Slash Data Analysis task

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Slash Data Analysis Task

Objective:

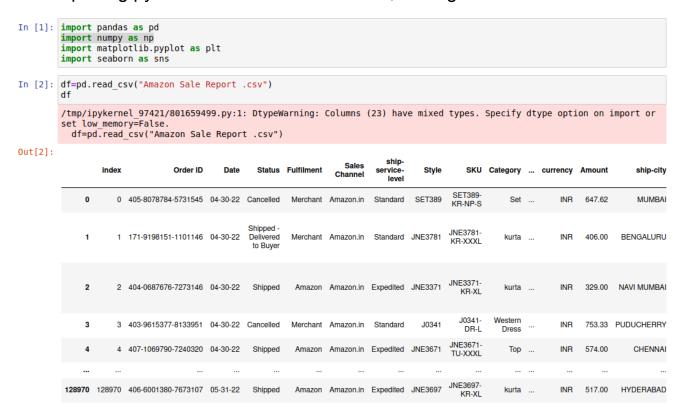
Analyzed the Amazon sales dataset to extract meaningful insights,

preprocess the data, create visualizations using Python libraries (matplotlib and seaborn),

built predictive models, and developed a dashboard for comprehensive data presentation.

1-Exploratory Data Analysis (EDA)

Importing python libraries for the dataset, reading the dataset.



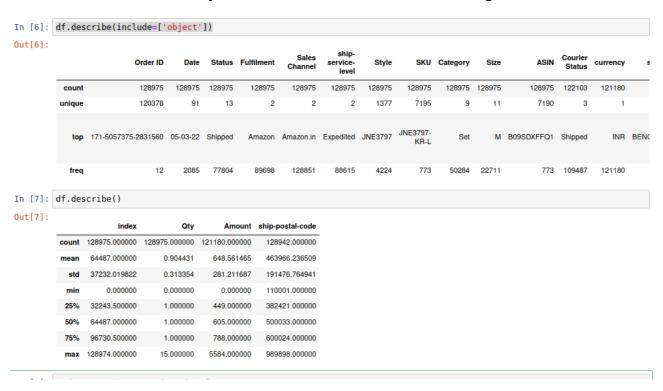
Display the first 5 Rows & defining the data types of the variables

In [3]:	df.l	df.head()														
	iales nnel	ship- service- level	Style	SKU	Category		currency	Amount	ship-city	ship-state	ship- postal- code	ship- country	promotion- ids		fulfilled- by	Unnamed 2
	on.in	Standard	SET389	SET389- KR-NP-S	Set		INR	647.62	MUMBAI	MAHARASHTRA	400081.0	IN	NaN	False	Easy Ship	NaM
	on.in	Standard	JNE3781	JNE3781- KR-XXXL	kurta		INR	406.00	BENGALURU	KARNATAKA	560085.0	IN	Amazon PLCC Free- Financing Universal Merchant	False	Easy Ship	Naf

display a concise summary of a The DataFrame

```
In [5]: df.info()
        <class 'pandas.core.frame.DataFrame'>
        RangeIndex: 128975 entries, 0 to 128974
        Data columns (total 24 columns):
              Column
                                  Non-Null Count
                                                    Dtype
         0
              index
                                   128975 non-null
                                                    int64
             Order ID
         1
                                   128975 non-null
                                                    object
             Date
                                   128975 non-null
                                                    object
              Status
                                   128975 non-null
              Fulfilment
                                   128975 non-null
                                                    object
              Sales Channel
                                   128975 non-null
                                                    object
              ship-service-level
                                  128975 non-null
              Style
                                   128975 non-null
                                                    object
             SKÚ
                                   128975 non-null
                                                    object
              Category
                                   128975 non-null
         10
             Size
                                   128975 non-null
                                                    object
             ASIN
                                   128975 non-null
         11
                                                    object
              Courier Status
                                   122103 non-null
             Qty
currency
         13
                                  128975 non-null
         14
                                   121180 non-null
                                                    object
         15
              Amount
                                   121180 non-null
                                                    float64
         16
17
              ship-city
                                   128942 non-null
                                                    object
                                   128942 non-null
              ship-state
                                                    object
         18
              ship-postal-code
                                   128942 non-null
                                                     float64
         19
             ship-country
                                   128942 non-null
                                                    object
         20
             promotion-ids
                                   79822 non-null
                                                    object
              B2B
                                   128975 non-null
              fulfilled-by
         22
23
                                  39277 non-null
                                                    object
             Unnamed: 22
                                   79925 non-null
                                                    object
        dtypes: bool(1), float64(2), int64(2), object(19)
        memory usage: 22.8+ MB
```

