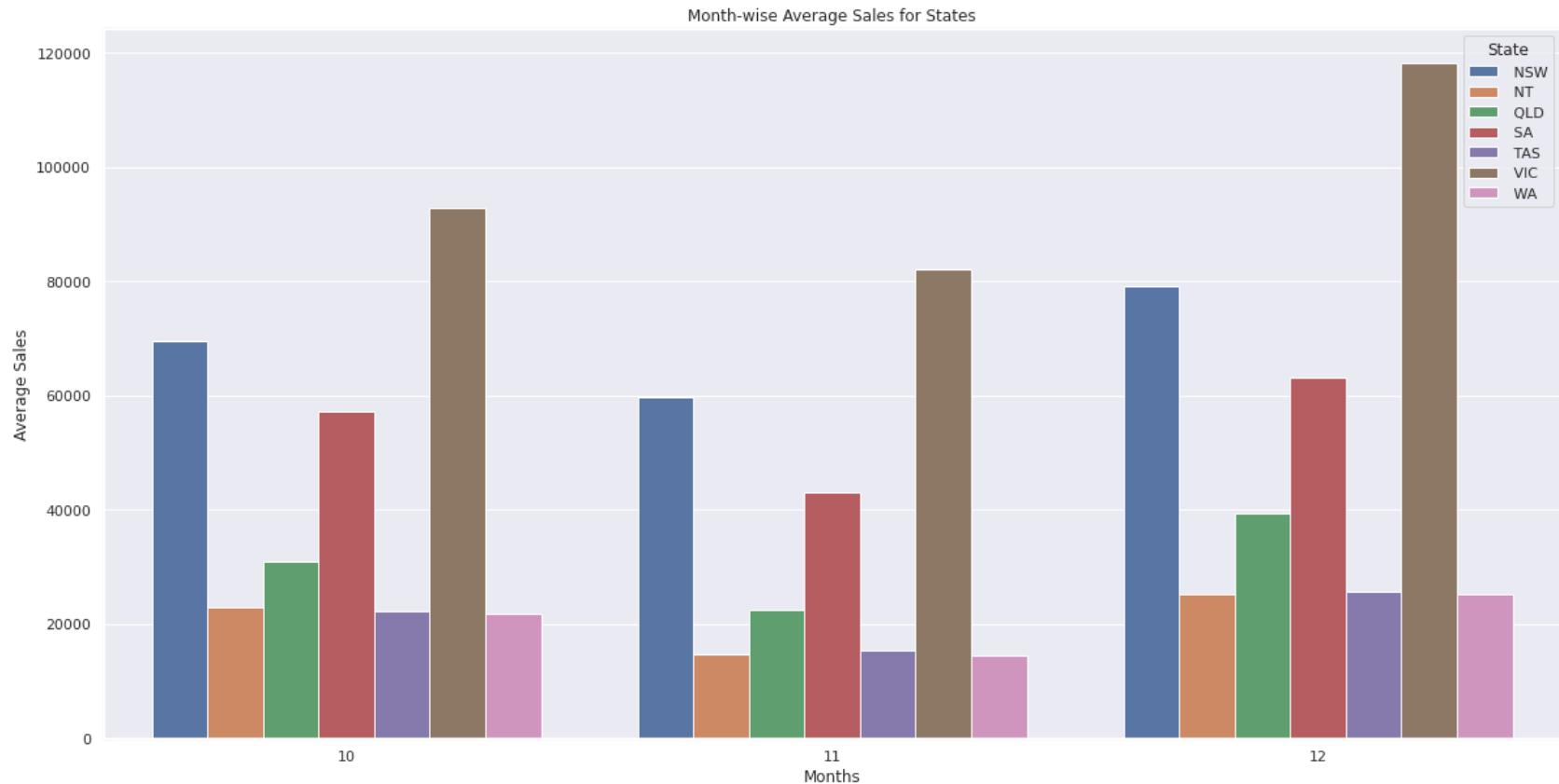
Monthly State-wise Average Sales

```
In [96]: # Grouping the data by 'Month' and 'State' and sum the 'Sales'
monthly_avg_sales_by_state = aal_sales_df.groupby(['Month', 'State'])['Sales'].mean().reset_index()
monthly_avg_sales_by_state['Sales'] = round(monthly_avg_sales_by_state['Sales'], 2)
monthly_avg_sales_by_state
```

```
Out[96]:
```

	Month	State	Sales
0	10	NSW	69465.28
1	10	NT	22840.28
2	10	QLD	30888.89
3	10	SA	57250.00
4	10	TAS	22263.89
5	10	VIC	92895.83
6	10	WA	21868.06
7	11	NSW	59694.44
8	11	NT	14604.17
9	11	QLD	22527.78
10	11	SA	43145.83
11	11	TAS	15402.78
12	11	VIC	82027.78
13	11	WA	14493.06
14	12	NSW	79090.28
15	12	NT	25277.78
16	12	QLD	39409.72
17	12	SA	63097.22
18	12	TAS	25555.56
19	12	VIC	118312.50
20	12	WA	25173.61

```
In [97]: # Plotting the avg month-wise sales data for each state on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Month', y='Sales', data=monthly_avg_sales_by_state, hue='State')
plt.title('Month-wise Average Sales for States')
plt.xlabel('Months')
plt.ylabel('Average Sales')
plt.show()
```

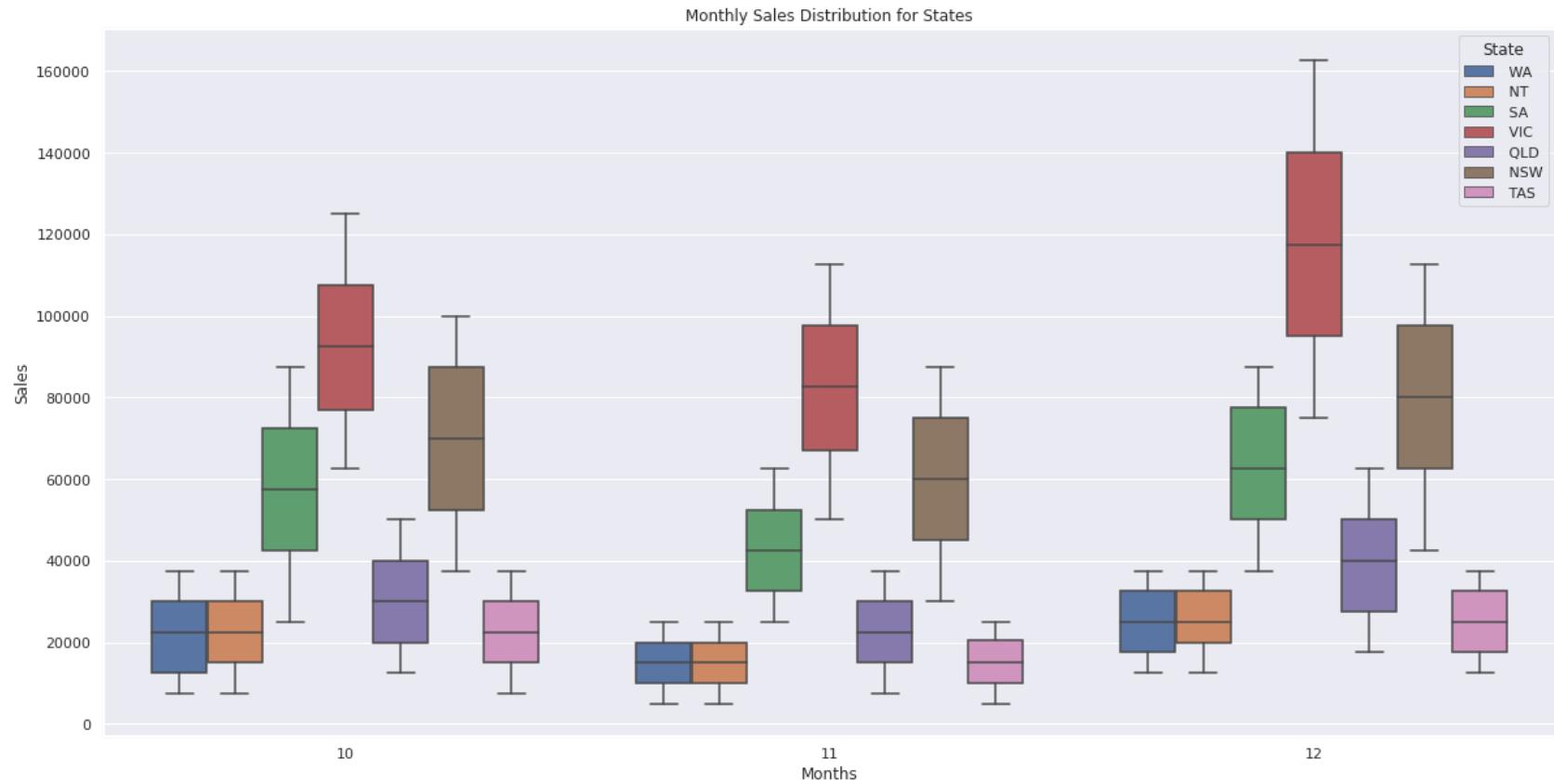


Deduction: The above Monthly State-wise Average Sales analysis shows:

- State **VIC** has the highest Average Sales across all the Months.
- States like **WA**, **TAS** and **NT** shows lower Average Sales across all the Months

Monthly State-wise Sales Distribution

```
In [98]: # Monthly State-wise sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Month', y='Sales', data=aal_sales_df, hue='State')
plt.title('Monthly Sales Distribution for States')
plt.xlabel('Months')
plt.ylabel('Sales')
plt.show()
```



Monthly State-wise sales outliers count for the above boxplot distribution

```
In [99]: # Finding the outliers in the above Monthly State-wise Sales box-plot distribution
outliers_month_state_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', ['Month', 'State']).groupby(['Month', 'State'])['Sales'].agg(['min', 'max', 'count'])
if len(outliers_month_state_sales) > 0 :
    print("\nMonths with State-wise Outliers for Monthly Sales:\n", outliers_month_state_sales)
else :
    print("\nNo Month with State-wise Outliers for Monthly Sales")
```

No Month with State-wise Outliers for Monthly Sales

Deduction: There is no outlier data for the Monthly Sales of any of the States

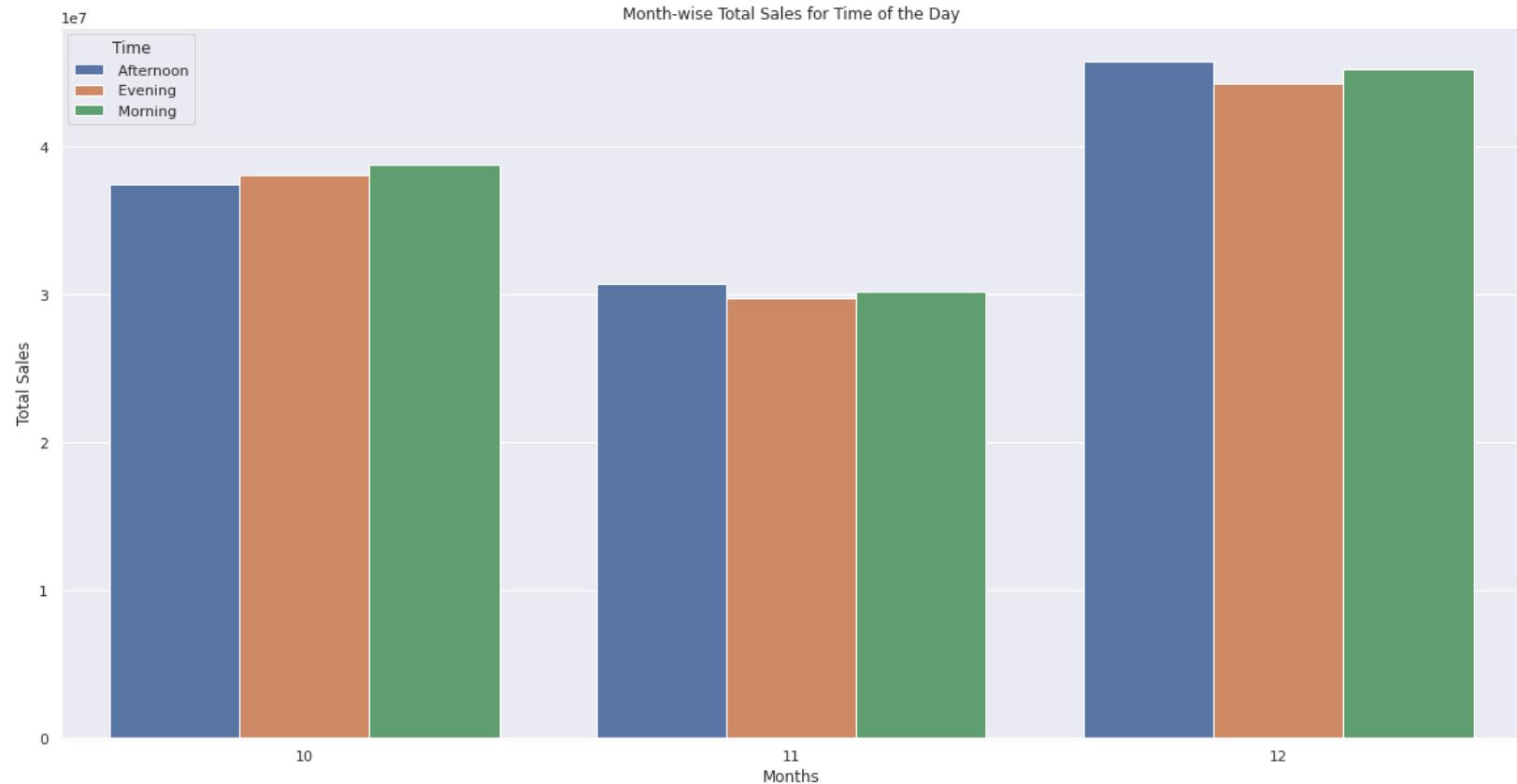
Monthly Time-wise Total Sales

```
In [100]: # Grouping the data by 'Month' and 'Time' and sum the 'Sales'
monthly_tot_sales_by_time = aal_sales_df.groupby(['Month', 'Time'])['Sales'].sum().reset_index()
monthly_tot_sales_by_time
```

```
Out[100]:
```

	Month	Time	Sales
0	10	Afternoon	37432500
1	10	Evening	38040000
2	10	Morning	38817500
3	11	Afternoon	30757500
4	11	Evening	29745000
5	11	Morning	30180000
6	12	Afternoon	45817500
7	12	Evening	44302500
8	12	Morning	45210000

```
In [101]: # Plotting the total month-wise sales data for each time of day on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Month', y='Sales', data=monthly_tot_sales_by_time, hue='Time')
plt.title('Month-wise Total Sales for Time of the Day')
plt.xlabel('Months')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above Monthly Time-wise Total Sales analysis shows that:

- Month 12 has the Highest Total Monthly Sales
- Month 11 has the Lowest Total Monthly Sales.

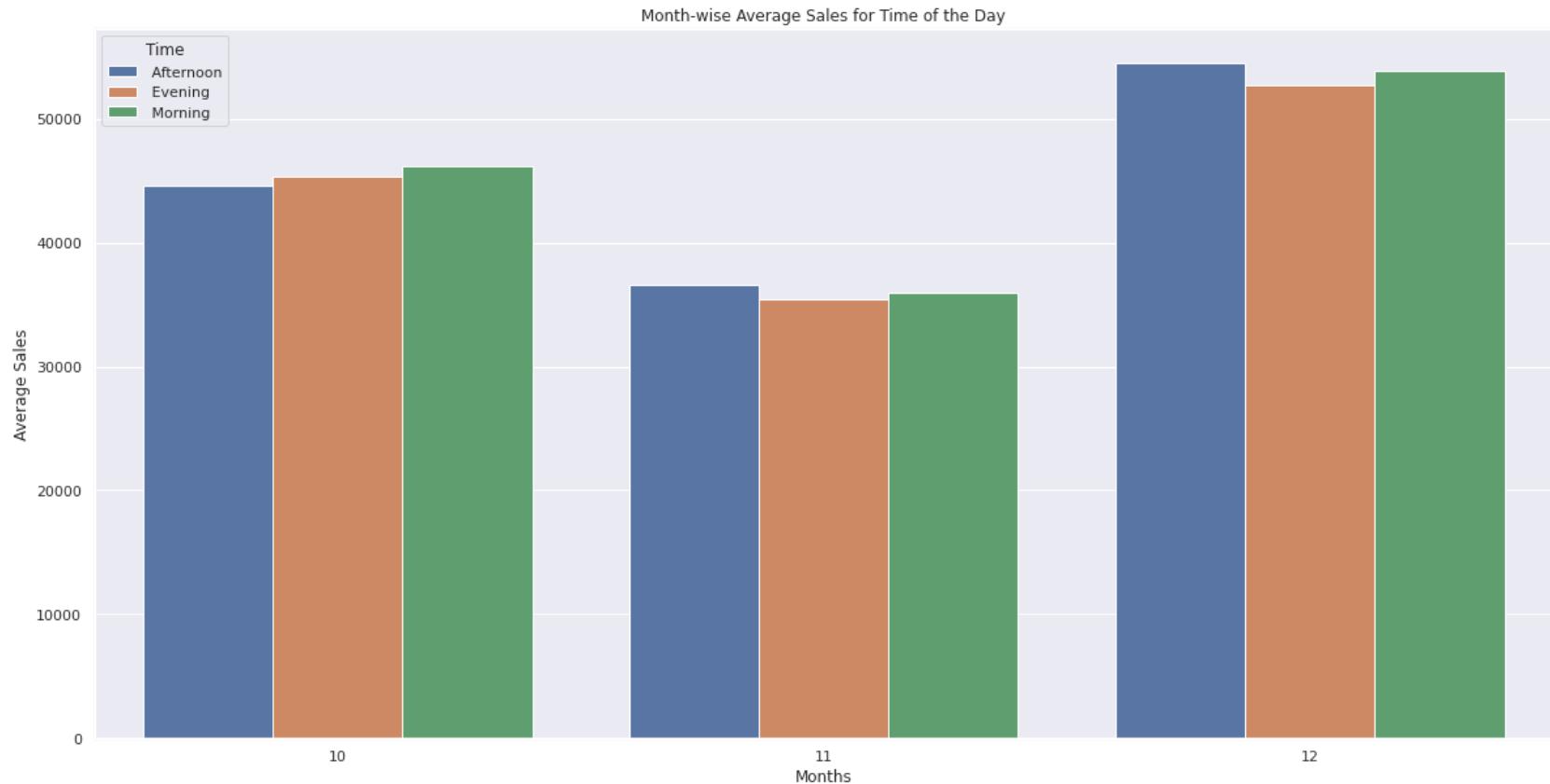
Monthly Time-wise Average Sales

```
In [182]: # Grouping the data by 'Month' and 'Time' and mean of the 'Sales'
monthly_avg_sales_by_time = aal_sales_df.groupby(['Month', 'Time'])['Sales'].mean().reset_index()
monthly_avg_sales_by_time['Sales'] = round(monthly_avg_sales_by_time['Sales'], 2)
monthly_avg_sales_by_time
```

```
Out[102]:
```

	Month	Time	Sales
0	10	Afternoon	44562.50
1	10	Evening	45285.71
2	10	Morning	46211.31
3	11	Afternoon	36616.07
4	11	Evening	35410.71
5	11	Morning	35928.57
6	12	Afternoon	54544.64
7	12	Evening	52741.07
8	12	Morning	53821.43

