

E-Commerce Website Sales Prediction using Machine Learning Algorithm

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Abstract: *The business model used in the e-commerce web site, for which the model is implemented, includes many sellers that sell the same product at the same time at different prices where the company operates a market place model. The demand prediction for such a model should consider the price of the same product sold by competing sellers along the features of these sellers. In this study we first applied different regression algorithms for specific set of products of one department of a company that is one of the most popular online e-commerce companies. Supply and demand are two fundamental concepts of sellers and customers. Predicting demand accurately is critical for organizations in order to be able to make plans. In this paper, we propose a new approach for demand prediction on an e-commerce web site. The proposed model differs from earlier models in several ways.*

Keywords: game sales, k-Neighbor Regression, E-Commerce, Machine learning, Accuracy, Model development, dataset, data Modification

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