## **BLACK FRIDAY SALES ANALYSIS**

```
import pandas as pd
import matplotlib
import seaborn as sns

In [3]:
df = pd.read_csv('BlackFriday.csv')
```

## 1. Dataset Walkthrough:

```
In [4]:
```

```
df.info() # Provides basic info of dataset
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 537577 entries, 0 to 537576
Data columns (total 12 columns):
    Column
                                 Non-Null Count
#
                                                   Dtype
0
                                 537577 non-null int64
    User ID
1
    Product_ID
                                 537577 non-null object
                                 537577 non-null object
    Gender
                                 537577 non-null object
 3
    Age
 4
    Occupation
                                 537577 non-null int64
    City_Category
                                 537577 non-null object
    Stay_In_Current_City_Years 537577 non-null object Marital_Status 537577 non-null int64
 6
    Marital Status
 7
 8
    Product_Category_1
                                 537577 non-null int64
    Product_Category_2
                                 370591 non-null float64
 10 Product_Category_3
                                 164278 non-null float64
11 Purchase
                                 537577 non-null int64
dtypes: float64(2), int64(5), object(5)
memory usage: 49.2+ MB
```

 $We \ cannot \ delete \ all \ rows \ with \ null \ values \ as \ it \ will \ remove \ around \ 75\% \ of \ the \ data. \ so, \ we \ are \ dropping \ the \ columns \ with \ the \ null \ values.$ 

```
In [5]:

del df['Product_Category_2']
del df['Product_Category_3']

In [6]:
```

```
df.isnull().sum()
Out[6]:
                               0
User ID
Product_ID
                                0
Gender
                                0
Age
                                0
Occupation
City_Category
                                0
Stay_In_Current_City_Years
                               0
Marital_Status
```

## 2. Analysing Columns:

Product\_Category\_1

Purchase dtype: int64

2.1 How many number of unique values in each columns are there?

0

```
In [7]:
df['User_ID'].nunique() # N unique returns number of unique.
Out[7]:
5891
```

```
In [8]:
df['Product_ID'].nunique()
Out[8]:
3623
In [9]:
df['Gender'].nunique()
Out[9]:
In [10]:
df['Age'].unique()
Out[10]:
array(['0-17', '55+', '26-35', '46-50', '51-55', '36-45', '18-25'],
      dtype=object)
In [11]:
df['Occupation'].unique()
Out[11]:
array([10, 16, 15, 7, 20, 9, 1, 12, 17, 0, 3, 4, 11, 8, 19, 2, 18,
       5, 14, 13, 6])
In [12]:
df['City_Category'].unique()
Out[12]:
array(['A', 'C', 'B'], dtype=object)
In [13]:
df['Stay_In_Current_City_Years'].unique()
array(['2', '4+', '3', '1', '0'], dtype=object)
In [14]:
df['Marital_Status'].unique()
Out[14]:
array([0, 1])
In [15]:
df['Product_Category_1'].unique()
Out[15]:
array([ 3, 1, 12, 8, 5, 4, 2, 6, 14, 11, 13, 15, 7, 16, 18, 10, 17,
       9])
In [16]:
for column in df.columns[:-1]:
   print(df[column].nunique(),'\t: ',column )
5891
       : User_ID
3623
       : Product_ID
       : Gender
       : Age
21
       : Occupation
       : City_Category
       : Stay_In_Current_City_Years
5
       : Marital_Status
2
18
       : Product_Category_1
```

## 2.2 What are the average money spent by each user?

```
In [17]:
df['Purchase'].sum()/df['User_ID'].nunique()
Out[17]:
851751.5494822611
```

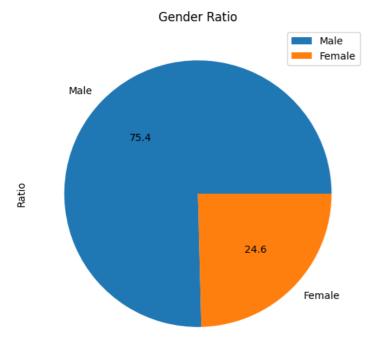
## 3. Analyzing Gender:

## 3.1 Naive approach to plot

```
In [18]:
```

#### Out[18]:

<Axes: title={'center': 'Gender Ratio'}, ylabel='Ratio'>



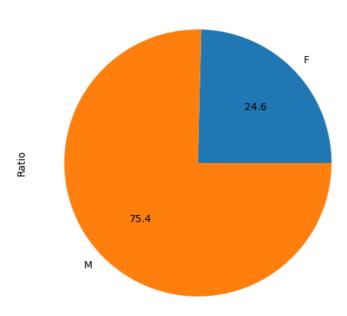
## ${\bf 3.2~Second~Approach~using~group~by~Function:}$

#### In [56]:

## Out[56]:

<Axes: title={'center': 'Gender Ratio'}, ylabel='Ratio'>

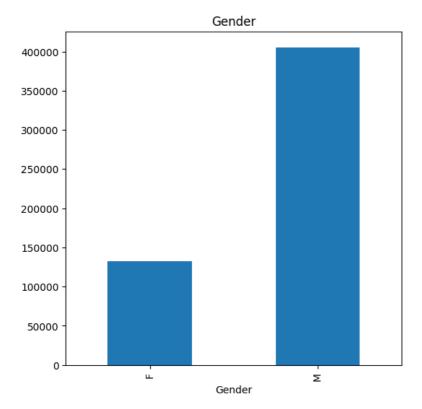
#### Gender Ratio



## In [57]:

## Out[57]:

<Axes: title={'center': 'Gender'}, xlabel='Gender'>



#### 3.3 How muc money they have spent?

#### In [58]:

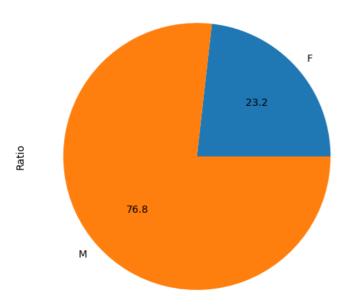
/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/787149718.py:1: FutureWarning: The defa ult value of numeric\_only in DataFrameGroupBy.sum is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('Gender').sum()['Purchase'].plot( kind = 'pie',