```
In [103]: # Plotting the total month-wise sales data for each time of day on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Month', y='Sales', data=monthly_avg_sales_by_time, hue='Time')
plt.title('Month-wise Average Sales for Time of the Day')
plt.xlabel('Months')
plt.ylabel('Average Sales')
plt.show()
```

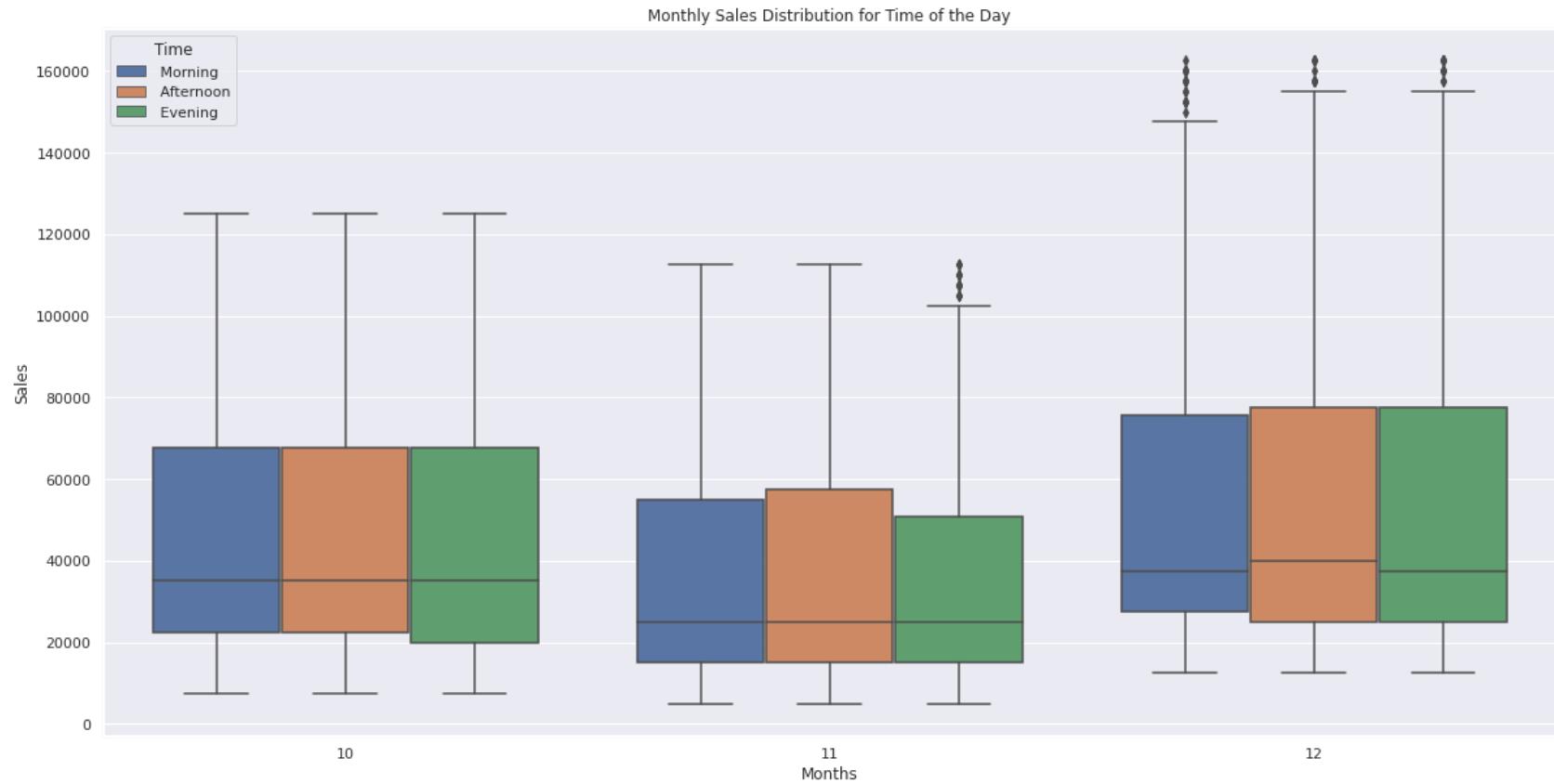


Deduction: The above Monthly Time-wise Average Sales analysis shows that:

- **Month 12** has the Highest Average Monthly Sales
- **Month 11** has the Lowest Average Monthly Sales.

Monthly Time-wise Sales Distribution

```
In [184]: # Monthly Time-wise sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Month', y='Sales', data=aal_sales_df, hue='Time')
plt.title('Monthly Sales Distribution for Time of the Day')
plt.xlabel('Months')
plt.ylabel('Sales')
plt.show()
```



Monthly Time-wise sales outliers count for the above boxplot distribution

```
In [105]: # Finding the outliers in the above Monthly Time-wise Sales box-plot distribution
outliers_month_time_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', ['Month', 'Time']).groupby(['Month', 'Time'])['Sales'].agg(['min', 'max', 'count'])
if len(outliers_month_time_sales) > 0 :
    print("\nMonths with Time-wise Outliers for Monthly Sales:\n", outliers_month_time_sales)
else :
    print("\nNo Month with Time-wise Outliers for Monthly Sales")

\Months with Time-wise Outliers for Monthly Sales:
      min     max  count
Month Time
11   Evening  105000  112500    16
12   Afternoon  157500  162500    11
        Evening  157500  162500    13
        Morning   150000  162500    20
```

Deduction: The above Monthly Time-wise Sales analysis for detecting outliers shows that:

- Month 12 has the highest outliers

Month 12 has outliers for all the Time of the Day

- Month 10 has no outliers

=====

Quarterly Sales Analysis

Total Quarterly Sales

```
In [186]: # Finding total quarterly sales
sum_quarterly_sales_df = aal_sales_df.groupby(['Year', 'Quarter'])['Sales'].sum().reset_index()
sum_quarterly_sales_df
```

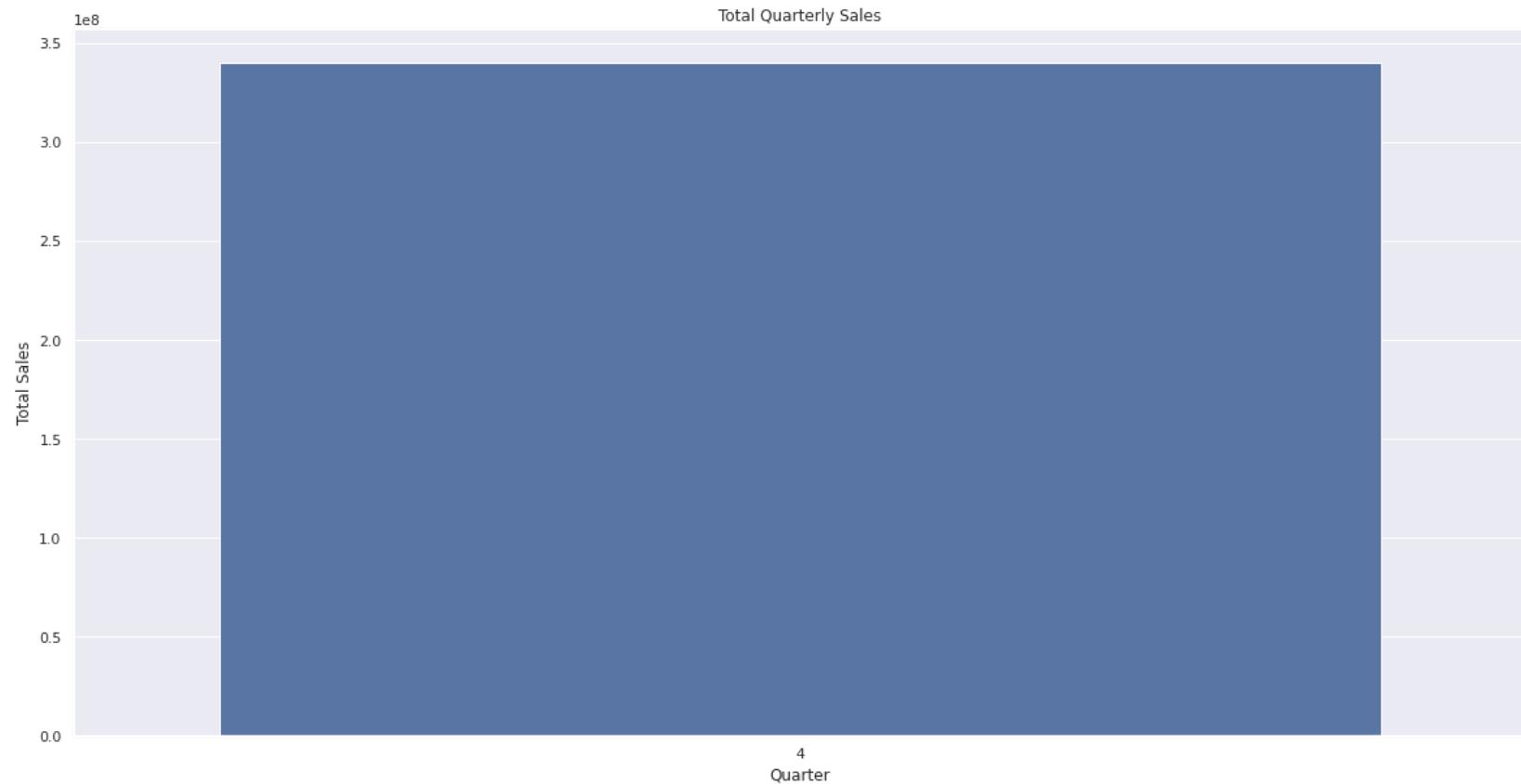
```
Out[186]:   Year    Quarter      Sales
0   2020        4  340302500
```

```
In [187]: # Finding the min and max total quarterly sales
if len(sum_quarterly_sales_df) == 0 :
    print('No data found')
else :
    if len(sum_quarterly_sales_df) > 1 :
        # Find the quarter with minimum sales
        min_tot_sales_quarter = sum_quarterly_sales_df.iloc[sum_quarterly_sales_df['Sales'].idxmin()]

        print(f'Quarter: Q{round(min_tot_sales_quarter.Quarter)} of Year: {round(min_tot_sales_quarter.Year)} has the lowest total Sales of {min_tot_sales_quar
        # Find the quarter with maximum sales
        max_tot_sales_quarter = sum_quarterly_sales_df.iloc[sum_quarterly_sales_df['Sales'].idxmax()]

        print(f'Quarter: Q{round(max_tot_sales_quarter.Quarter)} of Year: {round(max_tot_sales_quarter.Year)} has the highest total Sales of {max_tot_sales_qua
    else :
        print("Quarter: Q{} of Year: {} has total Sales of {}".format(round(sum_quarterly_sales_df.iloc[0]['Quarter']), round(sum_quarterly_sales_df.iloc[0]['Y
Quarter: Q4 of Year: 2020 has total Sales of 340302500
```

```
In [188]: # Plotting the total quarterly sales
plt.figure(figsize=(20, 10))
sns.barplot(x='Quarter', y='Sales', data=sum_quarterly_sales_df)
plt.title('Total Quarterly Sales')
plt.xlabel('Quarter')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: There is only one Quarter in the dataset **Q4** whose Total Quaterly Sales is shown by the above analysis

Average Quarterly Sales

```
In [109]: # Finding average quaterly sales
avg_quarterly_sales_df = aal_sales_df.groupby(['Year', 'Quarter'])['Sales'].mean().reset_index()
avg_quarterly_sales_df['Sales'] = round(avg_quarterly_sales_df['Sales'], 2)
avg_quarterly_sales_df
```

```
Out[109]:
```

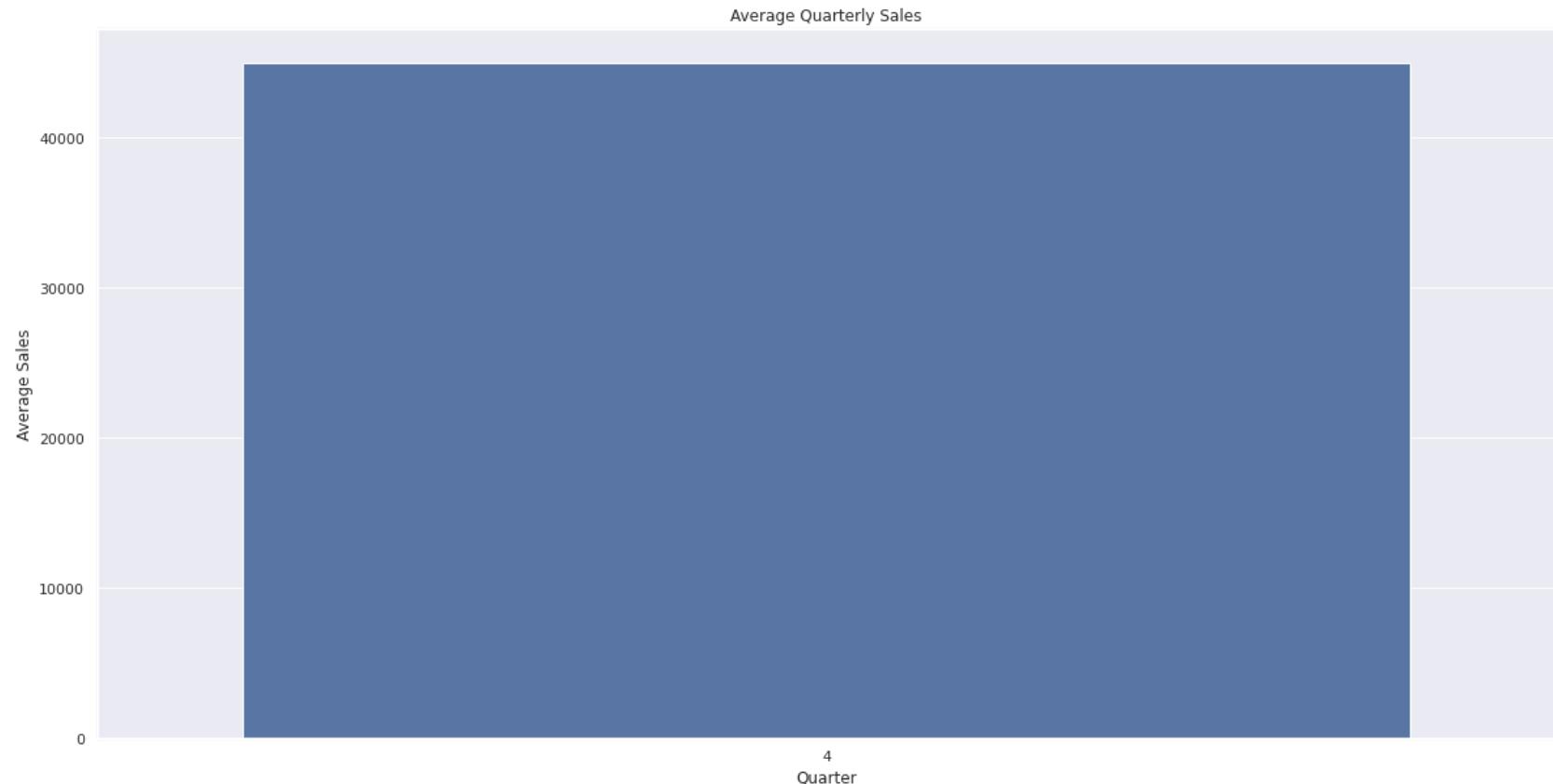
	Year	Quarter	Sales
0	2020	4	45013.56

```
In [110]: # Finding the min and max total quarterly sales
if len(avg_quarterly_sales_df) == 0 :
    print('No data found')
else :
    if len(avg_quarterly_sales_df) > 1 :
        # Find the quarter with minimum sales
        min_avg_sales_quarter = avg_quarterly_sales_df.iloc[avg_quarterly_sales_df['Sales'].idxmin()]

        print(f'Quarter: Q{round(min_avg_sales_quarter.Quarter)} of Year: {round(min_avg_sales_quarter.Year)} has the lowest total Sales of {min_avg_sales_quar
# Find the quarter with maximum sales
max_avg_sales_quarter = avg_quarterly_sales_df.iloc[avg_quarterly_sales_df['Sales'].idxmax()]

print(f'Quarter: Q{round(max_avg_sales_quarter.Quarter)} of Year: {round(max_avg_sales_quarter.Year)} has the highest total Sales of {max_avg_sales_qua
else :
    print("Quarter: Q{} of Year: {} has total Sales of {}".format(round(avg_quarterly_sales_df.iloc[0]['Quarter']), round(avg_quarterly_sales_df.iloc[0]['Y
Quarter: Q4 of Year: 2020 has total Sales of 45013.56
```

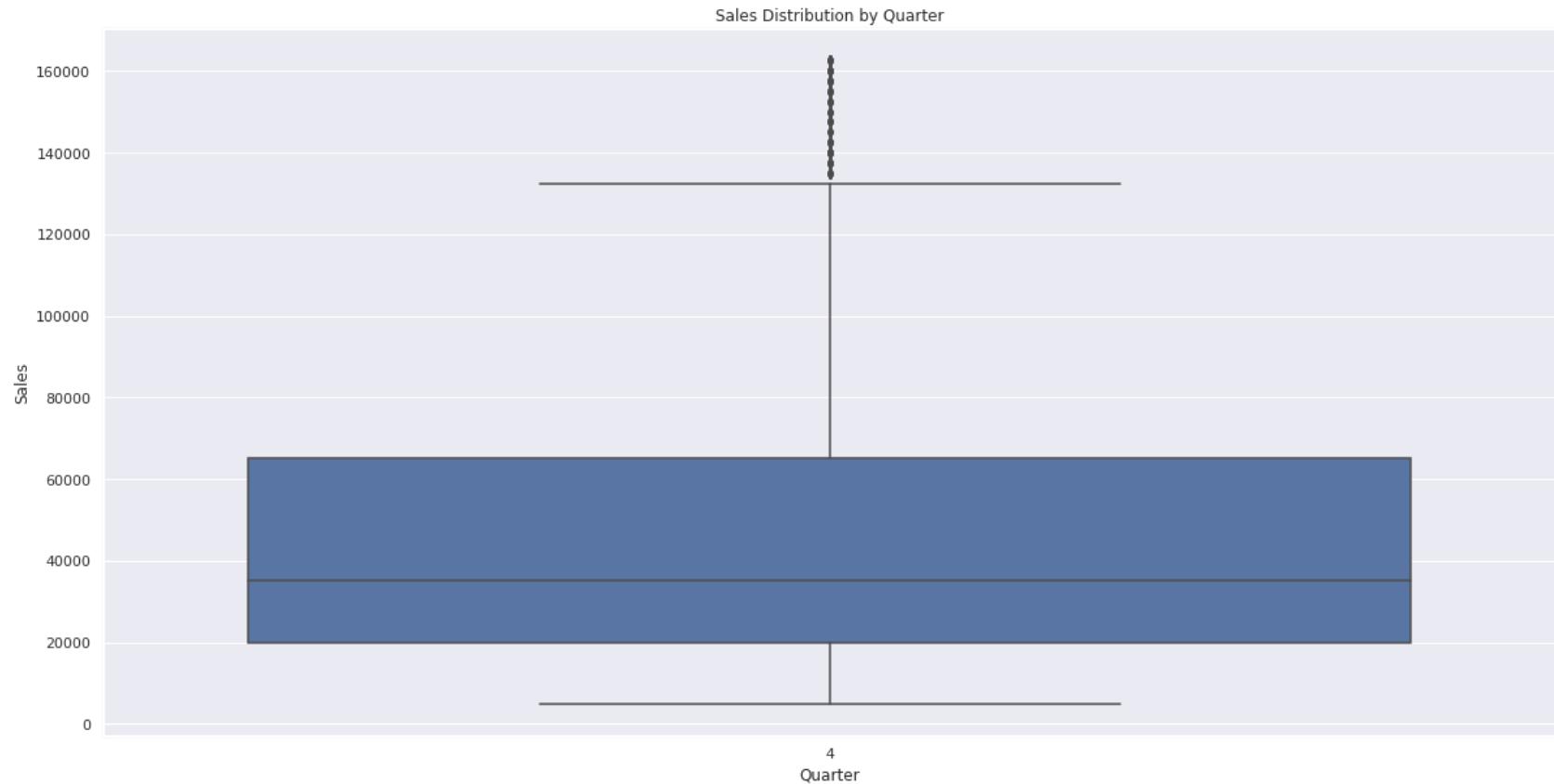
```
In [111]: # Plotting the average quarterly sales
plt.figure(figsize=(20, 10))
sns.barplot(x='Quarter', y='Sales', data=avg_quarterly_sales_df)
plt.title('Average Quarterly Sales')
plt.xlabel('Quarter')
plt.ylabel('Average Sales')
plt.show()
```



Deduction: There is only one Quarter in the dataset **Q4** whose Average Quaterly Sales is shown by the above analysis

Quarterly Sales Distribution

```
In [112]: # Quarterly sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Quarter', y='Sales', data=aal_sales_df)
plt.title('Sales Distribution by Quarter')
plt.xlabel('Quarter')
plt.ylabel('Sales')
plt.show()
```



