Step 0: Importing the Libraries

```
In [1]: 1 import pandas as pd
import glob
import matplotlib.pyplot as plt
```

Step 1: Importing the 'csv' Files and merging them into single 'csv'.

```
In [2]:
         1 | # Get a list of all CSV files in a directory
          2 | files=glob.glob(r'C:\Users\HP\Pandas-Data-Science-Tasks-master\SalesAnalysis\Sales_Data\*.csv')
         4 | # Create an empty list to create a Dataframe
         5 dfs=[]
         6
         7 # Read each CSV file and append it in a list
         8 for file in files:
                df=pd.read_csv(file)
         10
                dfs.append(df)
         12 # Concatenate all the DataFrame into single DataFrame
         13
            yearly_sales=pd.concat(dfs)
        15
        16
        17 # Saving the Combined CSV File:
         19 yearly_sales.to_excel("Yearly_Sales_2019.xlsx",index=False)
         20
```

Step 2: Read the DataFrame

	i dicilase Addiess	Oraci Bate	I IIOC Lucii	Quality Ordered	Troduc		
-	917 1st St, Dallas, TX 75001	04/19/19 08:46	11.95	2	USB-C Charging Cable	176558	0
	NaN	NaN	NaN	NaN	NaN	NaN	1
	682 Chestnut St, Boston, MA 02215	04/07/19 22:30	99.99	1	Bose SoundSport Headphones	176559	2
	669 Spruce St, Los Angeles, CA 90001	04/12/19 14:38	600	1	Google Phone	176560	3
	669 Spruce St, Los Angeles, CA 90001	04/12/19 14:38	11.99	1	Wired Headphones	176560	4

Step 3: Data Cleaning

```
1 # Checking for Null Values in Dataset:
In [4]:
         2 yearly_sales.isna().sum()
Out[4]: Order ID
                           545
        Product
        Quantity Ordered
                           545
        Price Each
                           545
        Order Date
                           545
        Purchase Address
                           545
        dtype: int64
In [5]: 1 # Drop the Null Values in Dataset:
         2 yearly_sales.dropna(inplace=True)
In [6]: | 1 # Recheck for the Null Values whether its dropped in Dataset:
         2 yearly_sales.isna().sum()
Out[6]: Order ID
        Product
                           0
        Quantity Ordered
        Price Each
        Order Date
        Purchase Address
        dtype: int64
```

Step 4: Business Questions

Q1) What was the best month for sales? How much was earned that month?

Add Month Column

```
In [7]: | 1 |# Adding the Month column:
         2 yearly_sales["Month"]=yearly_sales['Order Date'].str[0:2]
         1 # Checking that there are all unique months or not :
In [8]:
         2 yearly_sales.Month.value_counts()
Out[8]: 12
             24984
        10
             20282
             18279
            17573
        11
             16566
        03
            15153
        07
             14293
        06
             13554
        02
             11975
        98
             11961
             11621
        01
              9709
               355
        Name: Month, dtype: int64
```

```
In [9]:
           1 # Displaying the "Or" Columns:
           3 yearly_sales[yearly_sales.Month=="Or"].head(2)
 Out[9]:
               Order ID Product Quantity Ordered Price Each Order Date Purchase Address Month
                                                                                   Or
           519 Order ID Product
                               Quantity Ordered Price Each Order Date
                                                                 Purchase Address
          1149 Order ID Product Quantity Ordered Price Each Order Date Purchase Address
                                                                                   Or
In [10]:
           1 # Displaying rows where the 'Month' column is not equal to 'Or'
           2 yearly_sales = yearly_sales[yearly_sales['Month'] != 'Or']
           3
In [11]: 1 # Checking whether the 'Or' values are dropped:
           2 yearly_sales.Month.value_counts()
Out[11]: 12
               24984
               20282
          10
         04
               18279
         11
               17573
         05
               16566
         03
               15153
         07
               14293
         06
               13554
         02
               11975
         98
               11961
         09
               11621
         01
                9709
         Name: Month, dtype: int64
In [12]:
           1 # Converting the Month column into integer type:
           yearly_sales.Month=yearly_sales.Month.astype('int32')
           4 yearly_sales.head()
```

