Как узнать свою аудиторию? Построение различных вариантов кластеризаций и интерпретация результатов.

```
from google.colab import drive
drive.mount('/content/drive')

Drive already mounted at /content/drive; to attempt to forcibly remount, call drive.mour

!pip install umap-learn

Requirement already satisfied: umap-learn in /usr/local/lib/python3.7/dist-packages (0.5)
Requirement already satisfied: numpy>=1.17 in /usr/local/lib/python3.7/dist-packages (from Requirement already satisfied: scipy>=1.0 in /usr/local/lib/python3.7/dist-packages (from Requirement already satisfied: numba>=0.49 in /usr/local/lib/python3.7/dist-packages (from Requirement already satisfied: pynndescent>=0.5 in /usr/local/lib/python3.7/dist-packages (Requirement already satisfied: scikit-learn>=0.22 in /usr/local/lib/python3.7/dist-packages (Requirement already satisfied: setuptools in /usr/local/lib/python3.7/dist-packages (from Requirement already satisfied: llvmlite<0.35,>=0.34.0.dev0 in /usr/local/lib/python3.7/dist-packages (from Requirement already satisfied: joblib>=0.11 in /usr/local/lib/python3.7/dist-packages (from Requirement already sa
```

Часть 1. EDA

```
import numpy as np
import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sns
from statsmodels.graphics.gofplots import qqplot
from scipy.stats import shapiro
from scipy.stats import normaltest
from scipy.stats import norm
from tqdm import tqdm
import warnings
warnings.simplefilter(action='ignore', category=FutureWarning)
from sklearn.preprocessing import StandardScaler
from sklearn.cluster import KMeans
from sklearn.cluster import AgglomerativeClustering, DBSCAN
from sklearn.metrics import silhouette score
from sklearn.neighbors import NearestNeighbors
from sklearn.decomposition import PCA
```

from scipy.cluster.hierarchy import dendrogram, linkage
import umap

from sklearn.manifold import TSNE

%matplotlib inline

plt.rcParams["figure.figsize"] = (12,8)

/usr/local/lib/python3.7/dist-packages/statsmodels/tools/_testing.py:19: FutureWarning: import pandas.util.testing as tm

data = pd.read_csv('/content/drive/MyDrive/STUDY/otus/HW/4/german_credit_data.csv')

data.head()

_		Unnamed:	Age	Sex	Job	Housing	Saving accounts	Checking account		Duration	Pt
	0	0	67	male	2	own	NaN	little	1169	6	re
	1	1	22	female	2	own	little	moderate	5951	48	ra
	2	2	49	male	1	own	little	NaN	2096	12	ed
	3	3	45	male	2	free	little	little	7882	42	furniture/equ
	Л	Λ	F2	mala	2	froo	littla	littla	/127∩	24	

data.describe()

	Unnamed: 0	Age	Job	Credit amount	Duration
count	1000.000000	1000.000000	1000.000000	1000.000000	1000.000000
mean	499.500000	35.546000	1.904000	3271.258000	20.903000
std	288.819436	11.375469	0.653614	2822.736876	12.058814
min	0.000000	19.000000	0.000000	250.000000	4.000000
25%	249.750000	27.000000	2.000000	1365.500000	12.000000
50%	499.500000	33.000000	2.000000	2319.500000	18.000000
75%	749.250000	42.000000	2.000000	3972.250000	24.000000
max	999.000000	75.000000	3.000000	18424.000000	72.000000

data.info()

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 1000 entries, 0 to 999
Data columns (total 10 columns):

Column

Non-Null Count Dtype

```
--- -----
   Unnamed: 0 1000 non-null int64
0
1
                         1000 non-null int64
    Age
                        1000 non-null object
1000 non-null int64
2
    Sex
3
    Job
   Housing 1000 non-null object
Saving accounts 817 non-null object
5
    Checking account 606 non-null object
    Credit amount 1000 non-null int64
Duration 1000 non-null int64
Purpose 1000 non-null object
7
9
```

dtypes: int64(5), object(5)
memory usage: 78.2+ KB

проверка на пропуски

```
data.isnull().sum()
```

Unnamed: 0	6
Age	6
Sex	6
Job	6
Housing	6
Saving accounts	183
Checking account	394
Credit amount	6
Duration	6
Purpose	6
dtyma: intel	

