

Diwali Sales Data Analysis

In [2]: `# import required python libraries`

```
import numpy as np
import pandas as pd
import matplotlib.pyplot as plt
%matplotlib inline
import seaborn as sns
```

In []: `pip install nbconvert[webpdf]`

In [4]: `# Read the dataset`

```
df = pd.read_csv('Diwali Sales Data.csv', encoding= 'unicode_escape')
```

In [5]: `# Count total no of rows and column`

```
df.shape
```

Out[5]: (11251, 15)

In [6]: `df.head()`

Out[6]:

	User_ID	Cust_name	Product_ID	Gender	Age Group	Age	Marital_Status	State	Zone
0	1002903	Sanskriti	P00125942	F	26-35	28	0	Maharashtra	Western
1	1000732	Kartik	P00110942	F	26-35	35	1	Andhra Pradesh	Southern
2	1001990	Bindu	P00118542	F	26-35	35	1	Uttar Pradesh	Central
3	1001425	Sudevi	P00237842	M	0-17	16	0	Karnataka	Southern
4	1000588	Joni	P00057942	M	26-35	28	1	Gujarat	Western

In [7]: `df.tail()`

Out[7]:

	User_ID	Cust_name	Product_ID	Gender	Age Group	Age	Marital_Status	State	Zone
11246	1000695	Manning	P00296942	M	18-25	19	1	Maharashtra	Western
11247	1004089	Reichenbach	P00171342	M	26-35	33	0	Haryana	Northern
11248	1001209	Oshin	P00201342	F	36-45	40	0	Madhya Pradesh	Central
11249	1004023	Noonan	P00059442	M	36-45	37	0	Karnataka	Southern
11250	1002744	Brumley	P00281742	F	18-25	19	0	Maharashtra	Western

In [8]: `df.info()`

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 11251 entries, 0 to 11250
```



```
Data columns (total 15 columns):
#   Column                Non-Null Count  Dtype
---  -
0   User_ID                11251 non-null  int64
1   Cust_name               11251 non-null  object
2   Product_ID              11251 non-null  object
3   Gender                  11251 non-null  object
4   Age Group               11251 non-null  object
5   Age                     11251 non-null  int64
6   Marital_Status          11251 non-null  int64
7   State                   11251 non-null  object
8   Zone                    11251 non-null  object
9   Occupation              11251 non-null  object
10  Product_Category        11251 non-null  object
11  Orders                  11251 non-null  int64
12  Amount                  11239 non-null  float64
13  Status                  0 non-null      float64
14  unnamed1                 0 non-null      float64
```

dtypes: float64(3), int64(4), object(8)

memory usage: 1.3+ MB

```
In [11]: # drop blank columns from the dataset
df.drop(['Status', 'unnamed1'], axis=1, inplace=True)
```

```
In [12]: # check null value
pd.isnull(df).sum()
```

```
Out[12]: User_ID                0
Cust_name                0
Product_ID               0
Gender                   0
Age Group                0
Age                     0
Marital_Status           0
State                    0
Zone                     0
Occupation               0
Product_Category         0
Orders                   0
Amount                  12
dtype: int64
```

```
In [13]: # drop null values
df.dropna(inplace=True)
```

```
In [14]: # change data types float into integer
df['Amount'] = df['Amount'].astype('int')
```

```
In [15]: df['Amount'].dtypes
```

```
Out[15]: dtype('int64')
```

```
In [16]: df.columns
```

```
Out[16]: Index(['User_ID', 'Cust_name', 'Product_ID', 'Gender', 'Age Group', 'Age',
              'Marital_Status', 'State', 'Zone', 'Occupation', 'Product_Category',
              'Orders', 'Amount'],
              dtype='object')
```

```
In [17]: # describe() method returns description of the data in the DataFrame (i.e. count, me
df.describe()
```

```
Out[17]:
```

	User_ID	Age	Marital_Status	Orders	Amount
count	1.123900e+04	11239.000000	11239.000000	11239.000000	11239.000000



	User_ID	Age	Marital_Status	Orders	Amount
mean	1.003004e+06	35.410357	0.420055	2.489634	9453.610553
std	1.716039e+03	12.753866	0.493589	1.114967	5222.355168
min	1.000001e+06	12.000000	0.000000	1.000000	188.000000
25%	1.001492e+06	27.000000	0.000000	2.000000	5443.000000
50%	1.003064e+06	33.000000	0.000000	2.000000	8109.000000
75%	1.004426e+06	43.000000	1.000000	3.000000	12675.000000
max	1.006040e+06	92.000000	1.000000	4.000000	23952.000000

```
In [18]: # use describe() for specific columns
df[['Age', 'Orders', 'Amount']].describe()
```

