

Sales_Analysis

```
In [33]: # import python Libraries
```

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

```
In [6]: # import csv file
df = pd.read_csv('Diwali Sales Data.csv', encoding= 'unicode_escape')
```

```
In [7]: df.shape
```

```
Out[7]: (11251, 15)
```

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

```
Out[8]:
```

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



```
In [9]: 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 [10]: #drop unrelated/blank columns
df.drop(['Status', 'unnamed1'], axis=1, inplace=True)
```

```
In [11]: #check for null values
pd.isnull(df).sum()
```

```
Out[11]: 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 [12]: # drop null values
df.dropna(inplace=True)
```

```
In [13]: # change data type
df['Amount'] = df['Amount'].astype('int')
```

```
In [14]: df['Amount'].dtypes
```

```
Out[14]: dtype('int32')
```

```
In [15]: df.columns
```

```
Out[15]: Index(['User_ID', 'Cust_name', 'Product_ID', 'Gender', 'Age Group', 'Age',
   'Marital_Status', 'State', 'Zone', 'Occupation', 'Product_Category',
   'Orders', 'Amount'],
  dtype='object')
```

```
In [16]: #rename column
```

```
df.rename(columns= {'Marital_Status':'Shaadi'})
```

```
Out[16]:
```

	User_ID	Cust_name	Product_ID	Gender	Age Group	Age	Shaadi			
0	1002903	Sanskriti	P00125942	F	26-35	28	0	Maharashtra	W	C
1	1000732	Kartik	P00110942	F	26-35	35	1	Andhra Pradesh	So	W
2	1001990	Bindu	P00118542	F	26-35	35	1	Uttar Pradesh	C	W
3	1001425	Sudevi	P00237842	M	0-17	16	0	Karnataka	So	W
4	1000588	Joni	P00057942	M	26-35	28	1	Gujarat	W	C
...
11246	1000695	Manning	P00296942	M	18-25	19	1	Maharashtra	W	C
11247	1004089	Reichenbach	P00171342	M	26-35	33	0	Haryana	Nc	W
11248	1001209	Oshin	P00201342	F	36-45	40	0	Madhya Pradesh	C	W
11249	1004023	Noonan	P00059442	M	36-45	37	0	Karnataka	So	W
11250	1002744	Brumley	P00281742	F	18-25	19	0	Maharashtra	W	C