dtype: int64

Unnamed: 0

удалим неинформативный признак Unnamed: 0

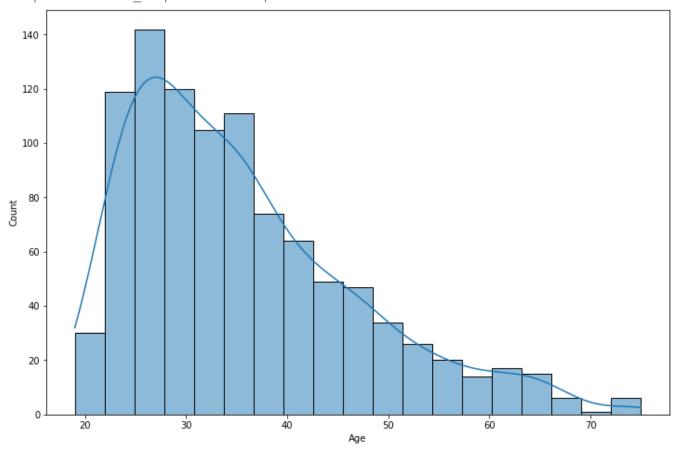
```
del data['Unnamed: 0']

df = data.copy()

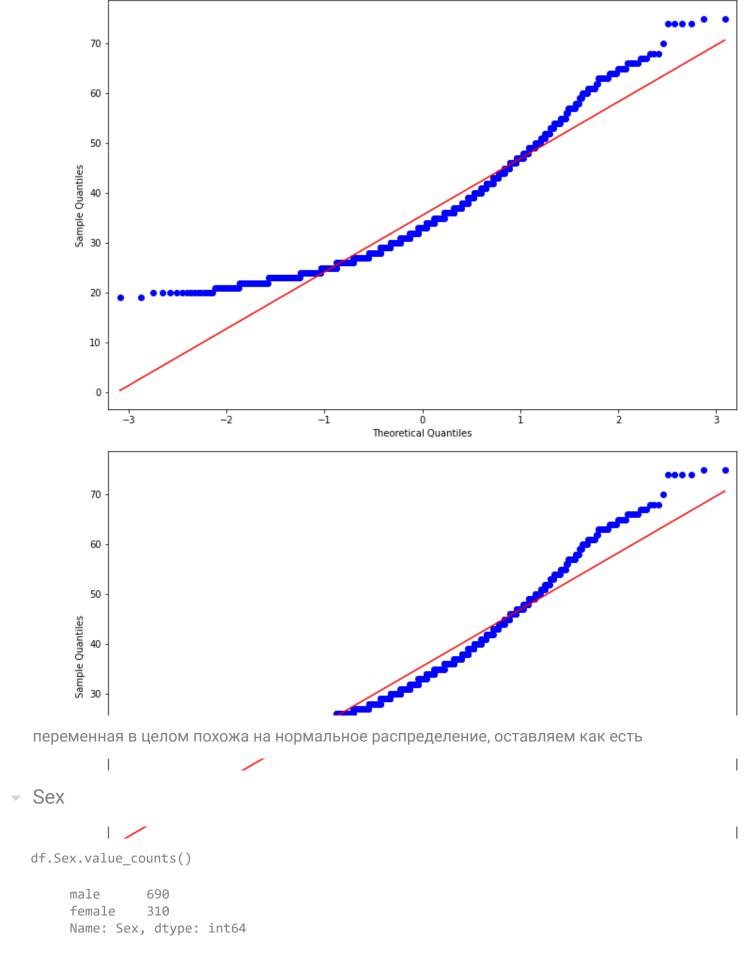
df.head()
```



<matplotlib.axes._subplots.AxesSubplot at 0x7f980679c690>

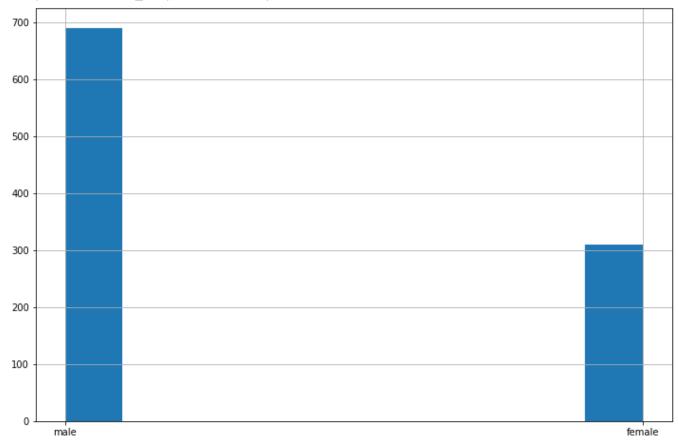


qqplot(df.Age, line='s')



df.Sex.hist()





применим one-hot-encoding

```
df = pd.get_dummies(df, columns=['Sex'], drop_first=True)
```

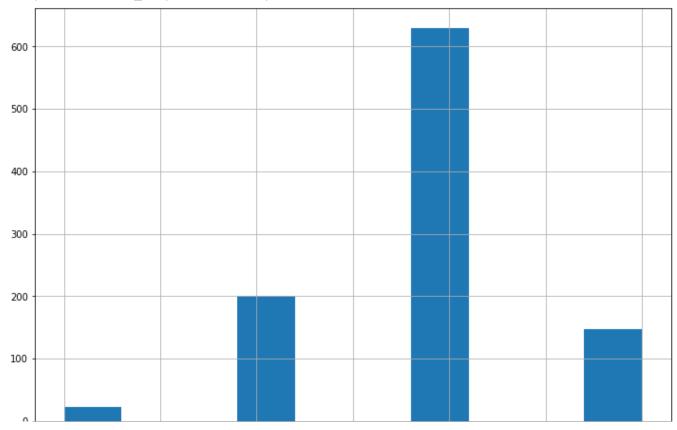
Job

```
df.Job.value_counts()
```

- 2 6301 200
- 200
 148
- 0 22
- Name: Job, dtype: int64

df.Job.hist()

<matplotlib.axes._subplots.AxesSubplot at 0x7f980365f410>



оставим данную переменную как есть,т.к. Job = 3 вроде как означает highlyskilled, 0 - unskilled and non-resident по информации из kaggle ноутбуков