```
Out[18]:
```

	Age	Orders	Amount
count	11239.000000	11239.000000	11239.000000
mean	35.410357	2.489634	9453.610553
std	12.753866	1.114967	5222.355168
min	12.000000	1.000000	188.000000
25%	27.000000	2.000000	5443.000000
50%	33.000000	2.000000	8109.000000
75%	43.000000	3.000000	12675.000000
max	92.000000	4.000000	23952.000000

Exploratory Data Analysis

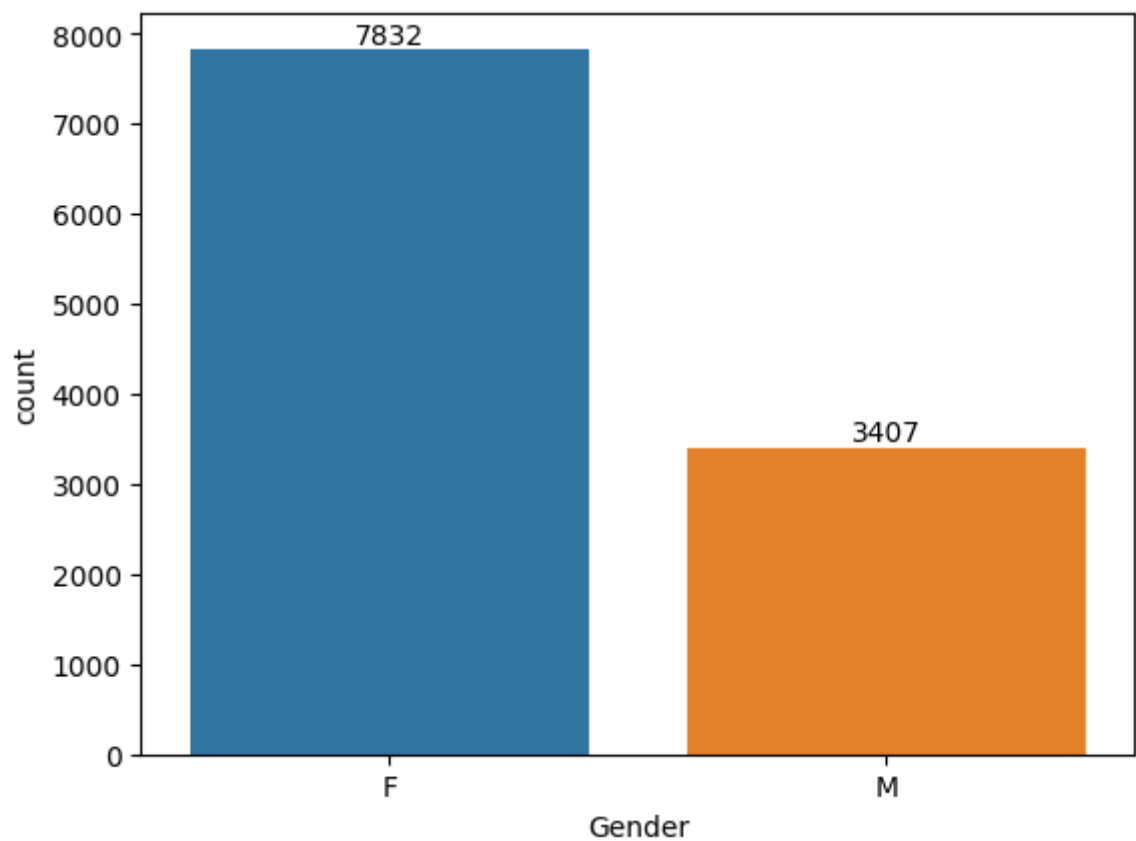
Gender

```
In [19]: # plotting a bar chart for gender and its count

ax = sns.countplot(x='Gender', data=df)

for bars in ax.containers:
    ax.bar_label(bars)
```

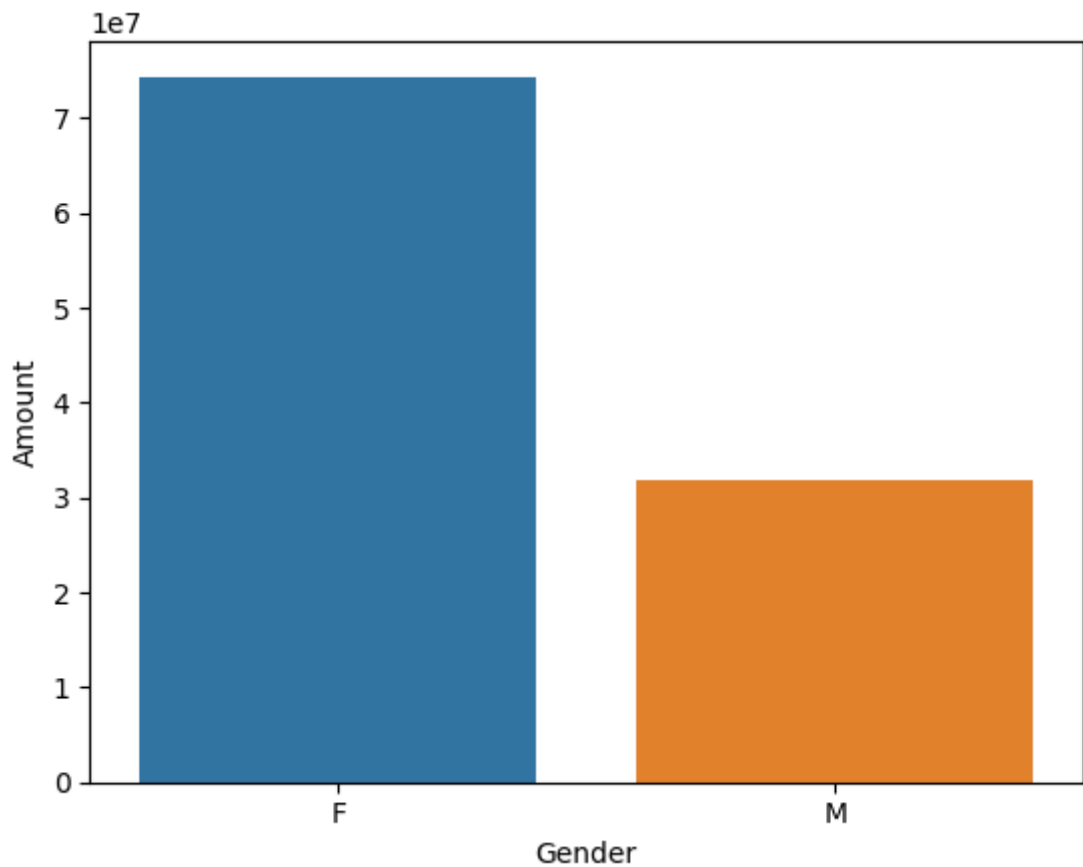