11239 rows × 13 columns



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

```
Out[17]:
```

	User_ID	Age	Marital_Status	Orders	Amount
count	1.123900e+04	11239.000000	11239.000000	11239.000000	11239.000000
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()
```

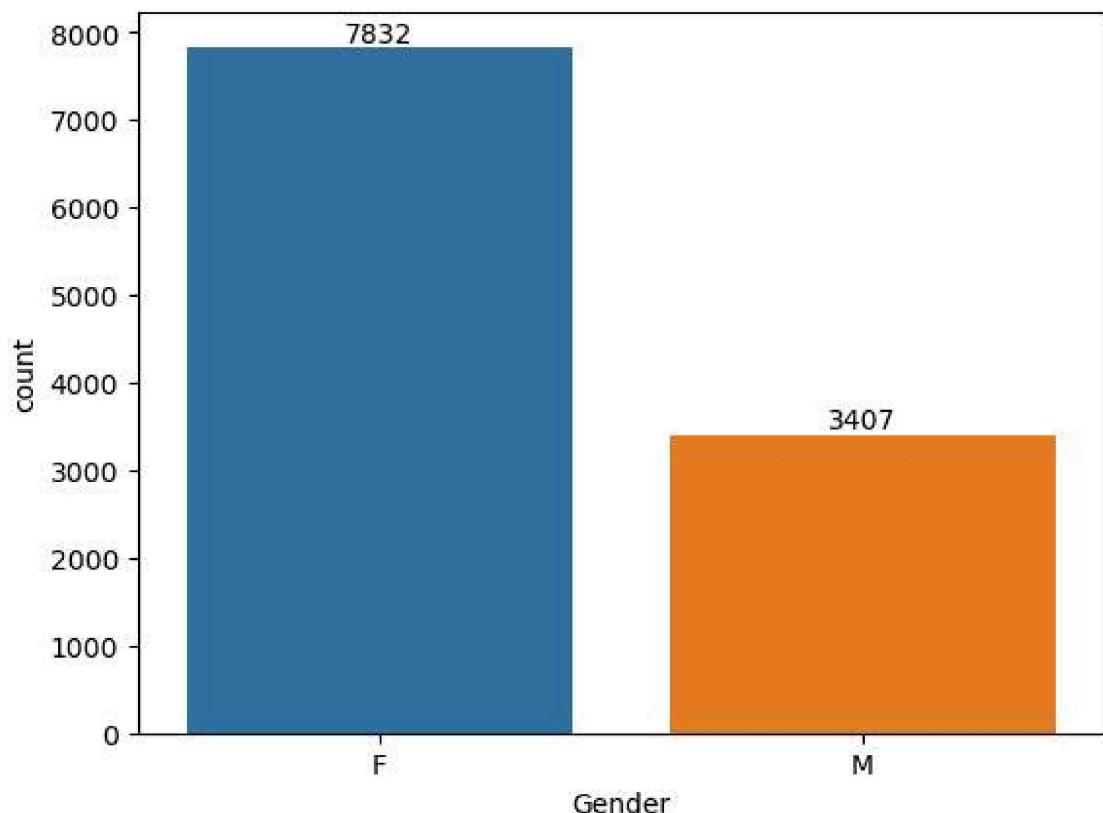
Out[18]:

	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

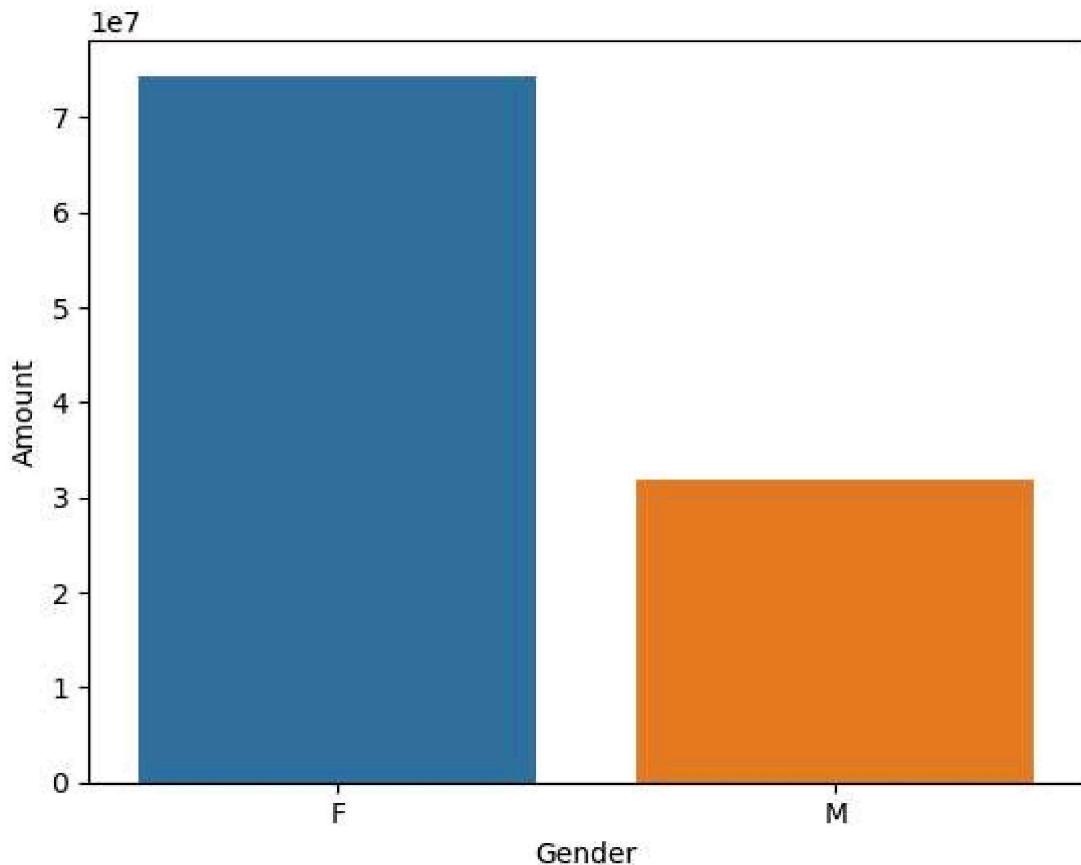
Gender