Quarterly sales outliers count for the above boxplot distribution

```
In [113]: # Finding the outliers in the above Quarterly Sales box-plot distribution
outliers_quarter_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', 'Quarter').groupby('Quarter')[['Sales']].agg(['min', 'max', 'count'])
if len(outliers_quarter_sales) > 0 :
    print("\nOutliers for Quarterly Sales:\n", outliers_quarter_sales)
else :
    print("\nNo Outliers for Quarterly Sales")
```

	min	max	count
Quarter			
4	135000	162500	123

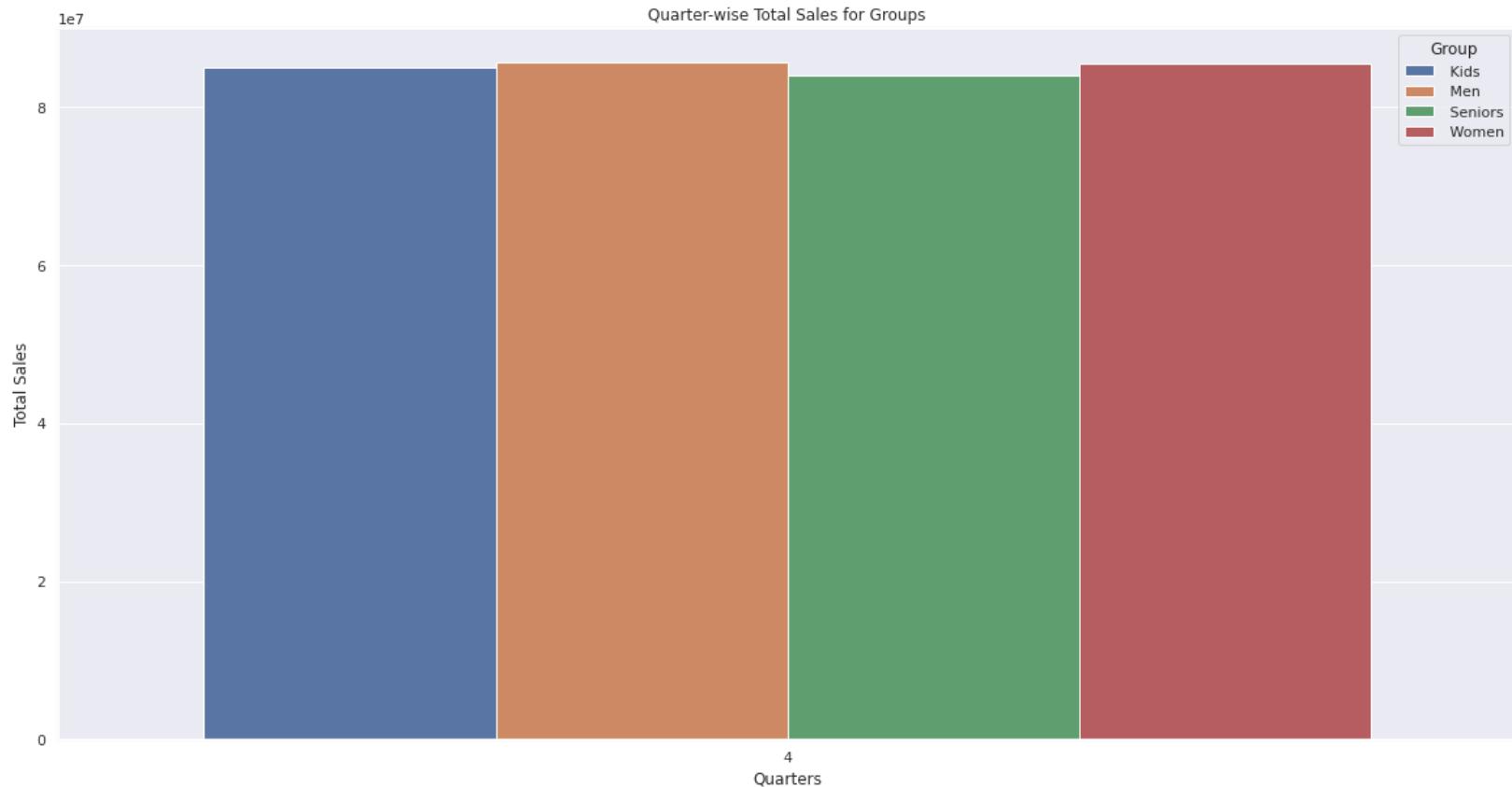
Deduction: There are outliers for the Quarterly Sales of Q4 Quarter which is shown by the above outliers analysis

Quarterly Group-wise Total Sales

```
In [114]: # Grouping the data by 'Quarter' and 'Group' and sum the 'Sales'  
quarterly_tot_sales_by_group = aal_sales_df.groupby(['Quarter', 'Group'])['Sales'].sum().reset_index()  
quarterly_tot_sales_by_group
```

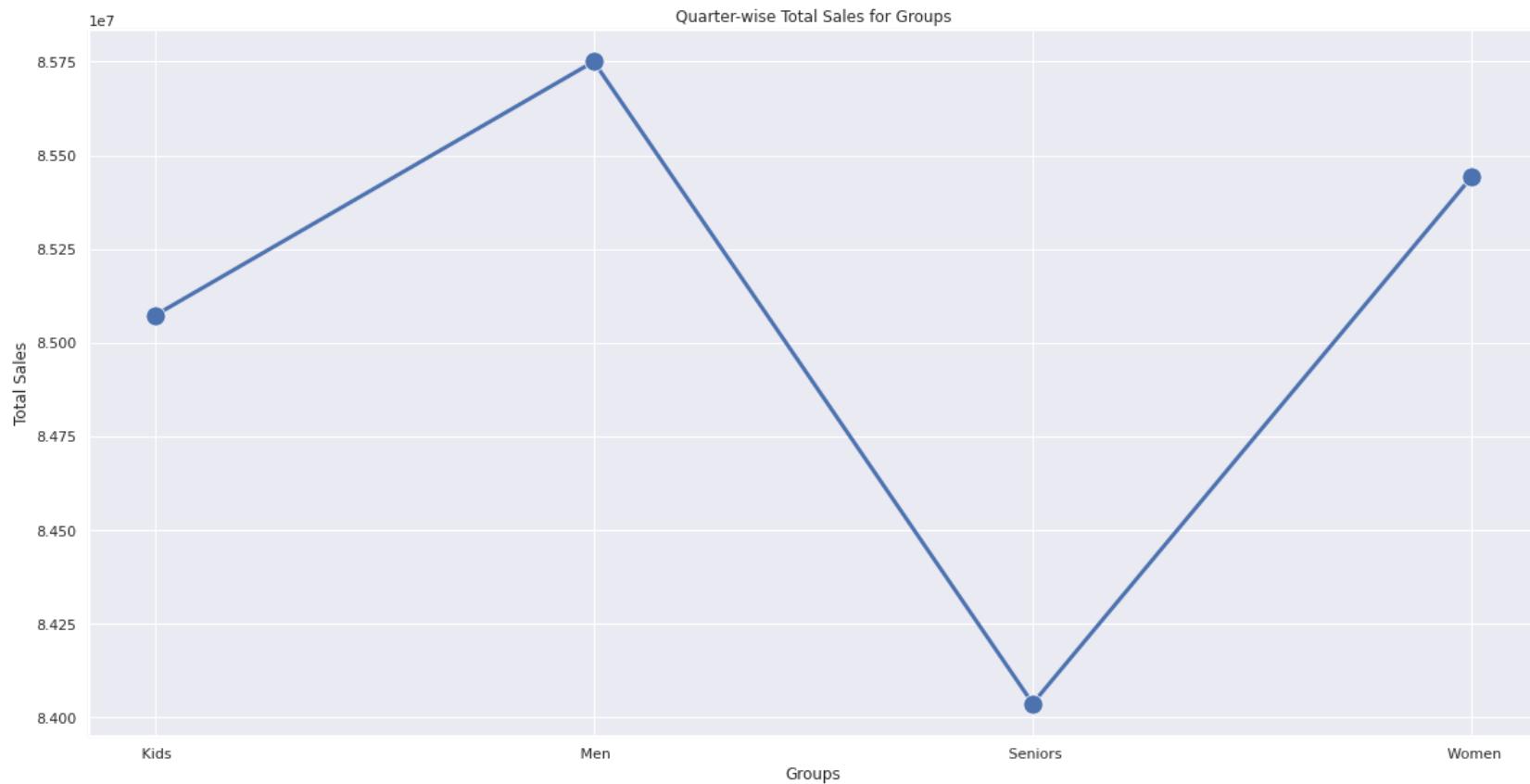
```
Out[114]:   Quarter Group    Sales  
0         4   Kids  85072500  
1         4    Men  85750000  
2         4  Seniors  84037500  
3         4  Women  85442500
```

```
In [115]: # Plotting the total quarter-wise sales data for each group on a seaborn barplot  
plt.figure(figsize=(20, 10))  
sns.barplot(x='Quarter', y='Sales', data=quarterly_tot_sales_by_group, hue='Group')  
plt.title('Quarter-wise Total Sales for Groups')  
plt.xlabel('Quarters')  
plt.ylabel('Total Sales')  
plt.show()
```



Note: As variations for the **Total Quarterly Group-wise** data is low so the above **Bar Plot** does not conclusively present the difference in the Sales data. Hence a **Line Plot** is also included to visualize the **Total Quaterly Sales** across the **Groups** more clearly.

```
In [116]: # Plotting the total quarter-wise sales data for each group on a seaborn lineplot
plt.figure(figsize=(20, 10))
sns.lineplot(x='Group', y='Sales', data=quarterly_tot_sales_by_group, marker='o', markersize=15, linewidth=3)
plt.title('Quarter-wise Total Sales for Groups')
plt.xlabel('Groups')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above Quaterly Group-wise Total Sales analysis shows that:

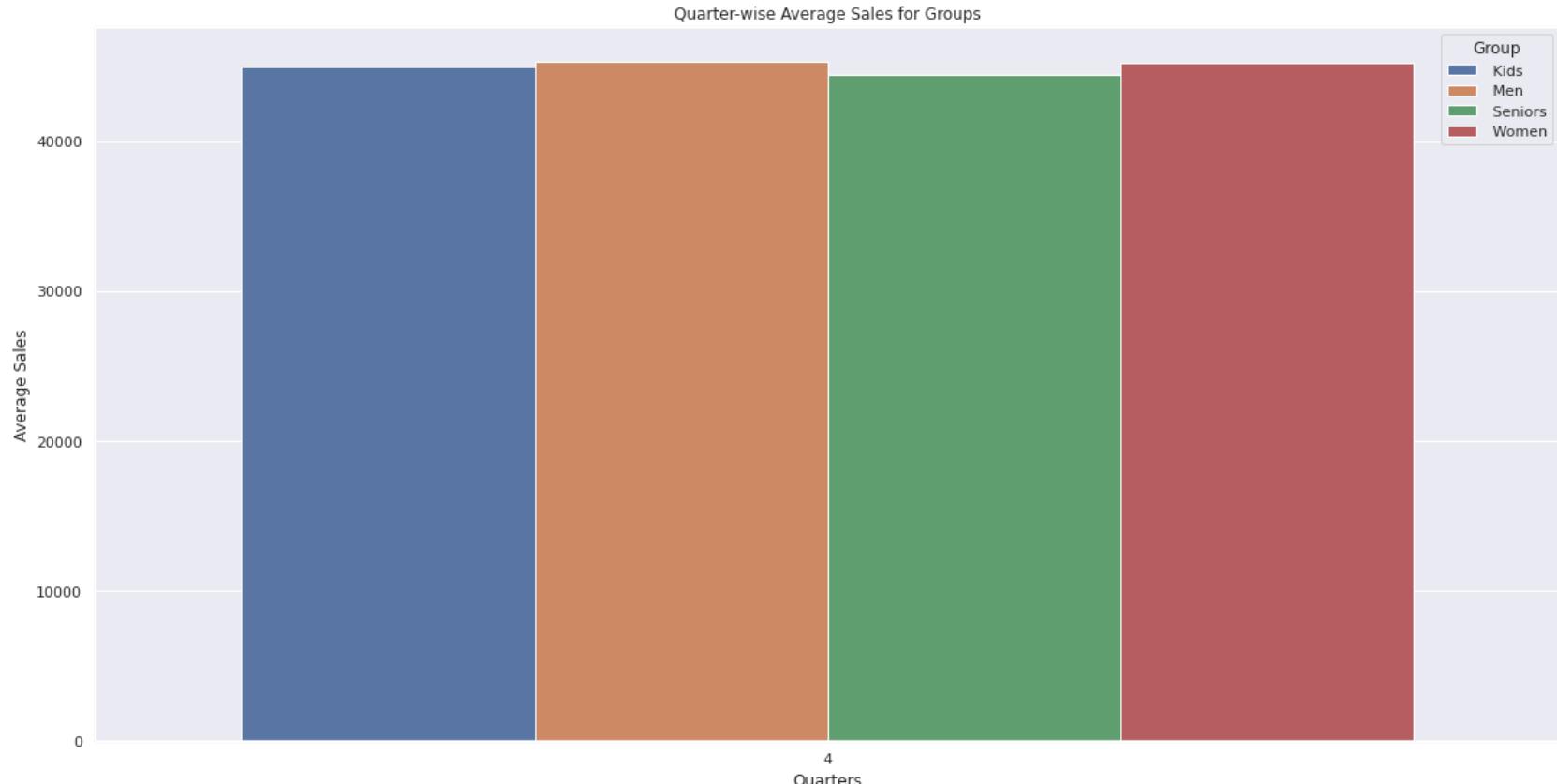
- Group **Men** has the Highest Total Quaterly Sales
- Group **Seniors** has the Lowest Total Quaterly Sales.

Quarterly Group-wise Average Sales

```
In [117]: # Grouping the data by 'Quarter' and 'Group' and mean of the 'Sales'  
quarterly_avg_sales_by_group = aal_sales_df.groupby(['Quarter', 'Group'])['Sales'].mean().reset_index()  
quarterly_avg_sales_by_group['Sales'] = round(quarterly_avg_sales_by_group['Sales'], 2)  
quarterly_avg_sales_by_group
```

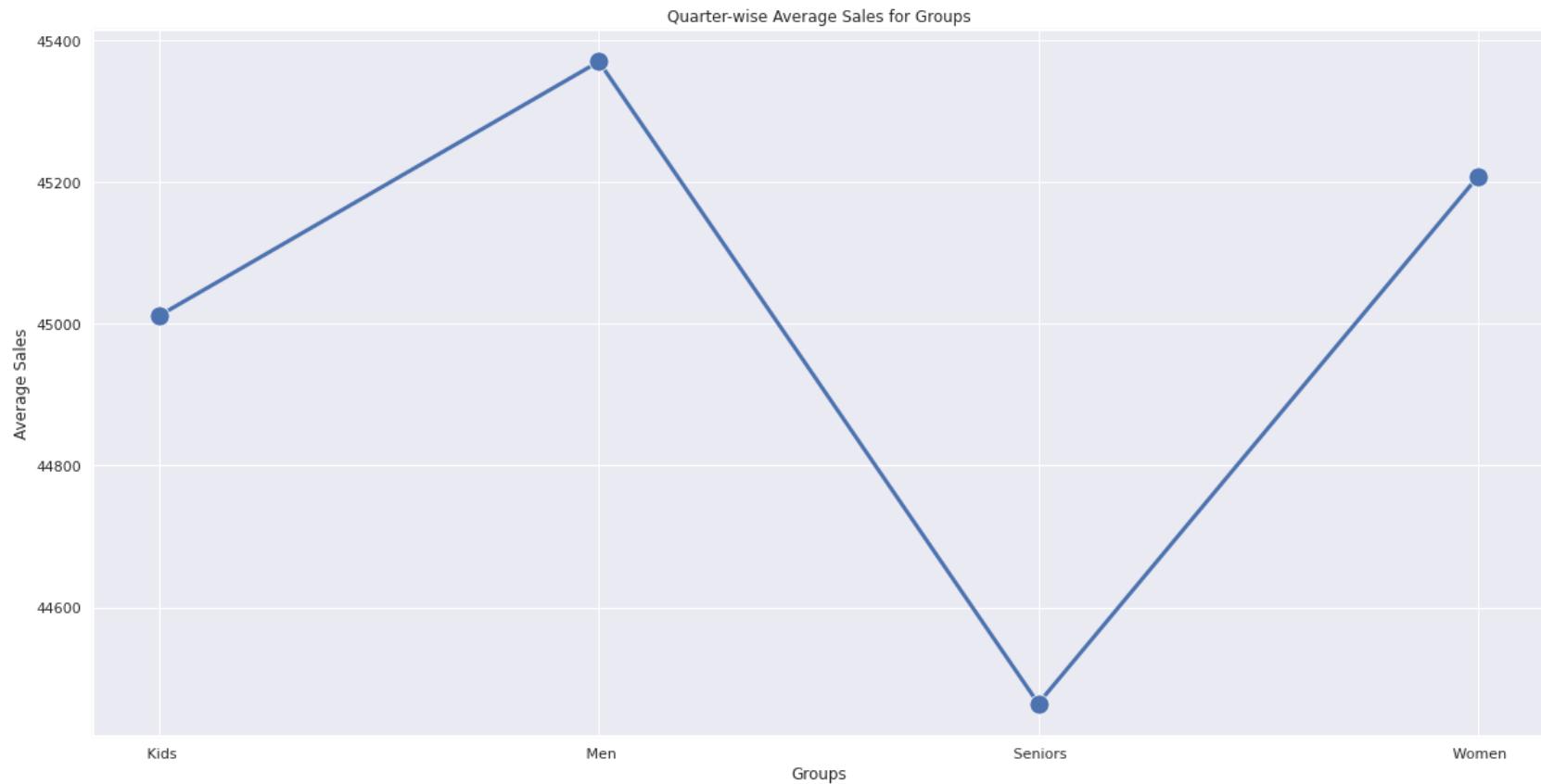
```
Out[117]:   Quarter Group    Sales  
0         4   Kids  45011.90  
1         4   Men   45370.37  
2         4 Seniors 44464.29  
3         4 Women  45207.67
```

```
In [118]: # Plotting the avg quarter-wise sales data for each group on a seaborn barplot  
plt.figure(figsize=(20, 10))  
sns.barplot(x='Quarter', y='Sales', data=quarterly_avg_sales_by_group, hue='Group')  
plt.title('Quarter-wise Average Sales for Groups')  
plt.xlabel('Quarters')  
plt.ylabel('Average Sales')  
plt.show()
```



Note: As variations for the **Average Quarterly Group-wise** data is low so the above **Bar Plot** does not conclusively present the difference in the Sales data. Hence a **Line Plot** is also included to visualize the **Average Quaterly Sales** across the **Groups** more clearly.