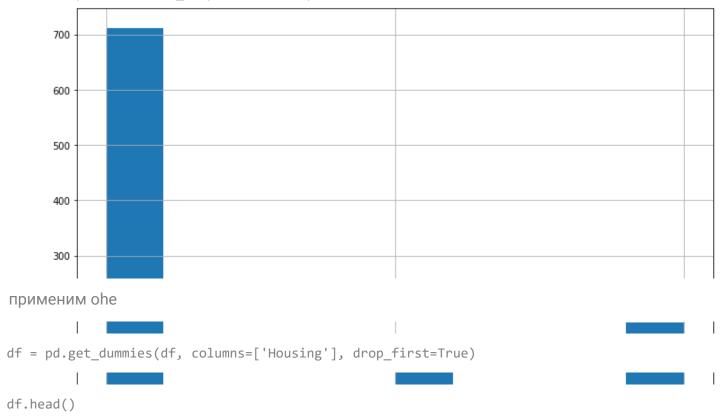
Housing

```
df.Housing.value_counts()

  own 713
  rent 179
  free 108
  Name: Housing, dtype: int64

df.Housing.hist()
```

<matplotlib.axes._subplots.AxesSubplot at 0x7f98036cfd10>



	Age	Job	Saving accounts	Checking account	Credit amount	Duration	Purpose	Sex_male	Housing_c
0	67	2	NaN	little	1169	6	radio/TV	1	
1	22	2	little	moderate	5951	48	radio/TV	0	
2	49	1	little	NaN	2096	12	education	1	
3	45	2	little	little	7882	42	furniture/equipment	1	
А	52	2	littla	littla	/Q7N	OΛ	cor	1	

Saving accounts

```
df['Saving accounts'].value_counts()

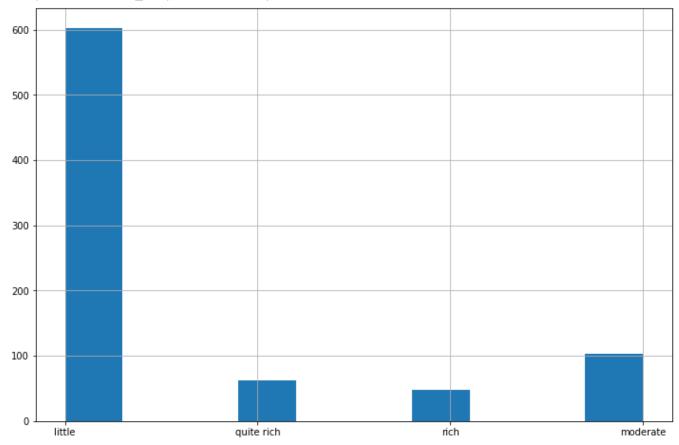
little 603
moderate 103
quite rich 63
rich 48
Name: Saving accounts, dtype: int64

df['Saving accounts'].isnull().sum()

183
```

ατ[Saving accounts].nist()





переведем строку в цифры, в данном случае rich = 4, little = 1 учитывает порядок, поэтому обойдемся без ohe

```
#data = pd.get_dummies(data, columns=['Saving accounts'], drop_first=True)
d = {'little': 0, 'moderate':1, 'quite rich': 2 , 'rich': 3}
df['Saving accounts'] = df['Saving accounts'].map(d)
```

df.head()

	Age	Job	Saving accounts	Checking account	Credit amount	Duration	Purpose	Sex_male	Housing_c
0	67	2	NaN	little	1169	6	radio/TV	1	
1	22	2	0.0	moderate	5951	48	radio/TV	0	
2	49	1	0.0	NaN	2096	12	education	1	
3	45	2	0.0	little	7882	42	furniture/equipment	1	
А	£3	2	$\cap \cap$	littla	/127∩	24	cor	1	

df['Saving accounts'].isnull().median()

0.0

```
заменим Nan на median()
```

```
df['Saving accounts'] = df['Saving accounts'].fillna(df['Saving accounts'].isnull().median())
```

Checking account

<matplotlib.axes._subplots.AxesSubplot at 0x7f98034f6dd0>



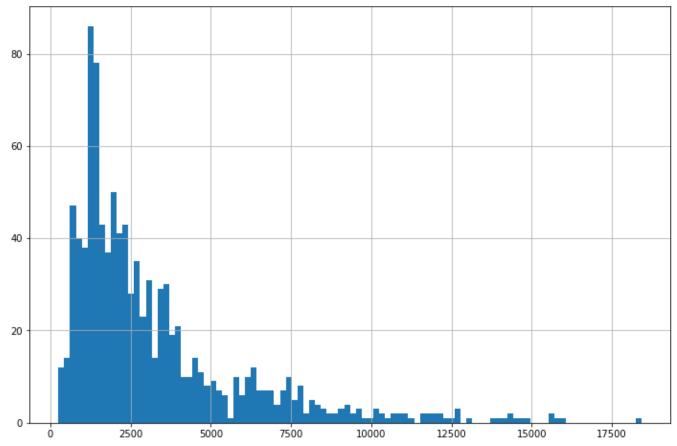
df.head()

	Age	Job	Saving accounts	Checking account		Duration	Purpose	Sex_male	Housing_c
 0	67	2	0.0	0.0	1169	6	radio/TV	1	
1	22	2	0.0	1.0	5951	48	radio/TV	0	
2	49	1	0.0	0.0	2096	12	education	1	
3	45	2	0.0	0.0	7882	42	furniture/equipment	1	
Л	F2	2	00	00	1970	24	^^^r	1	