#### Out[58]:

<Axes: title={'center': 'Ratio of money spend by M/F'}, ylabel='Ratio'>

## Ratio of money spend by M/F



#### 3.4 Who is spending more per purchase?

In [59]:

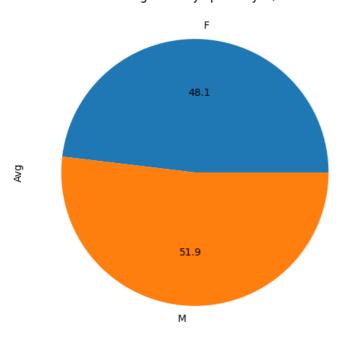
/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/2188739655.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.mean is deprecated. In a future version, numeric\_only wil 1 default to False. Either specify numeric\_only or select only columns which should be valid for the function.

df.groupby('Gender').mean()['Purchase'].plot( kind = 'pie',

Out[59]:

<Axes: title={'center': 'Average money spend by M/F'}, ylabel='Avg'>

## Average money spend by M/F



# 4. Analyzing age and marital status:

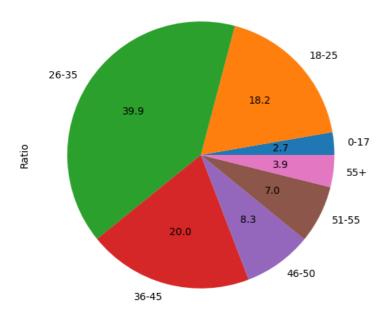
4.1 Which age group is making the most purchases?

#### In [60]:

#### Out[60]:

<Axes: title={'center': 'Purchase Distribution by Age'}, ylabel='Ratio'>

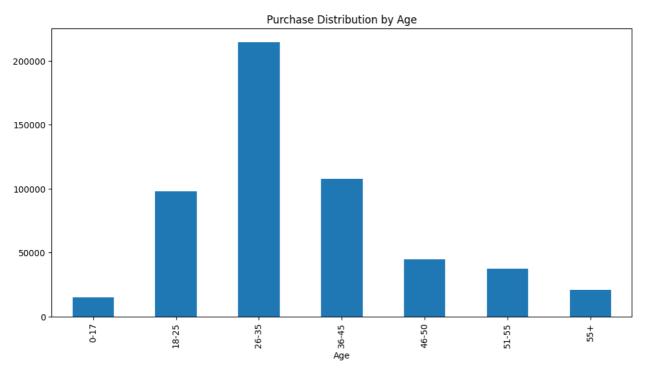
## Purchase Distribution by Age



#### In [61]:

## Out[61]:

<Axes: title={'center': 'Purchase Distribution by Age'}, xlabel='Age'>

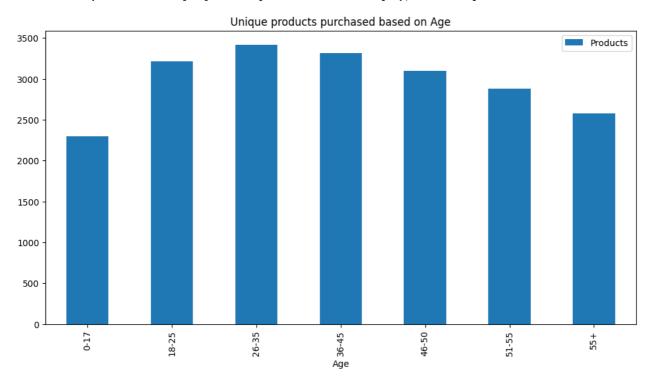


#### 4.2 How many unique products people are purchasing?

#### In [72]:

#### Out[72]:

<Axes: title={'center': 'Unique products purchased based on Age'}, xlabel='Age'>



#### 4.3 Which Age group is spending the most?

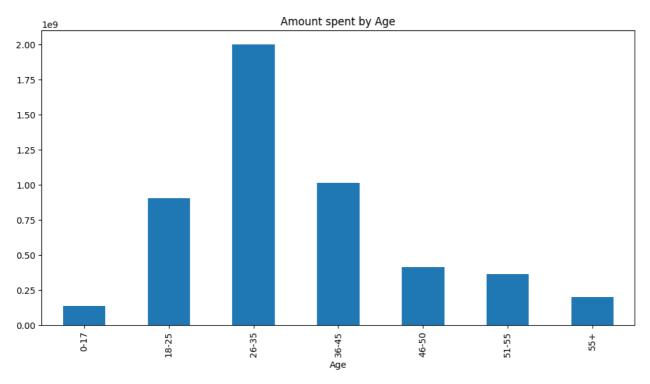
#### In [75]:

/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/3554910632.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.sum is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('Age').sum()['Purchase'].plot( kind = 'bar',

#### Out[75]:

<Axes: title={'center': 'Amount spent by Age'}, xlabel='Age'>



4.4 What is the average money spent by each age group per product?

#### In [77]:

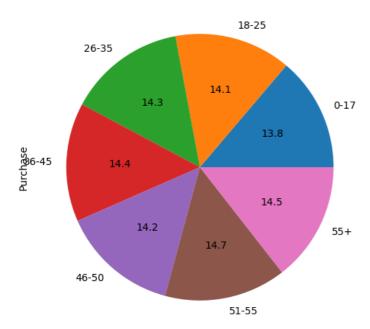
/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/1867559634.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.mean is deprecated. In a future version, numeric\_only wil 1 default to False. Either specify numeric\_only or select only columns which should be valid for the function.