Generate summary statistics for numerical and categorical variables



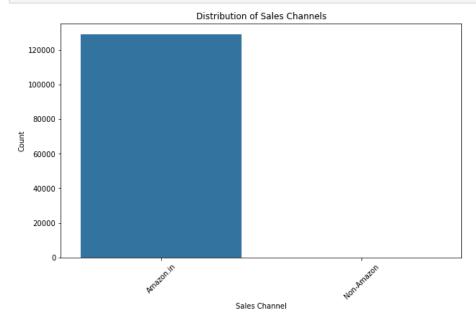
Visualize the distribution of key features to identify trends and patterns.

```
In [86]: # Sales by Date
    plt.figure(figsize=(12, 6))
    df.groupby(df['Date'].dt.to_period('M')).size().plot(kind='bar')
    plt.title('Number of Orders by Month')
    plt.xlabel('Month')
    plt.ylabel('Number of Orders')
    plt.xticks(rotation=45)
    plt.show()
```

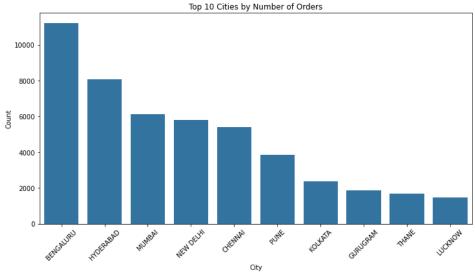
Number of Orders by Month

In [87]:

```
# Sales Channel Distribution
plt.figure(figsize=(10, 6))
sns.countplot(data=df, x='Sales Channel')
plt.title('Distribution of Sales Channels')
plt.xlabel('Sales Channel')
plt.ylabel('Count')
plt.xticks(rotation=45)
plt.show()
```







```
In [93]: # Aggregating the data to get the sum of 'Amount' by 'Category'
category_sales = df.groupby('Category')['Amount'].sum().reset_index()

# Plotting the bar chart
plt.figuref(ipsize=[12,6))
sns.barplot(data=category_sales, x='Category', y='Amount')
plt.xtide('Sales Amount by Category')
plt.xlabel('Amount (INR)')
plt.xticks(rotation=45)
plt.show()

Sales Amount by Category

15

10

05

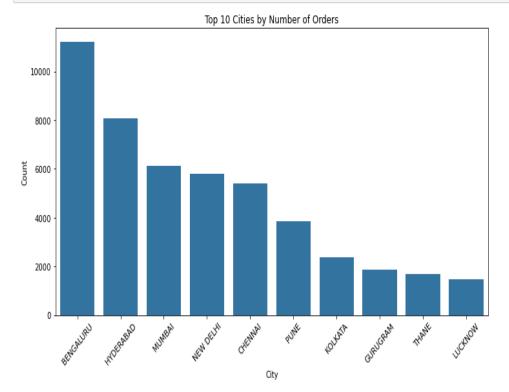
05

00

Market Barket Barket
```

```
In [91]: # Sales by Region (Ship City)
plt.figure(figsize=(12, 6))
top_cities = df['ship-city'].value_counts().head(10).index
sns.countplot(data=df[df['ship-city'].isin(top_cities)], x='ship-city', order=top_cities)
plt.title('Top 10 Cities by Number of Orders')
plt.xlabel('City')
plt.ylabel('Count')
plt.ylabel('Count')
plt.xticks(rotation=45)
plt.show()
```