```
In [19]: # plotting a bar chart for Gender and it's 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()  
sns.barplot(x = 'Gender',y= 'Amount' ,data = sales_gen)
```

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

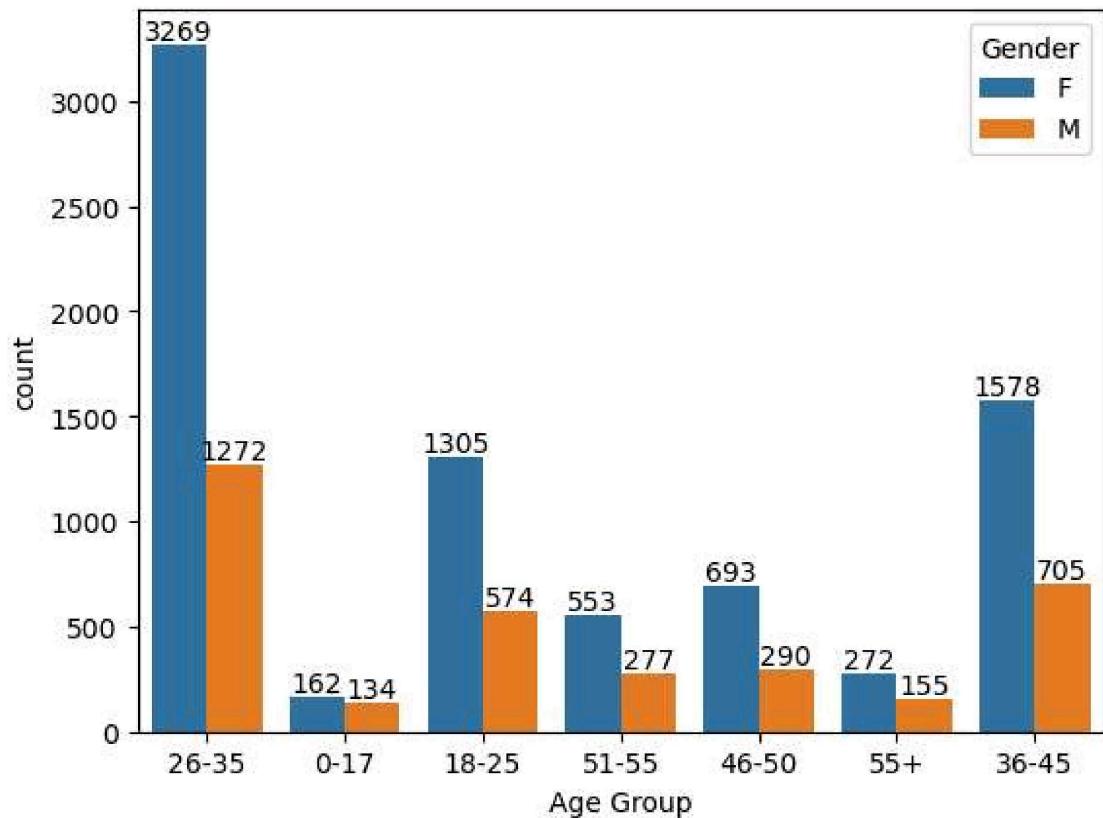