```
In [20]: # plotting a bar chart for gender vs total amount

sales_gen = df.groupby(['Gender'], as_index=False)['Amount'].sum().sort_values(by='A
sns.barplot(x = 'Gender',y= 'Amount' ,data = sales_gen)
```

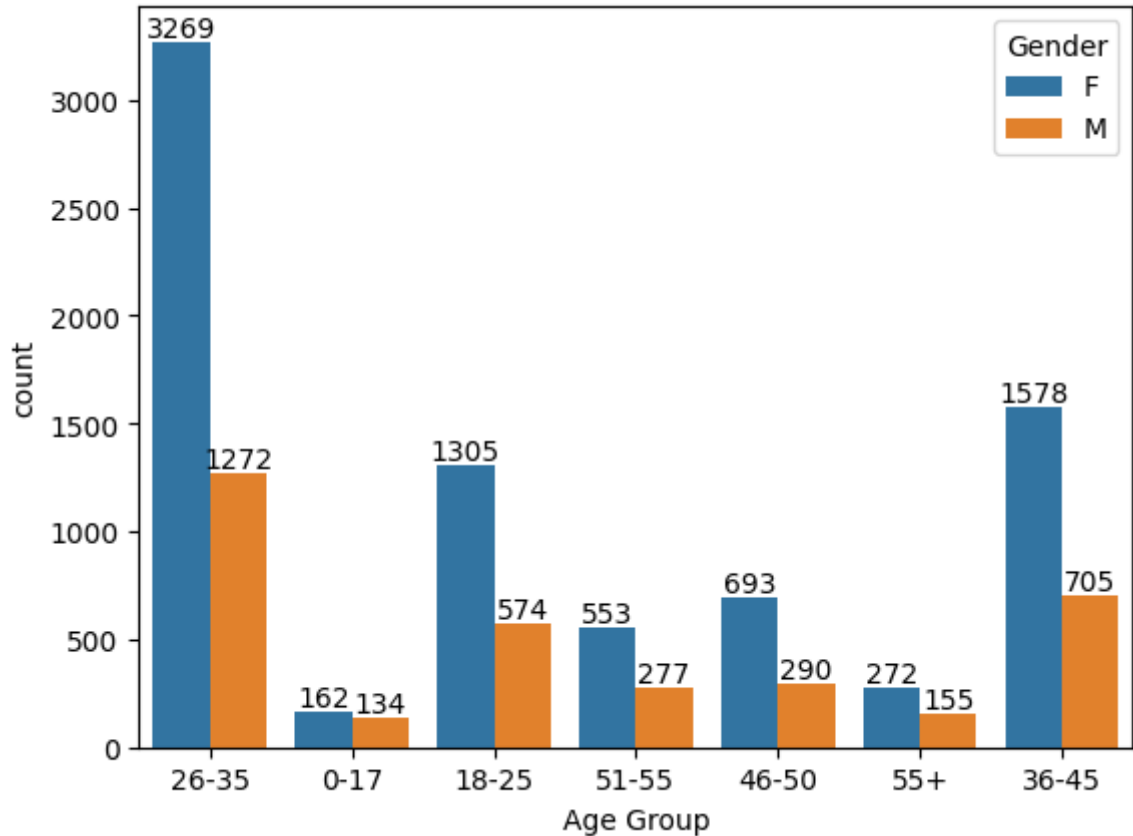
```
Out[20]: <Axes: xlabel='Gender', ylabel='Amount'>
```



From above graph we can see that most of the buyers are females and also females purchase more than men

AGE

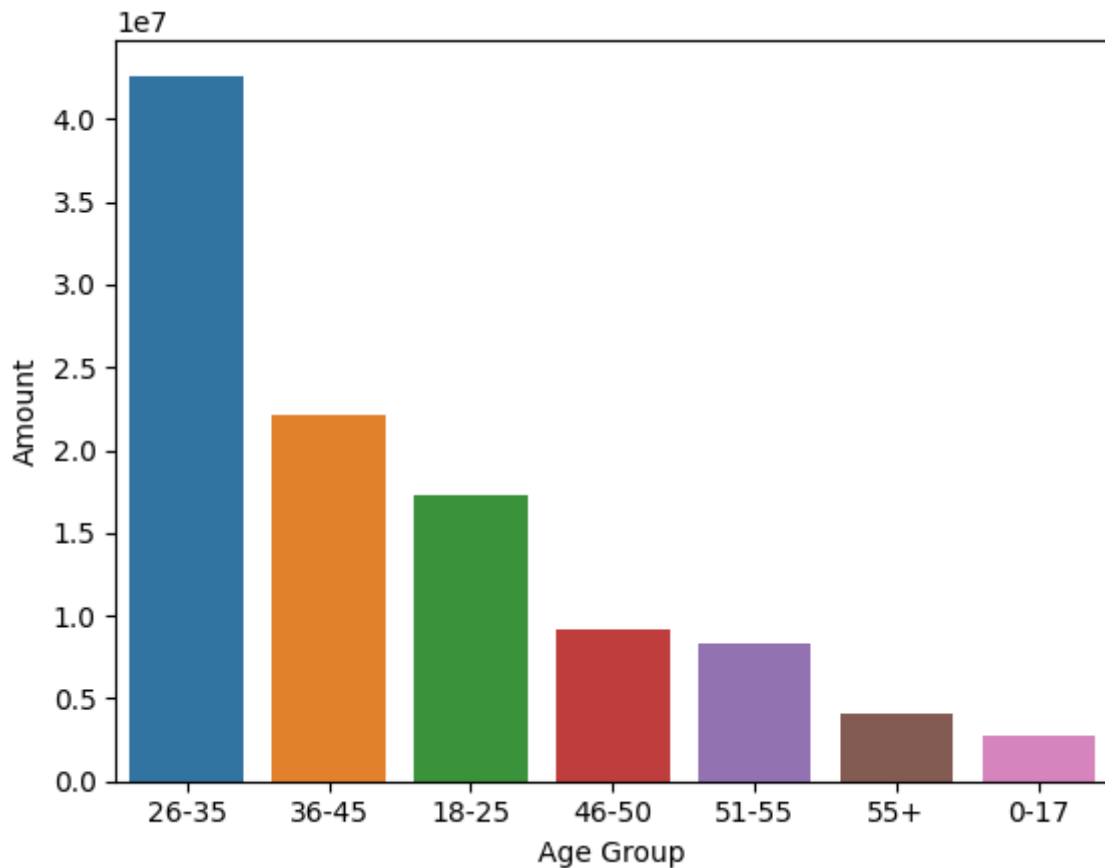
```
In [23]: ax = sns.countplot(data = df, x='Age Group', hue = 'Gender')
for bars in ax.containers:
    ax.bar_label(bars)
```