Category



2-Data Preprocessing

Removing Duplicates

	index	Order ID	Date	Status	Fulfilment	Sales Channel	ship- service- level	Style	SKU	Category	 currency	Amount	ship-cit
0	0	405-8078784-5731545	04-30-22	Cancelled	Merchant	Amazon.in	Standard	SET389	SET389- KR-NP-S	Set	 INR	647.62	MUMBA
1	1	171-9198151-1101146	04-30-22	Shipped - Delivered to Buyer	Merchant	Amazon.in	Standard	JNE3781	JNE3781- KR-XXXL	kurta	 INR	406.00	BENGALURU
2	2	404-0687676-7273146	04-30-22	Shipped	Amazon	Amazon.in	Expedited	JNE3371	JNE3371- KR-XL	kurta	 INR	329.00	NAVI MUMBA
3	3	403-9615377-8133951	04-30-22	Cancelled	Merchant	Amazon.in	Standard	J0341	J0341- DR-L	Western Dress	 INR	753.33	PUDUCHERRY
4	4	407-1069790-7240320	04-30-22	Shipped	Amazon	Amazon.in	Expedited	JNE3671	JNE3671- TU-XXXL	Тор	 INR	574.00	CHENNAI
128970	128970	406-6001380-7673107	05-31-22	Shipped	Amazon	Amazon.in	Expedited	JNE3697	JNE3697- KR-XL	kurta	 INR	517.00	HYDERABAD
128971	128971	402-9551604-7544318	05-31-22	Shipped	Amazon	Amazon.in	Expedited	SET401	SET401- KR-NP-M	Set	 INR	999.00	GURUGRAM
128972	128972	407-9547469-3152358	05-31-22	Shipped	Amazon	Amazon.in	Expedited	J0157	J0157- DR-XXL	Western Dress	 INR	690.00	HYDERABAD
128973	128973	402-6184140-0545956	05-31-22	Shipped	Amazon	Amazon.in	Expedited	J0012	J0012- SKD-XS	Set	 INR	1199.00	Halol
128974	128974	408-7436540-8728312	05-31-22	Shipped	Amazon	Amazon.in	Expedited	J0003	J0003- SET-S	Set	 INR	696.00	Raipur
128975	rows × 2	4 columns											

Handling Missing Values

```
In [198]: df.isnull().sum()
Out[198]: index
                                   0
         Order ID
                                   0
         Date
                                   0
         Status
         Fulfilment
         Sales Channel
          ship-service-level
         Style
         SKU
         Category
         Size
         ASIN
         Courier Status
                                6872
         Qty
currency
                                7795
                                7795
         Amount
         ship-city
                                33
                                33
33
33
          ship-state
          ship-postal-code
          ship-country
         promotion-ids
                               49153
         B2B
                                  0
                               89698
          fulfilled-by
         dtype: int64
In [199]: df.isnull().sum().sum()
Out[199]: 161445
```

• Filling the cells of missing values

```
In [200]: df.fillna(method='ffill', inplace=True)
df
            /tmp/ipykernel_152134/3303779087.py:1: FutureWarning:
           DataFrame.fillna with 'method' is deprecated and will raise in a future version. Use obj.ffill() or obj.bfill() inst
Out[200]:
                                     Order ID
                                                Date
                                                                                                       SKU Category ... Qty currency Amount
                                                                                                                                                  shi
                                                                Amazon Amazon.in Expedited JNE3371 JNE3371-
KR-XL
                 2
                        2 404-0687676-7273146 04-30-22 Shipped
                                                                                                                kurta
                                                                                                                                       329 00 NAVI MI
                 3
                        3 403-9615377-8133951 04-30-22 Cancelled Merchant Amazon.in Standard
                                                                                                                          0
                                                                                                                                       753.33 PUDUCH
                                                                                             J0341
                                                                                                                                 INR
                                                                 Amazon Amazon.in Expedited JNE3697 KR-XL
             128970 128970 406-6001380-7673107 05-31-22
                                                                                                                                 INR
                                                                                                                                       517.00
                                                                                                                                               HYDER
             128971 128971 402-9551604-7544318 05-31-22
                                                                                                                                               GURU
                                                      Shipped
                                                                Amazon Amazon.in Expedited SET401
                                                                                                                                       999.00
                                                                                                                                 INR
                                                                                                     J0012-
SKD-XS
             128973 128973 402-6184140-0545956 05-31-22 Shipped
                                                                Amazon Amazon.in Expedited
                                                                                             J0012
                                                                                                                                 INR
                                                                                                                                      1199.00
             128974 128974 408-7436540-8728312 05-31-22 Shipped Amazon Amazon.in Expedited
```

