

WALMART

SALE

DATASET



STORE BACKGROUND WALMART

Walmart is one of the largest retail chains in the world, with thousand of stores and millions of customers. it sells a wide range of products including groceries ,electronics, clothing, and household goods.

walmart relies heavily on data to optimize sales, manage inventory and improve customer satisfaction.with such a vast network analyzing store - level sales data can help in making more informed business decision.



Problem Statement

Walmart lacks clear insights into;

- Best - selling products
- Customer preferences
- High-profit items
- operational issues

Using data analytics tools can help optimize these areas effectively



Solution

Walmart needs proper data reports and insights to:

- Tracks sales and product performance
- understand customer behavior
- Improve operations and decision-making

Using data analytics tools can help optimize these areas effectively



Why it need to be Solved

- To improve inventory management by forecasting demand.
- To increase revenue by identifying high - performing periods and optimizing underperforming ones.
- To support regional managers with actionable insights.
- To enhance customer satisfaction by ensuring availability of popular products.

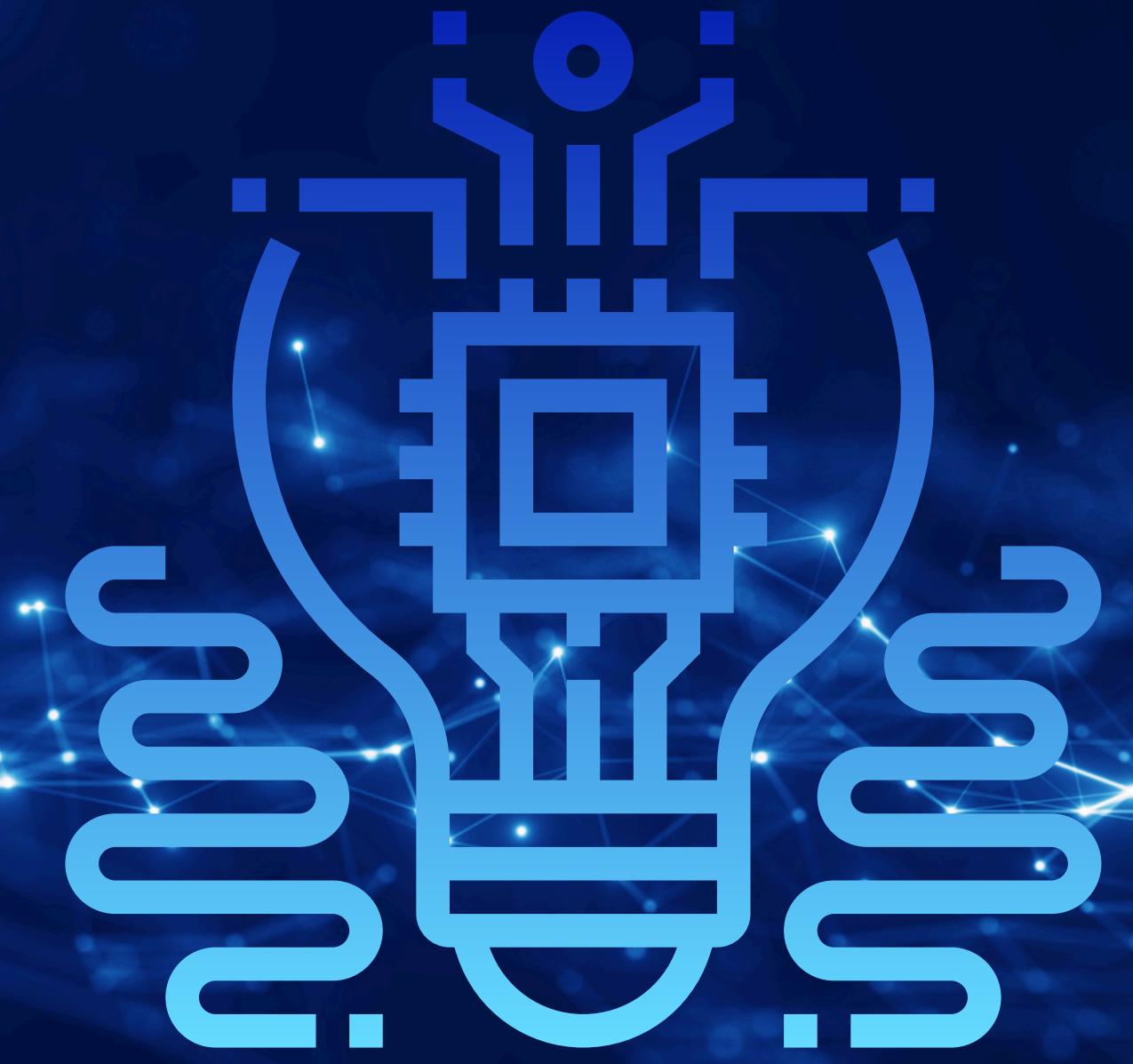
If these issues are not solved, Walmart risks overstocking or understocking, customer dissatisfaction, and revenue loss.



Proposed solution (Using SQL)

We will use SQL to:

- Analyze sales data by store, department, and date.
- Compare sales during holidays vs. non holiday periods.
- Identify trends and seasonality.
- Use rolling averages or moving sums to smooth data.
- Segement stores by performance and create performance clusters.



Stakeholders

Stakeholders are the people or teams who are directly affected by business decisions and use sales insights to improve their work and the company's performance

Store Manager

Regional Directors

Inventory Team

Marketing Team

Data Analysts

Executives

Need insights to manage operations better

Monitor store-wise performance

Optimize supply chain

Plan promotion based on sales patterns

Responsible for preparing reports

Strategic decision making

Business Problem

1. what is the total sales made by each store?
2. what is the average weekly sales during holidays vs non-holidays ?
3. which date had the highest weekly sales ?
4. which store experienced the highest average unemployment rate ?
5. find the average temperature when sales were above 1.5 million ?
6. what is the coorelation between store and weekly_sales ?
7. which store has the lowest average sales on holidays ?
8. which store has the highest average sales on holidays ?