Step 0: Importing the Libraries

```
In [1]:

1 import pandas as pd
2 import glob
3 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
            files=glob.glob(r'C:\Users\HP\Pandas-Data-Science-Tasks-master\SalesAnalysis\Sales_Data\*.csv')
            # Create an empty list to create a Dataframe
          4
          6
         7
            # Read each CSV file and append it in a list
            for file in files:
          8
         9
                df=pd.read_csv(file)
                dfs.append(df)
         10
         11
         12 # Concatenate all the DataFrame into single DataFrame
         13
         14 yearly_sales=pd.concat(dfs)
         15
         16
         17
            # Saving the Combined CSV File:
         18
            yearly_sales.to_excel("Yearly_Sales_2019.xlsx",index=False)
         19
         20
```

Step 2: Read the DataFrame

```
In [3]:
            1 yearly_sales.head()
Out[3]:
                                           Product Quantity Ordered Price Each
              Order ID
                                                                                     Order Date
                                                                                                                 Purchase Address
                                                                           11.95 04/19/19 08:46
               176558
                               USB-C Charging Cable
                                                                                                          917 1st St, Dallas, TX 75001
                  NaN
                                               NaN
                                                                 NaN
                                                                            NaN
                                                                                           NaN
               176559
                       Bose SoundSport Headphones
                                                                           99.99 04/07/19 22:30
                                                                                                    682 Chestnut St, Boston, MA 02215
                                                                             600 04/12/19 14:38 669 Spruce St, Los Angeles, CA 90001
               176560
                                      Google Phone
               176560
                                  Wired Headphones
                                                                           11.99 04/12/19 14:38 669 Spruce St, Los Angeles, CA 90001
```

Step 3: Data Cleaning

```
In [4]:
          1 # Checking for Null Values in Dataset:
            yearly_sales.isna().sum()
Out[4]: Order ID
                            545
        Product
                            545
                            545
        Quantity Ordered
        Price Each
                            545
        Order Date
                            545
        Purchase Address
                            545
        dtype: int64
         1 # Drop the Null Values in Dataset:
            yearly_sales.dropna(inplace=True)
         1 # Recheck for the Null Values whether its dropped in Dataset:
          2 yearly_sales.isna().sum()
Out[6]: Order ID
        Product
        Quantity Ordered
                            0
        Price Each
        Order Date
                            0
        Purchase Address
                            0
        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]:
               yearly_sales.Month.value_counts()
 Out[8]: 12
                 24984
          10
                 20282
          04
                 18279
          11
                 17573
          05
                 16566
          03
                 15153
          07
                 14293
          06
                 13554
          02
                 11975
          98
                 11961
          09
                 11621
          01
                  9709
          0r
                   355
          Name: Month, dtype: int64
 In [9]:
              # Displaying the "Or" Columns:
               yearly_sales[yearly_sales.Month=="Or"].head(2)
            4
 Out[9]:
                 Order ID Product Quantity Ordered Price Each Order Date Purchase Address Month
                Order ID
                         Product
                                  Quantity Ordered
                                                 Price Each
                                                            Order Date
                                                                        Purchase Address
                                                                                          Or
                                  Quantity Ordered Price Each Order Date
           1149 Order ID Product
                                                                       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']
In [11]:
            1 # Checking whether the 'Or' values are dropped:
               yearly_sales.Month.value_counts()
Out[11]: 12
                 24984
          10
                 20282
                 18279
          04
          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 Date
              Order ID
                                        Product Quantity Ordered Price Each
                                                                                                      Purchase Address Month
              176558
                            USB-C Charging Cable
                                                             2
                                                                    11.95 04/19/19 08:46
                                                                                               917 1st St, Dallas, TX 75001
           0
               176559 Bose SoundSport Headphones
                                                                                          682 Chestnut St, Boston, MA 02215
                                                             1
                                                                    99.99 04/07/19 22:30
                                                                                                                           4
                                                                      600 04/12/19 14:38 669 Spruce St, Los Angeles, CA 90001
               176560
                                   Google Phone
                                                                                                                           4
                                                                    11.99 04/12/19 14:38 669 Spruce St, Los Angeles, CA 90001
                               Wired Headphones
                                                                    11.99 04/30/19 09:27
                                                                                          333 8th St, Los Angeles, CA 90001
           5 176561
```

Add Sales Column:

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

```
In [14]:
            1 #Checking the datatypes of the Dataframe:
            2 yearly_sales.dtypes
Out[14]: Order ID
                               object
          Product
                               object
          Quantity Ordered
                               object
                               object
          Price Each
          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:
            2 yearly_sales['Quantity Ordered']=pd.to_numeric(yearly_sales['Quantity Ordered'])
            3 yearly_sales['Price Each']=pd.to_numeric(yearly_sales['Price Each'])
           1 # Now Adding the Sales Column: (We will multiply Quantity Ordered with Price Each to get the Sales.)
In [16]:
            2 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
             176558
                           USB-C Charging Cable
                                                                 11.95 04/19/19 08:46
                                                                                           917 1st St, Dallas, TX 75001
                                                           2
                                                                                                                         23.90
              176559 Bose SoundSport Headphones
                                                           1
                                                                 99.99 04/07/19 22:30
                                                                                      682 Chestnut St, Boston, MA 02215
                                                                                                                         99.99
```

Stats Operations:

176560

176560

176561

C:\Users\HP\AppData\Local\Temp\ipykernel_5376\2169206095.py:2: FutureWarning: The default value of numeric_only in DataFra meGroupBy.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 function.

11.99 04/30/19 09:27

600.00 04/12/19 14:38 669 Spruce St, Los Angeles, CA 90001

11.99 04/12/19 14:38 669 Spruce St, Los Angeles, CA 90001

333 8th St, Los Angeles, CA 90001

600.00

11.99

11.99

results=yearly_sales.groupby("Month").sum().sort_values('Sales',ascending=False)

1

1

Out[18]:

	Quantity Ordered	Price Each	Sales		
Month					
12	28114	4588415.41	4613443.34		
10	22703	3715554.83	3736726.88		
4	20558	3367671.02	3390670.24		
11	19798	3180600.68	3199603.20		
5	18667	3135125.13	3152606.75		
3	17005	2791207.83	2807100.38		
7	16072	2632539.56	2647775.76		
6	15253	2562025.61	2577802.26		
8	13448	2230345.42	2244467.88		
2	13449	2188884.72	2202022.42		
9	13109	2084992.09	2097560.13		
1	10903	1811768.38	1822256.73		

Google Phone

Wired Headphones

Wired Headphones

Plotting the Graph:

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

```
In [19]:
              # Plotting the Bar Graph:
              months=range(1,13)
              plt.bar(months, results['Sales'], label="Sales Trend", color='violet')
              plt.plot(months,results['Sales'],color='red',linestyle='--')
           8
              plt.title("Monthly Sales Analysis",color='blue')
           9
              plt.xlabel("Months",color='blue')
          10
          11
              plt.ylabel("Sales in USD($)",color='blue')
          12
          13
             plt.legend()
          14
          15
             plt.show()
          16
          17
```



Visual Insights:

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(' ')

yearly_sales.head(2)

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

Out[21]:

Order ID		Product	t 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:

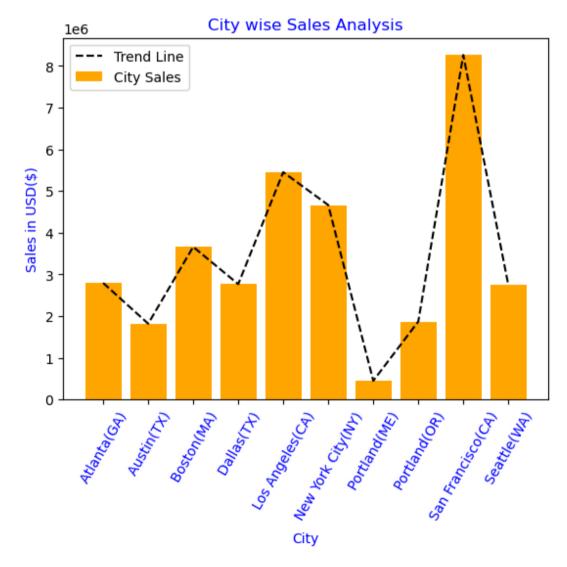
```
In [22]:
           1 # Using Groupby function to get the sum of Sales City wise :
           2 results2=yearly_sales.groupby('City')['Sales'].sum()
           3 results2
Out[22]: City
          Atlanta(GA)
                                2795498.58
          Austin(TX)
                                1819581.75
          Boston(MA)
                                3661642.01
          Dallas(TX)
                                2767975.40
          Los Angeles(CA)
                                5452570.80
                                4664317.43
          New York City(NY)
          Portland(ME)
                                 449758.27
          Portland(OR)
                                1870732.34
          San Francisco(CA)
                                8262203.91
          Seattle(WA)
                                2747755.48
         Name: Sales, dtype: float64
```

Plotting the Graph

2. Which City had the highest number of Sales?

C:\Users\HP\AppData\Local\Temp\ipykernel_5376\1138299176.py:2: FutureWarning: In a future version of pandas, a length 1 tu ple 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?

```
In [24]:
            1 # Read Dataframe:
               yearly_sales.head(2)
Out[24]:
              Order ID
                                        Product Quantity Ordered Price Each
                                                                                                                                        City
                                                                             Order Date
                                                                                                    Purchase Address Month Sales
             176558
                            USB-C Charging Cable
                                                                    11.95 04/19/19 08:46
                                                                                             917 1st St, Dallas, TX 75001
                                                                                                                                   Dallas(TX)
                                                                                                                         4 23.90
           2 176559 Bose SoundSport Headphones
                                                                                                                         4 99.99 Boston(MA)
                                                             1
                                                                    99.99 04/07/19 22:30 682 Chestnut St, Boston, MA 02215
In [25]:
            1 # Covert the "Order Date" column into DateTime format:
            yearly_sales['Order Date']=pd.to_datetime(yearly_sales['Order Date'])
```

Adding Hour and Minutes Column:

```
In [26]: # Adding the Hour and Minutes Column and converting into Hr and Minutes format:
    yearly_sales['Hour']=yearly_sales['Order Date'].dt.hour
    yearly_sales['Minute']=yearly_sales['Order Date'].dt.minute

yearly_sales.head(2)
```

Out[26]:

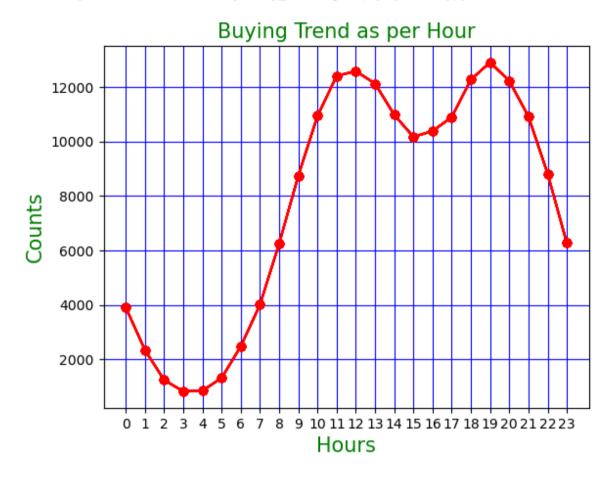
	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales	City	Hour	Minute
0	176558	USB-C Charging Cable	2	11.95	2019-04-19 08:46:00	917 1st St, Dallas, TX 75001	4	23.90	Dallas(TX)	8	46
2	176559	Bose SoundSport	1	99.99	2019-04-07	682 Chestnut St, Boston, MA	4	99.99	Boston(MA)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

Out[28]:

_		Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales	City	Hour	Minute
	0 1	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 1	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

```
In [29]: 1 # Creating a New Dataframe and displaying the duplicated Order ID colums:
    new_df=yearly_sales[yearly_sales['Order ID'].duplicated(keep=False)]
```

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	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

In [32]: # Here we can see there are Duplicates in "Order ID"and "Grouped" Column, so we have to drop duplicates in these 2 column new_df=new_df[['Order ID','Grouped']].drop_duplicates() new_df.head(10)

Out[32]:

	Order ID	Grouped
3	176560	Google Phone,Wired Headphones
18	176574	Google Phone,USB-C Charging Cable
30	176585	Bose SoundSport Headphones,Bose SoundSport Hea
32	176586	AAA Batteries (4-pack),Google Phone
119	176672	Lightning Charging Cable, USB-C Charging Cable
129	176681	Apple Airpods Headphones, Think Pad Laptop
138	176689	Bose SoundSport Headphones,AAA Batteries (4-pack)
189	176739	34in Ultrawide Monitor,Google Phone
225	176774	Lightning Charging Cable, USB-C Charging Cable
233	176781	iPhone,Lightning Charging Cable

```
In [33]:
             # 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
           8
             count=Counter()
           9
          10 for row in new_df['Grouped']:
                  row list=row.split(',')
          11
          12
                  count.update(Counter(combinations(row_list,2)))
          13
          14 count.most_common(10)
Out[33]: [(('iPhone', 'Lightning Charging Cable'), 1005),
          (('Google Phone', 'USB-C Charging Cable'), 987),
           (('iPhone', 'Wired Headphones'), 447),
           (('Google Phone', 'Wired Headphones'), 414),
           (('Vareebadd Phone', 'USB-C Charging Cable'), 361),
           (('iPhone', 'Apple Airpods Headphones'), 360),
           (('Google Phone', 'Bose SoundSport Headphones'), 220),
           (('USB-C Charging Cable', 'Wired Headphones'), 160),
           (('Vareebadd Phone', 'Wired Headphones'), 143),
           (('Lightning Charging Cable', 'Wired Headphones'), 92)]
In [34]:
           1 # To read it into more properly :
           3 for key,value in count.most_common(10):
                  print(key,value)
          ('iPhone', 'Lightning Charging Cable') 1005
          ('Google Phone', 'USB-C Charging Cable') 987
          ('iPhone', 'Wired Headphones') 447
          ('Google Phone', 'Wired Headphones') 414
          ('Vareebadd Phone', 'USB-C Charging Cable') 361
          ('iPhone', 'Apple Airpods Headphones') 360
          ('Google Phone', 'Bose SoundSport Headphones') 220
          ('USB-C Charging Cable', 'Wired Headphones') 160
          ('Vareebadd Phone', 'Wired Headphones') 143
          ('Lightning Charging Cable', 'Wired Headphones') 92
```

Visual Insights:

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 Price Each Order Date Purchase Address Month Sales City Hour Minute
```

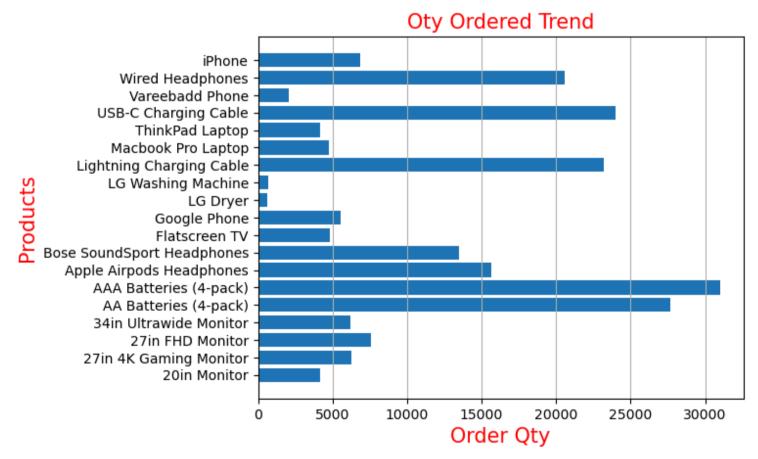
	Order ID	Product	Quantity Ordered	Price Each	Order Date	Purchase Address	Month	Sales	City	Hour	Minute
0	176558	USB-C Charging Cable	2	11.95	2019-04-19 08:46:00	917 1st St, Dallas, TX 75001	4	23.90	Dallas(TX)	8	46
2	176559	Bose SoundSport Headphones	1	99.99	2019-04-07 22:30:00	682 Chestnut St, Boston,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

Stats Operations:

Lightning Charging Cable 23217 Wired Headphones 20557 Apple Airpods Headphones 15661 Bose SoundSport Headphones 13457 27in FHD Monitor 7550 **i**Phone 6849 27in 4K Gaming Monitor 6244 34in Ultrawide Monitor 6199 Google Phone 5532 Flatscreen TV 4819 Macbook Pro Laptop 4728 ThinkPad Laptop 4130 20in Monitor 4129 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?



Visual Insights:

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

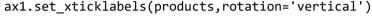
20in Monitor 109.99 27in 4K Gaming Monitor 389.99 149.99 27in FHD Monitor 34in Ultrawide Monitor 379.99 AA Batteries (4-pack) 3.84 AAA Batteries (4-pack) 2.99 Apple Airpods Headphones 150.00 Bose SoundSport Headphones 99.99 300.00 Flatscreen TV Google Phone 600.00 LG Dryer 600.00 LG Washing Machine 600.00 Lightning Charging Cable 14.95 Macbook Pro Laptop 1700.00 ThinkPad Laptop 999.99 USB-C Charging Cable 11.95 Vareebadd Phone 400.00 Wired Headphones 11.99 iPhone 700.00 Name: Price Each, dtype: float64

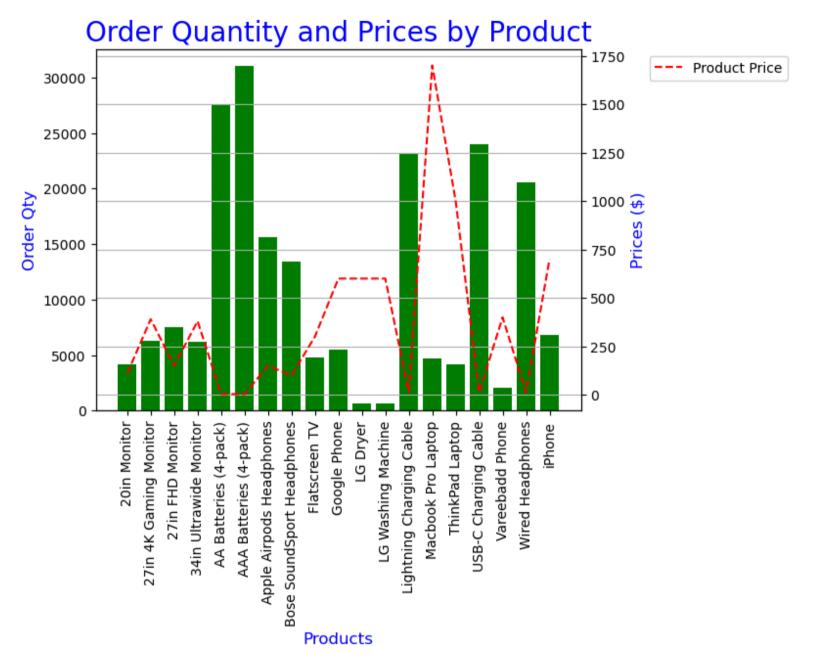
Plotting the Graph:

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

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





Visual Insights:

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.