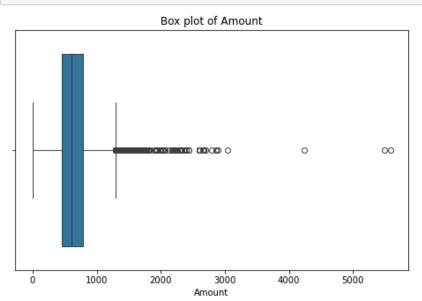
128975 rows x 23 columns

```
In [201]: df["currency"].fillna(value="INR")
Out[201]:
          0
                     INR
                     INR
                     INR
          3
                     INR
           4
                     INR
                     INR
           128970
           128971
                     INR
           128972
                     INR
           128973
                     INR
           128974
                     INR
          Name: currency, Length: 128975, dtype: object
In [202]: df["ship-country"].replace(to_replace=np.nan,value="IN")
Out[202]:
          0
                     IN
                     ΙN
                     ΙN
           3
                     ΙN
           4
                     IN
                     ΙN
           128970
           128971
                     ΙN
           128972
                     ΙN
           128973
                     TN
           128974
                     ΙN
          Name: ship-country, Length: 128975, dtype: object
In [203]: df.isnull().sum().sum()
Out[203]: 2
```

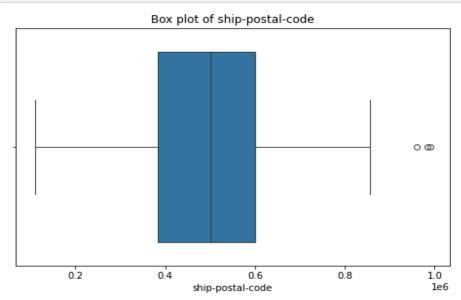
```
In [205]: df.isnull().sum()
Out[205]: index
                                0
          Order ID
                                0
          Date
                                0
                                0
          Status
          Fulfilment
                                0
          Sales Channel
          ship-service-level
                                0
          Style
                                0
          SKÚ
                                0
          Category
          Size
                                0
          ASIN
          Courier Status
                                1
          Qty
          currency
          Amount
                                0
          ship-city
          ship-state
                                0
          ship-postal-code
                                0
          ship-country
                                0
          promotion-ids
                                1
          B2B
                                0
          fulfilled-by
                                0
          dtype: int64
In [208]: #Drop rows with NaN values that remain
          df.dropna(inplace=True)
In [209]: df.isnull().sum().sum()
Out[209]: 0
In [204]: # Convert 'Date' to datetime format
          df['Date'] = pd.to_datetime(df['Date'], format='%m-%d-%y', errors='coerce')
```

Determine outliers using Box Plot

```
In [65]: plt.figure(figsize=(8, 5))
    sns.boxplot(x=df['Amount'])
    plt.title('Box plot of Amount')
    plt.show()
```



```
In [67]: plt.figure(figsize=(8, 5))
    sns.boxplot(x=df['ship-postal-code'])
    plt.title('Box plot of ship-postal-code')
    plt.show()
```