Credit amount

df['Credit amount'].hist(bins = 100)

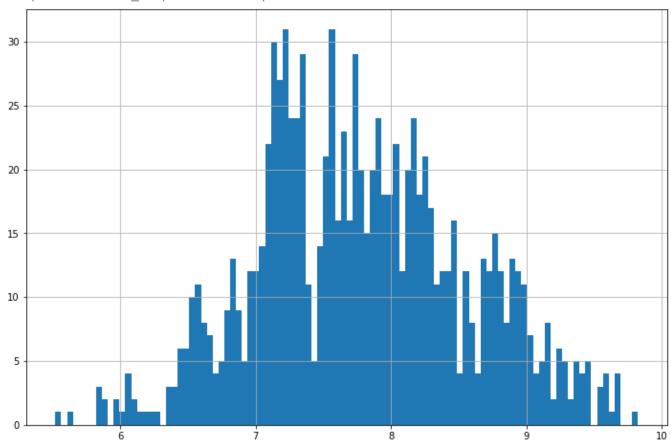
<matplotlib.axes._subplots.AxesSubplot at 0x7f98034ff3d0>



смещено влево, попробуем пролагорифмировать, чтобы сделать нормальным

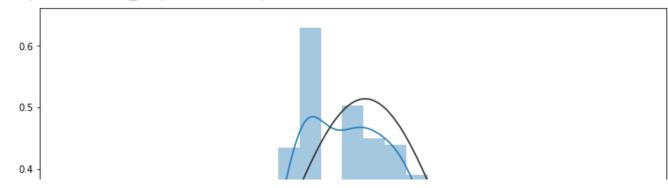
np.log(df['Credit amount']).hist(bins = 100)

<matplotlib.axes._subplots.AxesSubplot at 0x7f98032994d0>

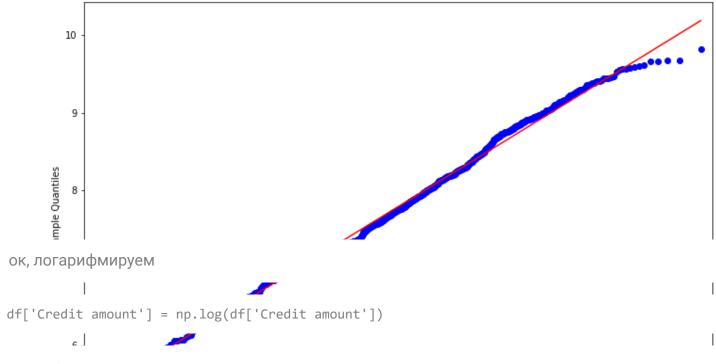


sns.distplot(np.log(df['Credit amount']), fit=norm)

<matplotlib.axes._subplots.AxesSubplot at 0x7f9803213450>



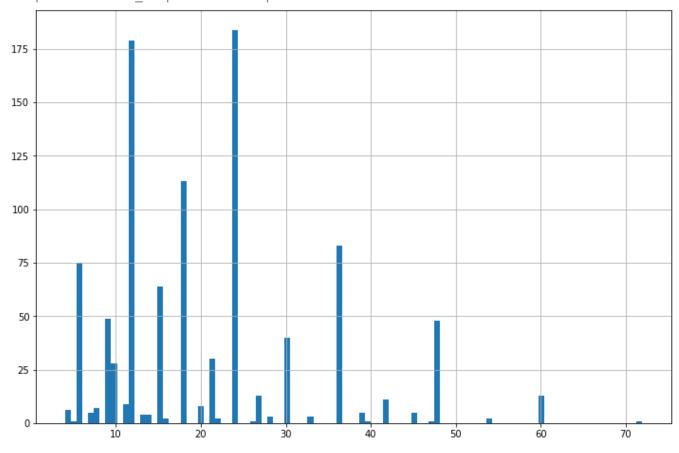
qqplot(np.log(df['Credit amount']), line='s')



Duration

df.Duration.hist(bins = 100)

<matplotlib.axes._subplots.AxesSubplot at 0x7f9802f888d0>



df.Duration.value_counts()

Name: Duration, dtype: int64

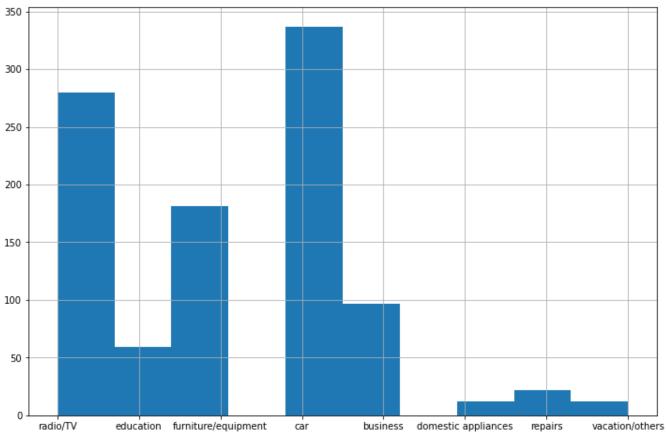
Purpose

df.Purpose.value_counts()

```
car
                        337
radio/TV
                        280
furniture/equipment
                        181
business
                         97
                         59
education
repairs
                         22
domestic appliances
                         12
vacation/others
                         12
Name: Purpose, dtype: int64
```

df.Purpose.hist()