From above graphs we can see that most of the buyers are females and even the purchasing power of females are greater than men

Age

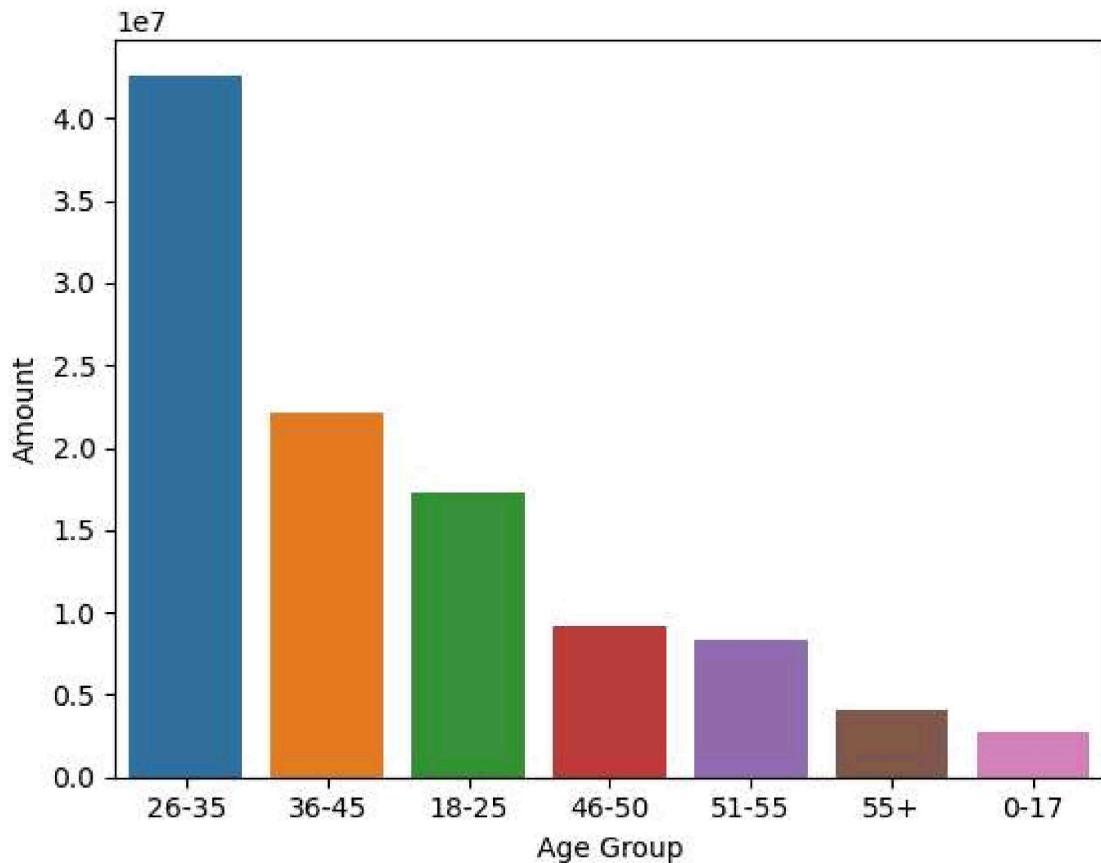
```
In [21]: ax = sns.countplot(data = df, x = 'Age Group', hue = 'Gender')
```

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