```
In [24]: # Total Amount vs Age Group
sales_age = df.groupby(['Age Group'], as_index=False)['Amount'].sum().sort_values(by
sns.barplot(x = 'Age Group', y = 'Amount', data = sales_age)
```

```
Out[24]: <Axes: xlabel='Age Group', ylabel='Amount'>
```





From above graph we can see that the most of the buyers are of age group between 26-35 years

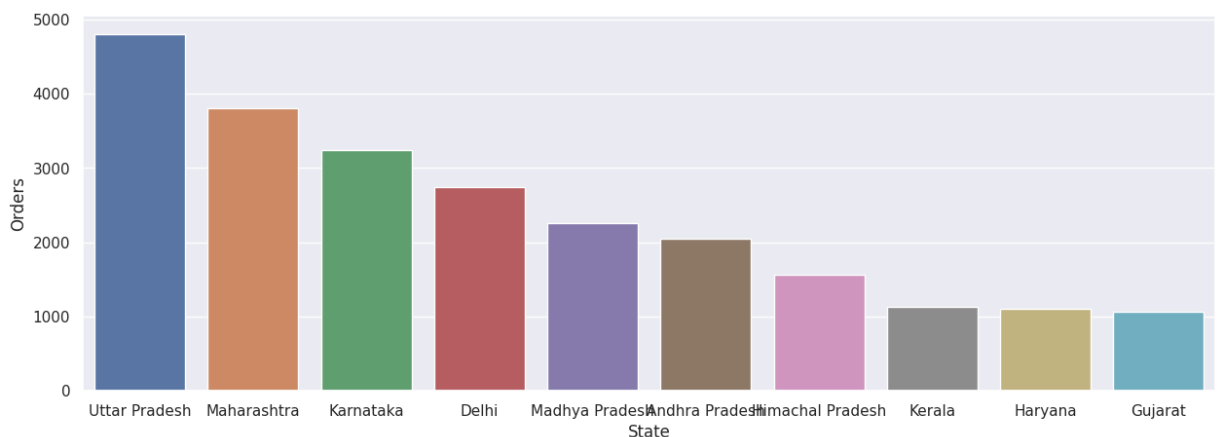
State

