ABSTRACT

Nowadays shopping malls and Big Marts keep the track of their sales data of each and every individual item for predicting future demand of the customer and update the inventory management as well. These data stores basically contain a large number of customer data and individual item attributes in a data warehouse. Further, anomalies and frequent patterns are detected by mining the data store from the data warehouse. The resultant data can be used for predicting future sales volume with the help of different machine learning techniques for the retailers like Big Mart. In this paper, we propose a predictive model using XG boost Regressor technique for predicting the sales of a company like Big Mart and found that the model produces better performance as compared to existing models.

CONTENT

LIST OF FIGURES:

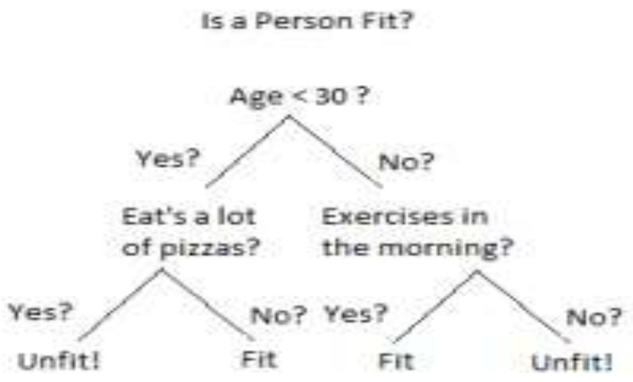
CHAPTER 1

INTRODUCTION

Big Mart is a big supermarket chain, with stores all around the country and its current board set out a challenge to all Data Scientist out there to help them create a model that can predict the sales, per product, for each store to give accurate results. Big Mart has collected sales data from Kaggle, for various products across different stores in different cities. With this information the corporation hopes we can identify the products and stores which play a key role in their sales and use that information to take the correct measures to ensure success of their business.

1.1 PROPOSED ALGORITHMS

Decision Trees are a type of Supervised Machine Learning (that is you explain what the input is and what the corresponding output is in the training data) where the data is continuously split according to a certain parameter. The tree can be explained by two entities, namely decision nodes and leaves. The leaves are the decisions or the final outcomes. And the decision nodes are where the data is split.



An example of a decision tree can be explained using above binary tree. Let's say you want to predict whether a person is fit given their information like age, eating habit, and physical activity, etc. The decision nodes here are questions like 'What's the age?', 'Does he exercise?', 'Does he eat a lot of pizzas'? And the leaves, which are outcomes like either 'fit', or 'unfit'. In this case this was a binary classification problem (a yes no type problem).

There are two main types of Decision Trees:

Classification trees (Yes/No types)

What we've seen above is an example of classification tree, where the outcome was a variable like 'fit' or 'unfit'. Here the decision variable is Categorical.

Regression trees (Continuous data types)

Here the decision or the outcome variable is Continuous, e.g. a number like 123.

Working

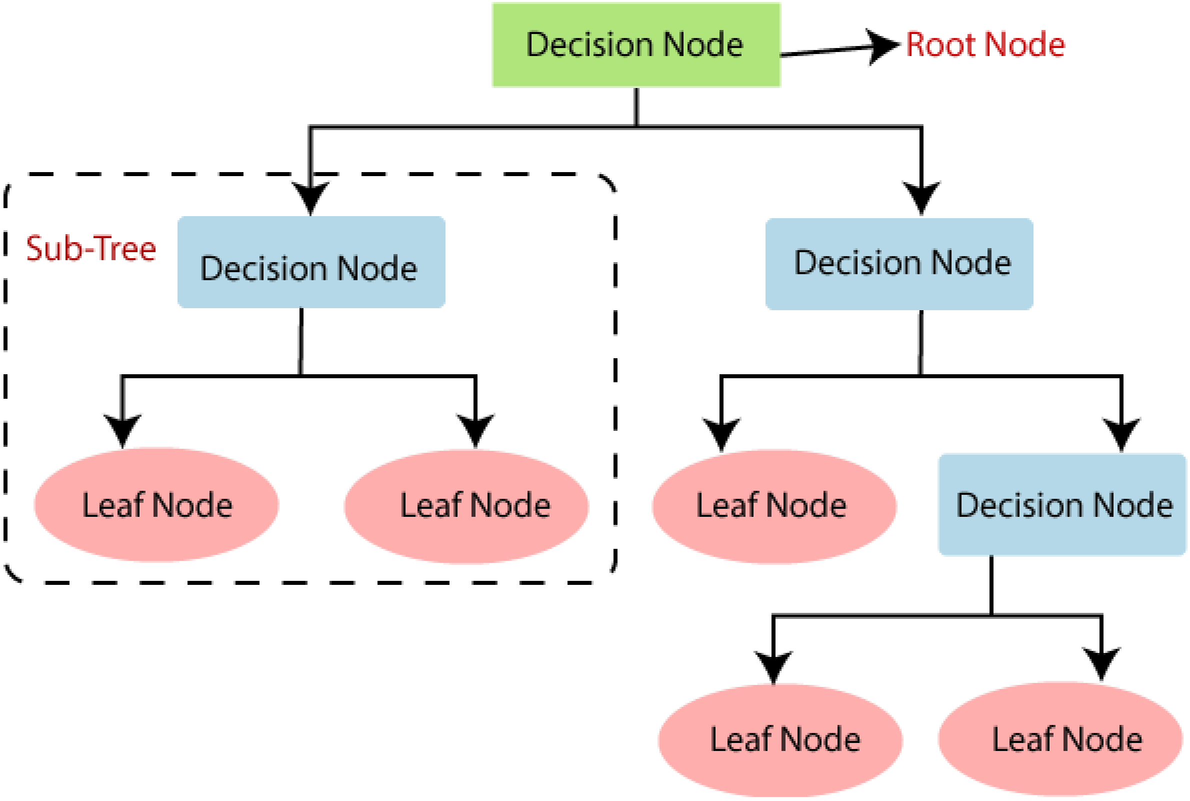
Now that we know what a Decision Tree is, we'll see how it works internally. There are many algorithms out there which construct Decision Trees, but one of the best is called as ID3 Algorithm. ID3 Stands for Iterative Dichotomiser 3.

Before discussing the ID3 algorithm, we'll go through few definitions.

- Decision Tree is a **Supervised learning technique** that can be used for both classification and Regression problems, but mostly it is preferred for solving Classification problems. It is a tree-structured classifier, where **internal nodes represent the features of a dataset, branches represent the decision rules** and **each leaf node represents the outcome.**
- In a Decision tree, there are two nodes, which are the **Decision Node** and **Leaf Node.** Decision nodes are used to make any decision and have multiple branches, whereas Leaf nodes are the output of those decisions and do not contain any further branches.

- The decisions or the test are performed on the basis of features of the given dataset.
- ***It is a graphical representation for getting all the possible solutions to a problem/decision based on given conditions.***
- It is called a decision tree because, similar to a tree, it starts with the root node, which expands on further branches and constructs a tree-like structure.
- In order to build a tree, we use the **CART algorithm,** which stands for **Classification and Regression Tree algorithm.**
- A decision tree simply asks a question, and based on the answer (Yes/No), it further split the tree into subtrees.
- Below diagram explains the general structure of a decision tree:

Note: A decision tree can contain categorical data (YES/NO) as well as numeric data.



Why use Decision Trees?

There are various algorithms in Machine learning, so choosing the best algorithm for the given dataset and problem is the main point to remember while creating a machine learning model. Below are the two reasons for using the Decision tree:

- Decision Trees usually mimic human thinking ability while making a decision, so it is easy to understand.
- The logic behind the decision tree can be easily understood because it shows a tree-like structure.

Decision Tree Terminologies

- **Root Node:** Root node is from where the decision tree starts. It represents the entire dataset, which further gets divided into two or more homogeneous sets.
- **Leaf Node:** Leaf nodes are the final output node, and the tree cannot be segregated further after getting a leaf node.
- **Splitting:** Splitting is the process of dividing the decision node/root node into sub-nodes according to the given conditions.
- **Branch/Sub Tree:** A tree formed by splitting the tree.
- **Pruning:** Pruning is the process of removing the unwanted branches from the tree.
- **Parent/Child node:** The root node of the tree is called the parent node, and other nodes are called the child nodes.

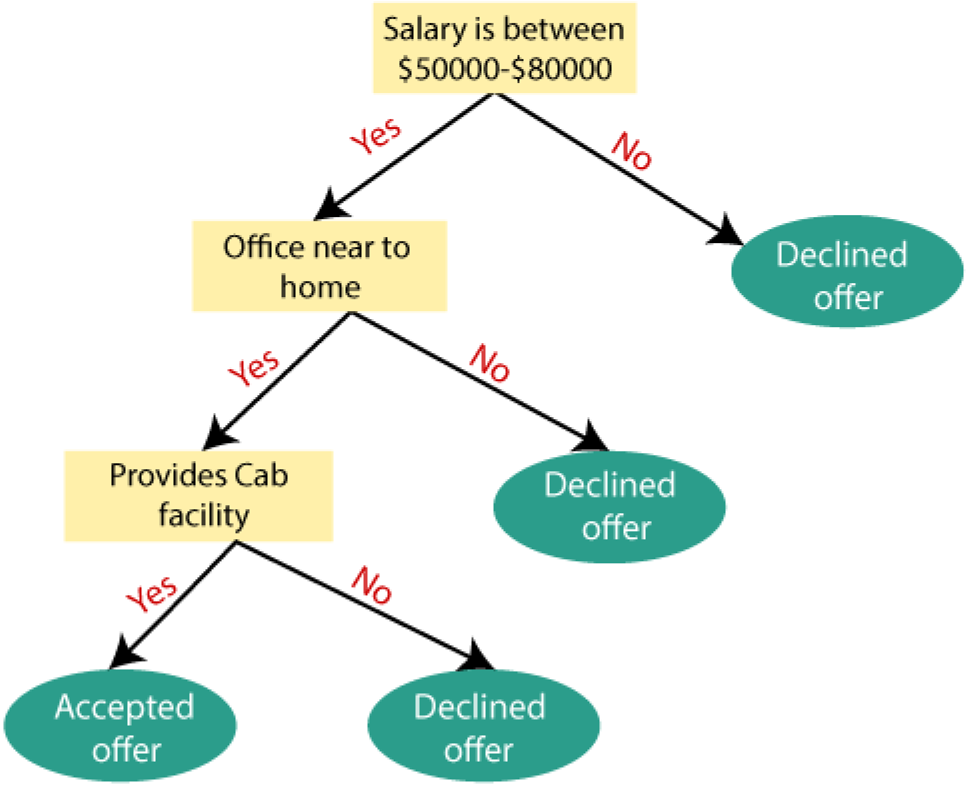
How does the Decision Tree algorithm Work?

In a decision tree, for predicting the class of the given dataset, the algorithm starts from the root node of the tree. This algorithm compares the values of root attribute with the record (real dataset) attribute and, based on the comparison, follows the branch and jumps to the next node.

For the next node, the algorithm again compares the attribute value with the other sub-nodes and move further. It continues the process until it reaches the leaf node of the tree. The complete process can be better understood using the below algorithm:

- **Step-1:** Begin the tree with the root node, says S, which contains the complete dataset.
- **Step-2:** Find the best attribute in the dataset using **Attribute Selection Measure (ASM).**
- **Step-3:** Divide the S into subsets that contains possible values for the best attributes.
- **Step-4:** Generate the decision tree node, which contains the best attribute.
- **Step-5:** Recursively make new decision trees using the subsets of the dataset created in step -3. Continue this process until a stage is reached where you cannot further classify the nodes and called the final node as a leaf node.

Example: Suppose there is a candidate who has a job offer and wants to decide whether he should accept the offer or Not. So, to solve this problem, the decision tree starts with the root node (Salary attribute by ASM). The root node splits further into the next decision node (distance from the office) and one leaf node based on the corresponding labels. The next decision node further gets split into one decision node (Cab facility) and one leaf node. Finally, the decision node splits into two leaf nodes (Accepted offers and Declined offer). Consider the below diagram:



Attribute Selection Measures

While implementing a Decision tree, the main issue arises that how to select the best attribute for the root node and for sub-nodes. So, to solve such problems there is a technique which is called as **Attribute selection measure or ASM.** By this measurement, we can easily select the best attribute for the nodes of the tree. There are two popular techniques for ASM, which are:

- **Information Gain**
- **Gini Index**

1. Information Gain:

- Information gain is the measurement of changes in entropy after the segmentation of a dataset based on an attribute.
- It calculates how much information a feature provides us about a class.

- According to the value of information gain, we split the node and build the decision tree.
- A decision tree algorithm always tries to maximize the value of information gain, and a node/attribute having the highest information gain is split first. It can be calculated using the below formula:

1. Information Gain= Entropy(S)- [(Weighted Avg) *Entropy(each feature)

   Entropy: Entropy is a metric to measure the impurity in a given attribute. It specifies randomness in data. Entropy can be calculated as:

   Entropy(s)= -P(yes)log2 P(yes)- P(no) log2 P(no)

   Where,

   - **S= Total number of samples**
   - **P(yes)= probability of yes**
   - **P(no)= probability of no**

2. Gini Index:

- Gini index is a measure of impurity or purity used while creating a decision tree in the CART(Classification and Regression Tree) algorithm.
- An attribute with the low Gini index should be preferred as compared to the high Gini index.
- It only creates binary splits, and the CART algorithm uses the Gini index to create binary splits.
- Gini index can be calculated using the below formula:

Gini Index= $1- \sum_j P_j^2$

Pruning: Getting an Optimal Decision tree

Pruning is a process of deleting the unnecessary nodes from a tree in order to get the optimal decision tree.

A too-large tree increases the risk of overfitting, and a small tree may not capture all the important features of the dataset. Therefore, a technique that decreases the size of the learning tree without reducing accuracy is known as Pruning. There are mainly two types of tree **pruning** technology used:

- **Cost Complexity Pruning**
- **Reduced Error Pruning.**

Advantages of the Decision Tree

- It is simple to understand as it follows the same process which a human follow while making any decision in real-life.
- It can be very useful for solving decision-related problems.
- It helps to think about all the possible outcomes for a problem.
- There is less requirement of data cleaning compared to other algorithms.

Disadvantages of the Decision Tree

- The decision tree contains lots of layers, which makes it complex.
- It may have an overfitting issue, which can be resolved using the **Random Forest algorithm.**
- For more class labels, the computational complexity of the decision tree may increase.
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CHAPTER 2
LITERATURE SURVEY