```
In [22]: # Total Amount vs Age Group  
sales_age = df.groupby(['Age Group'], as_index=False)[['Amount']].sum().sort  
sns.barplot(x = 'Age Group',y= 'Amount' ,data = sales_age)
```

```
Out[22]: <AxesSubplot:xlabel='Age Group', ylabel='Amount'>
```



From above graphs we can see that most of the buyers are of age group between 26-35 yrs female

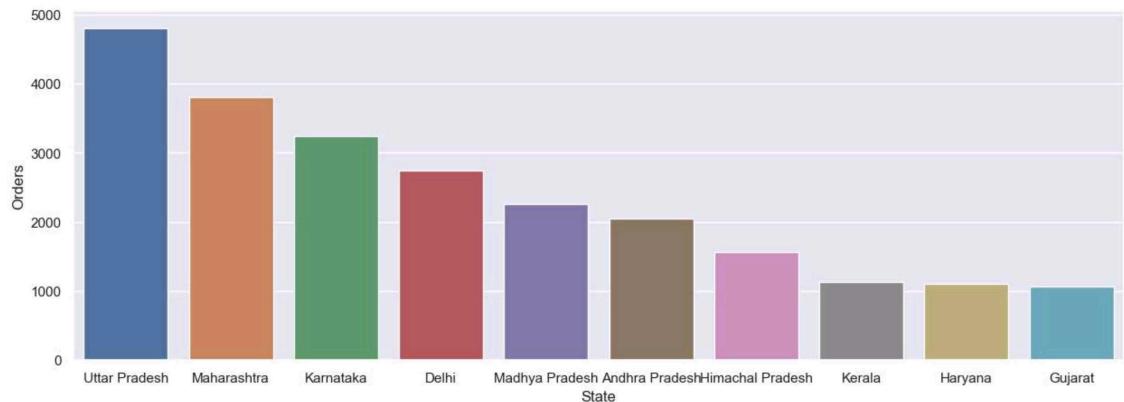
State

In [23]: # total number of orders from top 10 states

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

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

Out[23]: <AxesSubplot:xlabel='State', ylabel='Orders'>

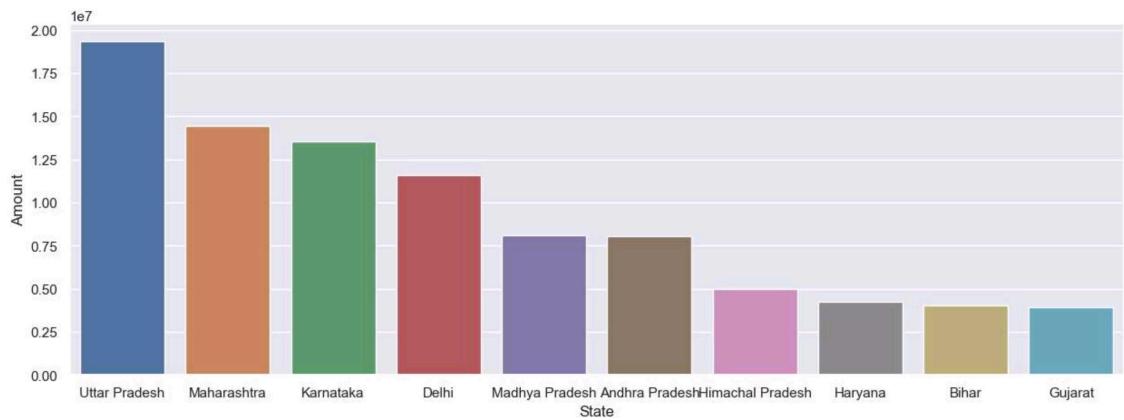


In [24]: # total amount/sales from top 10 states

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

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

Out[24]: <AxesSubplot:xlabel='State', ylabel='Amount'>

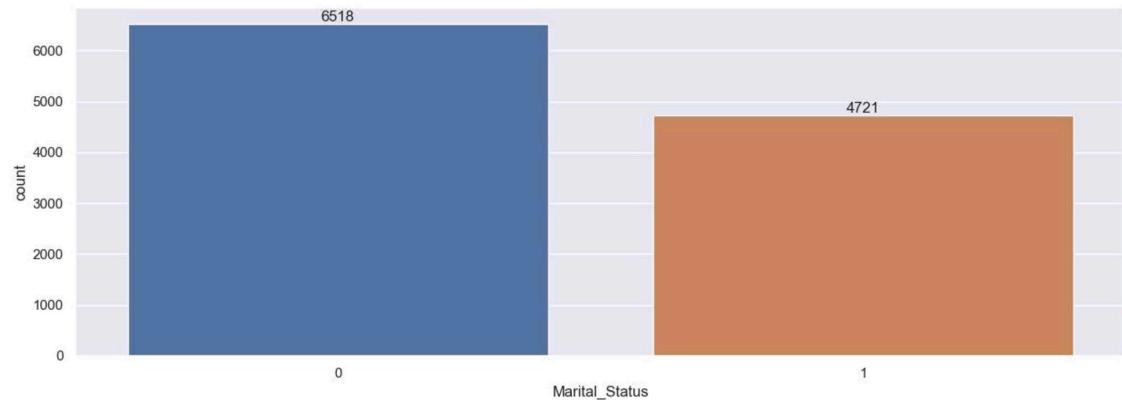


From above graphs we can see that most of the orders & total sales/amount are from Uttar Pradesh, Maharashtra and Karnataka respectively

Marital Status

```
In [25]: ax = sns.countplot(data = df, x = 'Marital_Status')