```
In [25]: # total number of orders from top 10 states

sales_state = df.groupby(['State'], as_index=False)['Orders'].sum().sort_values(by='Orders', ascending=False)

sns.set(rc={'figure.figsize':(15,5)})
sns.barplot(data = sales_state, x = 'State',y= 'Orders')
```

Out[25]: <Axes: xlabel='State', ylabel='Orders'>

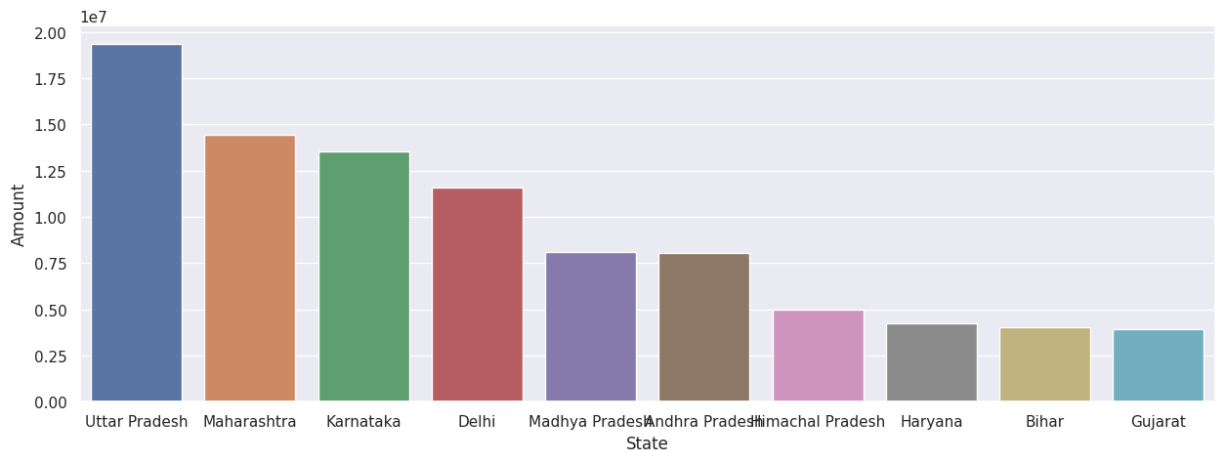


```
In [26]: # total amount/sales from top 10 states

sales_state = df.groupby(['State'], as_index=False)['Amount'].sum().sort_values(by='Amount', ascending=False)

sns.set(rc={'figure.figsize':(15,5)})
sns.barplot(data = sales_state, x = 'State',y= 'Amount')
```

Out[26]: <Axes: xlabel='State', ylabel='Amount'>

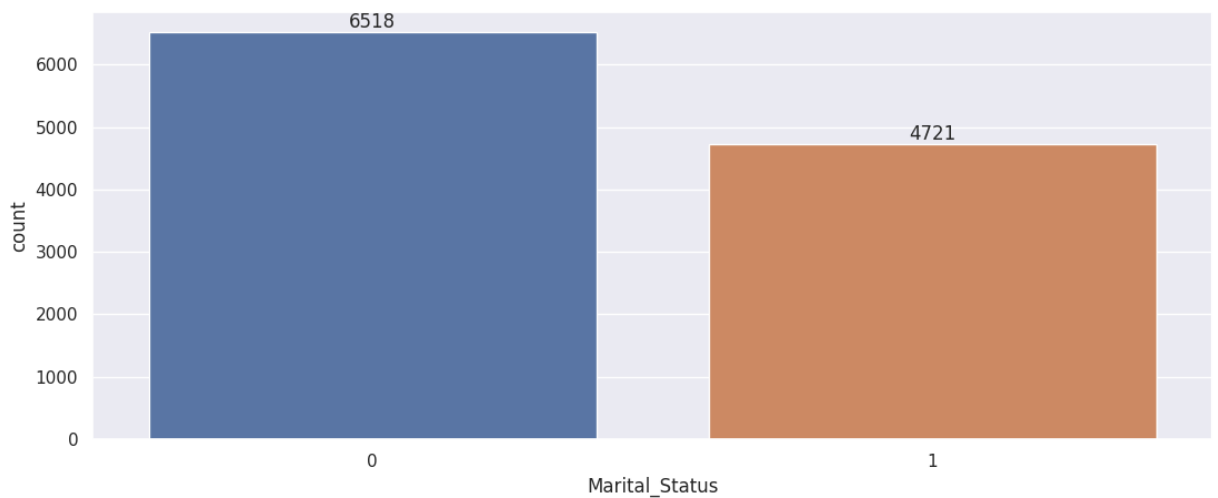


From above graphs we can see that most of the orders & total sales/amount are from Uttar Pradesh, Maharashtra and Karnataka respectively

Marital Status

