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#####
#Analysis of Sales Report of a clothes Manufacturing Outlet . We will find current
#trends,and attributes affecting sales.
#*****SECTION 2*****#
#In order to stock the inventory, the store wants to analyze the sales data and
#predict the trend of the total Sales for each dress for an extended period of
#three more alternative days.
#*****SECTION 2*****#
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#Importing the libraries

```
library(dplyr)
library(readxl)
```

```
#Importing the data file from the saved location
DSales <- read.csv("/Users/apple/Desktop/SalesData.csv", header = T)
head(DSales)
str(DSales)
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```
#Removing missing values
DSales[DSales==" "] <- NA
#removing null with NA
DSales[DSales=="null"] <- NA
DSales[DSales=="0"] <- NA
View(DSales)
#Checking if there are still any missing values
sapply(DSales,function(x) sum(is.na(x)))
#All the 0 and Null values are converted into NAs
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```
head(DSales)
```

```
#After investigating the data, it is concluded that the column header is not in the
#right format and also there is a typo error in column 22. It should be data for
#2013 and instead it shows for 2010.
```

```
#Convert the column names in the right format.
colnames(DSales)[2:24] <- c('2013-08-29','2013-08-31','2013-09-02','2013-09-04',
                             '2013-09-06','2013-09-08','2013-09-10','2013-09-12',
                             '2013-09-14','2013-09-16','2013-09-18','2013-09-20',
                             '2013-09-22','2013-09-24','2013-09-26','2013-09-28',
                             '2013-09-30','2013-10-02','2013-10-04','2013-10-06',
                             '2013-10-08','2013-10-10','2013-10-12')
colnames(DSales)
```

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```
#Prepare the data for analysis
#Convert the data type to numeric for processing
DSales <- mutate_if(DSales,is.character,as.integer)
str(DSales)
```

```
#Calculating a Total Sales and adding it as a new column
DSales$TotalSales <- rowSums(DSales[2:24],na.rm = TRUE)
head(DSales)
```

```
#Calculating the Average per day sale
DSales$Avg_per_day <- rowMeans(DSales[2:24], na.rm = TRUE)
```

```
#Calculating the sales for next three alternative days
DSales$Sales_3alt <- (DSales$Avg_per_day)*3
```

```
str(DSales)
sales <- na.omit(subset(DSales,select = c(1,26)))
```

```
plot(sales)
#####

#RESULT: By using average per day sale. we predicted the sale for next 3
#alternative days

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