```
In [119]: # Plotting the average quarter-wise sales data for each group on a seaborn lineplot
plt.figure(figsize=(20, 10))
sns.lineplot(x='Group', y='Sales', data=quarterly_avg_sales_by_group, marker='o', markersize=15, linewidth=3)
plt.title('Quarter-wise Average Sales for Groups')
plt.xlabel('Groups')
plt.ylabel('Average Sales')
plt.show()
```

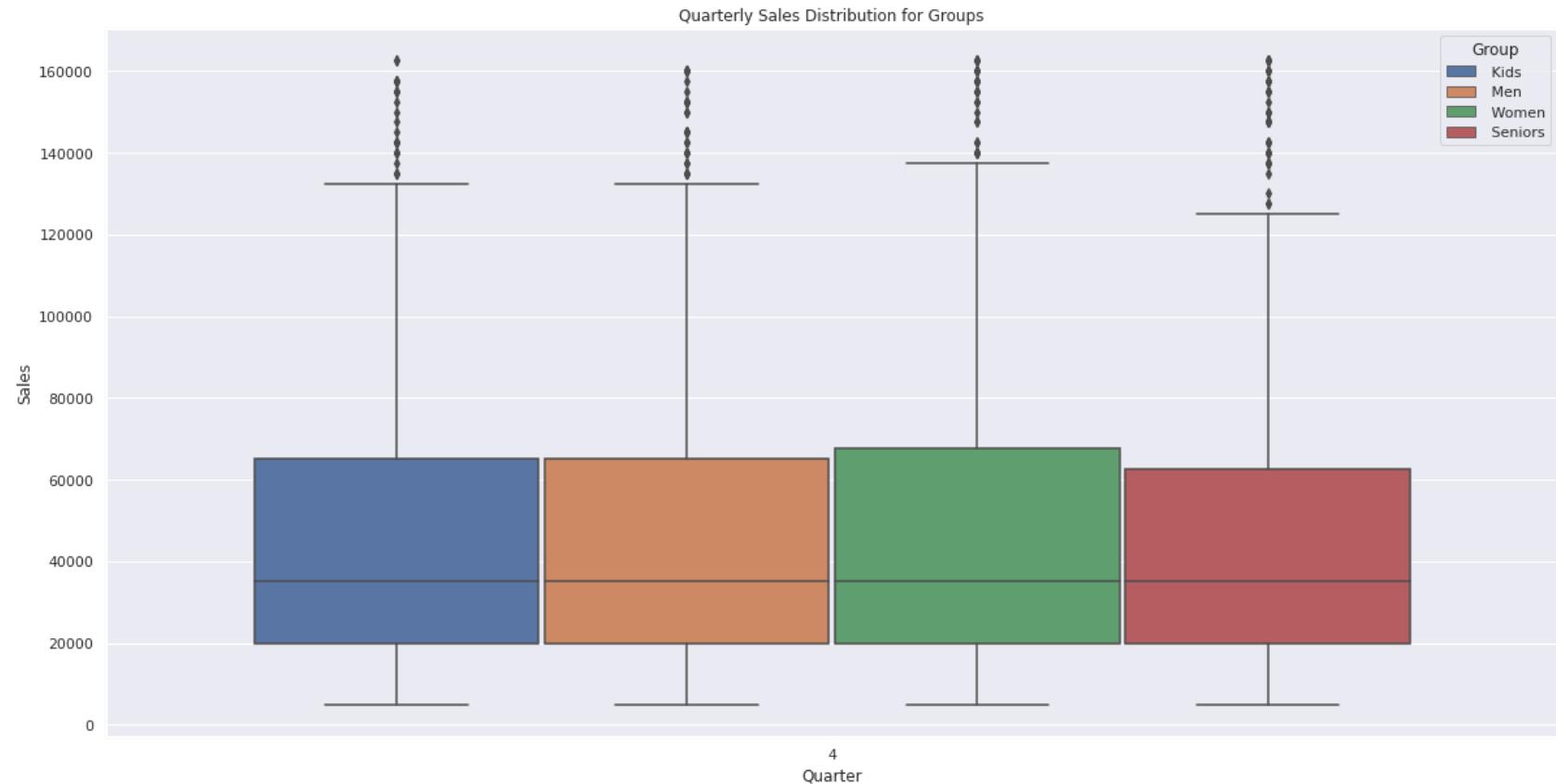


Deduction: The above Quaterly Group-wise Average Sales analysis shows that:

- Group **Men** has the Highest Average Quaterly Sales
- Group **Seniors** has the Lowest Average Quaterly Sales.

Quarterly Group-wise Sales Distribution

```
In [120]: # Quarterly Group-wise sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Quarter', y='Sales', data=aal_sales_df, hue='Group')
plt.title('Quarterly Sales Distribution for Groups')
plt.xlabel('Quarter')
plt.ylabel('Sales')
plt.show()
```



Quarterly Group-wise sales outliers count for the above boxplot distribution

```
In [121]: # Finding the outliers in the above Quarterly Group-wise Sales box-plot distribution
outliers_quarter_group_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', ['Quarter', 'Group']).groupby(['Quarter', 'Group'])['Sales'].agg(['min', 'max', 'count'])
if len(outliers_quarter_group_sales) > 0 :
    print("\nQuarters with Group-wise Outliers for Quarterly Sales:\n", outliers_quarter_group_sales)
else :
    print("\nNo Quarter with Group-wise Outliers for Quarterly Sales")
```

```
\Quarters with Group-wise Outliers for Quarterly Sales:
```

Quarter	Group	min	max	count
4	Kids	135000	162500	25
	Men	135000	160000	30
	Seniors	127500	162500	39
	Women	140000	162500	27

Deduction: The above Quarterly Group-wise Sales analysis for detecting outliers shows that:

- Group **Seniors** has the highest outliers
- Group **Kids** has the lowest outliers

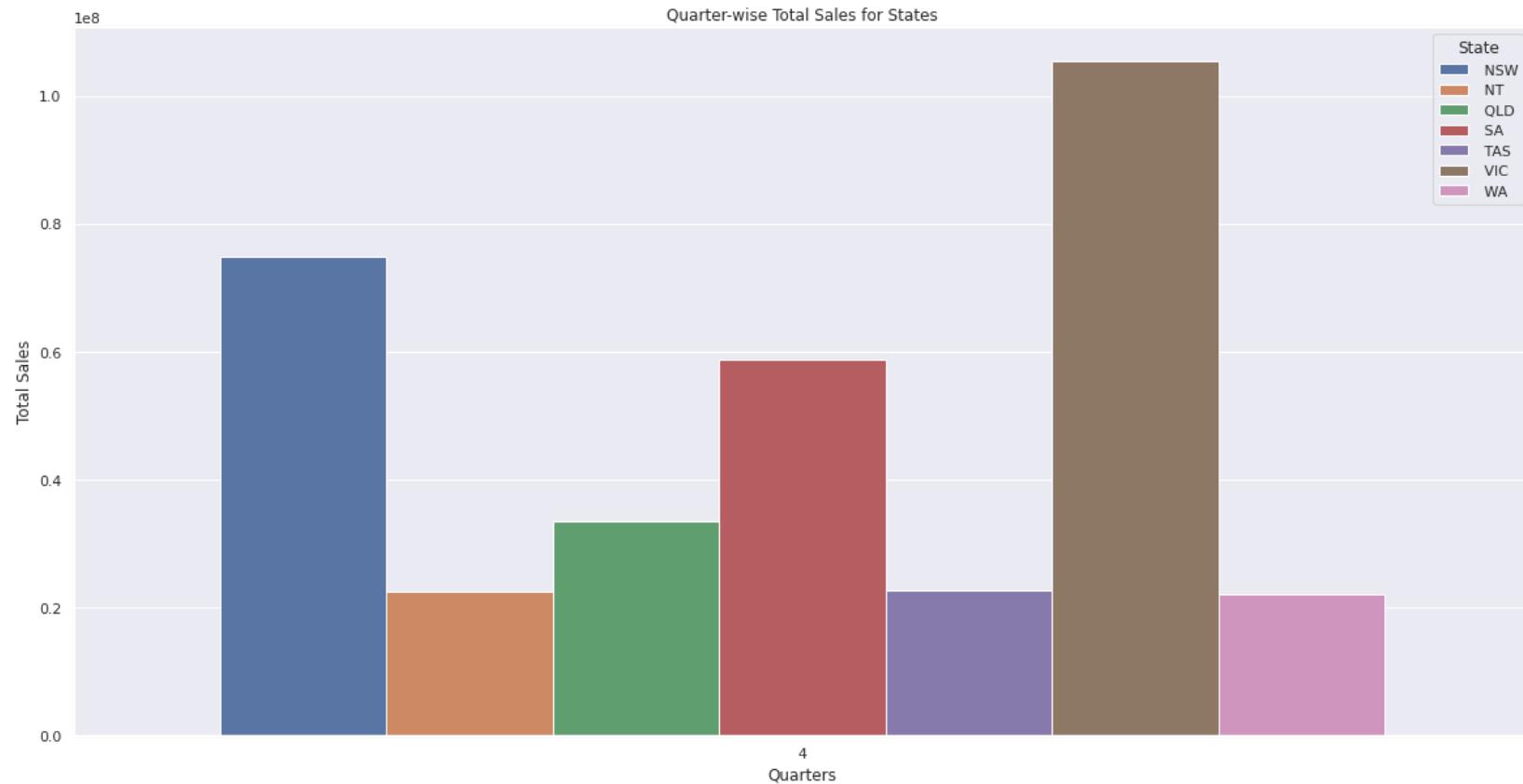
Quarterly State-wise Total Sales

```
In [122]: # Grouping the data by 'Quarter' and 'State' and sum the 'Sales'  
quarterly_tot_sales_by_state = aal_sales_df.groupby(['Quarter', 'State'])['Sales'].sum().reset_index()  
quarterly_tot_sales_by_state
```

```
Out[122]:
```

	Quarter	State	Sales
0	4	NSW	74970000
1	4	NT	22580000
2	4	QLD	33417500
3	4	SA	58857500
4	4	TAS	22760000
5	4	VIC	105565000
6	4	WA	22152500

```
In [123]: # Plotting the total quarter-wise sales data for each state on a seaborn barplot  
plt.figure(figsize=(20, 10))  
sns.barplot(x='Quarter', y='Sales', data=quarterly_tot_sales_by_state, hue='State')  
plt.title('Quarter-wise Total Sales for States')  
plt.xlabel('Quarters')  
plt.ylabel('Total Sales')  
plt.show()
```



Deduction: The above Quarterly State-wise Total Sales analysis shows that:

- State **VIC** has the Total Highest Sales
- State **WA** has the Total Lowest Sales
- States like **NT** and **TAS** also has lower Total Quaterly Sales

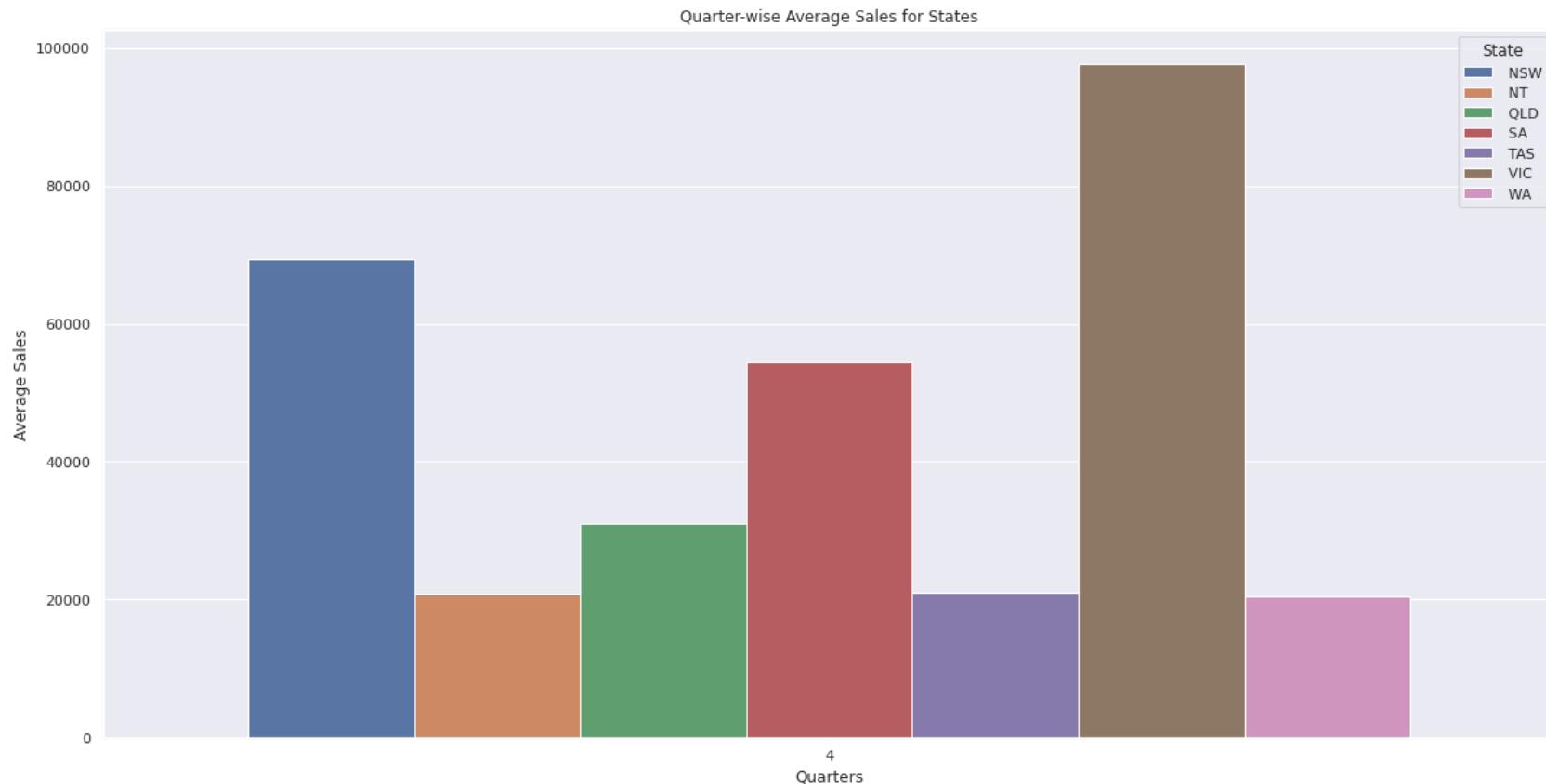
Quarterly State-wise Average Sales

```
In [124]: # Grouping the data by 'Quarter' and 'Group' and mean of the 'Sales'
quarterly_avg_sales_by_group = aal_sales_df.groupby(['Quarter', 'State'])['Sales'].mean().reset_index()
quarterly_avg_sales_by_group['Sales'] = round(quarterly_avg_sales_by_group['Sales'], 2)
quarterly_avg_sales_by_group
```

```
Out[124]:
```

	Quarter	State	Sales
0	4	NSW	69416.67
1	4	NT	20907.41
2	4	QLD	30942.13
3	4	SA	54497.69
4	4	TAS	21074.07
5	4	VIC	97745.37
6	4	WA	20511.57

```
In [125]: # Plotting the avg quarter-wise sales data for each state on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Quarter', y='Sales', data=quarterly_avg_sales_by_group, hue='State')
plt.title('Quarter-wise Average Sales for States')
plt.xlabel('Quarters')
plt.ylabel('Average Sales')
plt.show()
```

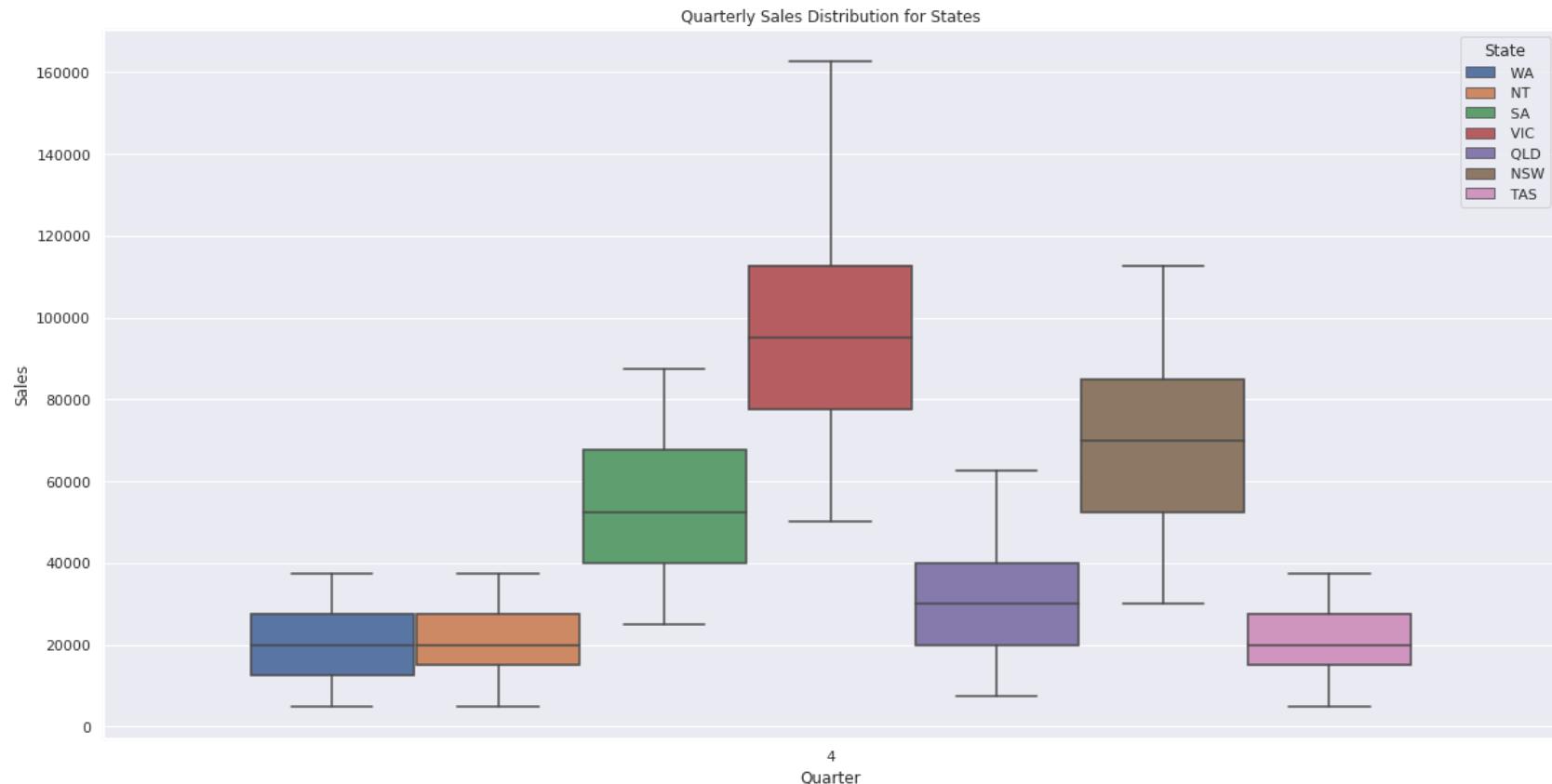


Deduction: The above Quarterly State-wise Average Sales analysis shows that:

- State **VIC** has the Average Highest Sales
- State **WA** has the Average Lowest Sales
- States like **NT** and **TAS** also has lower Average Quaterly Sales

Quarterly State-wise Sales Distribution

```
In [126]: # Quarterly State-wise sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Quarter', y='Sales', data=aal_sales_df, hue='State')
plt.title('Quarterly Sales Distribution for States')
plt.xlabel('Quarter')
plt.ylabel('Sales')
plt.show()
```



Quarterly State-wise sales outliers count for the above boxplot distribution

```
In [127]: # Finding the outliers in the above Quarterly State-wise Sales box-plot distribution
outliers_quarter_state_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', ['Quarter', 'State']).groupby(['Quarter', 'State'])['Sales'].agg(['min', 'max', 'mean', 'std'])
if len(outliers_quarter_state_sales) > 0 :
    print("\nQuarters with State-wise Outliers for Quarterly Sales:\n", outliers_quarter_state_sales)
else :
    print("\nNo Quarter with State-wise Outliers for Quarterly Sales")
```

No Quarter with State-wise Outliers for Quarterly Sales

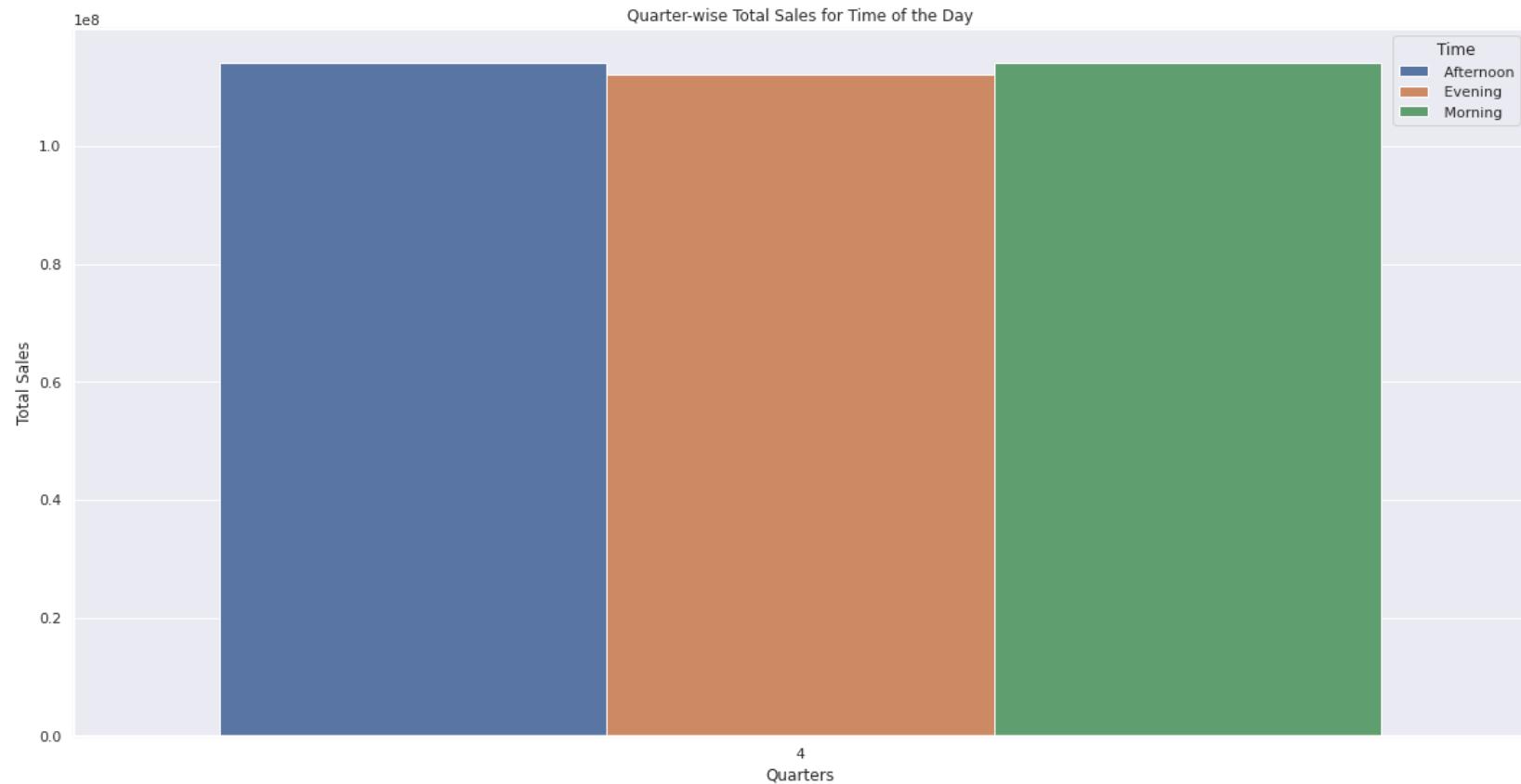
Deduction: No Outliers found for Quaterly State-wise Sales

Quarterly Time-wise Total Sales