```
In [31]: ax = sns.countplot(data=df, x = 'Marital_Status')

sns.set(rc={'figure.figsize':(13,5)})
for bars in ax.containers:
    ax.bar_label(bars)
```

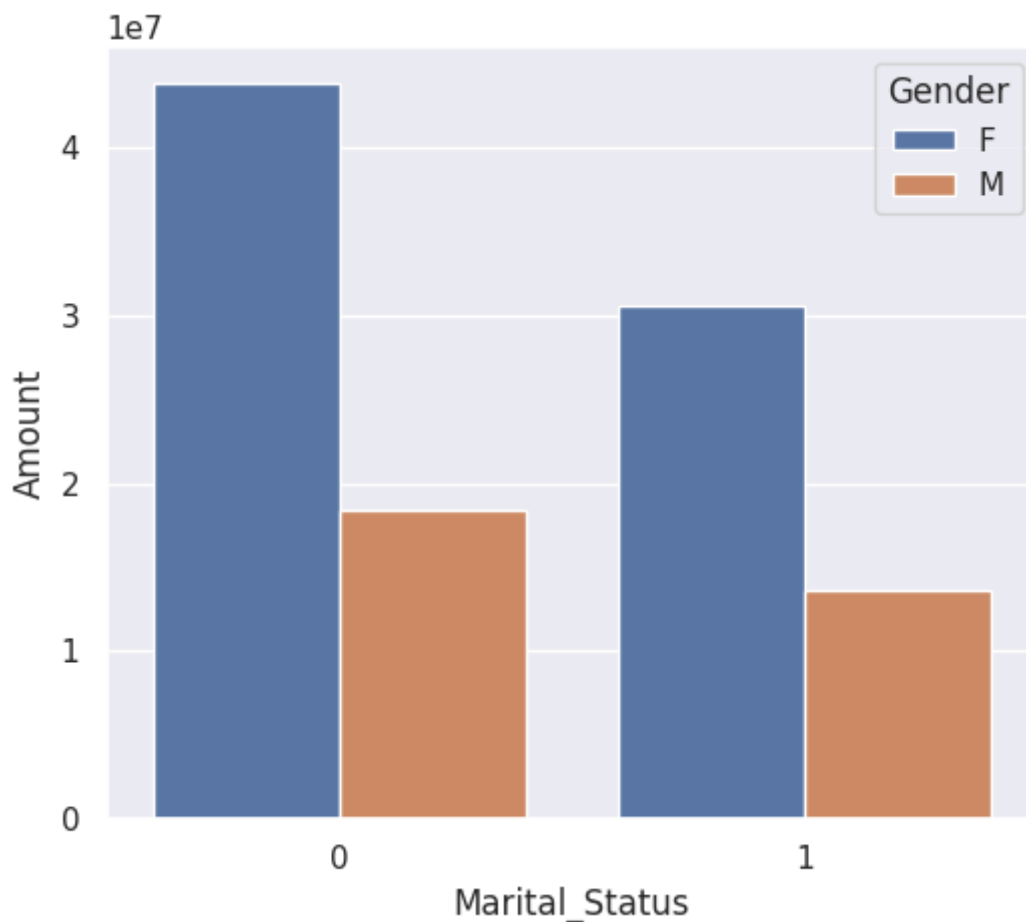


```
In [32]: sales_state = df.groupby(['Marital_Status', 'Gender'], as_index=False)['Amount'].sum()

sns.set(rc={'figure.figsize':(6,5)})
sns.barplot(data = sales_state, x = 'Marital_Status', y= 'Amount', hue='Gender')
```

Out[32]: <Axes: xlabel='Marital_Status', ylabel='Amount'>



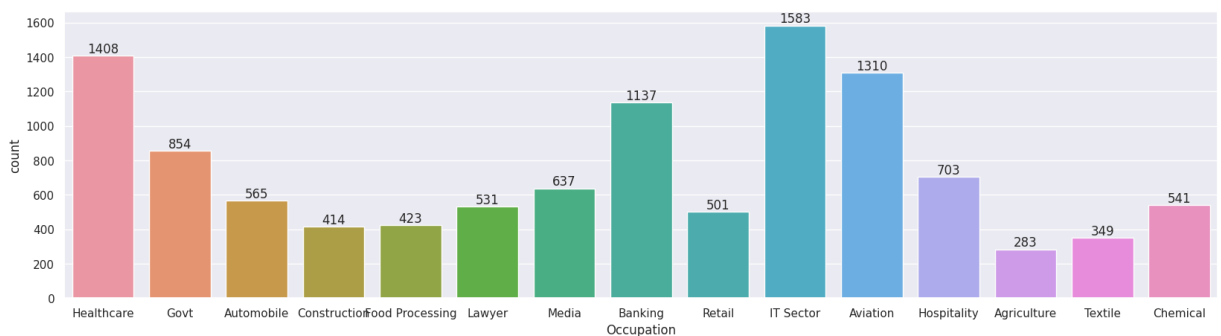


From above graphs we can see that most of the buyers are married (women) and they have high purchasing power

Occupations