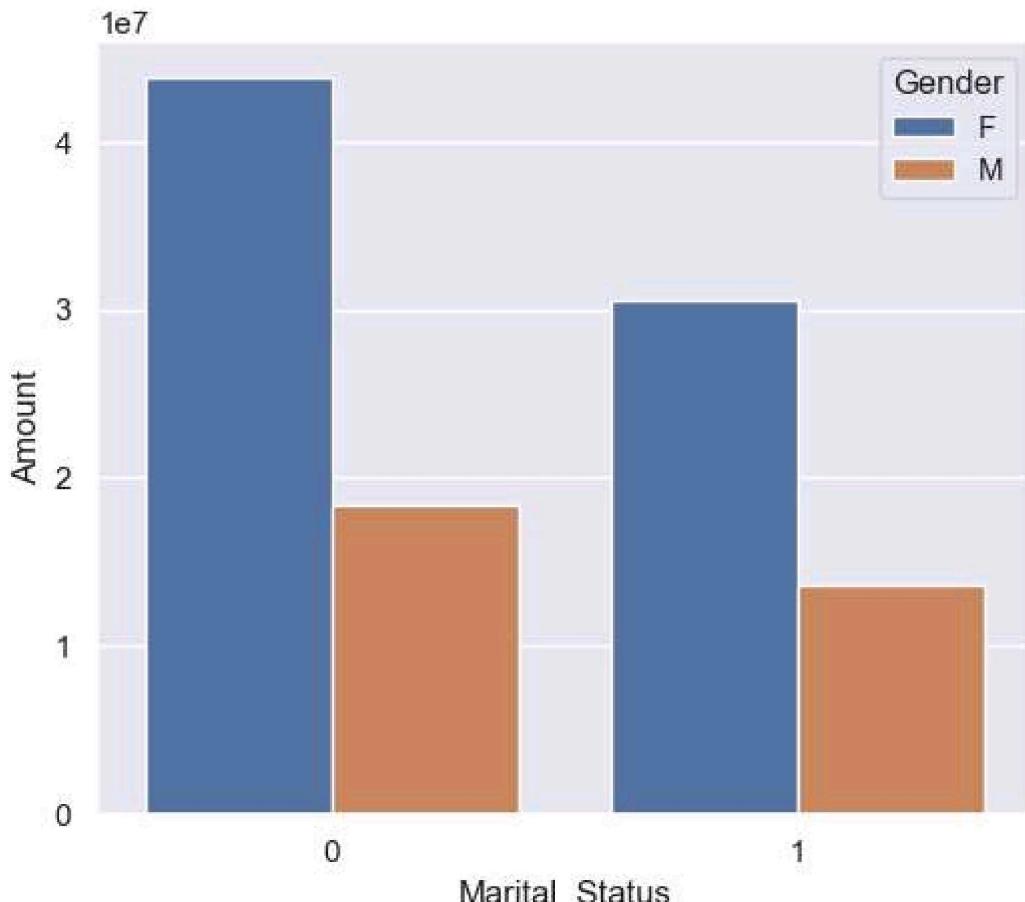
sns.set(rc={'figure.figsize':(7,5)})
for bars in ax.containers:
    ax.bar_label(bars)
```



```
In [26]: sales_state = df.groupby(['Marital_Status', 'Gender'], as_index=False)[['Amount']]

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

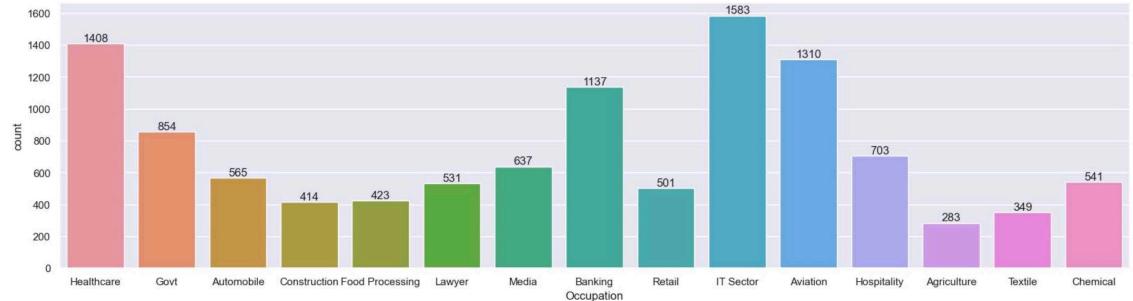
Out[26]: <AxesSubplot:xlabel='Marital_Status', ylabel='Amount'>