применим частотное кодирование

	Age	Job	Saving accounts	Checking account	Credit amount	Duration	Purpose	Sex_male	Housing_own	Hou
0	67	2	0.0	0.0	7.063904	6	0.280	1	1	
1	22	2	0.0	1.0	8.691315	48	0.280	0	1	
2	49	1	0.0	0.0	7.647786	12	0.059	1	1	
3	45	2	0.0	0.0	8.972337	42	0.181	1	0	
А	£3	2	$\cap \cap$	$\cap \cap$	0 100010	24	N 227	1	\cap	

Scalling

шкалирование нам необходимо чтобы модель воспринимала данные в одном масштабе, и

```
continuous_vars = [
   'Age',
   'Job',
   'Credit amount',
   'Duration',
]

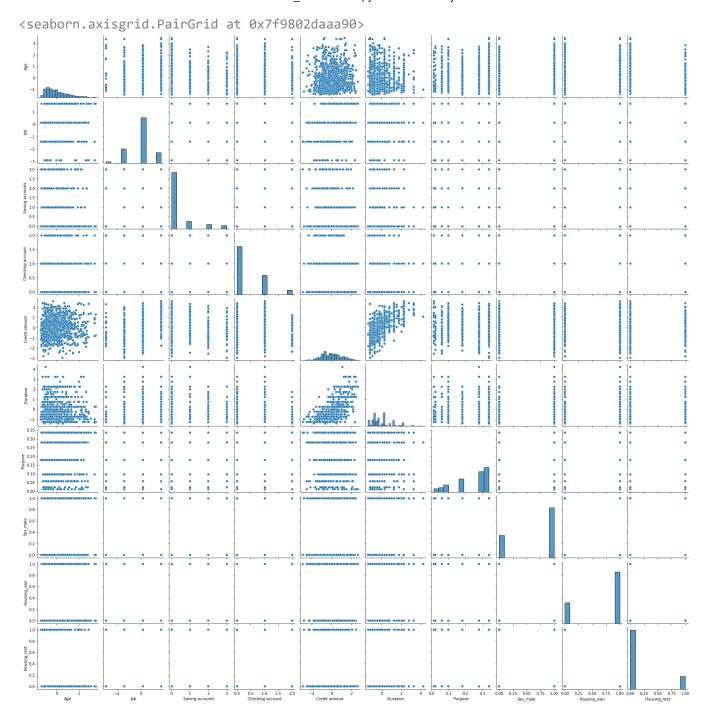
scaler = StandardScaler()
df[continuous_vars] = scaler.fit_transform(df[continuous_vars])

df.head()
```

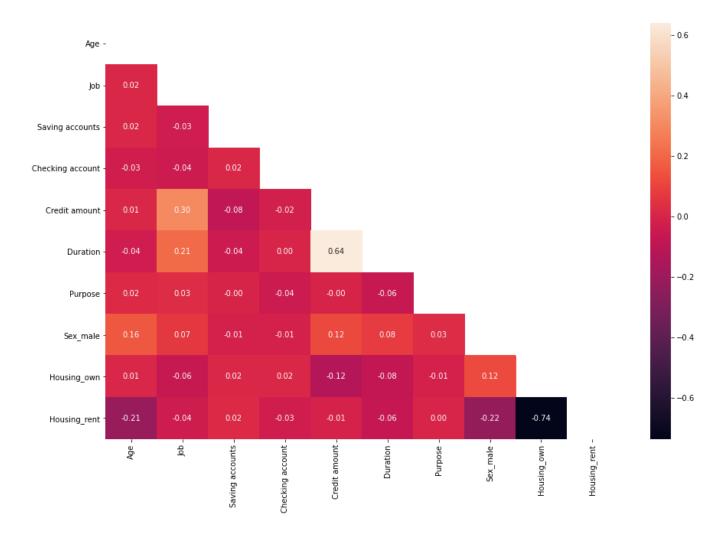
	Age	Job	Saving accounts	Checking account	Credit amount	Duration	Purpose	Sex_male	Housi
0	2.766456	0.146949	0.0	0.0	-0.933901	-1.236478	0.280	1	
1	-1.191404	0.146949	0.0	1.0	1.163046	2.248194	0.280	0	
2	1.183312	-1.383771	0.0	0.0	-0.181559	-0.738668	0.059	1	
3	0.831502	0.146949	0.0	0.0	1.525148	1.750384	0.181	1	
А	1 525122	O 1/60/0	$\cap \cap$	$\cap \cap$	0 00/17/12	0 256053	N 227	1	