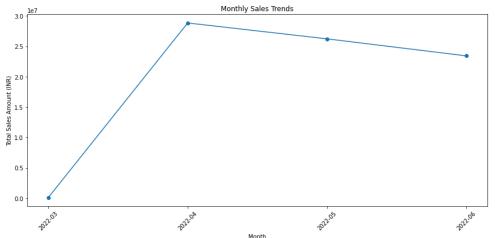
3- Data Visualization

• Sales Monthly Trends

```
In [56]: df['Date'] = pd.to_datetime(df['Date'])

df['MonthYear'] = df['Date'].dt.to_period('M')
    monthly_sales = df.groupby('MonthYear')['Amount'].sum().reset_index()
    monthly_sales['MonthYear'] = monthly_sales['MonthYear'].astype(str)

# Plotting the monthly sales trends
plt.figure(figsize=(12, 6))
    plt.plot(monthly_sales['MonthYear'].values , monthly_sales['Amount'].values, marker='o',linestyle='-')
    plt.title('Monthly Sales Trends')
    plt.xlabel('Month')
    plt.ylabel('Total Sales Amount (INR)')
    plt.xicks(rotation=45)
    plt.tight_layout()
    plt.show()
```



Top Selling Categories

```
In [53]: # Top-Selling categories
# Aggregate sales data by category
top categories = df.groupby('Category')['Amount'].sum().sort_values(ascending=False).reset_index()

# Plotting the top-selling categories
plt.figure(figsize=(12, 6))
plt.bar(top-categories('Category'), top_categories['Amount'], color='blue')
plt.xlabel('Category')
plt.xlabel('Category')
plt.xlabel('Category')
plt.xides((rotation=45))
plt.tight layout()
plt.show()

Top-Selling Categories

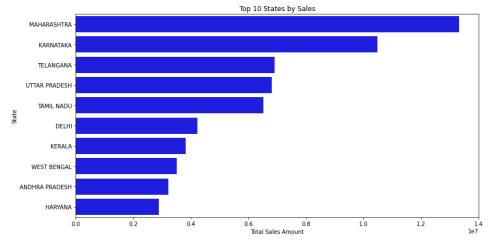
Top-Selling Categories

Aggregate sales data by category
(Amount'].sum().sort_values(ascending=False).reset_index()
```

• Top Selling Products

Top 10 States by Sales

```
In [58]: top_states = df.groupby('ship-state')['Amount'].sum().reset_index().sort_values(by='Amount', ascending=False).head(10
plt.figure(figsize=(12, 6))
    sns.barplot(data=top_states, x='Amount', y='ship-state', color='blue')
    plt.title('Top 10 States by Sales')
    plt.xlabel('Total Sales Amount')
    plt.ylabel('State')
    plt.tight layout()
    plt.show()
```



4- Building Predictive Model

• The Accuracy of the Random Forest (91%)

Random Forest

```
0]: from sklearn.ensemble import RandomForestClassifier
     # Initialize the model
     rf model = RandomForestClassifier(n estimators=100, random state=42)
     # Train the model
     rf_model.fit(X_train, y_train)
     # Predict on the test set
    y pred rf = rf model.predict(X test)
     # Evaluate the model
    accuracy_rf = accuracy_score(y_test, y_pred_rf)
precision_rf = precision_score(y_test, y_pred_rf, average='weighted')
     recall_rf = recall_score(y_test, y_pred_rf, average='weighted')
     conf_matrix_rf = confusion_matrix(y_test, y_pred_rf)
    print(f"Random Forest Accuracy: {accuracy_rf:.2f}")
print(f"Random Forest Precision: {precision_rf:.2f}")|
    print(f"Random Forest Recall: {recall_rf:.2f}")
    print("Random Forest Confusion Matrix:")
    print(conf_matrix_rf)
    Random Forest Accuracy: 0.91
    Random Forest Precision: 0.88
    Random Forest Recall: 0.91
     Random Forest Confusion Matrix:
     [[ 41
                     Θ
                                Θ
                                                            Θ]
              35
                    Θ
                          Θ
                                Θ
                                      0
                                                       Θ
                                                            Θ1
                   0 1
0 3303
          0
                                           Θ
               Θ
                                Θ
                                                       0
                                                            Θ1
                           1
                                      Θ
                                                 Θ
                                    1
          Θ
               Θ
                                Θ
                                          22
                                                 Θ
                                                      19
                                                            51
                        θ
4
                                     Θ
Θ
                                          Θ
                   Θ
               0
                                                       Θ
                                                             Θ]
          Θ
               0
                    Θ
                                Θ
                                            Θ
                                                 Θ
                                                       Θ
                                                            0]
                                    0
0
0
                       32
                    Θ
                                0
                                        155
                                                            2]
                          2
                                Θ
                                                            Θĵ
                    Θ
          Θ
               0
                    0 200
                                0
                                            Θ
                                                 Θ
                                                       6
                                                            Θ1
               Θ
                          23
                                                            Θ]]
```