df.groupby('Age').mean()['Purchase'].plot( kind = 'pie',

#### Out[77]:

<Axes: title={'center': 'Average Amount spent by Age'}, ylabel='Purchase'>

## Average Amount spent by Age



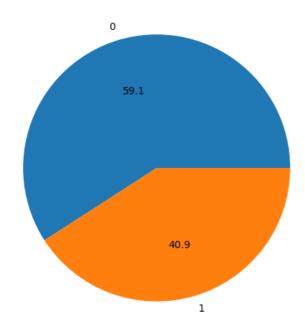
## 4.5 What is the ratio of married/unmarried peoples in dataset?

```
In [84]:
```

#### Out[84]:

<Axes: title={'center': 'Average Amount spent by Age'}>

## Average Amount spent by Age



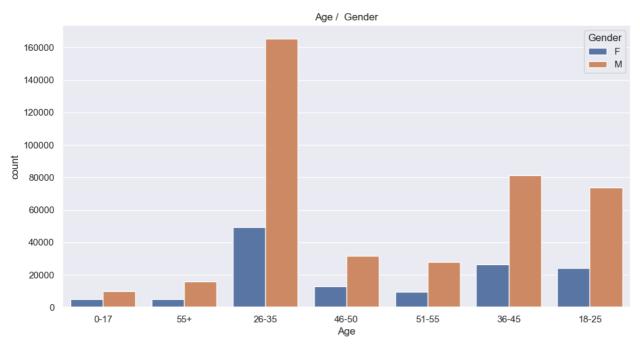
# 5. Analyzing Multiple columns together:

## In [103]:

```
sns.set(rc = {'figure.figsize' : (12,6)})
sns.countplot(x = 'Age', hue = 'Gender', data = df).set_title('Age / Gender')
```

#### Out[103]:

Text(0.5, 1.0, 'Age / Gender')

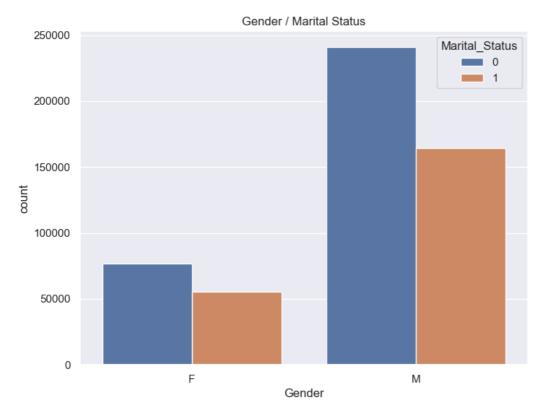


#### In [102]:

```
sns.set(rc = {'figure.figsize' : (8,6)})
sns.countplot(x = 'Gender', hue = 'Marital_Status', data = df).set_title('Gender / Marital_Status')
```

#### Out[102]:

Text(0.5, 1.0, 'Gender / Marital Status')

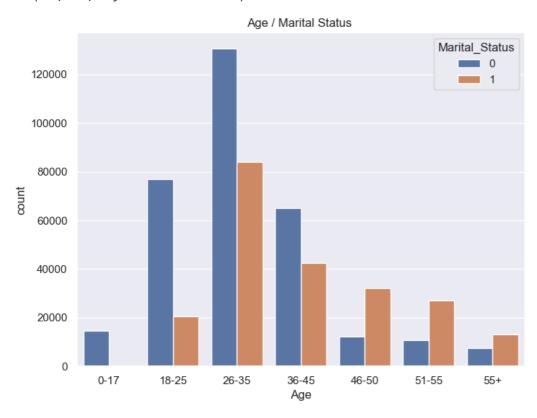


## In [105]:

```
sns.set(rc = {'figure.figsize' : (8,6)})
sns.countplot(x = 'Age', hue = 'Marital_Status', data = df.sort_values(by='Age', ascending=True)).set_title('Age / Ma
```

#### Out[105]:

Text(0.5, 1.0, 'Age / Marital Status ')



#### In [110]:

```
sns.countplot(x = df['City_Category']).set_title('City_Category')
```

## Out[110]:

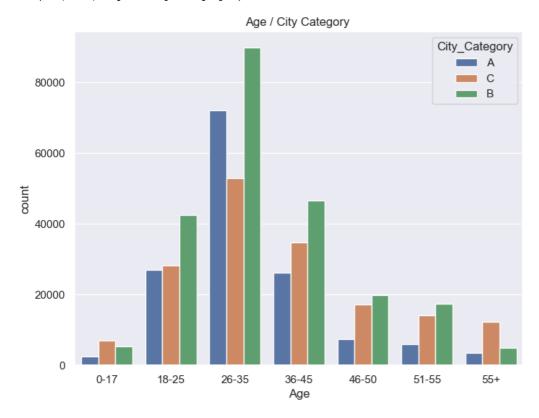
Text(0.5, 1.0, 'City Category')



## In [109]:

## Out[109]:

Text(0.5, 1.0, 'Age / City Category ')



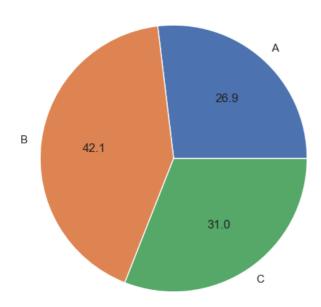
```
In [108]:
```

```
df.groupby('City_Category').size().plot(kind = 'pie', autopct = "%.1f", title = 'City Category')
```