```
In [128]: # Grouping the data by 'Quarter' and 'Time' and sum the 'Sales'
quarterly_tot_sales_by_time = aal_sales_df.groupby(['Quarter', 'Time'])['Sales'].sum().reset_index()
quarterly_tot_sales_by_time
```

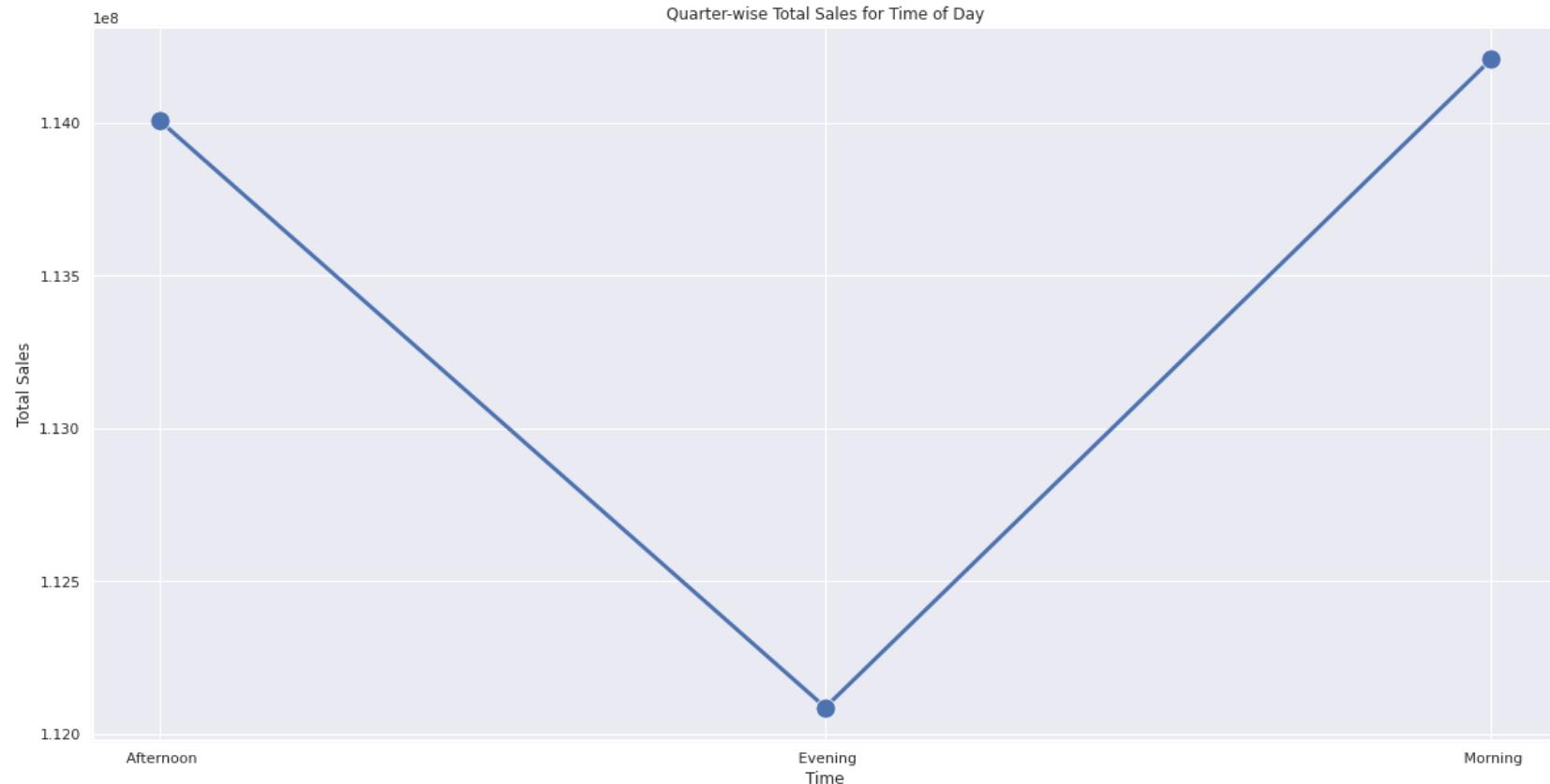
```
Out[128]:   Quarter    Time    Sales
0          4  Afternoon  114007500
1          4    Evening  112087500
2          4   Morning  114207500
```

```
In [129]: # Plotting the total quarter-wise sales data for each time of day on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Quarter', y='Sales', data=quarterly_tot_sales_by_time, hue='Time')
plt.title('Quarter-wise Total Sales for Time of the Day')
plt.xlabel('Quarters')
plt.ylabel('Total Sales')
plt.show()
```



Note: As variations for the **Total Quarterly Time-wise** data is low so the above **Bar Plot** does not conclusively present the difference in the Sales data. Hence a **Line Plot** is also included to visualize the **Total Quaterly Sales** across the **Time of Day** more clearly.

```
In [130]: # Plotting the total quarter-wise sales data for time of day on a seaborn lineplot
plt.figure(figsize=(20, 10))
sns.lineplot(x='Time', y='Sales', data=quarterly_tot_sales_by_time, marker='o', markersize=15, linewidth=3)
plt.title('Quarter-wise Total Sales for Time of Day')
plt.xlabel('Time')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above Quarterly Time-wise Total Sales analysis shows that:

- Time **Morning** has the Highest Quarterly Sales
- Time **Evening** has the Lowest Quarterly Sales.

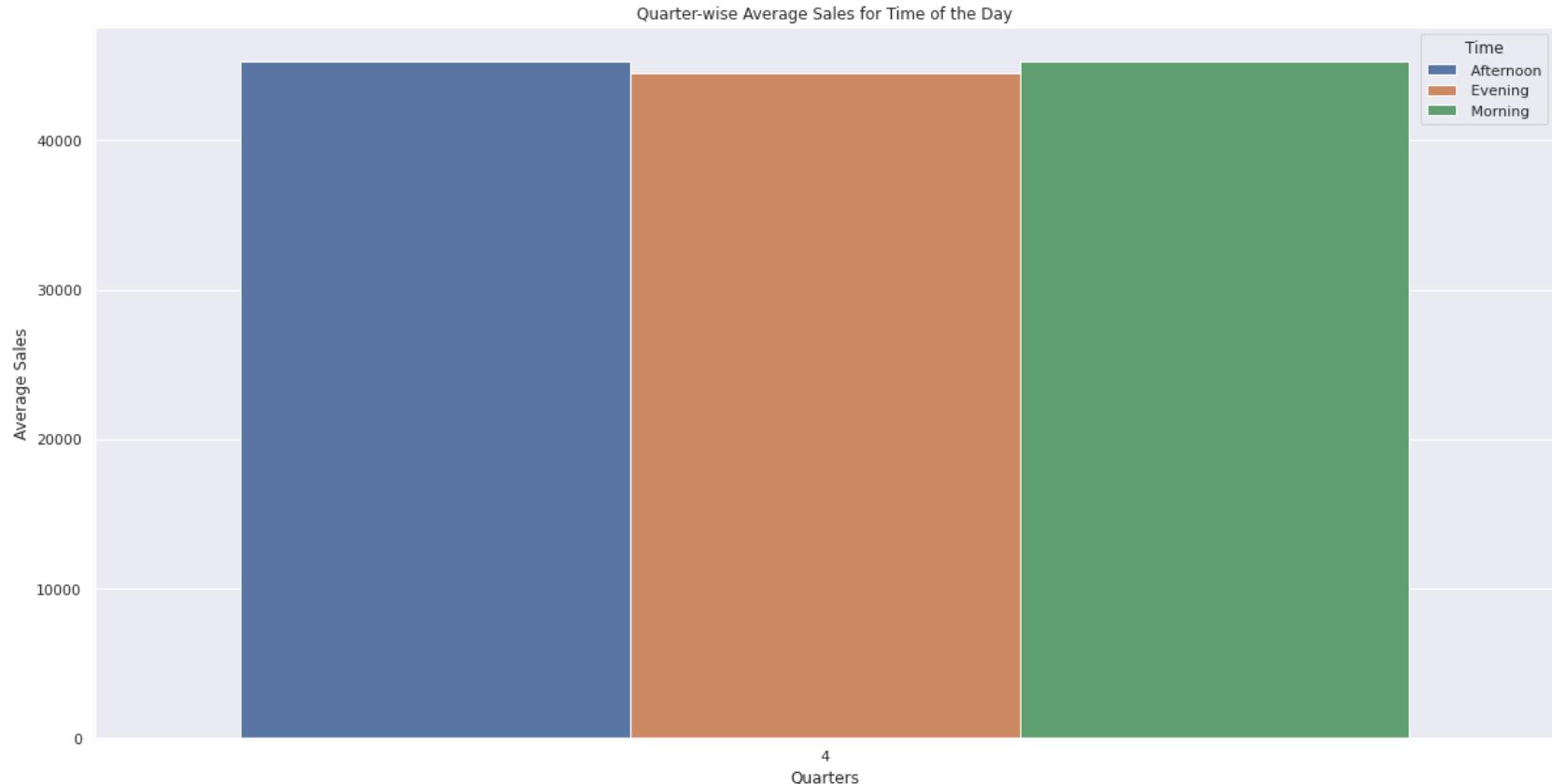
Quarterly Time-wise Average Sales

```
In [131]: # Grouping the data by 'Quarter' and 'Time' and mean of the 'Sales'
quarterly_avg_sales_by_time = aal_sales_df.groupby(['Quarter', 'Time'])['Sales'].mean().reset_index()
quarterly_avg_sales_by_time['Sales'] = round(quarterly_avg_sales_by_time['Sales'], 2)
quarterly_avg_sales_by_time
```

```
Out[131]:
```

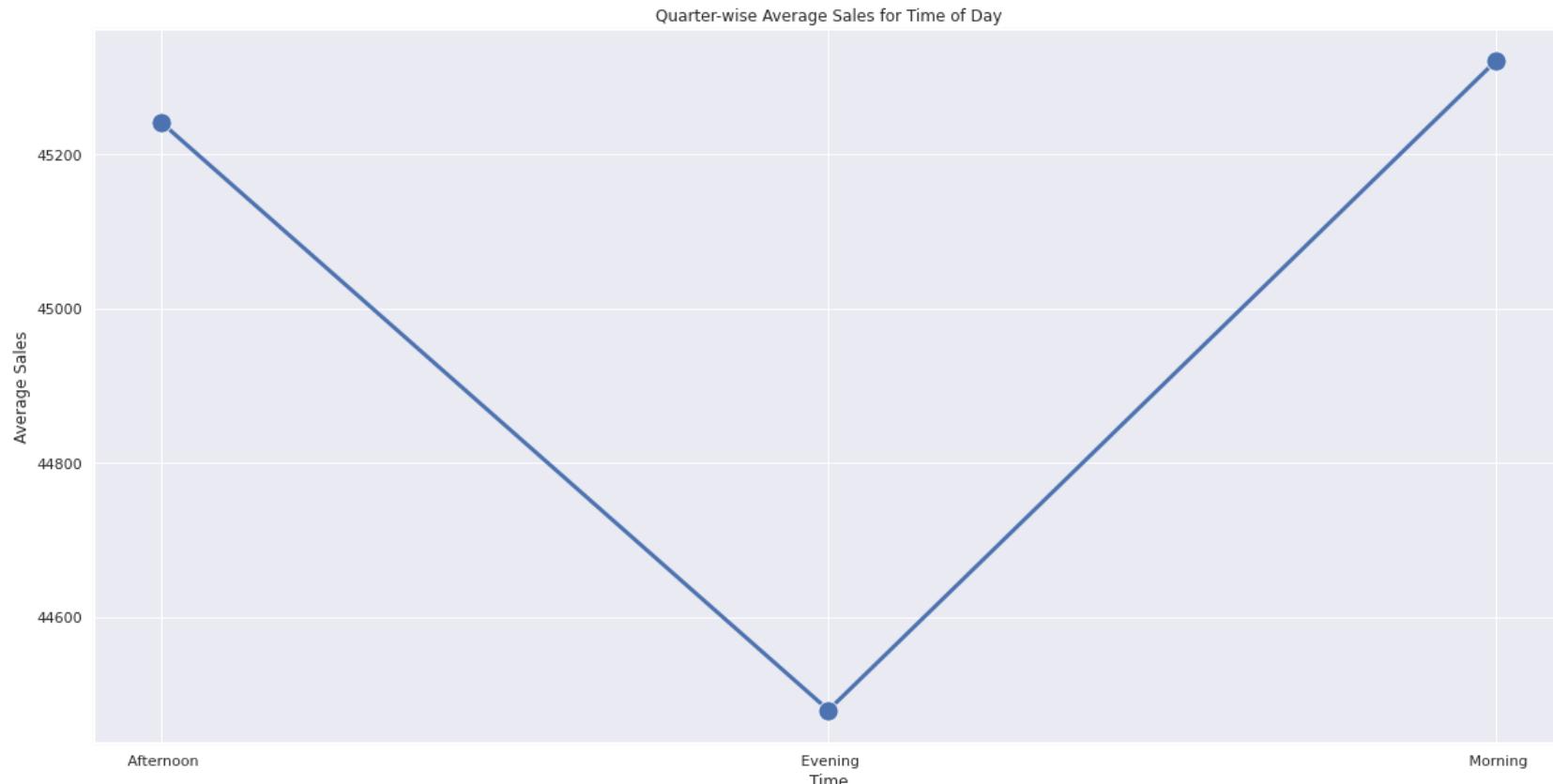
	Quarter	Time	Sales
0	4	Afternoon	45241.07
1	4	Evening	44479.17
2	4	Morning	45320.44

```
In [132]: # Plotting the avg quarter-wise sales data for each time of day on a seaborn barplot
plt.figure(figsize=(20, 10))
sns.barplot(x='Quarter', y='Sales', data=quarterly_avg_sales_by_time, hue='Time')
plt.title('Quarter-wise Average Sales for Time of the Day')
plt.xlabel('Quarters')
plt.ylabel('Average Sales')
plt.show()
```



Note: As variations for the **Average Quarterly Time-wise** data is low so the above **Bar Plot** does not conclusively present the difference in the Sales data. Hence a **Line Plot** is also included to visualize the **Average Quaterly Sales** across the **Time of Day** more clearly.

```
In [133]: # Plotting the average quarter-wise sales data for time of day on a seaborn lineplot
plt.figure(figsize=(20, 10))
sns.lineplot(x='Time', y='Sales', data=quarterly_avg_sales_by_time, marker='o', markersize=15, linewidth=3)
plt.title('Quarter-wise Average Sales for Time of Day')
plt.xlabel('Time')
plt.ylabel('Average Sales')
plt.show()
```

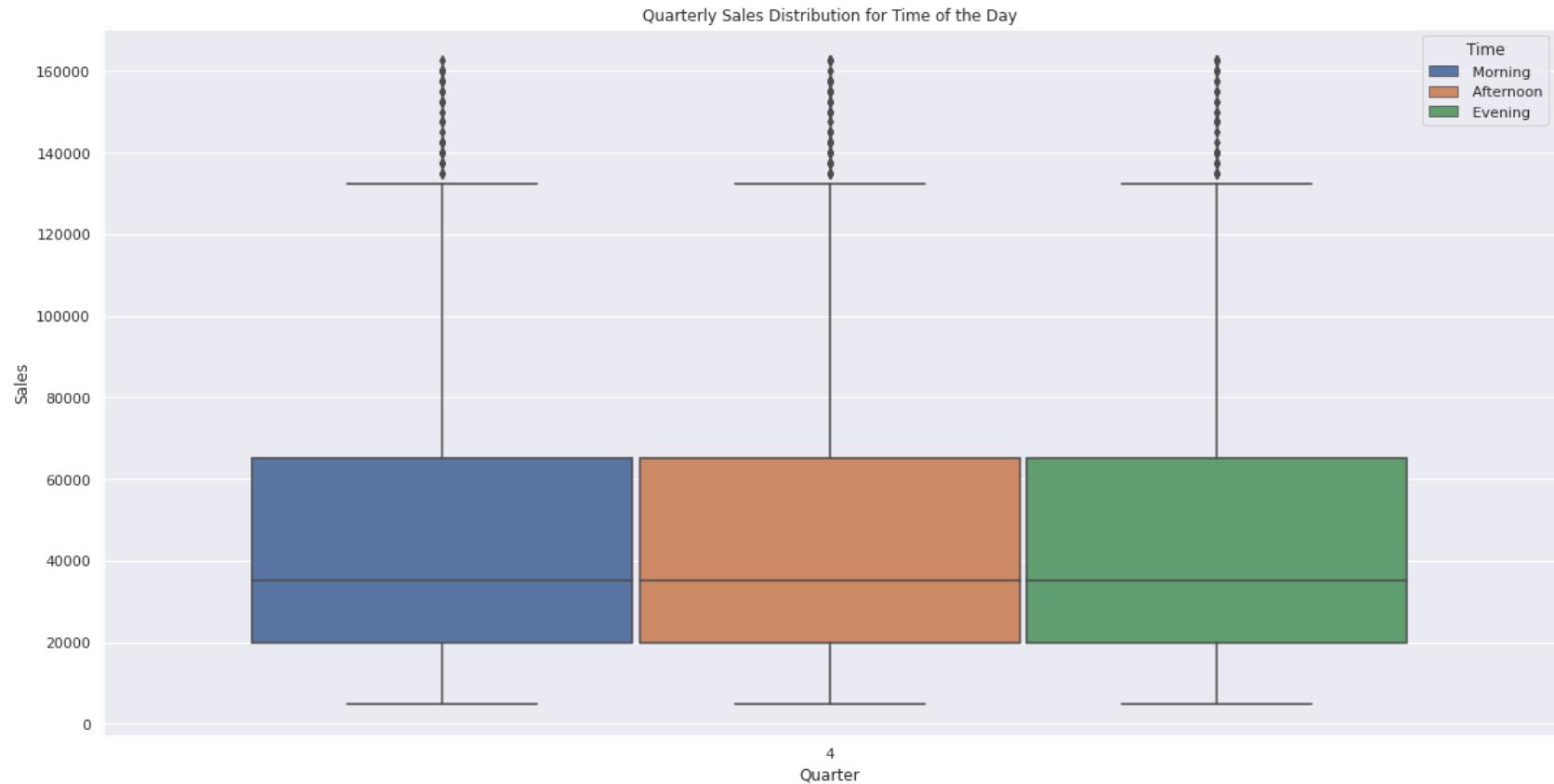


Deduction: The above Quarterly Time-wise Average Sales analysis shows that:

- Time **Morning** has the Highest Average Quaterly Sales
- Time **Evening** has the Lowest Average Quaterly Sales.