распредделения

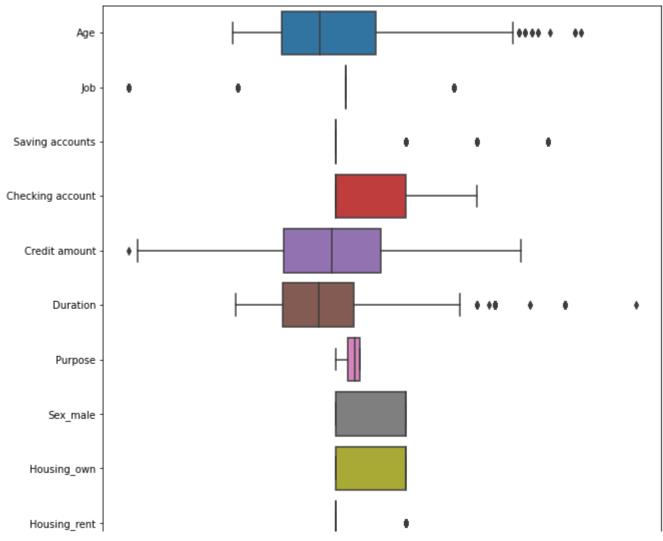
```
sns.pairplot(df)
```



```
corr = df.corr()
mask = np.triu(np.ones_like(corr, dtype=bool))
plt.figure(figsize=(15,10))
sns.heatmap(corr, mask=mask, annot=True, fmt='.2f');
```



```
plt.figure(figsize=(10,10))
sns.boxplot(data=df, orient='h');
```



df.tail()

	Age	Job	Saving accounts	Checking account	Credit amount	Duration	Purpose	Sex_male	Ηοι
995	-0.399832	-1.383771	0.0	0.0	-0.424376	-0.738668	0.181	0	
996	0.391740	1.677670	0.0	0.0	0.604255	0.754763	0.337	1	
997	0.215835	0.146949	0.0	0.0	-1.416199	-0.738668	0.280	1	
998	-1.103451	0.146949	0.0	0.0	-0.345911	1.999289	0.280	1	
۵۵۵	N 7516/19	O 1/60/0	1 ∩	1 ∩	U 834EU8	1 ᲘᲘᲘᲔᲓᲘ	N 227	1	

Часть 2 Моделирование

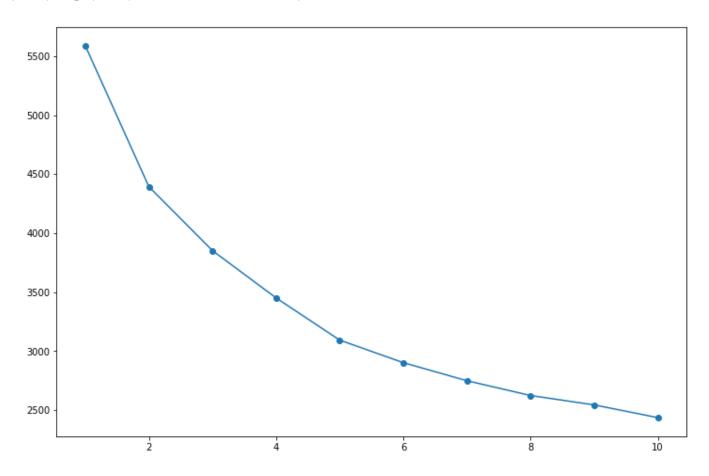
k-means

```
inertia = []
for i in range(1.11):
```

```
kmeans = KMeans(n_clusters=i, random_state=2021, n_jobs=-1).fit(df)
labels_k = kmeans.labels_
inertia_i = kmeans.inertia_
inertia.append(inertia i)
```

Elbow method

```
plt.plot(range(1,11), inertia, marker='o');
```

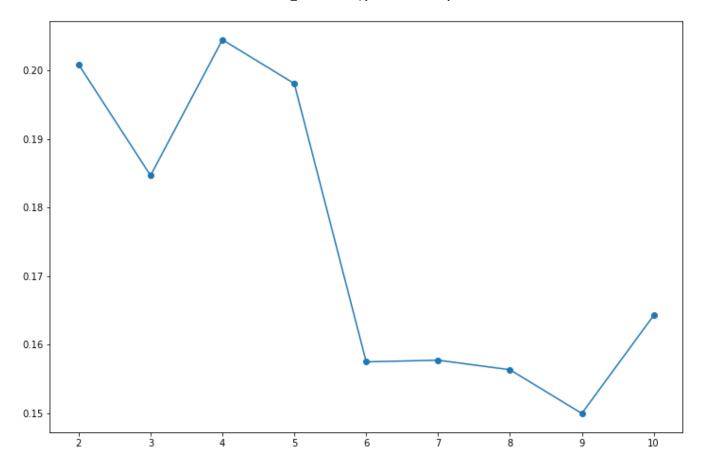


Silhouette plot

```
silhouette = []
for i in tqdm(range(2,11)):
    agg = KMeans(n_clusters=i, random_state=2021, n_jobs=-1).fit(df)
    labels_k = agg.labels_
    score = silhouette_score(df, labels_k)
    silhouette.append(score)

100%| 9/9 [00:01<00:00, 5.61it/s]

plt.plot(range(2,11), silhouette, marker='o');</pre>
```



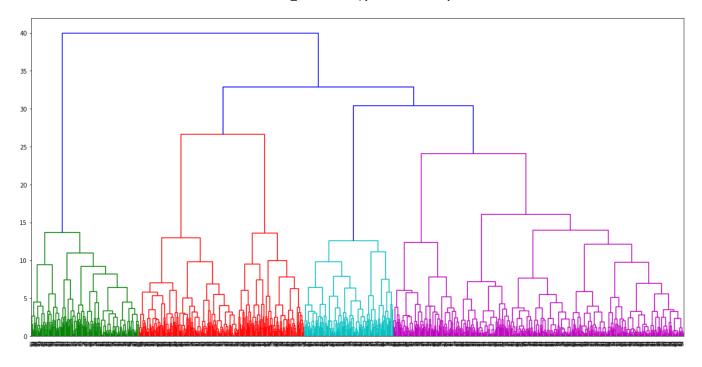
k-means говорит о 4 кластерах

```
kmeans = KMeans(n_clusters=4, random_state=2021, n_jobs=-1).fit(df)
labels k = kmeans.labels
```