## Out[108]:

<Axes: title={'center': 'City Category'}>

## City Category



#### In [112]:

## Out[112]:

Text(0.5, 1.0, 'City Category / Marital\_Status ')



#### In [113]:

#### Out[113]:

Text(0.5, 1.0, 'City Category / Gender ')



#### In [120]:

```
df.groupby('City_Category').sum()['Purchase'].plot.pie(autopct = '%.lf', title = 'Total spend by each city')
```

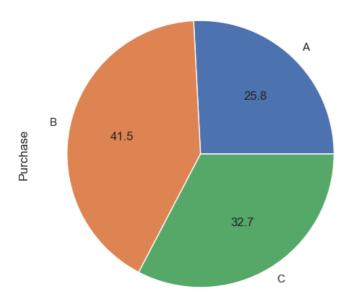
/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/1344245533.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.sum is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('City\_Category').sum()['Purchase'].plot.pie(autopct = '%.1f', title = 'Total spend by each
city')

## Out[120]:

<Axes: title={'center': 'Total spend by each city'}, ylabel='Purchase'>

## Total spend by each city



#### In [119]:

```
df.groupby('City_Category').mean()['Purchase'].plot.pie(autopct = '%.1f', title= 'Avg Spend per city')
```

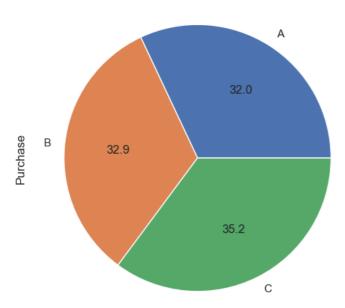
/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/791627196.py:1: FutureWarning: The defa ult value of numeric\_only in DataFrameGroupBy.mean is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('City\_Category').mean()['Purchase'].plot.pie(autopct = '%.1f', title= 'Avg Spend per city')

#### Out[119]:

<Axes: title={'center': 'Avg Spend per city'}, ylabel='Purchase'>

#### Avg Spend per city



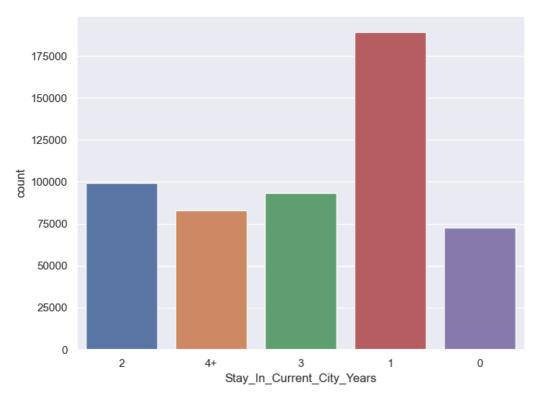
## 6. Occupation & Product Analysis:

#### In [121]:

sns.countplot(x = df['Stay\_In\_Current\_City\_Years'])

#### Out[121]:

<Axes: xlabel='Stay\_In\_Current\_City\_Years', ylabel='count'>



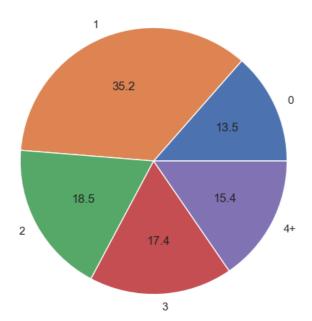
In [132]:

df.groupby('Stay\_In\_Current\_City\_Years').size().plot.pie(autopct = "%.1f", title = "Stay In Current City Years")

## Out[132]:

<Axes: title={'center': 'Stay In Current City Years'}>

## Stay In Current City Years



#### In [130]:

#### Out[130]:

Text(0.5, 1.0, 'Stay In Current City Years / City Category')

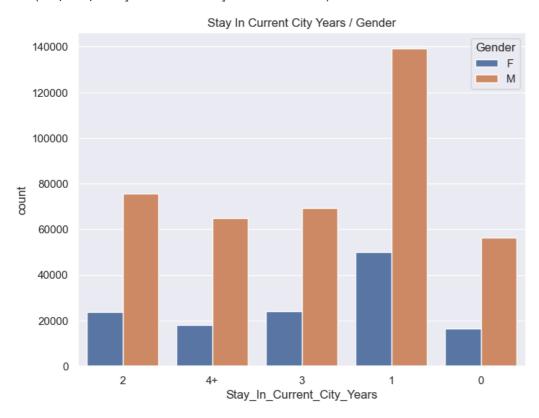


### In [128]:

```
sns.countplot(x = 'Stay_In_Current_City_Years',
    hue = 'Gender', data = df).set_title ("Stay In Current City Years / Gender")
```

## Out[128]:

Text(0.5, 1.0, 'Stay In Current City Years / Gender')



#### In [129]:

## Out[129]:

Text(0.5, 1.0, 'Stay In Current City Years / Marital Status')



#### In [134]:

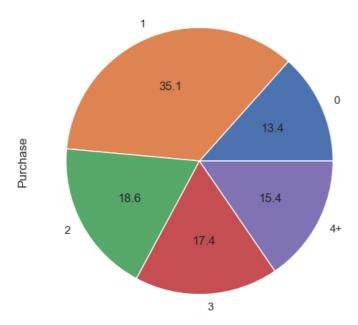
/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/1095909450.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.sum is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('Stay\_In\_Current\_City\_Years').sum()['Purchase'].plot.pie(autopct = "%.1f",

#### Out[134]:

<Axes: title={'center': 'Purchases by people living in current city'}, ylabel='Purchase'>