Logistic Regression Results: Accuracy: 0.86 Precision: 0.75 Recall: 0.86 Confusion Matrix: Θ Θ 48 Θ Θ Θ 01 П Θ Θ Θ 42 Θ Θ 0 Θ 01 Θ Θ 1 Θ Θ Θ 0 3349 Θ Θ Θ Θ 1 Θ Θ 01 Θ ľ Θ Θ θ 1 0 Θ Θ Θ θ1 Θ Θ Θ θ 4 Θ Θ Θ Θ 01 Ī 190 Θ Θ Θ Θ Θ Θ Θ Θ 3 Θ Θ Θ θ Θ Θ Θ θ 206 Θ Θ Θ Θ Θ 01 Θ Θ Θ Θ Θ 31 Θ Θ Θ 0]]

- The Accuracy of the Decision Tree is 96% is the highest accuracy
- Predict on new data

Decision Tree

```
# Split the data into training and testing sets
X_train, X_test, y_train, y_test = train_test_split(X, y, test_size=0.2, random_state=42)
# Train a decision tree classifier
decision tree model = DecisionTreeClassifier()
decision_tree_model.fit(X_train, y_train)
# Predict on the test set
y_pred = decision_tree_model.predict(X_test)
# Evaluate the model
accuracy = accuracy_score(y_test, y_pred)
precision = precision_score(y_test, y_pred, average='weighted')
recall = recall_score(y_test, y_pred, average='weighted')
conf_matrix = confusion_matrix(y_test, y_pred)
print(f"Decision Tree Accuracy: {accuracy:.2f}")
print(f"Decision Tree Precision: {precision:.2f}")
print(f"Decision Tree Recall: {recall:.2f}")
print("Decision Tree Confusion Matrix:")
print(conf_matrix)
# Example new data
new data = {
     'Order ID': ['405-12345', '678-98765'],
    'Date': ['24-06-2024', '25-06-2024'],
    'Amount': [100.50, 250.00],
    'index': [1, 2],
    'Fulfilment': ['FBM', 'FBA'],
    'Sales Channel': ['Online', 'Store'],
    'ship-service-level': ['Standard', 'Express'],
    'Style': ['Casual', 'Formal'], 'SKU': ['A123', 'B456'],
    'Category': ['Electronics', 'Clothing'],
    'Size': ['M', 'L'],
    'ASIN': ['ASIN123', 'ASIN456'],
    'Courier Status': ['Delivered', 'Shipped'],
    'Qty': [1, 2],
'currency': ['USD', 'EUR'],
    'ship-city': ['New York', 'Berlin'],
    'ship-state': ['NY', 'BE'],
'ship-postal-code': ['10001', '10115'],
    'ship-country': ['USA', 'Germany'],
'promotion-ids': ['PROMO1', 'PROMO2'],
'fulfilled-by': ['Amazon', 'Seller'],
# Convert to pandas DataFrame
new data df = pd.DataFrame(new data)
        status label encoder = LabelEncoder()
       y = status label encoder.fit transform(y)
```

```
# Convert to pandas DataFrame
new_data_df = pd.DataFrame(new_data)
# Preprocess new data
new_data_df['Date'] = pd.to_datetime(new_data_df['Date'], format='%d-%m-%Y') # Adjust format
new_data_df['Year'] = new_data_df['Date'].dt.year
new_data_df['Month'] = new_data_df['Date'].dt.month
new_data_df['Day'] = new_data_df['Date'].dt.day
new_data_df['Amount'] = pd.to_numeric(new_data_df['Amount'], errors='coerce')
# Drop the 'Date' column
new_data_df.drop(columns=['Date'], inplace=True)
# Create a template DataFrame with the same columns as 'features'
template_df = pd.DataFrame(columns=features.columns)
# Append the new data to the template DataFrame
new_data_encoded = pd.concat([template_df, new_data_df], ignore_index=True)
# Fill any missing columns with zeros or appr
new_data_encoded = new_data_encoded.fillna(0)
                                                                   r appropriate default values
 # Encode new data with the same encoders used for training
# Encode new data with the same encoders used for training
def encode_new_data(new_data, label_encoders):
    for column in new_data.select_dtypes(include=['object']).columns:
        if column in label_encoders:
            le = label_encoders[column]
                    # Handle unseen labels
      new\_data[column] = new\_data[column].apply(lambda \ x: \ le.transform([x])[0] \ if \ x \ in \ le.classes\_else \ -1) \\ return \ new \ data
new data encoded = encode new data(new data encoded, label encoders)
# Ensure the new data has the same feature columns as the training data
new_data_encoded = new_data_encoded[X.columns]
# Make predictions
predictions = decision_tree_model.predict(new_data_encoded)
# Convert numerical predictions back to categorical labels
categorical_predictions = status_label_encoder.inverse_transform(predictions)
print(categorical predictions)
```

```
Decision Tree Accuracy: 0.96
Decision Tree Precision: 0.97
Decision Tree Recall: 0.96
Decision Tree Confusion Matrix:
                14
[[ 3579
       15
             Θ
                       0
                                  Θ
                                            Θ
                                                     2
                                                          Θ]
   17
        111
              3
                  2
                        Θ
