Paper on
Sales Prediction Using Linear and KNN Regression

View the paper here: https://link.springer.com/chapter/10.1007%2F978-981-15-5243-4_29

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Sales prediction plays a key role in building up a business.

Makes it easier for the companies to take informed decisions which give way to better supply chain management, an increase in profits, and better customer experiences.

The dataset used for analysis is the Rossman Store Sales data.

The main classifier used in this paper is **regression**.

The programming language used is Python.

The paper focuses on model evaluation using various techniques.