## Purchases by people living in current city



#### In [137]:

/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/2494234089.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.sum is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('Stay\_In\_Current\_City\_Years').sum()['Purchase'].plot(kind = 'bar',

## Out[137]:

<Axes: title={'center': 'Purchases by people living in current city'}, xlabel='Stay\_In\_Current\_City\_Year s'>



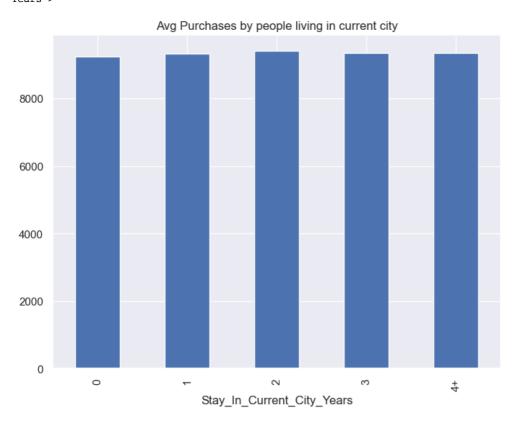
#### In [138]:

/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/2878320080.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.mean is deprecated. In a future version, numeric\_only wil 1 default to False. Either specify numeric\_only or select only columns which should be valid for the function.

df.groupby('Stay\_In\_Current\_City\_Years').mean()['Purchase'].plot(kind = 'bar',

## Out[138]:

<Axes: title={'center': 'Avg Purchases by people living in current city'}, xlabel='Stay\_In\_Current\_City\_
Years'>



#### In [139]:

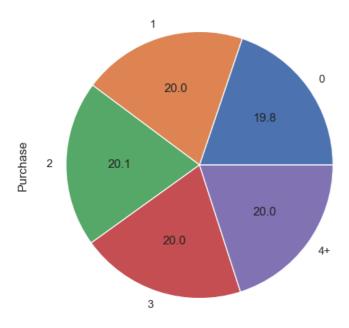
/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/939171007.py:1: FutureWarning: The defa ult value of numeric\_only in DataFrameGroupBy.mean is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('Stay\_In\_Current\_City\_Years').mean()['Purchase'].plot.pie(autopct = "%.1f",

#### Out[139]:

<Axes: title={'center': 'Avg Purchases by people living in current city'}, ylabel='Purchase'>

#### Avg Purchases by people living in current city

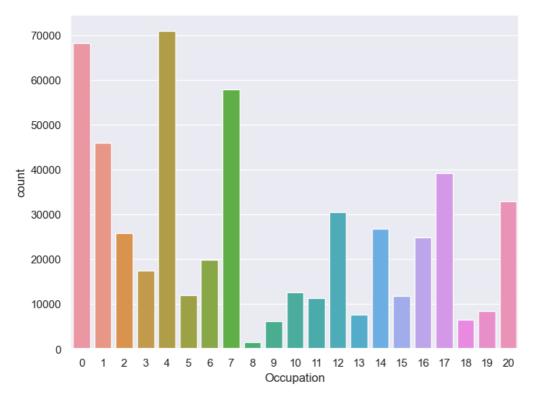


## In [140]:

sns.countplot(x = df['Occupation'])

#### Out[140]:

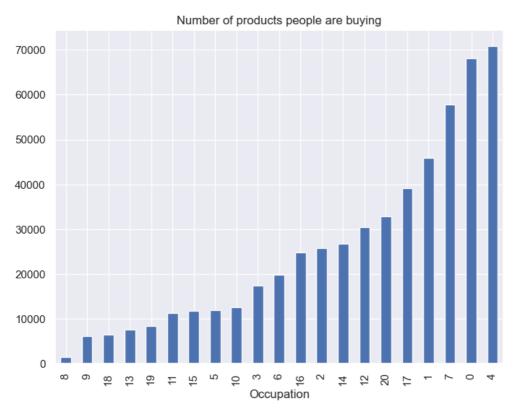
<Axes: xlabel='Occupation', ylabel='count'>



#### In [149]:

## Out[149]:

<Axes: title={'center': 'Number of products people are buying'}, xlabel='Occupation'>



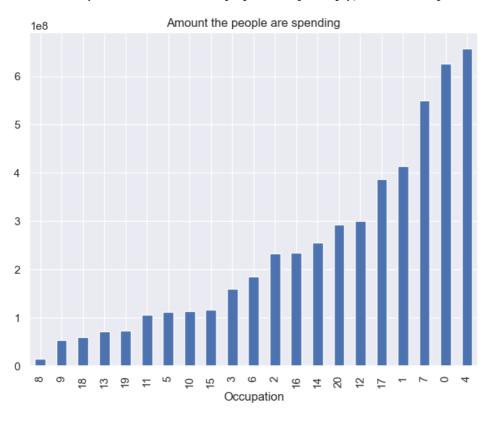
#### In [147]:

/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/1585062034.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.sum is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('Occupation').sum()['Purchase'].sort\_values().plot(kind = 'bar', title = 'Amount the people
are spending')

#### Out[147]:

<Axes: title={'center': 'Amount the people are spending'}, xlabel='Occupation'>



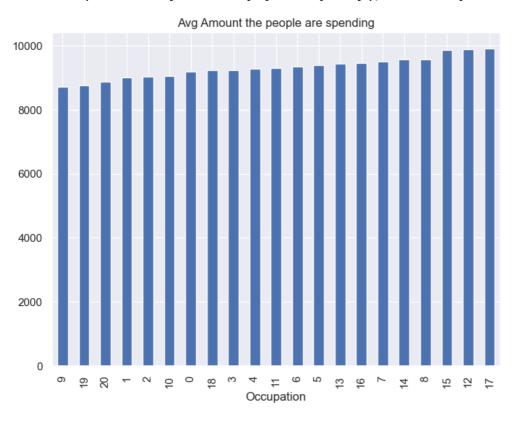
#### In [151]:

/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/2022356456.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.mean is deprecated. In a future version, numeric\_only wil 1 default to False. Either specify numeric\_only or select only columns which should be valid for the function.

df.groupby('Occupation').mean()['Purchase'].sort\_values().plot(kind = 'bar', title = 'Avg Amount the p
eople are spending')

#### Out[151]:

<Axes: title={'center': 'Avg Amount the people are spending'}, xlabel='Occupation'>

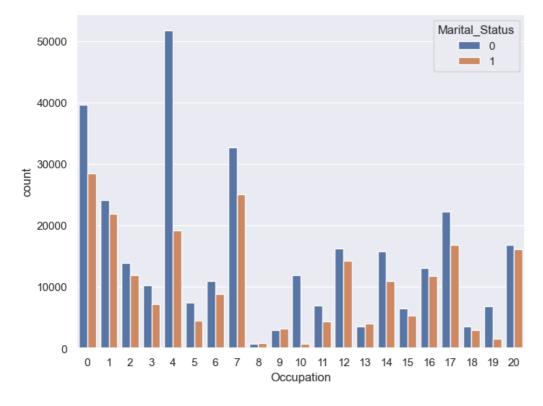


#### In [152]:

```
sns.countplot(x = 'Occupation', hue = 'Marital_Status', data = df)
```

## Out[152]:

<Axes: xlabel='Occupation', ylabel='count'>

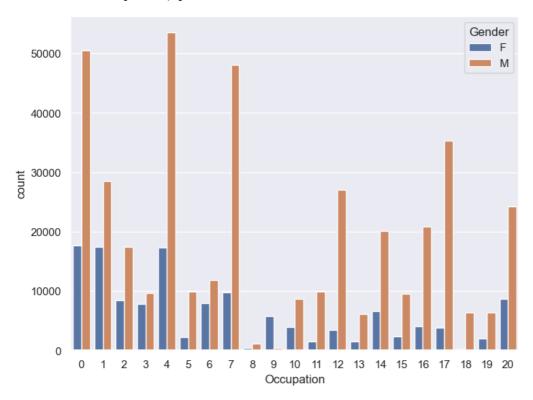


#### In [153]:

```
sns.countplot(x = 'Occupation', hue = 'Gender', data = df)
```

## Out[153]:

<Axes: xlabel='Occupation', ylabel='count'>

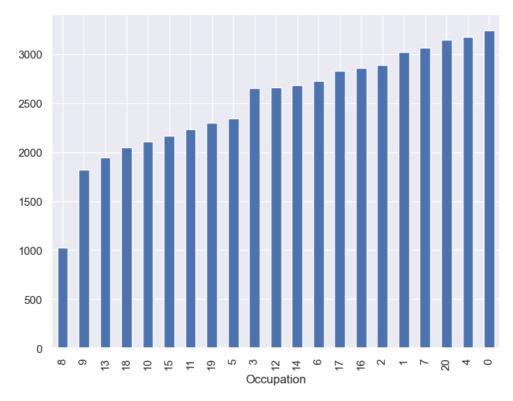


#### In [155]:

df.groupby('Occupation').nunique()['Product\_ID'].sort\_values().plot(kind = 'bar')

Out[155]:

<Axes: xlabel='Occupation'>

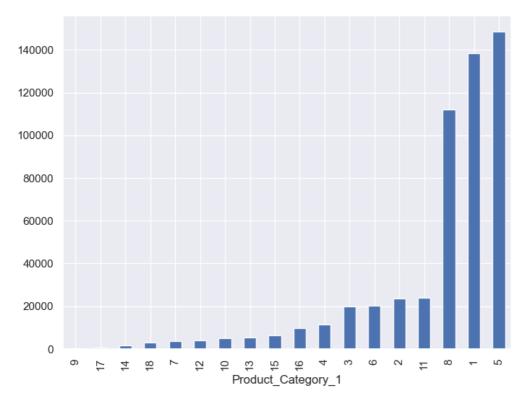


In [157]:

df.groupby('Product\_Category\_1').size().sort\_values().plot(kind = 'bar')

Out[157]:

<Axes: xlabel='Product\_Category\_1'>



#### In [158]:

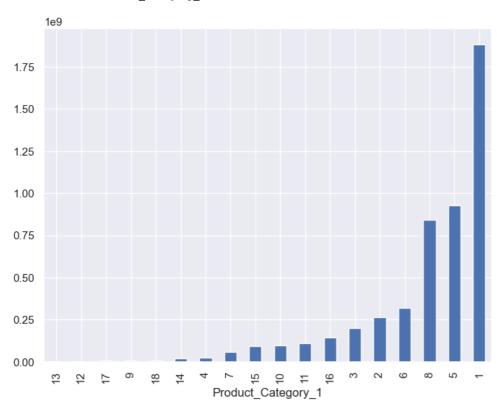
```
df.groupby('Product_Category_1').sum()['Purchase'].sort_values().plot(kind = 'bar')
```

/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/2703638129.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.sum is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('Product\_Category\_1').sum()['Purchase'].sort\_values().plot(kind = 'bar')