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

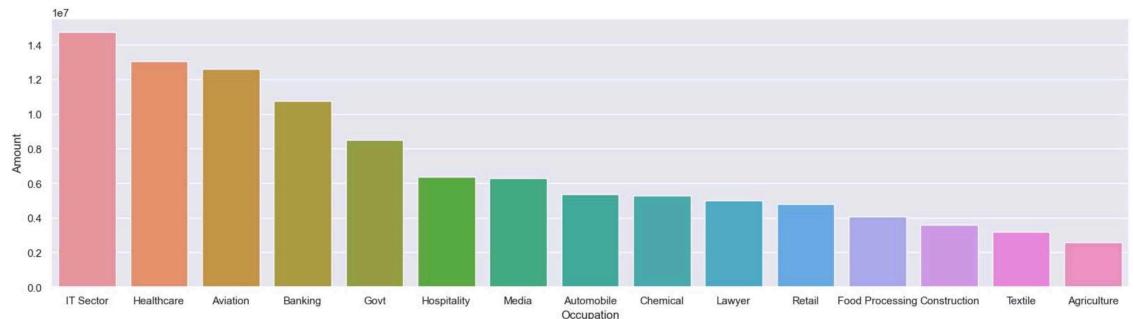
Occupation

```
In [27]: sns.set(rc={'figure.figsize':(20,5)})  
ax = sns.countplot(data = df, x = 'Occupation')  
  
for bars in ax.containers:  
    ax.bar_label(bars)
```



```
In [28]: sales_state = df.groupby(['Occupation'], as_index=False)[['Amount']].sum()  
  
sns.set(rc={'figure.figsize':(20,5)})  
sns.barplot(data = sales_state, x = 'Occupation',y= 'Amount')
```

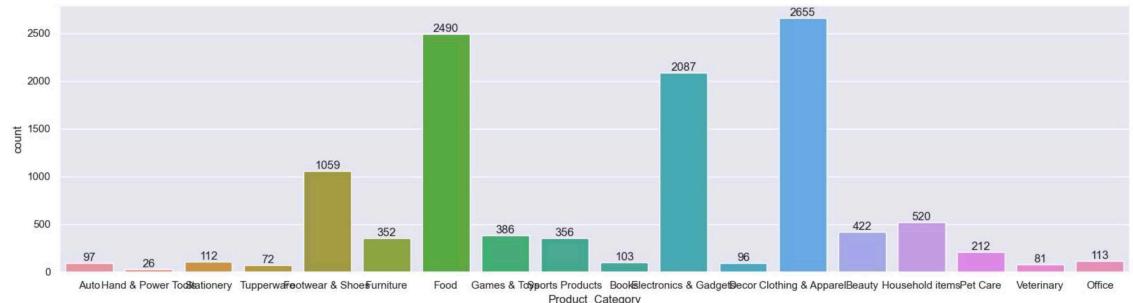
Out[28]: <AxesSubplot:xlabel='Occupation', ylabel='Amount'>



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

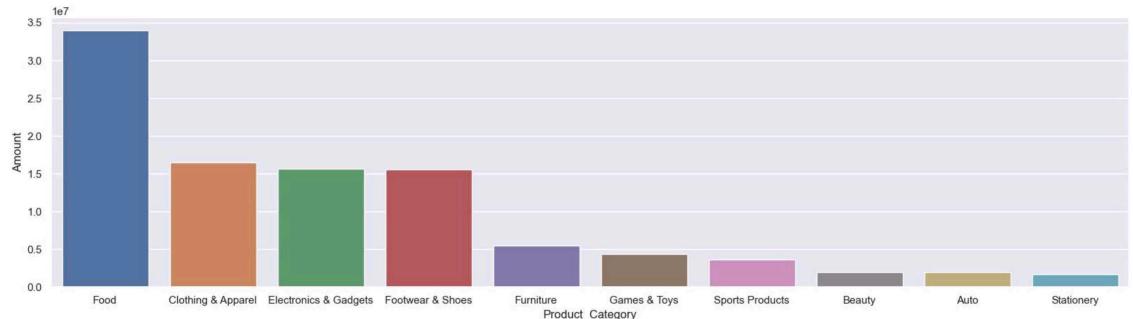
Product Category

```
In [29]: 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 [30]: sales_state = df.groupby(['Product_Category'], as_index=False)[['Amount']].sum()  
  
sns.set(rc={'figure.figsize':(20,5)})  
sns.barplot(data = sales_state, x = 'Product_Category',y= 'Amount')
```