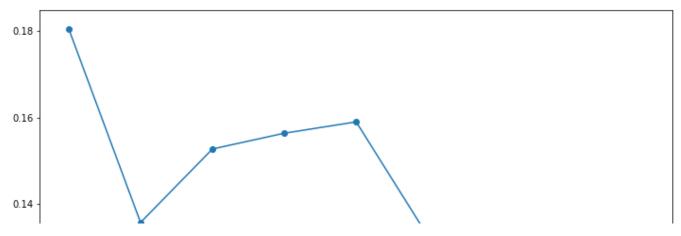
hierarhical clustering (AgglomerativeClustering)

dendrogram метод определения кластеров

```
plt.figure(figsize=(20,10))
linkage_ = linkage(df, method='ward')
dendrogram_ = dendrogram(linkage_)
```



Silhouette plot



по агломеративному - выбираем тоже 4 кластера, чтобы сравнить после снижения размерности

```
agg = AgglomerativeClustering(n_clusters=4).fit(df)
labels_a = agg.labels_

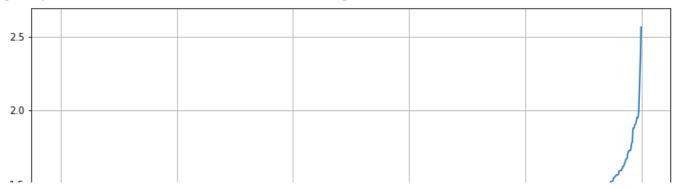
| DBSCAN
```

найдем подходящий eps по методу NearestNeighbors

```
neighbors = NearestNeighbors(n_neighbors=5)
nbrs = neighbors.fit(df)
distance, indices = nbrs.kneighbors(df)

distance = np.sort(distance, axis=0)
distance = distance[:,1]
plt.grid()
plt.plot(distance)
```

[<matplotlib.lines.Line2D at 0x7f97f487f950>]



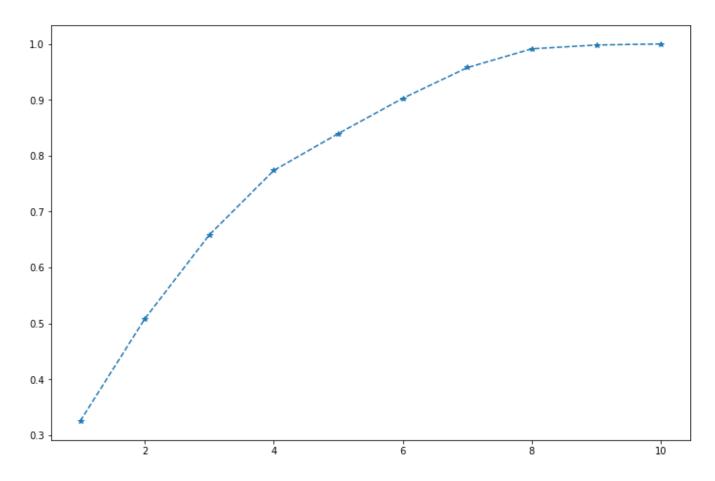
возьмем ерs = 1,459

```
# This is formatted as code
```

dbscan разделил на 4 кластера

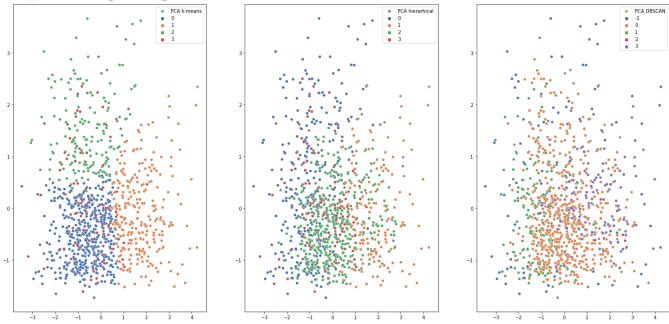
PCA

plt.plot(range(1, 11), np.cumsum(pca.explained_variance_ratio_), '*--');



наверно мало объясним информации методом РСА (на 2 мерном пространстве потеряем большую часть информации)