                            0
                                 Θ
                                       Θ
                                           0
                                                0
                                                     Θ
                                                          Θ]
[
    Θ
        Θ
             58
                  0
                       0
                             0
                                 Θ
                                       Θ
                                           0
                                                 Θ
                                                     Θ
                                                          Θ1
         2
                       0
                                           0
14
             0 15625
                             Θ
                                 Θ
                                       Θ
                                                0
                                                     Θ
                                                          Θ]
                                           Θ
                       0
0
         0
              0 0
                             0
                                  0
                                       Θ
                                                Θ
                                                     0
                                                          1]
                       0 5261
                                                0
2
         Θ
              Θ
                   Θ
                                 0
                                       7
                                           14
                                                    434
                                                          22]
                       0
                                          0
1
Θ
         0
              Θ
                   0
                           2
                                 0
                                       Θ
                                                0
                                                    Θ
                                                          Θ]
                            4
0
         0
              Θ
                   0
                       0
                                  0
                                      Θ
                                                0
                                                     Θ
                                                          Θ]
                       0
         Θ
              Θ
                  0
                            13
                                       Θ
                                                1
Θ
                                  Θ
                                          163
                                                     1
                                                          51
                                          Θ
0
         Θ
              Θ
                   Θ
                        Θ
                             2
                                  Θ
                                       Θ
                                                     Θ
                                                          Θ]
0
         Θ
              Θ
                   0
                        0
                           338
                                       1
                                            1
                                                Θ
                                                     47
                                                          11
ſ
              0
                   0
                        0
                            23
                                                     2
                                                          011
```

/tmp/ipykernel 152134/1923130460.py:109: FutureWarning:

The behavior of DataFrame concatenation with empty or all-NA entries is depression of longer exclude empty or all-NA columns when determining the result dtypes. relevant entries before the concat operation.

```
/tmp/ipykernel 152134/1923130460.py:112: FutureWarning:
```

Downcasting object dtype arrays on .fillna, .ffill, .bfill is deprecated and esult.infer_objects(copy=False) instead. To opt-in to the future behavior, se casting', True)`

```
['Cancelled' 'Pending']
```

5-Dashboard

Amazon Sales Analysis Dashboard