Quarterly Time-wise Sales Distribution

```
In [134]: # Quarterly State-wise sales distributions showing the fluctuation in sales as outliers
plt.figure(figsize=(20, 10))
sns.boxplot(x='Quarter', y='Sales', data=aal_sales_df, hue='Time')
plt.title('Quarterly Sales Distribution for Time of the Day')
plt.xlabel('Quarter')
plt.ylabel('Sales')
plt.show()
```



Quarterly Time-wise sales outliers count for the above boxplot distribution

```
In [135]: # Finding the outliers in the above Quarterly Time-wise Sales box-plot distribution
outliers_quarter_time_sales = find_outliers_iqr_group(aal_sales_df, 'Sales', ['Quarter', 'Time']).groupby(['Quarter', 'Time'])['Sales'].agg(['min', 'max', 'count'])
if len(outliers_quarter_time_sales) > 0 :
    print("\nQuarters with Time-wise Outliers for Quarterly Sales:\n", outliers_quarter_time_sales)
else :
    print("\nNo Quarter with Time-wise Outliers for Quarterly Sales")
```

\Quarters with Time-wise Outliers for Quarterly Sales:			
		min	max
Quarter	Time		count
4	Afternoon	135000	162500
	Evening	135000	162500
	Morning	135000	162500

Deduction: The above Quarterly Time-wise Sales analysis for detecting outliers shows that:

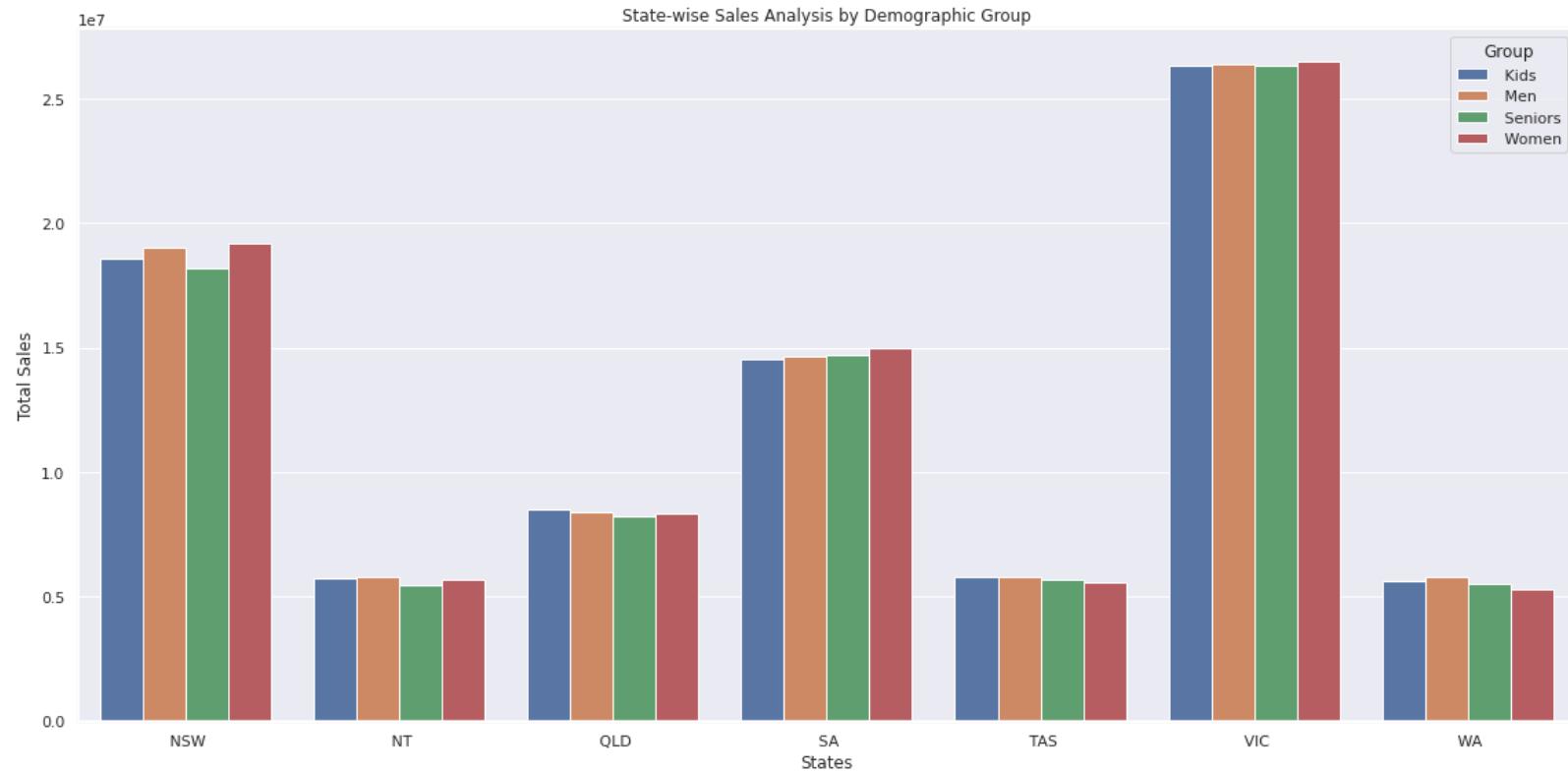
- Time **Afternoon** has the highest outliers
- Time **Morning** has the lowest outliers

State-wise sales analysis for different demographic groups (kids, women, men, and seniors)

```
In [136]: # Group data by state and demographic group, then sum sales
state_group_sales = aal_sales_df.groupby(['State', 'Group'])['Sales'].sum().reset_index()
state_group_sales
```

```
Out[136]:   State    Group      Sales
0   NSW     Kids  18587500
1   NSW     Men   19022500
2   NSW  Seniors  18187500
3   NSW  Women  19172500
4    NT     Kids  5700000
5    NT     Men   5762500
6    NT  Seniors  5465000
7    NT  Women  5652500
8   QLD     Kids  8510000
9   QLD     Men   8392500
10  QLD  Seniors  8190000
11  QLD  Women  8325000
12   SA     Kids  14515000
13   SA     Men  14655000
14   SA  Seniors  14717500
15   SA  Women  14970000
16   TAS     Kids  5775000
17   TAS     Men   5757500
18   TAS  Seniors  5650000
19   TAS  Women  5577500
20   VIC     Kids  26360000
21   VIC     Men   26407500
22   VIC  Seniors  26315000
23   VIC  Women  26482500
24    WA     Kids  5625000
25    WA     Men   5752500
26    WA  Seniors  5512500
27    WA  Women  5262500
```

```
In [137]: # Plotting Group data by state and demographic group, then sum sales
plt.figure(figsize=(16, 8))
sns.barplot(x='State', y='Sales', hue='Group', data=state_group_sales)
plt.title('State-wise Sales Analysis by Demographic Group')
plt.xlabel('States')
plt.ylabel('Total Sales')
plt.tight_layout()
plt.show()
```



Deduction: The above Group-wise State Sales analysis shows that:

- State **VIC** has the Highest Sales
 - State **WA** has the Lowest Sales
 - States like **NT** and **TAS** also has lower Quarterly Sales
-

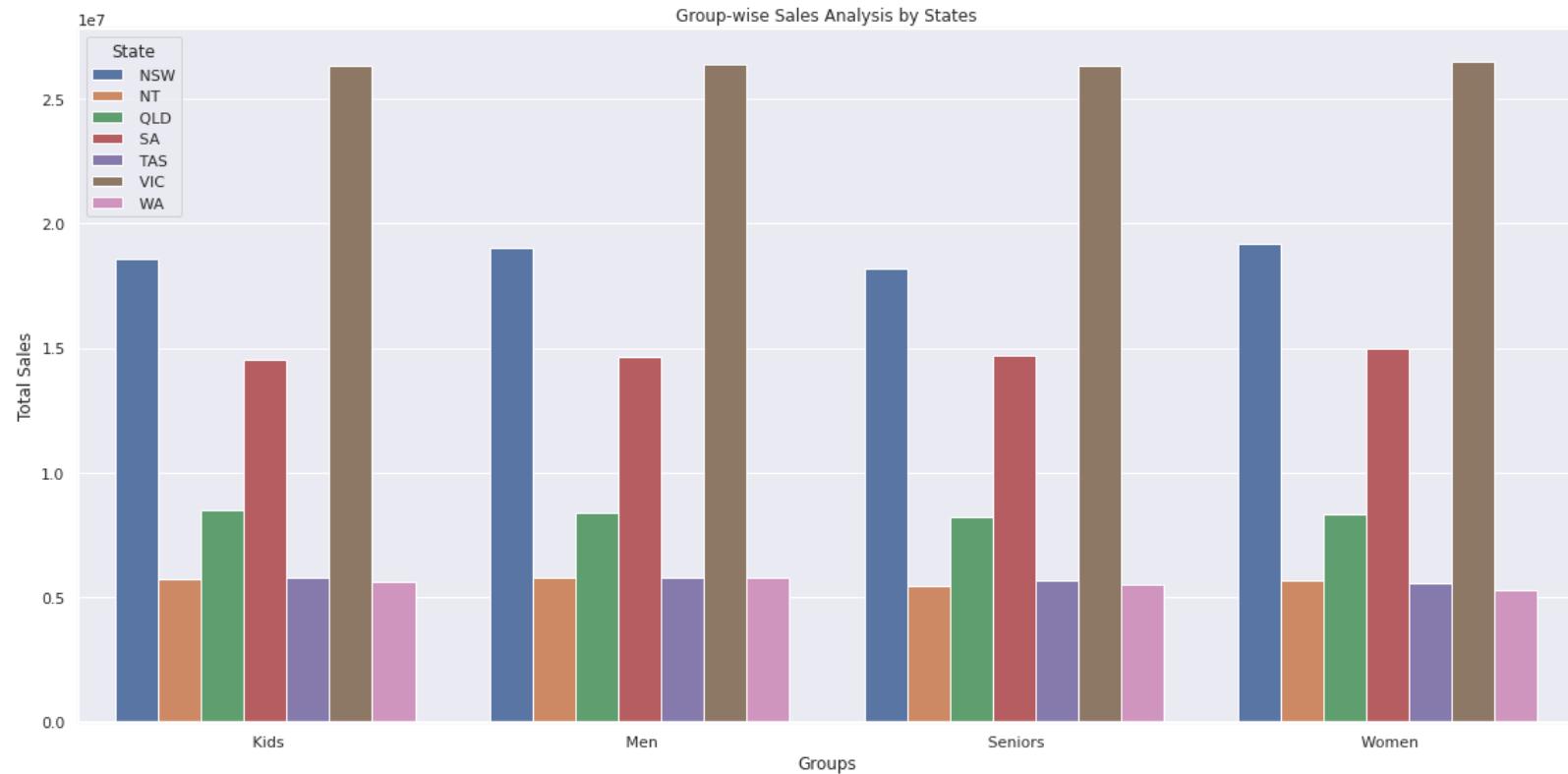
Group-wise sales analysis (Kids, Women, Men, and Seniors) across various states

```
In [138]: # Group data by state and demographic group, then sum sales
group_state_sales = aal_sales_df.groupby(['Group', 'State'])['Sales'].sum().reset_index()
group_state_sales
```

```
Out[138]:
```

	Group	State	Sales
0	Kids	NSW	18587500
1	Kids	NT	5700000
2	Kids	QLD	8510000
3	Kids	SA	14515000
4	Kids	TAS	5775000
5	Kids	VIC	26360000
6	Kids	WA	5625000
7	Men	NSW	19022500
8	Men	NT	5762500
9	Men	QLD	8392500
10	Men	SA	14655000
11	Men	TAS	5757500
12	Men	VIC	26407500
13	Men	WA	5752500
14	Seniors	NSW	18187500
15	Seniors	NT	5465000
16	Seniors	QLD	8190000
17	Seniors	SA	14717500
18	Seniors	TAS	5650000
19	Seniors	VIC	26315000
20	Seniors	WA	5512500
21	Women	NSW	19172500
22	Women	NT	5652500
23	Women	QLD	8325000
24	Women	SA	14970000
25	Women	TAS	5577500
26	Women	VIC	26482500
27	Women	WA	5262500

```
In [139]: # Plotting Group data by state and demographic group, then sum sales
plt.figure(figsize=(16, 8))
sns.barplot(x='Group', y='Sales', hue='State', data=group_state_sales)
plt.title('Group-wise Sales Analysis by States')
plt.xlabel('Groups')
plt.ylabel('Total Sales')
plt.tight_layout()
plt.show()
```



Deduction: The above State-wise Group Sales analysis shows that:

- State **VIC** has the Highest Sales for any Groups
 - State **WA** has the Lowest Sales for any Groups
 - States like **NT** and **TAS** also has lower sales for all the groups
-

Time-of-the-day analysis to identify peak and off-peak sales periods

```
In [140]: # Group sales by time of day and sum sales for each time period
sales_by_time = aal_sales_df.groupby('Time')['Sales'].sum()
sales_by_time
```

```
Out[140]: Time
Afternoon    114007500
Evening      112087500
Morning      114207500
Name: Sales, dtype: int64
```

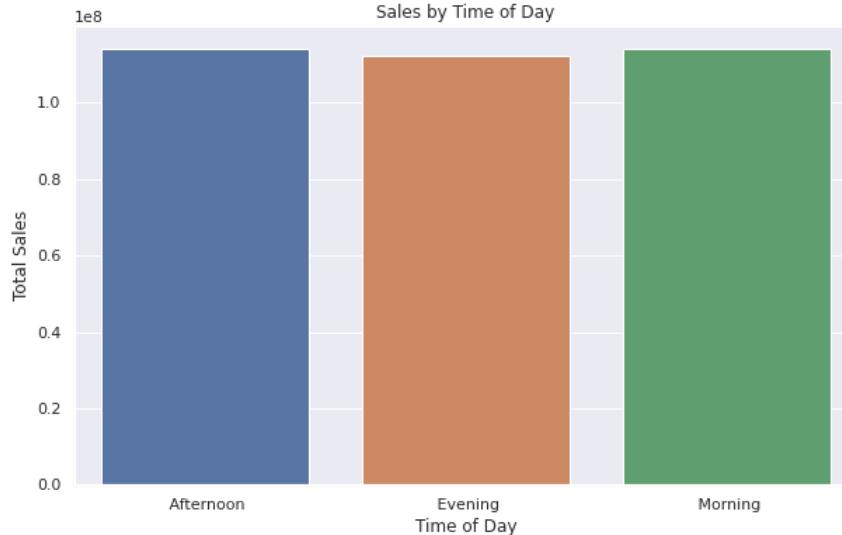
```
In [141]: # Find the peak sales period (time with highest sales)
peak_time = sales_by_time.idxmax()
peak_sales = sales_by_time.max()

# Find the off-peak sales period (time with lowest sales)
off_peak_time = sales_by_time.idxmin()
off_peak_sales = sales_by_time.min()

print(f"Peak Sales Period: \"{peak_time}\", with total sales of {peak_sales}")
print(f"Off-Peak Sales Period: \"{off_peak_time}\", with total sales of {off_peak_sales}")

# Plotting sales by time of day on a barplot
plt.figure(figsize=(10, 6))
sns.barplot(x=sales_by_time.index, y=sales_by_time.values)
plt.xlabel("Time of Day")
plt.ylabel("Total Sales")
plt.title("Sales by Time of Day")
plt.show()
```

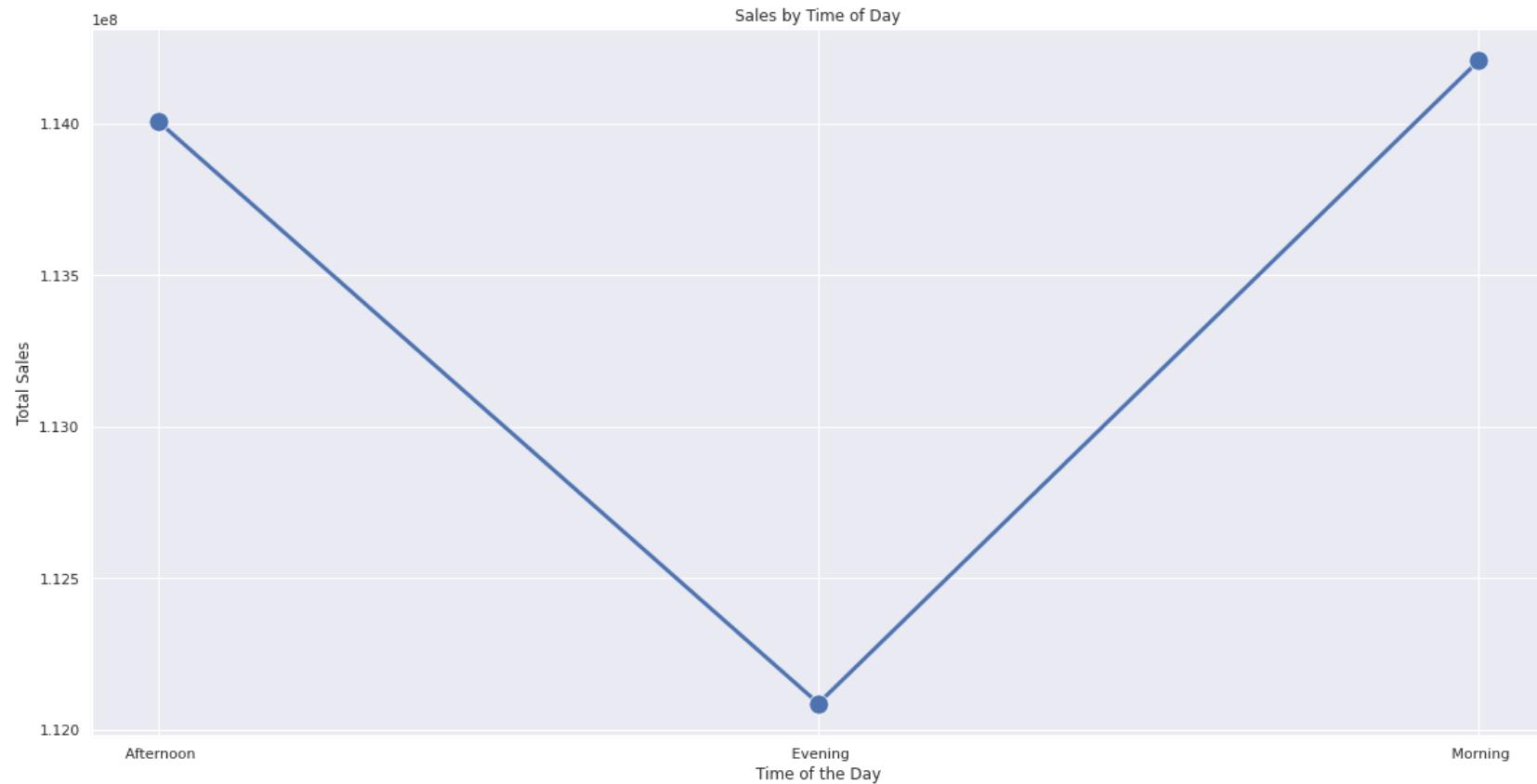
Peak Sales Period: " Morning", with total sales of 114207500
 Off-Peak Sales Period: " Evening", with total sales of 112087500



Note: As variations for the **Sales by Time of the Day** data is low, so the above **Bar Plot** does not conclusively present the difference in the Sales data. Hence a **Line Plot** is also included to visualize the Sales across the **Time of the Day** more clearly.

```
In [142]: # Plotting sales by time of day on a lineplot
sales_by_time_df = pd.DataFrame(sales_by_time)
sales_by_time_df

plt.figure(figsize=(20, 10))
sns.lineplot(x='Time', y='Sales', data= sales_by_time_df, marker='o', markersize=15, linewidth=3)
plt.title('Sales by Time of Day')
plt.xlabel('Time of the Day')
plt.ylabel('Total Sales')
plt.show()
```



Deduction: The above Sales by Time of the Day analysis shows that:

- Time **Morning** has the Highest Sales
 - Time **Evening** has the Lowest Sales.
-