Out[12]:

	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month
0	176558	USB-C Charging Cable	2	11.95	04/19/19 08:46	917 1st St, Dallas, TX 75001	4
2	176559	Bose SoundSport Headphones	1	99.99	04/07/19 22:30	682 Chestnut St, Boston, MA 02215	4
3	176560	Google Phone	1	600	04/12/19 14:38	669 Spruce St, Los Angeles, CA 90001	4
4	176560	Wired Headphones	1	11.99	04/12/19 14:38	669 Spruce St, Los Angeles, CA 90001	4
5	176561	Wired Headphones	1	11.99	04/30/19 09:27	333 8th St, Los Angeles, CA 90001	4

Add Sales Column:

In [13]: 1 # Reading the Dataframe:

2 yearly_sales.head(2)

Out[13]:

Order ID		Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month
0	176558	USB-C Charging Cable	2	11.95	04/19/19 08:46	917 1st St, Dallas, TX 75001	4
2	176559	Bose SoundSport Headphones	1	99.99	04/07/19 22:30	682 Chestnut St. Boston, MA 02215	4

```
1 #Checking the datatypes of the Dataframe:
In [14]:
          2 yearly_sales.dtypes
Out[14]: Order ID
                             object
         Product
                            object
         Quantity Ordered
                            object
         Price Each
                            object
         Order Date
                             object
         Purchase Address
                            object
         Month
                             int32
         dtype: object
In [15]: | 1 | # Now converting the ['Quantity Ordered'] and ['Price Each'] column into Numeric Value:
           yearly_sales['Quantity Ordered']=pd.to_numeric(yearly_sales['Quantity Ordered'])
          3 yearly_sales['Price Each']=pd.to_numeric(yearly_sales['Price Each'])
In [16]: | 1 | # Now Adding the Sales Column: (We will multiply Quantity Ordered with Price Each to get the Sales.)
          yearly_sales['Sales']=yearly_sales['Quantity Ordered']*yearly_sales['Price Each']
In [17]: 1 # Reading the Daaframe to check if the Sales column is added:
           2 yearly_sales.head()
```

Out[17]:

	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales
0	176558	USB-C Charging Cable	2	11.95	04/19/19 08:46	917 1st St, Dallas, TX 75001	4	23.90
2	176559	Bose SoundSport Headphones	1	99.99	04/07/19 22:30	682 Chestnut St, Boston, MA 02215	4	99.99
3	176560	Google Phone	1	600.00	04/12/19 14:38	669 Spruce St, Los Angeles, CA 90001	4	600.00
4	176560	Wired Headphones	1	11.99	04/12/19 14:38	669 Spruce St, Los Angeles, CA 90001	4	11.99
5	176561	Wired Headphones	1	11.99	04/30/19 09:27	333 8th St, Los Angeles, CA 90001	4	11.99

Stats Operations:

C:\Users\HP\AppData\Local\Temp\ipykernel_5376\2349386307.py:2: FutureWarning: The default value of numeric_only in DataFrameGroupBy.sum is deprecated. In a future version, numer ic_only will default to False. Either specify numeric_only or select only columns which should be valid for the function.

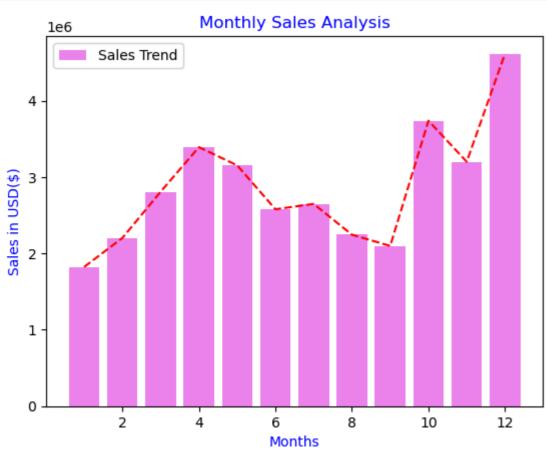
results=yearly_sales.groupby("Month").sum()

Out[41]:

	Quantity Ordered	Price Each	Sales	Hour	Minute
Month					
1	10903	1811768.38	1822256.73	139485	282440
2	13449	2188884.72	2202022.42	172669	354885
3	17005	2791207.83	2807100.38	218969	447559
4	20558	3367671.02	3390670.24	262259	544186
5	18667	3135125.13	3152606.75	238780	487899
6	15253	2562025.61	2577802.26	195528	402436
7	16072	2632539.56	2647775.76	206169	417349
8	13448	2230345.42	2244467.88	172289	353857
9	13109	2084992.09	2097560.13	168513	341698
10	22703	3715554.83	3736726.88	290650	598437
11	19798	3180600.68	3199603.20	254865	518231
12	28114	4588415.41	4613443.34	359978	733082

Plotting the Graph:

1. What was the best month for sales ? How much was earned that month?



We conclude that December was the highest month of Sales , which contributed of \$4613443.34 USD

In []: | 1

Q2) Which City had the highest number of Sales?

```
In [20]: 1 # Read The Dataframe :
    yearly_sales.head()
```

Out[20]:

	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales
0	176558	USB-C Charging Cable	2	11.95	04/19/19 08:46	917 1st St, Dallas, TX 75001	4	23.90
2	176559	Bose SoundSport Headphones	1	99.99	04/07/19 22:30	682 Chestnut St, Boston, MA 02215	4	99.99
3	176560	Google Phone	1	600.00	04/12/19 14:38	669 Spruce St, Los Angeles, CA 90001	4	600.00
4	176560	Wired Headphones	1	11.99	04/12/19 14:38	669 Spruce St, Los Angeles, CA 90001	4	11.99
5	176561	Wired Headphones	1	11.99	04/30/19 09:27	333 8th St, Los Angeles, CA 90001	4	11.99

Add City Column:

```
In [21]: 
# Using .apply method lambda function:

yearly_sales['City']=yearly_sales['Purchase Address'].apply(lambda x:x.split(',')[1] + '(' + x.split(',')[2].split(' ')[1]+")")

yearly_sales.head(2)

# This add the City name followed by Country Code into brackets:
```

Out[21]:

	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales	City
0	176558	USB-C Charging Cable	2	11.95	04/19/19 08:46	917 1st St, Dallas, TX 75001	4	23.90	Dallas(TX)
2	176559	Bose SoundSport Headphones	1	99.99	04/07/19 22:30	682 Chestnut St, Boston, MA 02215	4	99.99	Boston(MA)

Stats Operation:

Out[22]: City

```
Atlanta(GA)
                      2795498.58
 Austin(TX)
                      1819581.75
 Boston(MA)
                      3661642.01
 Dallas(TX)
                      2767975.40
 Los Angeles(CA)
                      5452570.80
 New York City(NY)
                      4664317.43
 Portland(ME)
                      449758.27
 Portland(OR)
                      1870732.34
 San Francisco(CA)
                      8262203.91
                      2747755.48
 Seattle(WA)
Name: Sales, dtype: float64
```

Plotting the Graph

2. Which City had the highest number of Sales?

```
In [23]: 1  # Plotting the Graph:
    cities=[city for city,df in yearly_sales.groupby(['City'])] # Use this for Loop to get the proper city wise trend.

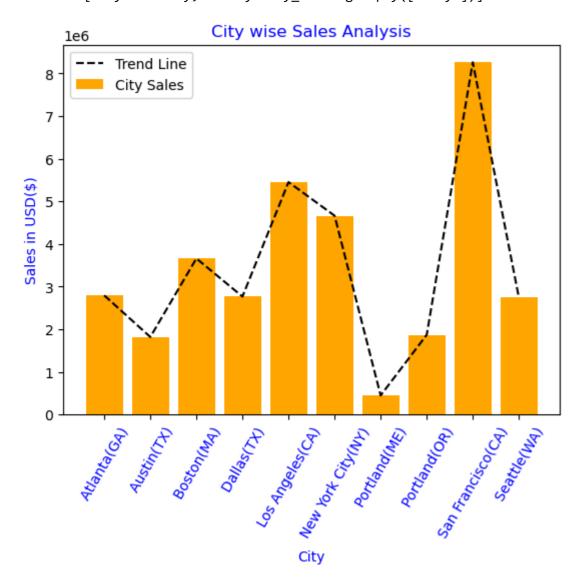
plt.bar(cities,results2,label='City Sales',color='orange')
plt.plot(cities,results2,color='black',linestyle='--',label="Trend Line")

plt.title("City wise Sales Analysis",color='blue')
plt.xlabel("City",color='blue')
plt.xticks(cities,rotation=-300,size=10,color='blue')
plt.ylabel("Sales in USD($)",color='blue')

plt.legend()
plt.show()
```

C:\Users\HP\AppData\Local\Temp\ipykernel_5376\1138299176.py:2: FutureWarning: In a future version of pandas, a length 1 tuple will be returned when iterating over a groupby with a grouper equal to a list of length 1. Don't supply a list with a single grouper to avoid this warning.

cities=[city for city,df in yearly_sales.groupby(['City'])] # Use this for loop to get the proper city wise trend.



Visual Insights:

From the above we can conclude that San Francisco(CA) city ranks the highest number of Sales

In []: 1

Q3) What time should we display advertisments to maximize the customers to buy products?

Out[24]:

	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales	City
0	176558	USB-C Charging Cable	2	11.95	04/19/19 08:46	917 1st St, Dallas, TX 75001	4	23.90	Dallas(TX)
2	176559	Bose SoundSport Headphones	1	99 99	04/07/19 22:30	682 Chestnut St. Boston, MA 02215	4	99 99	Boston(MA)

```
In [25]: 1 # Covert the "Order Date" column into DateTime format:
2 yearly_sales['Order Date']=pd.to_datetime(yearly_sales['Order Date'])
```

Adding Hour and Minutes Column:

Out[26]:

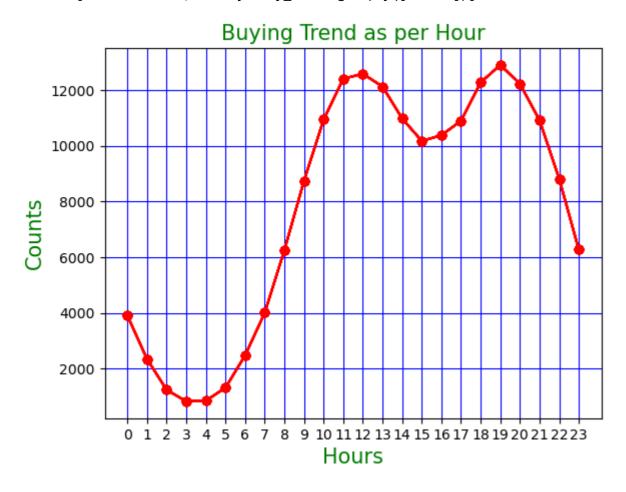
	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales	City	Hour	Minute
0	176558	USB-C Charging Cable	2	11.95	2019-04-19 08:46:00	917 1st St, Dallas, TX 75001	4	23.90	Dallas(TX)	8	46
2	176559	Bose SoundSport Headphones	1	99.99	2019-04-07 22:30:00	682 Chestnut St, Boston, MA 02215	4	99.99	Boston(MA)	22	30

Plotting the Graph:

3. What time should we display advertisments to maximize the customers to buy products?

C:\Users\HP\AppData\Local\Temp\ipykernel_5376\493983644.py:3: FutureWarning: In a future version of pandas, a length 1 tuple will be returned when iterating over a groupby with a grouper equal to a list of length 1. Don't supply a list with a single grouper to avoid this warning.

hours=[hour for hour,df in yearly_sales.groupby(['Hour'])]



Visual Insights:

From the above Line Graph, we can coclude that Peak Orders are been placed between,

- (10am-11am) in Morning
- (6pm-7pm) in the Evening

So we can do advertisments between this these 2 hrs.

```
In [ ]: 1
```

Q4) What products are most often sold together?

```
In [28]: 1 # Read the Dataframe:
yearly_sales.head(2)
```

Out[28]:

	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales	City	Hour	Minute
0	176558	USB-C Charging Cable	2	11.95	2019-04-19 08:46:00	917 1st St, Dallas, TX 75001	4	23.90	Dallas(TX)	8	46
2	176559	Bose SoundSport Headphones	1	99.99	2019-04-07 22:30:00	682 Chestnut St, Boston, MA 02215	4	99.99	Boston(MA)	22	30

Adding Grouped Column for list of Products:

C:\Users\HP\AppData\Local\Temp\ipykernel_5376\714579622.py:3: SettingWithCopyWarning:
A value is trying to be set on a copy of a slice from a DataFrame.
Try using .loc[row_indexer,col_indexer] = value instead

See the caveats in the documentation: https://pandas.pydata.org/pandas-docs/stable/user_guide/indexing.html#returning-a-view-versus-a-copy (https://pandas.pydata.org/pandas-docs/stable/user_guide/indexing.html#returning-a-view-versus-a-copy)

new df['Grouped'] = new df.groupby('Order ID')['Product'].transform(lambda x: ",".join(x))

Out[31]:

	Order ID	Product	Quantity Ordered	Price Each	Order Date	er Date Purchase Address Month Sales City Hour Minute		Grouped			
3	176560	Google Phone	1	600.00	2019-04-12 14:38:00	669 Spruce St, Los Angeles, CA 90001	4 600.00	Los Angeles(CA)	14	38	Google Phone,Wired Headphones
4	176560	Wired Headphones	1	11.99	2019-04-12 14:38:00	669 Spruce St, Los Angeles, CA 90001	4 11.99	Los Angeles(CA)	14	38	Google Phone,Wired Headphones
18	176574	Google Phone	1	600.00	2019-04-03 19:42:00	20 Hill St, Los Angeles, CA 90001	4 600.00	Los Angeles(CA)	19	42	Google Phone,USB-C Charging Cable
19	176574	USB-C Charging Cable	1	11.95	2019-04-03 19:42:00	20 Hill St, Los Angeles, CA 90001	4 11.95	Los Angeles(CA)	19	42	Google Phone,USB-C Charging Cable
30	176585	Bose SoundSport Headphones	1	99.99	2019-04-07 11:31:00	823 Highland St, Boston, MA 02215	4 99.99	Boston(MA)	11	31	Bose SoundSport Headphones,Bose SoundSport Hea

Out[32]:

```
Order ID
                                                        Grouped
  3 176560
                                  Google Phone, Wired Headphones
                               Google Phone, USB-C Charging Cable
 18
      176574
               Bose SoundSport Headphones,Bose SoundSport Hea...
      176586
                               AAA Batteries (4-pack), Google Phone
 32
      176672
                     Lightning Charging Cable, USB-C Charging Cable
119
      176681
                         Apple Airpods Headphones, ThinkPad Laptop
129
      176689
                Bose SoundSport Headphones,AAA Batteries (4-pack)
138
      176739
189
                               34in Ultrawide Monitor, Google Phone
225
      176774
                     Lightning Charging Cable, USB-C Charging Cable
233
     176781
                                   iPhone,Lightning Charging Cable
```

```
In [33]: 1 # Now we want to count the Pairs that are there in Grouped :
    # Here we will import Combinations and Counter Library:(New Concept )

from itertools import combinations
from collections import Counter

count=Counter()

for row in new_df['Grouped']:
    row_list=row.split(',')
    count.update(Counter(combinations(row_list,2)))

count.most_common(10)
```

We can see from the above data that Iphone and Lightning cable is usually both ordered together, where the count is 1005.

```
In [ ]: 1
```

Q5) What product is sold the most? Why do you think it is sold the most?

```
In [35]: 1 #Reading the Dataframe:
    yearly_sales.head(2)
```

Out[35]:

	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales	City	Hour	Minute
(0 176558	USB-C Charging Cable	2	11.95	2019-04-19 08:46:00	917 1st St, Dallas, TX 75001	4	23.90	Dallas(TX)	8	46
:	2 176559	Bose SoundSport Headphones	1	99.99	2019-04-07 22:30:00	682 Chestnut St, Boston, MA 02215	4	99.99	Boston(MA)	22	30

Stats Operations:

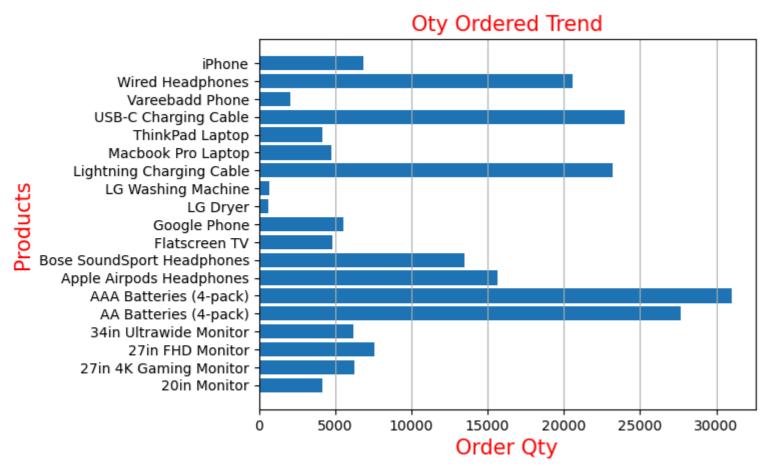
27in 4K Gaming Monitor 6244
27in FHD Monitor 7550
34in Ultrawide Monitor 6199
AA Batteries (4-pack) 27635
Name: Quantity Ordered, dtype: int64

- Out[37]: Product

AAA Batteries (4-pack) 31017 AA Batteries (4-pack) 27635 USB-C Charging Cable 23975 Lightning Charging Cable 23217 Wired Headphones 20557 Apple Airpods Headphones 15661 Bose SoundSport Headphones 13457 27in FHD Monitor 7550 iPhone 6849 27in 4K Gaming Monitor 6244 34in Ultrawide Monitor 6199 Google Phone 5532 Flatscreen TV 4819 Macbook Pro Laptop 4728 ThinkPad Laptop 4130 4129 20in Monitor Vareebadd Phone 2068 LG Washing Machine 666 LG Dryer 646 Name: Quantity Ordered, dtype: int64

Plotting the Graph:

5. What product is sold the most?



From above graph we can conclude that AAA Batteries and AA Batteries are sold the most.

```
1 # Reason for which it is sold the most and Getting the individual price of the Products
In [39]:
          prices=yearly_sales.groupby('Product')['Price Each'].mean()
          4 prices
Out[39]: Product
         20in Monitor
                                       109.99
         27in 4K Gaming Monitor
                                       389.99
         27in FHD Monitor
                                       149.99
         34in Ultrawide Monitor
                                       379.99
         AA Batteries (4-pack)
                                         3.84
         AAA Batteries (4-pack)
                                         2.99
         Apple Airpods Headphones
                                       150.00
         Bose SoundSport Headphones
                                        99.99
         Flatscreen TV
                                       300.00
         Google Phone
                                       600.00
         LG Dryer
                                       600.00
         LG Washing Machine
                                       600.00
         Lightning Charging Cable
                                        14.95
         Macbook Pro Laptop
                                      1700.00
```

Name: Price Each, dtype: float64

Plotting the Graph:

ThinkPad Laptop

Vareebadd Phone

Wired Headphones

iPhone

USB-C Charging Cable

Q5 Why do you think it is sold the most?(AA and AAA, Batteries)

999.99

400.00

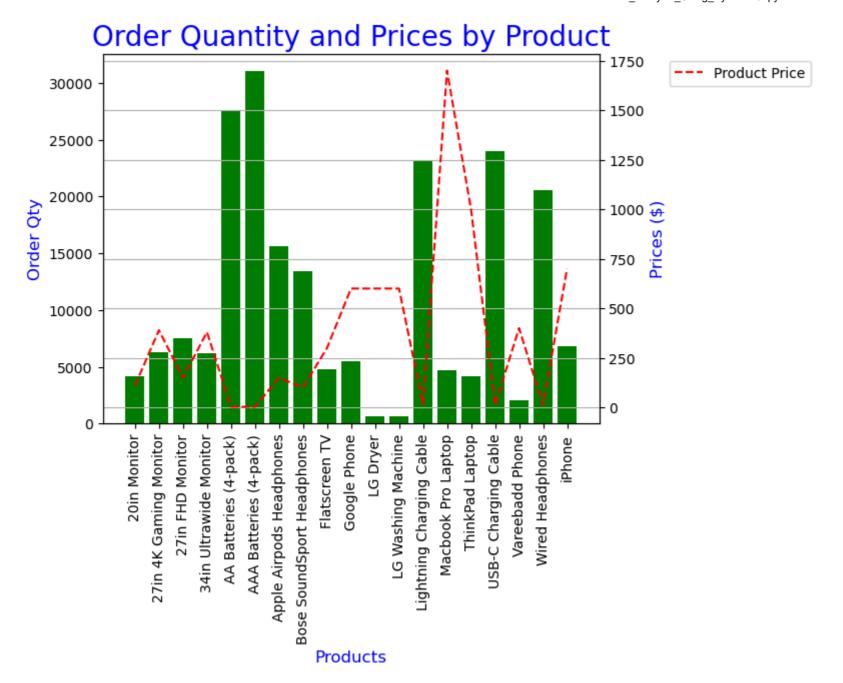
11.99

700.00

11.95

```
In [40]:
           1 # Plotting the Product mean Data and order Qty on Bar Graph:
          3 fig,ax1=plt.subplots()
          5 ax2=ax1.twinx()
          7 ax1.bar(products, quantity_ordered,color='green')
          8 ax2.plot(products,prices,linestyle='--',color='red',label='Product Price')
          10 ax1.set_xlabel("Products", size=12, color='b')
          11 ax1.set_ylabel("Order Qty",size=12,color='b')
         12 ax2.set_ylabel("Prices ($)", size=12, color='b')
         13 ax1.set_xticklabels(products,rotation='vertical')
         plt.title("Order Quantity and Prices by Product", size=20, color='b')
         15 plt.grid()
         plt.legend(bbox_to_anchor=(1.44,1))
         17 plt.show()
         18
         19
         20
```

C:\Users\HP\AppData\Local\Temp\ipykernel_5376\797308325.py:13: UserWarning: FixedFormatter should only be used together with FixedLocator
ax1.set_xticklabels(products,rotation='vertical')



From the above graphs we can see that the Higher the Product Price, lesser is the Ordering Quantity, So due to that reason AA and AAA Batteries are sold the most.