#### Out[158]:

<Axes: xlabel='Product\_Category\_1'>



#### In [159]:

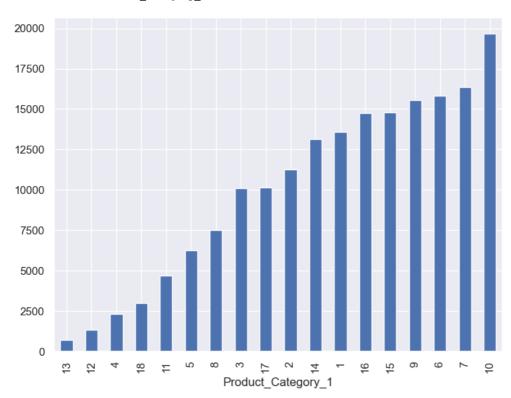
```
df.groupby('Product_Category_1').mean()['Purchase'].sort_values().plot(kind = 'bar')
```

/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/3011761601.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.mean is deprecated. In a future version, numeric\_only wil 1 default to False. Either specify numeric\_only or select only columns which should be valid for the function.

df.groupby('Product\_Category\_1').mean()['Purchase'].sort\_values().plot(kind = 'bar')

#### Out[159]:

<Axes: xlabel='Product\_Category\_1'>



#### In [160]:

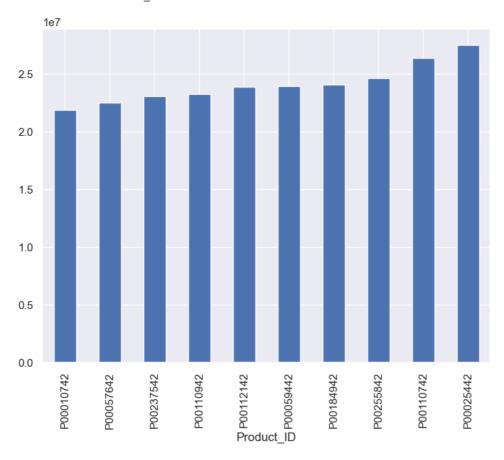
```
df.groupby('Product_ID').sum()['Purchase'].nlargest(10).sort_values().plot(kind = 'bar')
# Nlargest return largest n results
```

/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/2828224466.py:1: FutureWarning: The def ault value of numeric\_only in DataFrameGroupBy.sum is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('Product\_ID').sum()['Purchase'].nlargest(10).sort\_values().plot(kind = 'bar') # Nlargest re turn largest n results

#### Out[160]:

<Axes: xlabel='Product\_ID'>

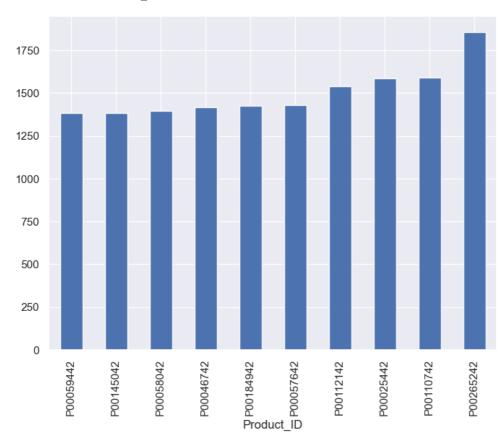


#### In [161]:

df.groupby('Product\_ID').size().nlargest(10).sort\_values().plot(kind = 'bar')

## Out[161]:

<Axes: xlabel='Product\_ID'>



#### In [162]:

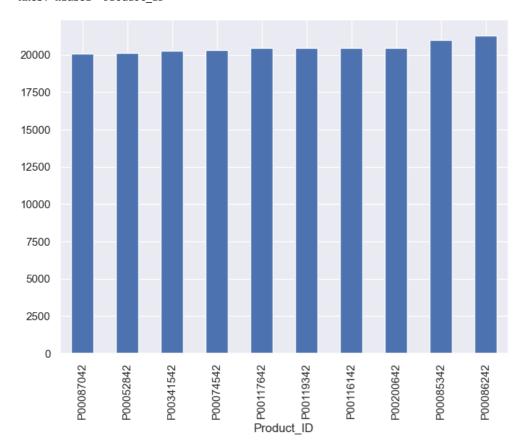
```
df.groupby('Product_ID').mean()['Purchase'].nlargest(10).sort_values().plot(kind = 'bar')
```

/var/folders/6w/mv1nv9w5131g49jj619ppgbh0000gp/T/ipykernel\_55992/485863399.py:1: FutureWarning: The defa ult value of numeric\_only in DataFrameGroupBy.mean is deprecated. In a future version, numeric\_only will default to False. Either specify numeric\_only or select only columns which should be valid for the funct ion.

df.groupby('Product\_ID').mean()['Purchase'].nlargest(10).sort\_values().plot(kind = 'bar')

#### Out[162]:

<Axes: xlabel='Product\_ID'>

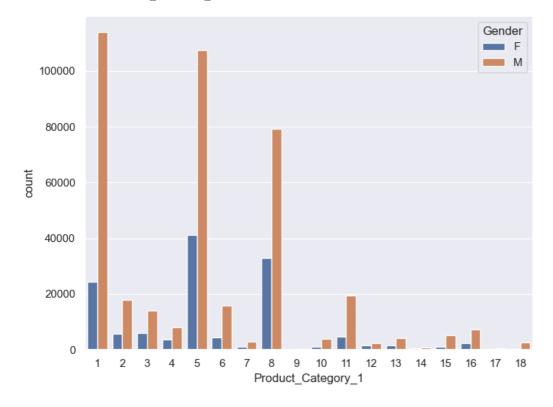


#### In [163]:

```
sns.countplot(x = 'Product_Category_1', hue = 'Gender', data = df)
```

## Out[163]:

<Axes: xlabel='Product\_Category\_1', ylabel='count'>

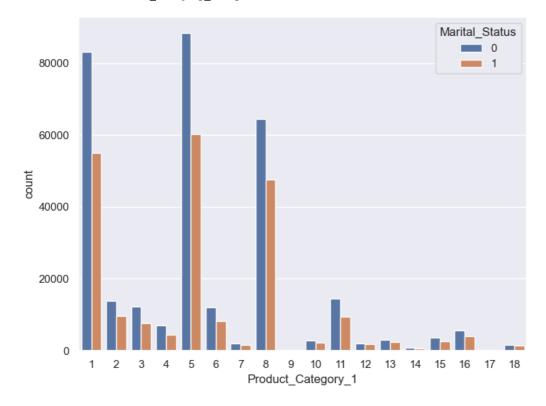


## In [164]:

```
sns.countplot(x = 'Product_Category_1', hue = 'Marital_Status', data = df)
```

## Out[164]:

<Axes: xlabel='Product\_Category\_1', ylabel='count'>



# 7. Combining Gender and Marital Status

Out[19]:

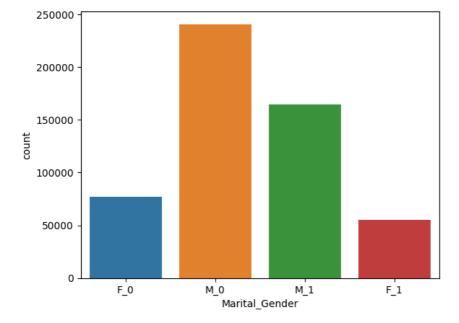
	User_ID	Product_ID	Gender	Age	Occupation	City_Category	Stay_In_Current_City_Years	Marital_Status	Product_Category_1	Purchase	ľ
0	1000001	P00069042	F	0- 17	10	А	2	0	3	8370	_
1	1000001	P00248942	F	0- 17	10	А	2	0	1	15200	
2	1000001	P00087842	F	0- 17	10	А	2	0	12	1422	
3	1000001	P00085442	F	0- 17	10	А	2	0	12	1057	
4	1000002	P00285442	М	55+	16	С	4+	0	8	7969	

In [21]:

```
sns.countplot(x = df['Marital_Gender'])
```

#### Out[21]:

<Axes: xlabel='Marital\_Gender', ylabel='count'>

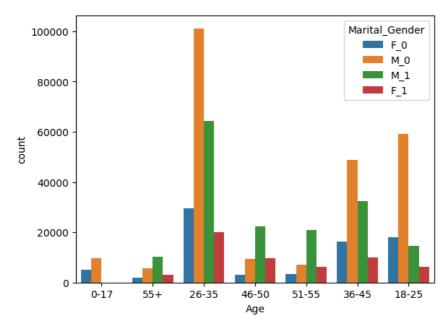


#### In [22]:

sns.countplot(x = df['Age'], hue = df['Marital\_Gender'], data = df )

## Out[22]:

<Axes: xlabel='Age', ylabel='count'>

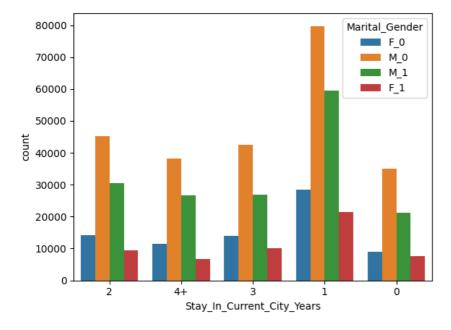


## In [23]:

sns.countplot(x = df['Stay\_In\_Current\_City\_Years'], hue = df['Marital\_Gender'], data = df )

## Out[23]:

<Axes: xlabel='Stay\_In\_Current\_City\_Years', ylabel='count'>

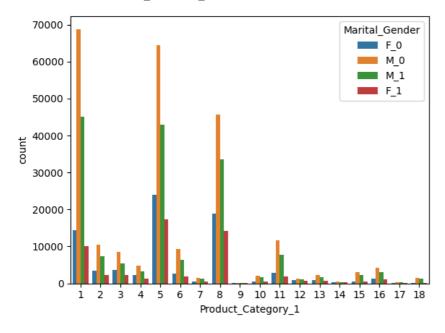


#### In [24]:

```
sns.countplot(x = df['Product_Category_1'], hue = df['Marital_Gender'], data = df )
```

## Out[24]:

<Axes: xlabel='Product\_Category\_1', ylabel='count'>

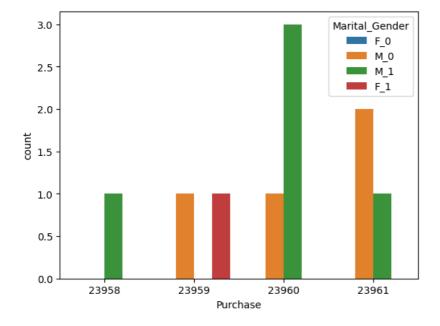


#### In [26]:

```
sns.countplot(x = df['Purchase'].nlargest(10), hue = df['Marital_Gender'], data = df )
```

#### Out[26]:

<Axes: xlabel='Purchase', ylabel='count'>

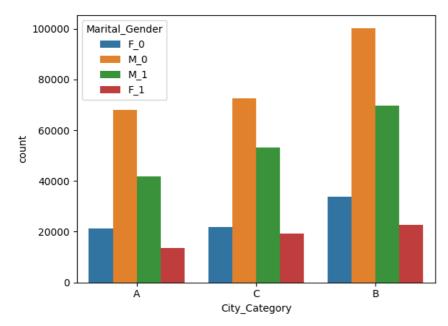


```
In [27]:
```

```
sns.countplot(x = df['City_Category'], hue = df['Marital_Gender'], data = df )
```

## Out[27]:

<Axes: xlabel='City\_Category', ylabel='count'>



#### In [ ]: