

Predict future sales

Kaggle competition

<https://www.kaggle.com/c/competitive-data-science-predict-future-sales/data>

Challenges

- The list of shops and products slightly changes every month.
- Some of items have little amount of occurrences in the sales (e.g. the tweezer was sold in Kogalym shop only once), therefore it will be harder to predict the amount in the following month.
- Original dataset is in Russian language. However, there is additional kaggle challenge with english translation of item names, categories and shops.

Possible approaches

- Linear regression
- Time series forecasting models
 - Autoregressive Moving average
 - Vector Autoregression
- Long short-term memory (LSTM)