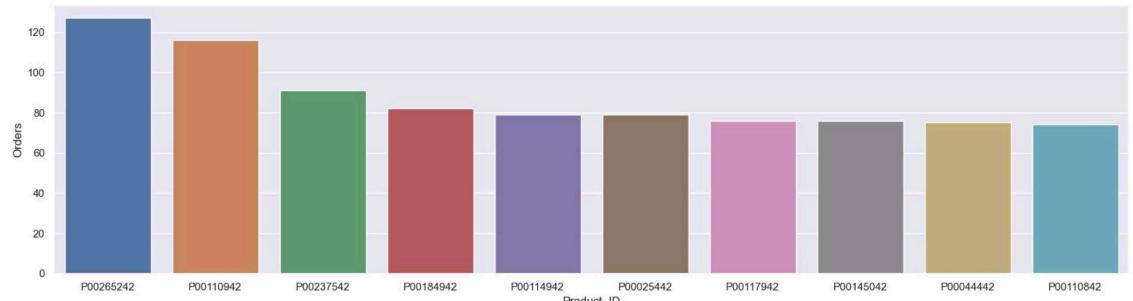
Out[30]: <AxesSubplot:xlabel='Product_Category', ylabel='Amount'>



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

```
In [31]: sales_state = df.groupby(['Product_ID'], as_index=False)[['Orders']].sum()  
  
sns.set(rc={'figure.figsize':(20,5)})  
sns.barplot(data = sales_state, x = 'Product_ID',y= 'Orders')
```

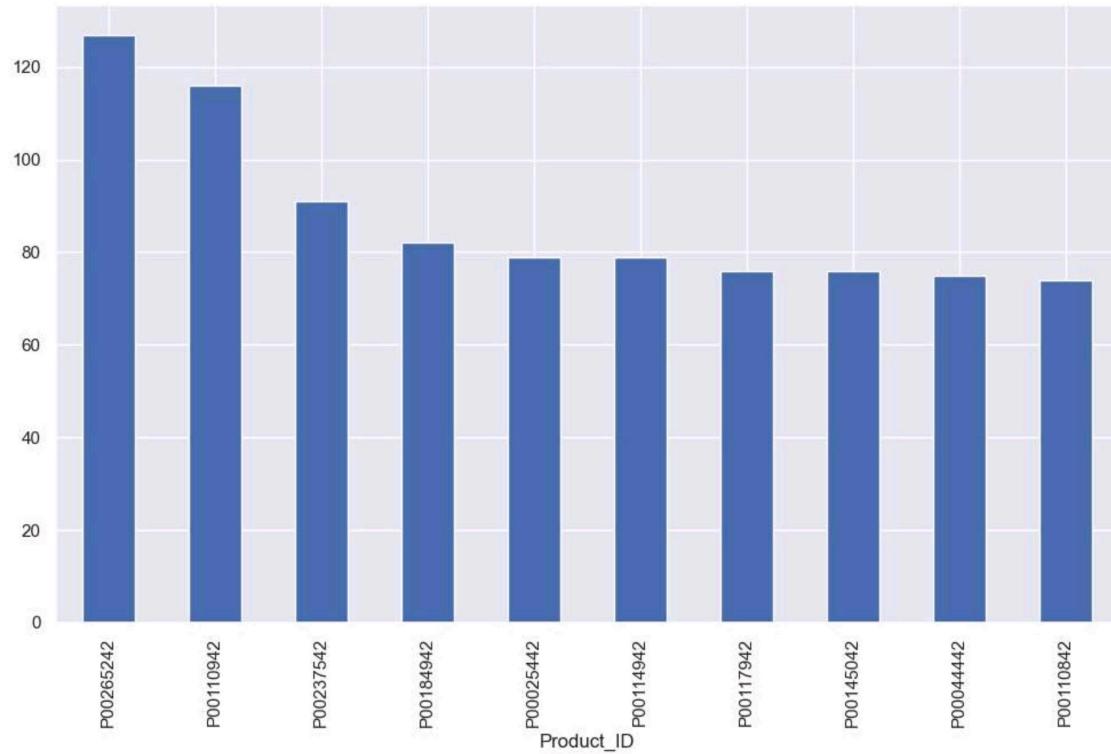
Out[31]: <AxesSubplot:xlabel='Product_ID', ylabel='Orders'>



```
In [32]: # 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)
```

```
Out[32]: <AxesSubplot:xlabel='Product_ID'>
```



Conclusion:

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

Thank you!