Checking Skewness of Data

Checking the Skewness of the Sales Distribution

```
In [143]: # Calculation for skewness of the Sales Distribution
skewness = aal_sales_df['Sales'].skew()
print(f"\nSkewness of Sales: {skewness}")

# Calling "get_skew_type()" helper function that is defined above
skew_type = get_skew_type(skewness)

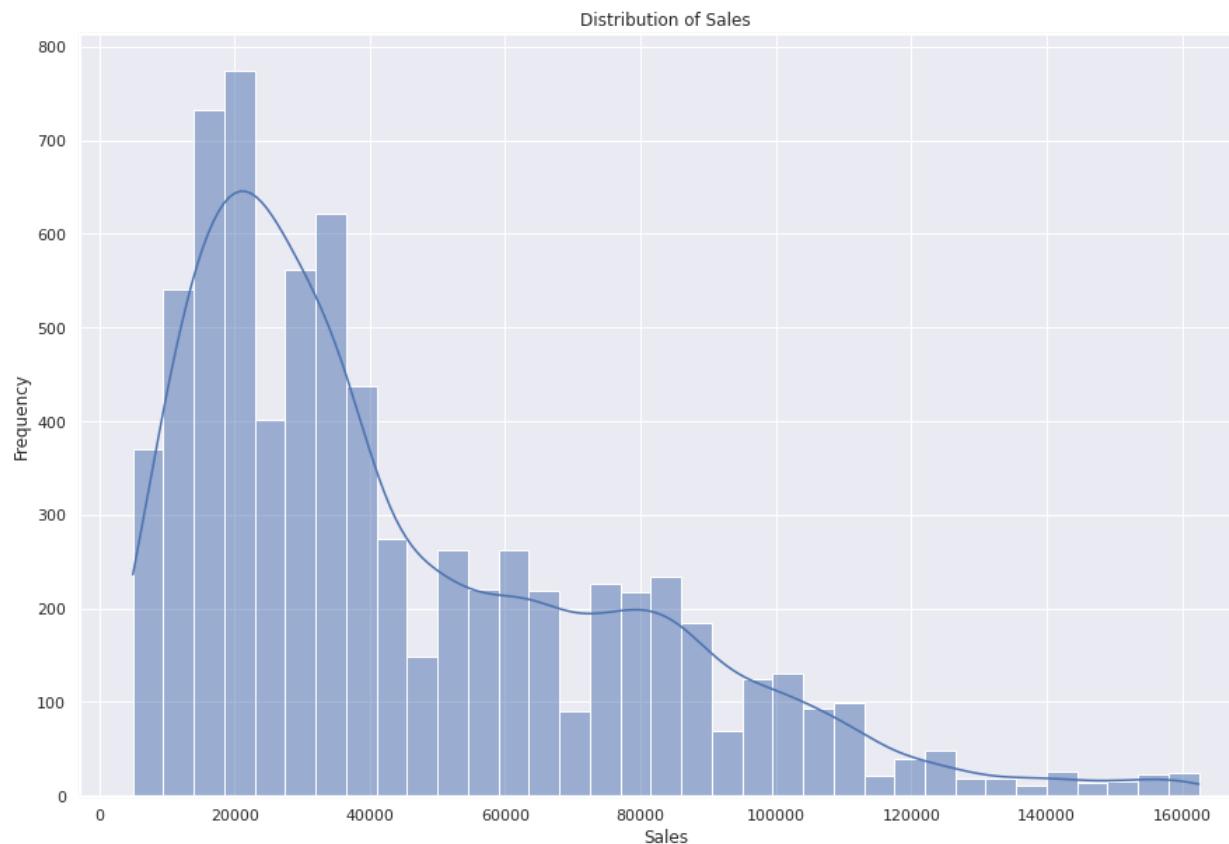
print(skew_type)

print('\n')

# Plot Sales distribution
plt.figure(figsize=(15, 10))
sns.histplot(aal_sales_df['Sales'], kde=True) # kde=True adds a kernel density estimate
plt.title('Distribution of Sales')
plt.xlabel('Sales')
plt.ylabel('Frequency')
plt.show()
```

Skewness of Sales: 1.0855501535060816

The distribution of Sales is heavily right/positively skewed



Deduction: From the above histplot distribution of the Sales, it is seen that the distribution is heavily right/positively skewed showing the maximum concentration of the sales between 20,000 and 25,000 range. The above hisplot plots the bars at 5000 unit intervals.

Validating the above deduction

```
In [144]: highest_sales = aal_sales_df['Sales'].max()
print(f'Highest Sales {highest_sales}\n')

Highest Sales 162500

In [145]: sales_unit_interval = 5000
sales_interval_list = []
for i in range(0,highest_sales,sales_unit_interval):
    interval = f'{i}-{i+(sales_unit_interval-1)}'
    interval_frequency = len(aal_sales_df[(aal_sales_df['Sales'] >= i) & (aal_sales_df['Sales'] < (i+(sales_unit_interval-1))))]
    sales_interval_list.append({'Interval': interval, 'Frequency': interval_frequency})
print('Intervals with their frequencies:')
sales_interval_list
sales_interval_list_df = pd.DataFrame(sales_interval_list)
sales_interval_list_df
```

Intervals with their frequencies:

Out[145]:

	Interval	Frequency
0	0-4999	0
1	5000-9999	370
2	10000-14999	541
3	15000-19999	732
4	20000-24999	775
5	25000-29999	696
6	30000-34999	586
7	35000-39999	640
8	40000-44999	241
9	45000-49999	283
10	50000-54999	262
11	55000-59999	221
12	60000-64999	263
13	65000-69999	219
14	70000-74999	194
15	75000-79999	217
16	80000-84999	243
17	85000-89999	222
18	90000-94999	146
19	95000-99999	125
20	100000-104999	131
21	105000-109999	93
22	110000-114999	99
23	115000-119999	44
24	120000-124999	39
25	125000-129999	36
26	130000-134999	19
27	135000-139999	20
28	140000-144999	26
29	145000-149999	14
30	150000-154999	16
31	155000-159999	23
32	160000-164999	24

In [146]:

```
sales_max_frequency_interval = sales_interval_list_df.iloc[sales_interval_list_df['Frequency'].idxmax()]
print('Interval with the maximum frequency: ')
print(sales_max_frequency_interval)

print(f'\nThe maximum concentration of the Sales is between {sales_max_frequency_interval.Interval} range. The frequency of total units sold in this range is {
```

Interval with the maximum frequency:

Interval 20000-24999

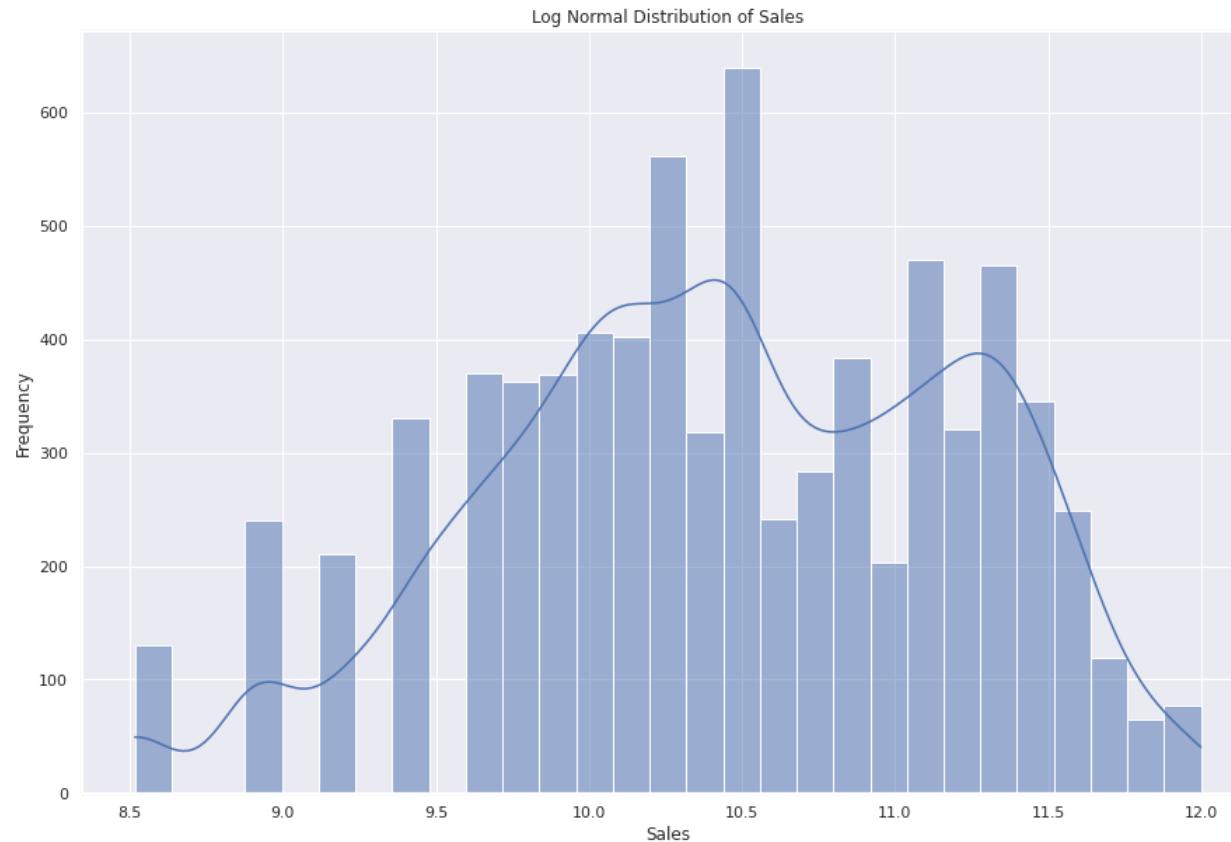
Frequency 775

Name: 4, dtype: object

The maximum concentration of the Sales is between 20000-24999 range. The frequency of total units sold in this range is 775.

Log normal distribution of Sales

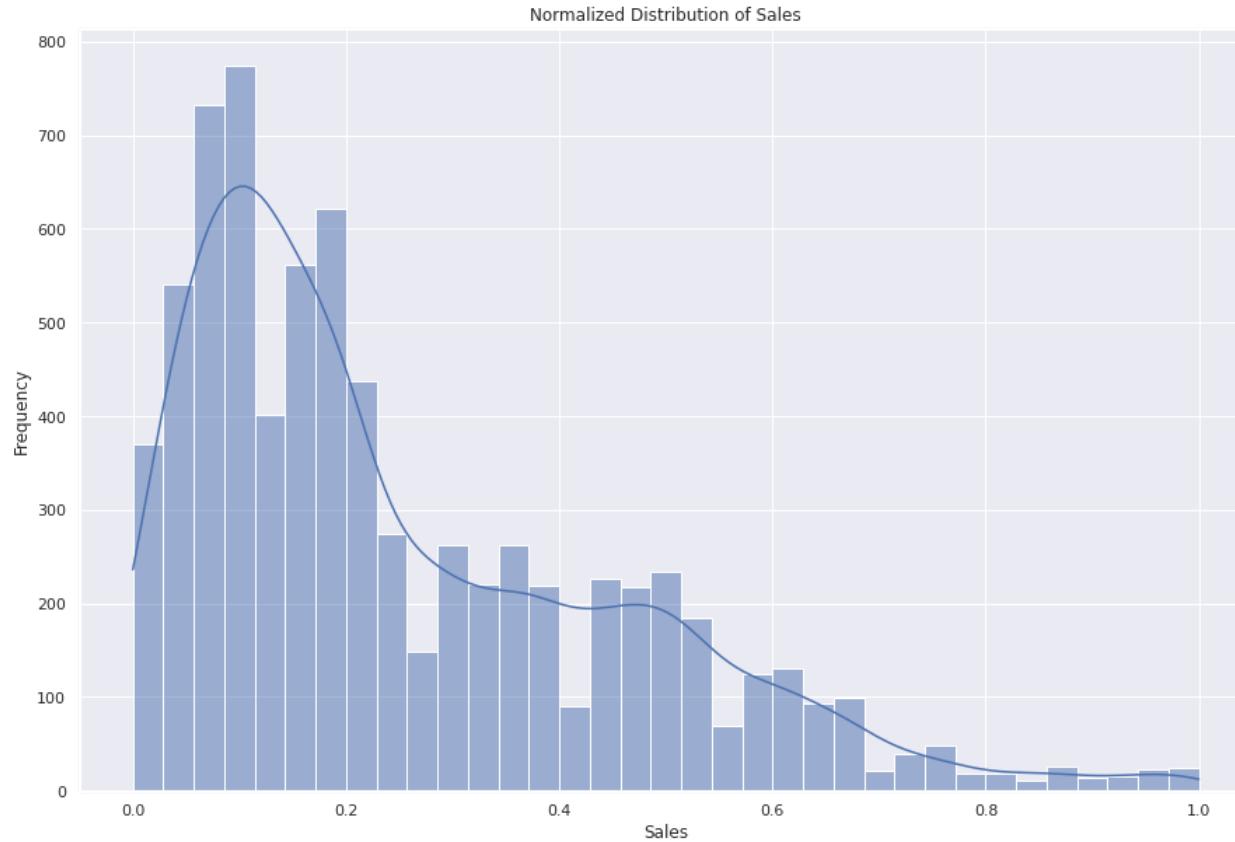
```
In [147]: # Plot Log_Sales distribution
plt.figure(figsize=(15, 10))
sns.histplot(aal_sales_df['Log_Sales'], kde=True) # kde=True adds a kernel density estimate
plt.title('Log Normal Distribution of Sales')
plt.xlabel('Sales')
plt.ylabel('Frequency')
plt.show()
```



Deduction: The log normal distribution for sales tends to normalize the data which is evident from the above graph which is tending towards a bell curve or gaussian distribution with the skewness of the distribution being reduced significantly

Normalized_Sales distribution

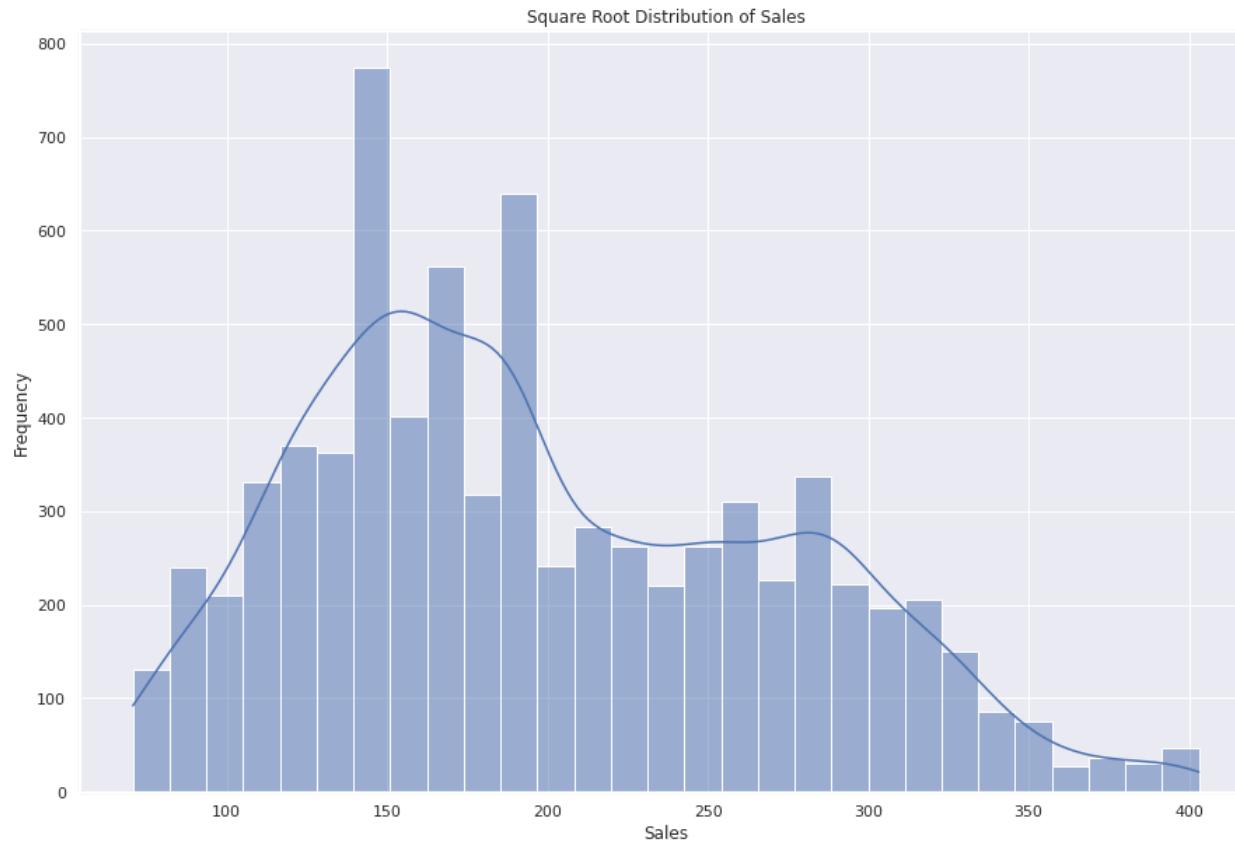
```
In [148]: # Plot Normalized_Sales distribution
plt.figure(figsize=(15, 10))
sns.histplot(aal_sales_df['Normalized_Sales'], kde=True) # kde=True adds a kernel density estimate
plt.title('Normalized Distribution of Sales')
plt.xlabel('Sales')
plt.ylabel('Frequency')
plt.show()
```



***Deduction:** From the above histplot distribution of the Normalized_Sales, it is seen that the distribution is heavily right/positively skewed showing the maximum concentration of the Unit sold between 0.0 and 0.2 unit range. The above hisplot plots the bars at 0.2 unit intervals.

Sqrt_Sales(Square Root Sales) distribution

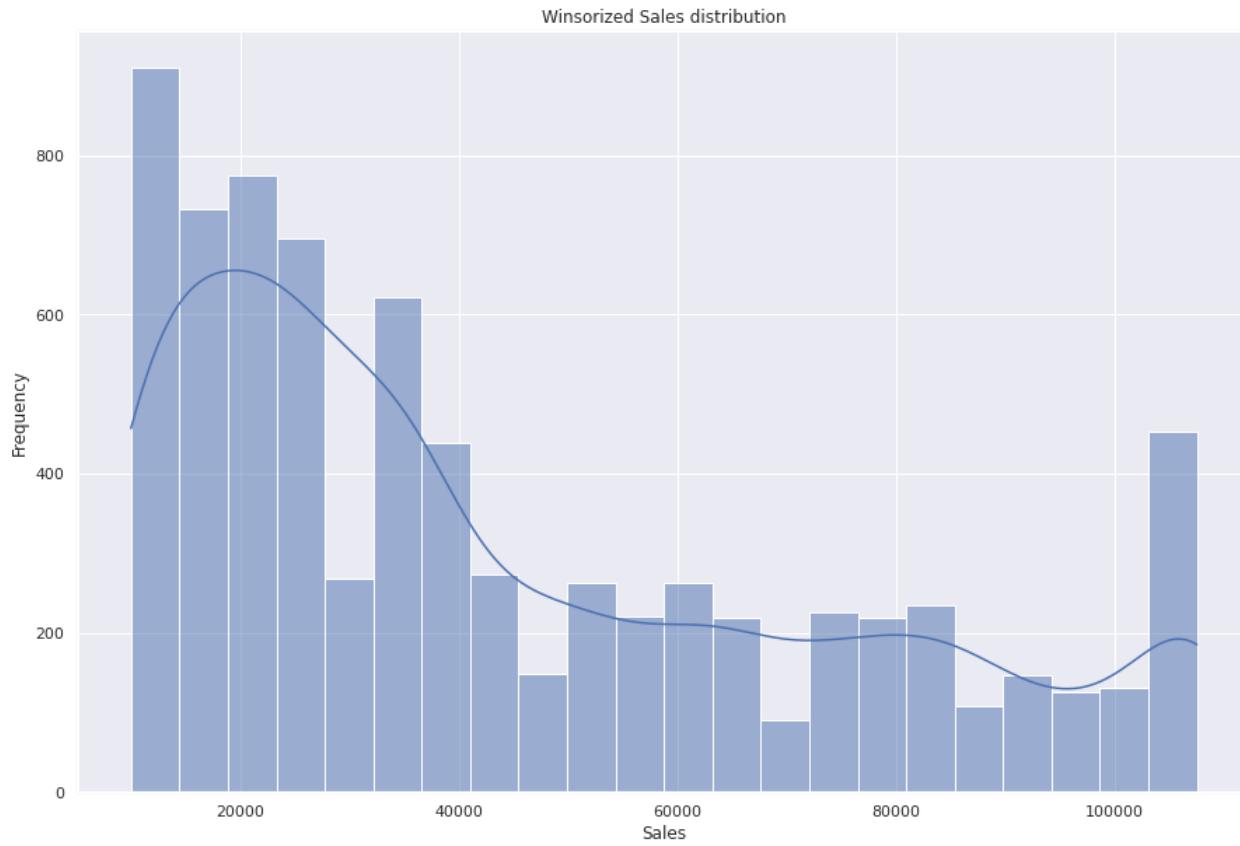
```
In [149]: # Plot Sqrt_Sales distribution
plt.figure(figsize=(15, 10))
sns.histplot(aal_sales_df['Sqrt_Sales'], kde=True) # kde=True adds a kernel density estimate
plt.title('Square Root Distribution of Sales')
plt.xlabel('Sales')
plt.ylabel('Frequency')
plt.show()
```



***Deduction*:** The square root distribution for sales tends to normalize the data which is evident from the above graph which is tending towards a bell curve or gaussian distribution with the skewness of the distribution being reduced significantly

Winsorized Sales distribution (Winsorization is normalization of the extreme/outlier values within an lower and upper limit)

```
In [150]: plt.figure(figsize=(15, 10))
sns.histplot(aal_sales_df['Winsorized_Sales'], kde=True) # kde=True adds a kernel density estimate
plt.title('Winsorized Sales distribution')
plt.xlabel('Sales')
plt.ylabel('Frequency')
plt.show()
```



***Deduction*:** The winsorized sales distribution for sales tends to normalize the data which is evident from the above graph with the skewness of the distribution being reduced significantly as the extremes or the outliers are normalized within an upper and lower limit by winsorization.

Checking the Skewness of the Units Sold Distribution

```
In [151]: # Calculation for skewness of the Sales Distribution
skewness = aal_sales_df['Unit'].skew()
print(f"\nSkewness of Units: {skewness}")

# Calling "get_skew_type()" helper function that is defined above
skew_type = get_skew_type(skewness)

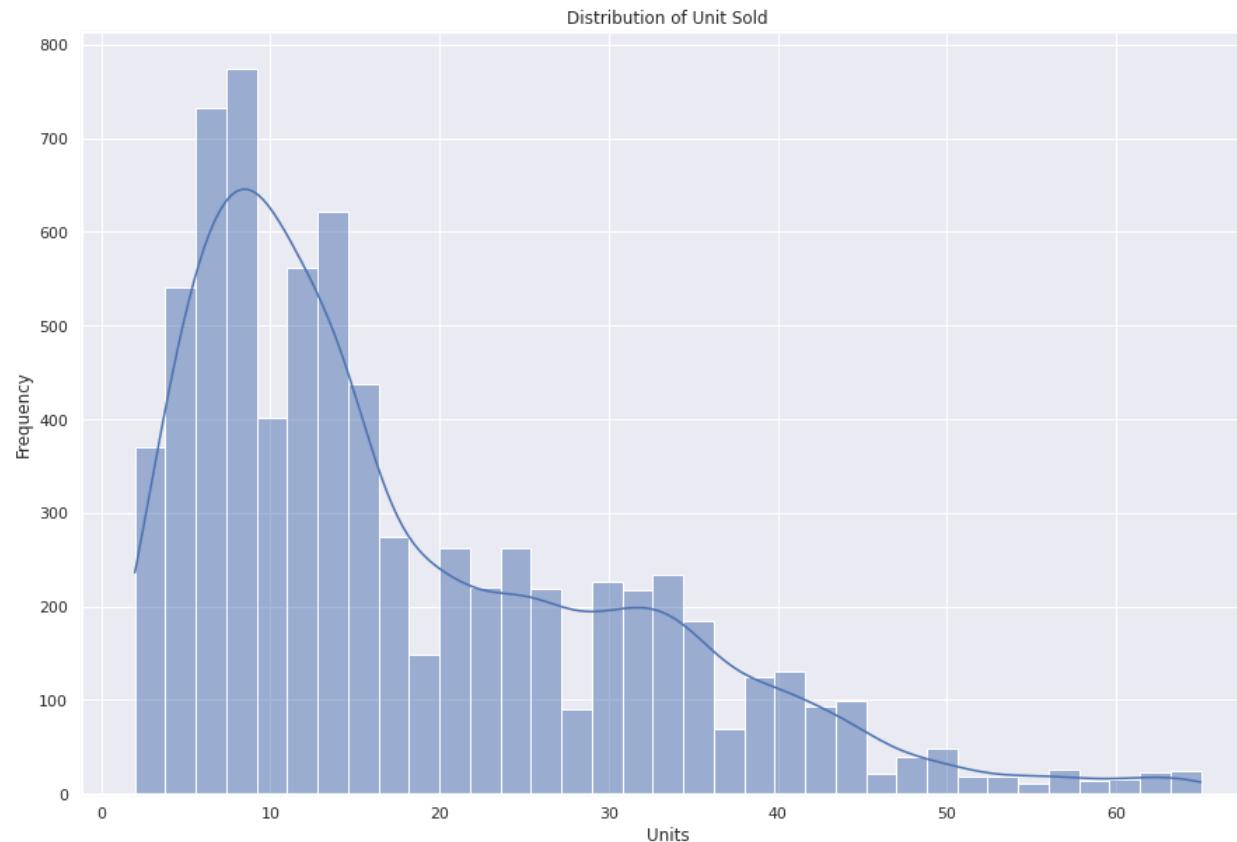
print(skew_type)

print('\n')

# Plot Unit distribution
plt.figure(figsize=(15, 10))
sns.histplot(aal_sales_df['Unit'], kde=True) # kde=True adds a kernel density estimate
plt.title('Distribution of Unit Sold')
plt.xlabel('Units')
plt.ylabel('Frequency')
plt.show()
```

Skewness of Units: 1.0855501535060819

The distribution of Sales is heavily right/positively skewed



Deduction: From the above histplot distribution of the Unit sold, it is seen that the distribution is heavily right/positively skewed showing the maximum concentration of the Unit sold between 8 and 9 range. The above hisplot plots the bars at 2 unit intervals.

Validating the above deduction

```
In [152]: highest_units_sold = aal_sales_df['Unit'].max()  
print(f'Highest units sold for a sale {highest_units_sold}\n')
```

Highest units sold for a sale 65

```
In [153]: unit_interval = 2  
unit_interval_list = []  
for i in range(0,highest_units_sold,unit_interval):  
    interval = f'{i}-{i+(unit_interval-1)}'  
    interval_frequency = len(aal_sales_df[(aal_sales_df['Unit'] >= i) & (aal_sales_df['Unit'] <= (i+(unit_interval-1)))] )  
    unit_interval_list.append({'Interval': interval, 'Frequency': interval_frequency})  
print('Intervals with their frequencies: ')  
unit_interval_list  
unit_interval_list_df = pd.DataFrame(unit_interval_list)  
unit_interval_list_df
```

Intervals with their frequencies:

Out[153]:

	Interval	Frequency
0	0-1	0
1	2-3	370
2	4-5	541
3	6-7	732
4	8-9	775
5	10-11	696
6	12-13	586
7	14-15	640
8	16-17	241
9	18-19	283
10	20-21	262
11	22-23	221
12	24-25	263
13	26-27	219
14	28-29	194
15	30-31	217
16	32-33	243
17	34-35	222
18	36-37	146
19	38-39	125
20	40-41	131
21	42-43	93
22	44-45	99
23	46-47	44
24	48-49	39
25	50-51	36
26	52-53	19
27	54-55	20
28	56-57	26
29	58-59	14
30	60-61	16
31	62-63	23
32	64-65	24

In [154]:

```
units_max_frequency_interval = unit_interval_list_df.iloc[unit_interval_list_df['Frequency'].idxmax()]
print('Interval with the maximum frequency: ')
print(units_max_frequency_interval)
```

```
print(f'\nThe maximum concentration of the units sold is between {units_max_frequency_interval.Interval} range. The frequency of total units sold in this range
```

```
Interval with the maximum frequency:
```

```
Interval 8-9
```

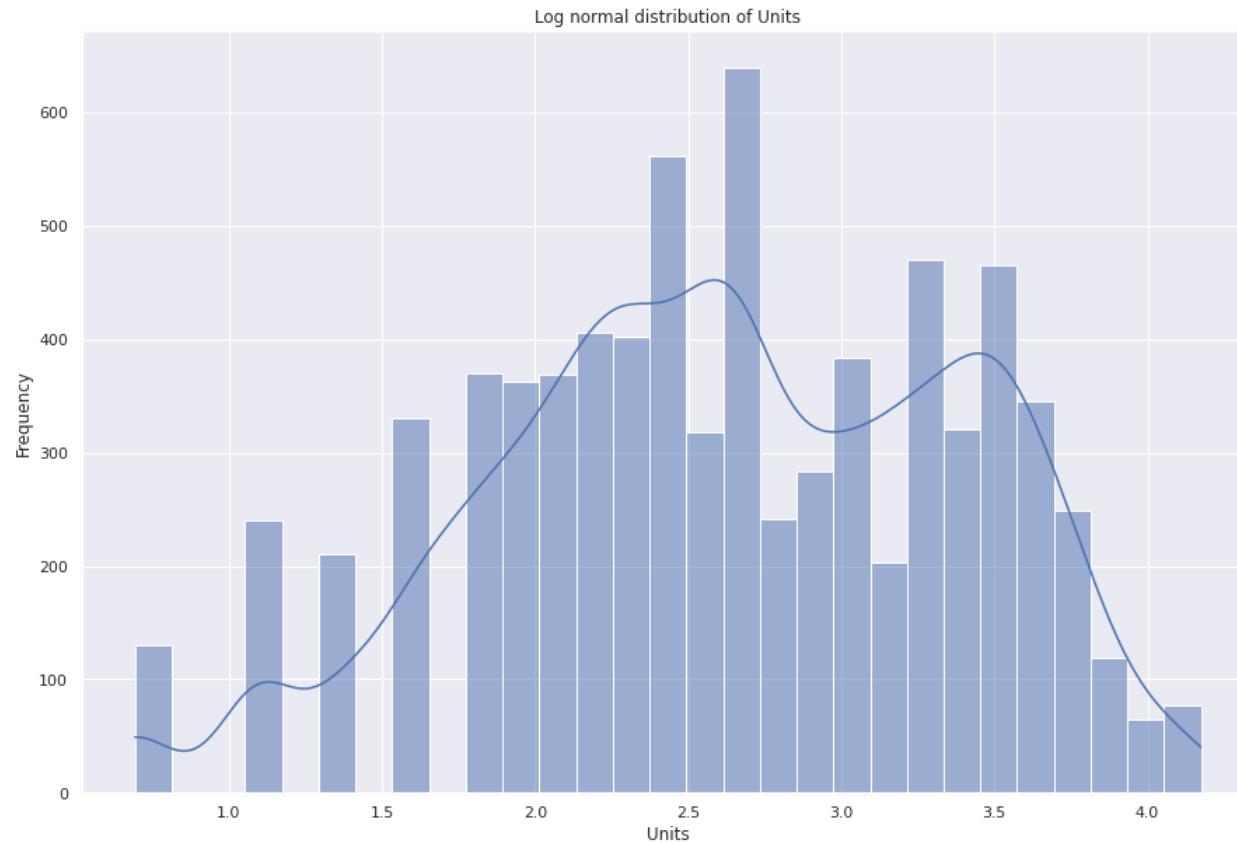
```
Frequency 775
```

```
Name: 4, dtype: object
```

The maximum concentration of the units sold is between 8-9 range. The frequency of total units sold in this range is 775.

Log normal distribution of Unit Sold

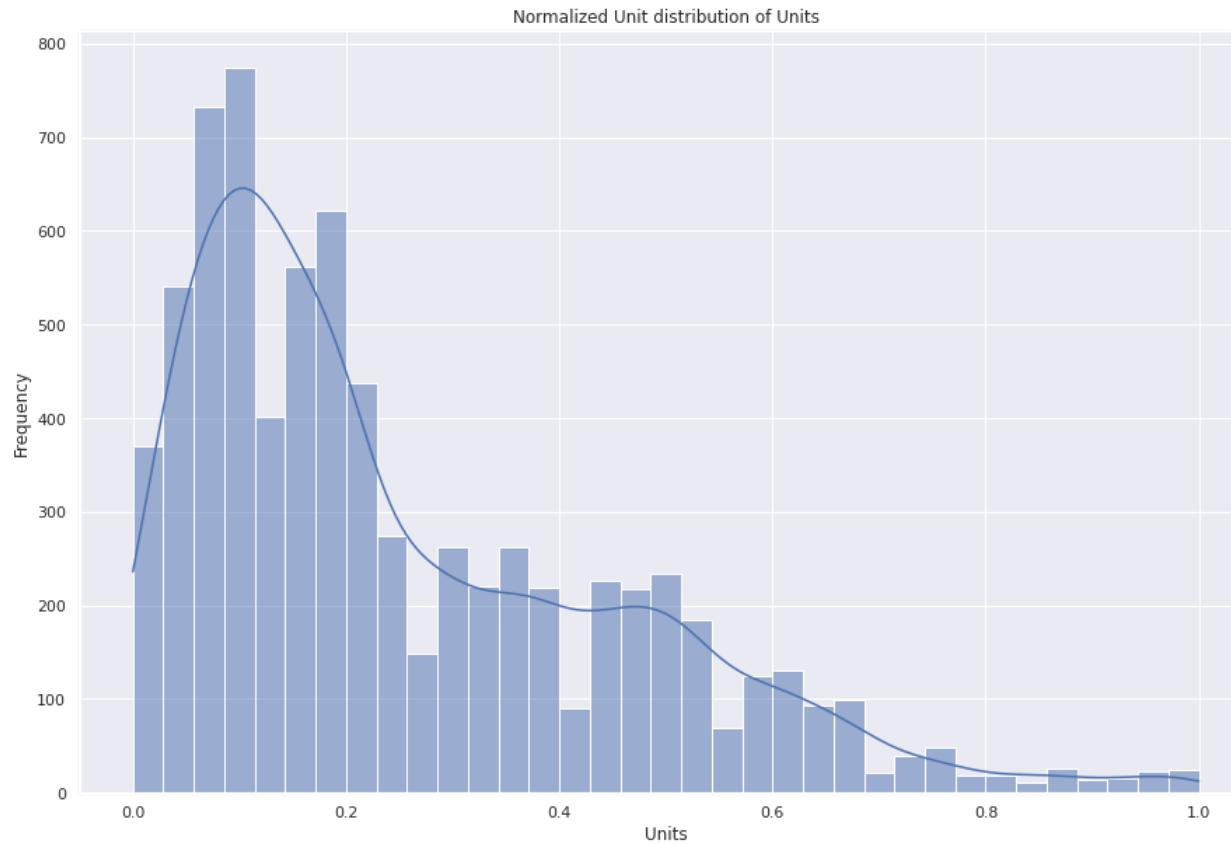
```
In [155]: # Plot Log_Unit distribution
plt.figure(figsize=(15, 10))
sns.histplot(aal_sales_df['Log_Unit'], kde=True) # kde=True adds a kernel density estimate
plt.title('Log normal distribution of Units')
plt.xlabel('Units')
plt.ylabel('Frequency')
plt.show()
```



Deduction: The log normal distribution for unit sold tends to normalize the data which is evident from the above graph which is tending towards a bell curve or gaussian distribution with the skewness of the distribution being reduced significantly

Normalized_Unit distribution of Unit Sold

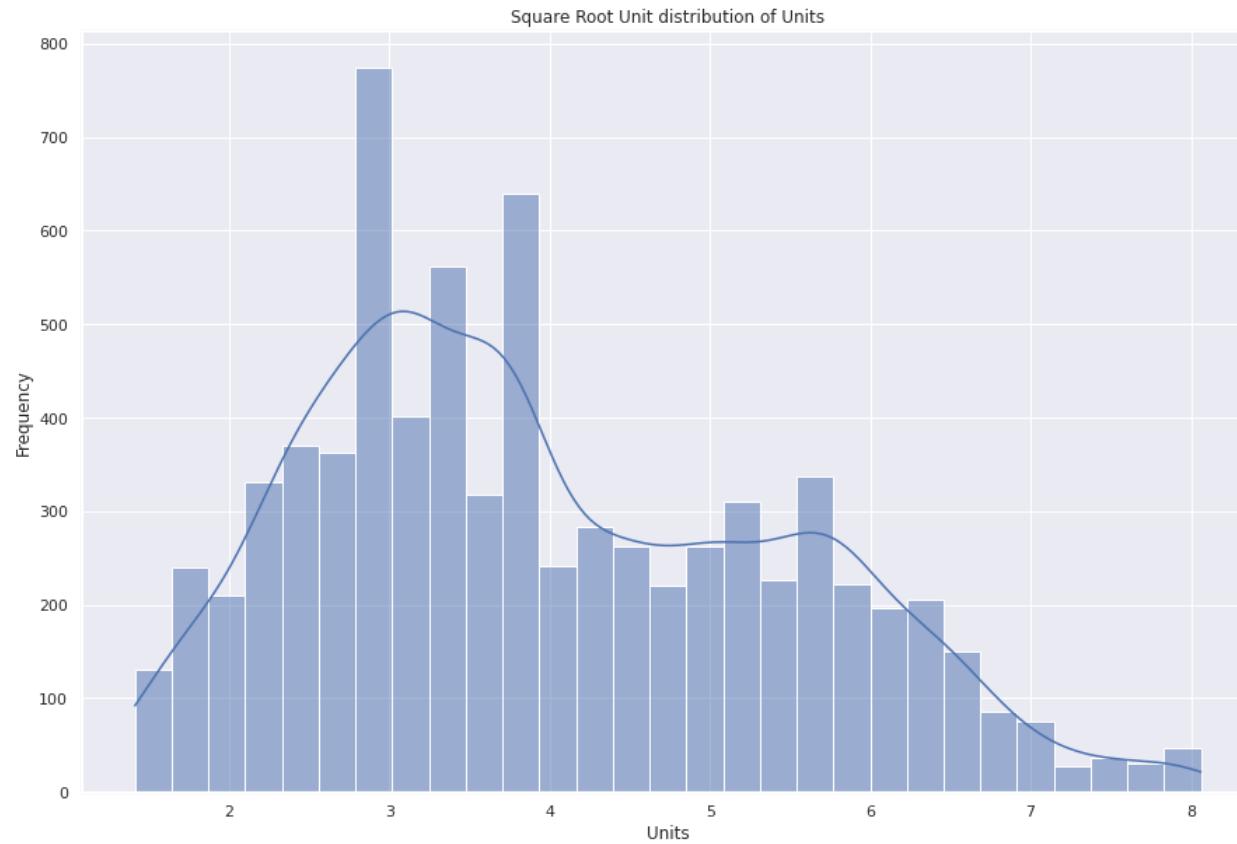
```
In [156]: # Plot Normalized_Unit distribution
plt.figure(figsize=(15, 10))
sns.histplot(aal_sales_df['Normalized_Unit'], kde=True) # kde=True adds a kernel density estimate
plt.title('Normalized Unit distribution of Units')
plt.xlabel('Units')
plt.ylabel('Frequency')
plt.show()
```



Deduction: From the above histplot distribution of the Normalized_Unit, it is seen that the distribution is heavily right/positively skewed showing the maximum concentration of the Unit sold between 0.0 and 0.2 unit range. The above hisplot plots the bars at 0.2 unit intervals.

Sqrt_Unit(Square Root Unit) distribution of Unit Sold

```
In [157]: # Plot Sqrt_Unit distribution
plt.figure(figsize=(15, 10))
sns.histplot(aal_sales_df['Sqrt_Unit'], kde=True) # kde=True adds a kernel density estimate
plt.title('Square Root Unit distribution of Units')
plt.xlabel('Units')
plt.ylabel('Frequency')
plt.show()
```



***Deduction*:** The square root distribution for unit sold tends to normalize the data which is evident from the above graph which is tending towards a bell curve or gaussian distribution with the skewness of the distribution being reduced significantly