```
In [33]: sns.set(rc={'figure.figsize':(20,5)})
ax = sns.countplot(data = df, x = 'Occupation')

for bars in ax.containers:
    ax.bar_label(bars)
```

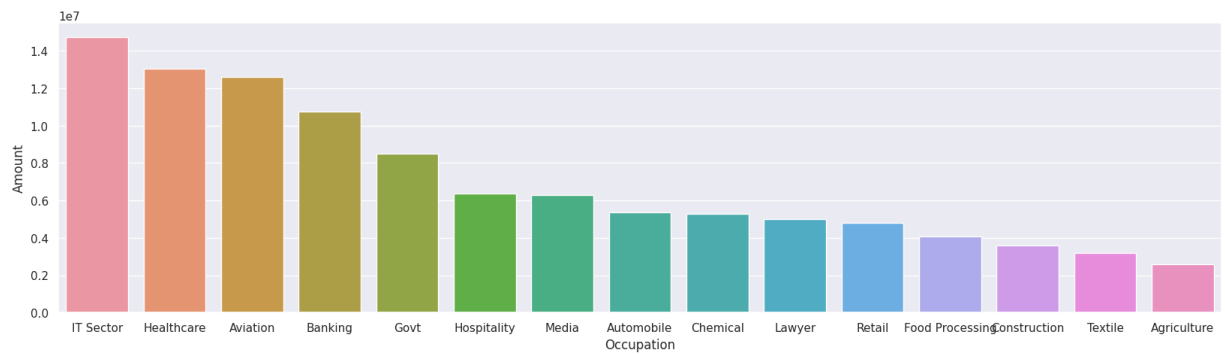


```
In [34]: sales_state = df.groupby(['Occupation'], as_index=False)['Amount'].sum().sort_values

sns.set(rc={'figure.figsize':(20,5)})
sns.barplot(data = sales_state, x = 'Occupation', y = 'Amount')
```

Out[34]: <Axes: xlabel='Occupation', ylabel='Amount'>



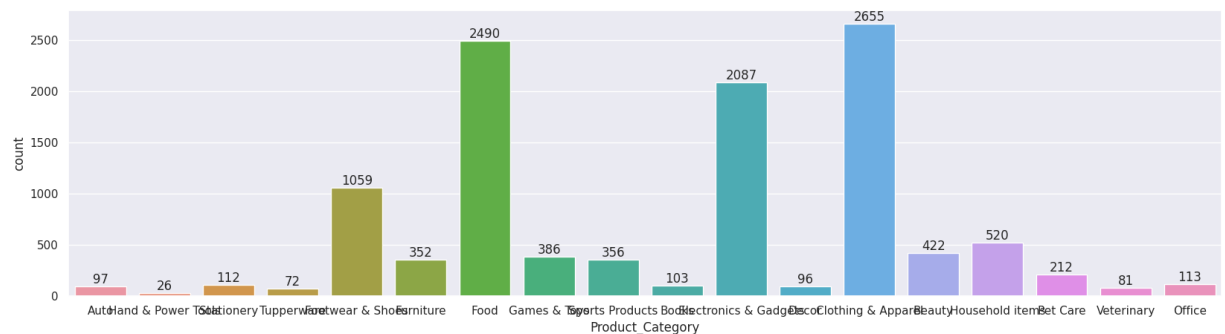


From above graphs we can see that most of the buyers are working in IT, Healthcare and Aviation sector

Product Category

```
In [35]: sns.set(rc={'figure.figsize':(20,5)})
ax = sns.countplot(data = df, x = 'Product_Category')

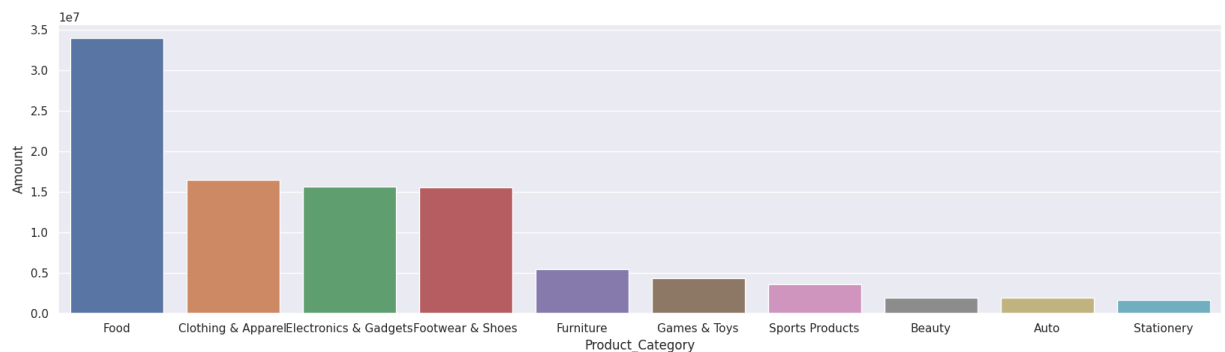
for bars in ax.containers:
    ax.bar_label(bars)
```



```
In [36]: sales_state = df.groupby(['Product_Category'], as_index=False)['Amount'].sum().sort_

sns.set(rc={'figure.figsize':(20,5)})
sns.barplot(data = sales_state, x = 'Product_Category', y= 'Amount')
```

Out[36]: <Axes: xlabel='Product_Category', ylabel='Amount'>



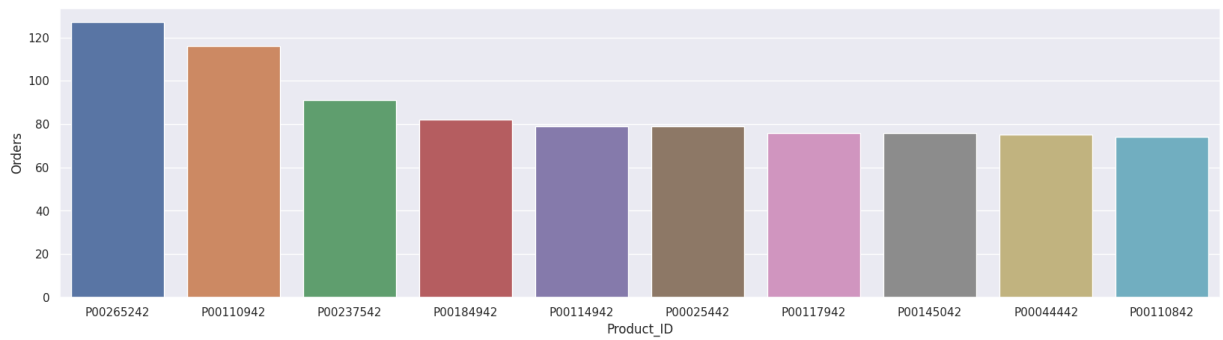
From above graphs we can see that most of the sold products are from Food, Clothing and Electronics category

```
In [37]: sales_state = df.groupby(['Product_ID'], as_index=False)['Orders'].sum().sort_values

sns.set(rc={'figure.figsize':(20,5)})
sns.barplot(data = sales_state, x = 'Product_ID', y= 'Orders')
```

Out[37]: <Axes: xlabel='Product_ID', ylabel='Orders'>

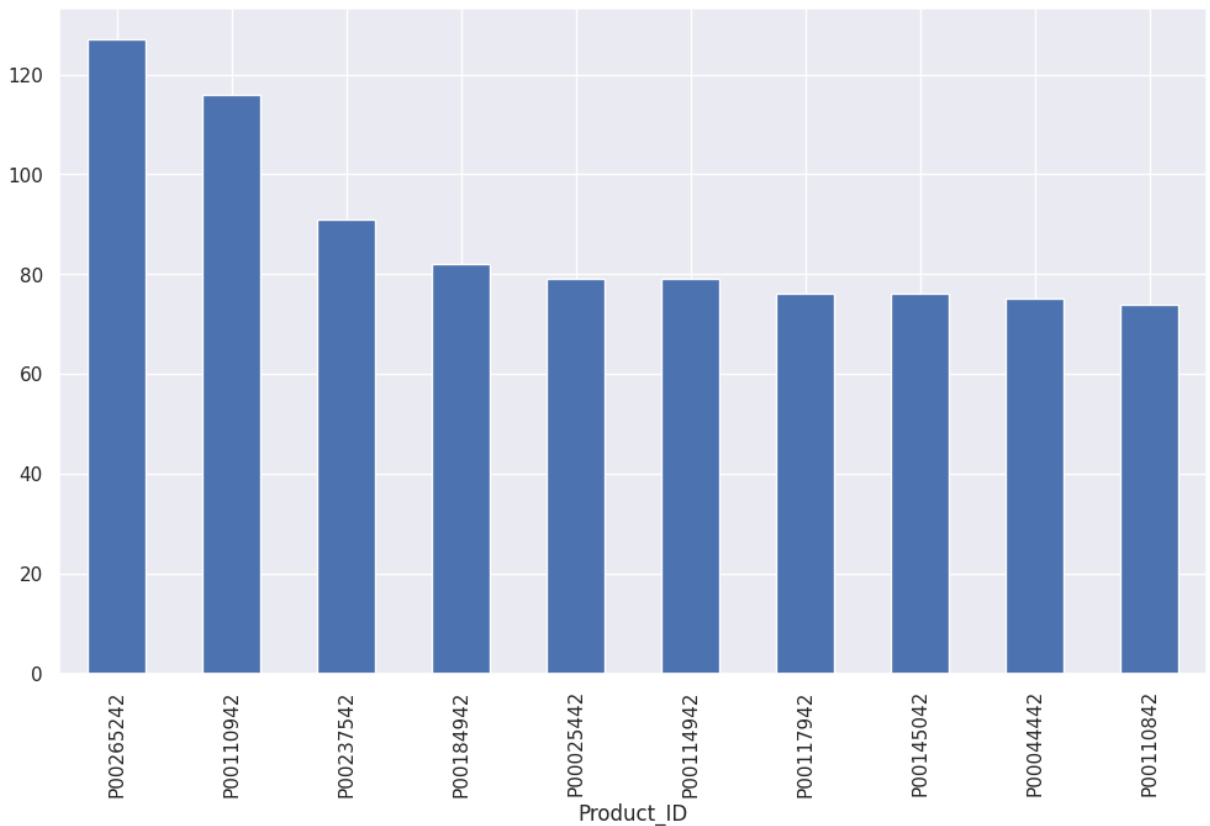




```
In [38]: # top 10 most sold products (same thing as above)

fig1, ax1 = plt.subplots(figsize=(12,7))
df.groupby('Product_ID')['Orders'].sum().nlargest(10).sort_values(ascending=False).p
```

```
Out[38]: <Axes: xlabel='Product_ID'>
```



Conclusion:

Married women age group 26-35 yrs from UP, Maharastra and Karnataka working in IT, Healthcare and Aviation are more likely to buy products from Food, Clothing and Electronics category