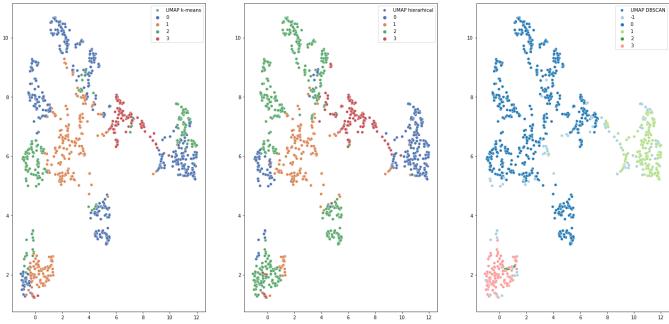


UMAP

```
reducer = umap.UMAP(random_state=2021)
X_UMAP = reducer.fit_transform(df)

f, axs = plt.subplots(1,3,figsize=(25,12))
plt.subplot(1, 3, 1)
sns.scatterplot(x=X_UMAP[:, 0], y=X_UMAP[:, 1], hue=labels_k.astype(int),palette= 'deep',lege
plt.subplot(1, 3, 2)
sns.scatterplot(x=X_UMAP[:, 0], y=X_UMAP[:, 1], hue=labels_a.astype(int),palette= 'deep',lege
plt.subplot(1, 3, 3)
sns.scatterplot(x=X_UMAP[:, 0], y=X_UMAP[:, 1], hue=labels_d.astype(int),palette= 'Paired',le
```





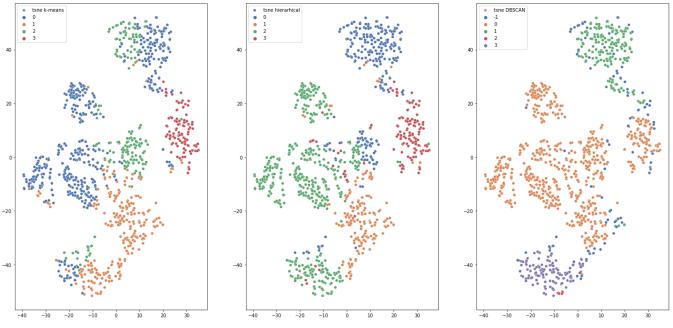
▼ t-SNE

```
tsne = TSNE(n_components=2, random_state=2021)

X_tsne = tsne.fit_transform(df)

f, axs = plt.subplots(1,3,figsize=(25,12))
plt.subplot(1, 3, 1)
sns.scatterplot(x=X_tsne[:, 0], y=X_tsne[:, 1], hue=labels_k.astype(int),palette= 'deep',lege
plt.subplot(1, 3, 2)
sns.scatterplot(x=X_tsne[:, 0], y=X_tsne[:, 1], hue=labels_a.astype(int),palette= 'deep',lege
plt.subplot(1, 3, 3)
sns.scatterplot(x=X_tsne[:, 0], y=X_tsne[:, 1], hue=labels_d.astype(int),palette= 'deep',lege
```





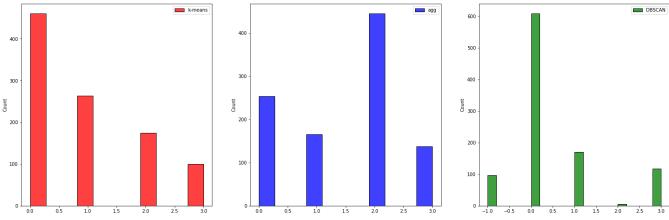
методом PCA хорошо визуализируется k-means
методом UMAP хорошо визуализируется иерархическая и DBSCAN
методом t-SNE хорошо визуализируется иерархическая кластеризация

- Часть 3. Интерпретация

размеры кластеров в зависимости от метода кластеризации

```
f, axs = plt.subplots(1,3,figsize=(25,8))
plt.subplot(1, 3, 1)
sns.histplot(x=labels_k, label = 'k-means', color = 'red').legend()
plt.subplot(1, 3, 2)
sns.histplot(x=labels_a, label = 'agg', color = 'blue').legend()
plt.subplot(1, 3, 3)
sns.histplot(x=labels_d, label = 'DBSCAN', color = 'green').legend()
```

<matplotlib.legend.Legend at 0x7f97f2c98bd0>



chtlybt

```
data['labels_k'] = labels_k
data['labels_a'] = labels_a
data['labels_d'] = labels_d
df['labels_d'] = labels_d
data.groupby('labels_k').mean().T.round(2)
```

labels_k	0	1	2	3
Age	29.39	34.75	52.82	35.78
Job	1.77	2.26	1.76	1.85

Cradit amount 2006 53 6444 50 2303 50 2260 10
data.groupby('labels_a').mean().T.round(2)

labels_a	0	1	2	3
Age	42.72	36.07	31.30	35.47
Job	1.27	1.99	2.23	1.91
Credit amount	2083.25	6865.34	2901.16	2338.69
Duration	15.17	40.12	18.00	17.77
labels_k	0.98	1.03	0.41	2.30
labels_d	0.49	0.09	0.66	0.07

Проинтерпретируем метод DBSCAN (хорошо провизуализировался методом t-sne и UMAP)

data.groupby('labels_d').mean().T.round(2)

labels_d	-1	0	1	2	3
Age	43.69	34.02	35.83	32.50	36.46
Job	1.48	2.00	1.00	3.00	3.00
Credit amount	4504.53	2977.12	2148.01	7831.00	5161.92
Duration	26.11	20.95	15.01	33.33	24.25
labels_k	1.63	0.87	0.66	1.00	0.91
labels_a	1.06	1.80	0.19	1.83	1.91

df.groupby('labels_d').mean().T.round(2)

labels_d	-1	0	1	2	3
Age	0.72	-0.13	0.02	-0.27	0.08
Job	-0.64	0.15	-1.38	1.68	1.68
Saving accounts	0.98	0.38	0.18	0.50	0.12

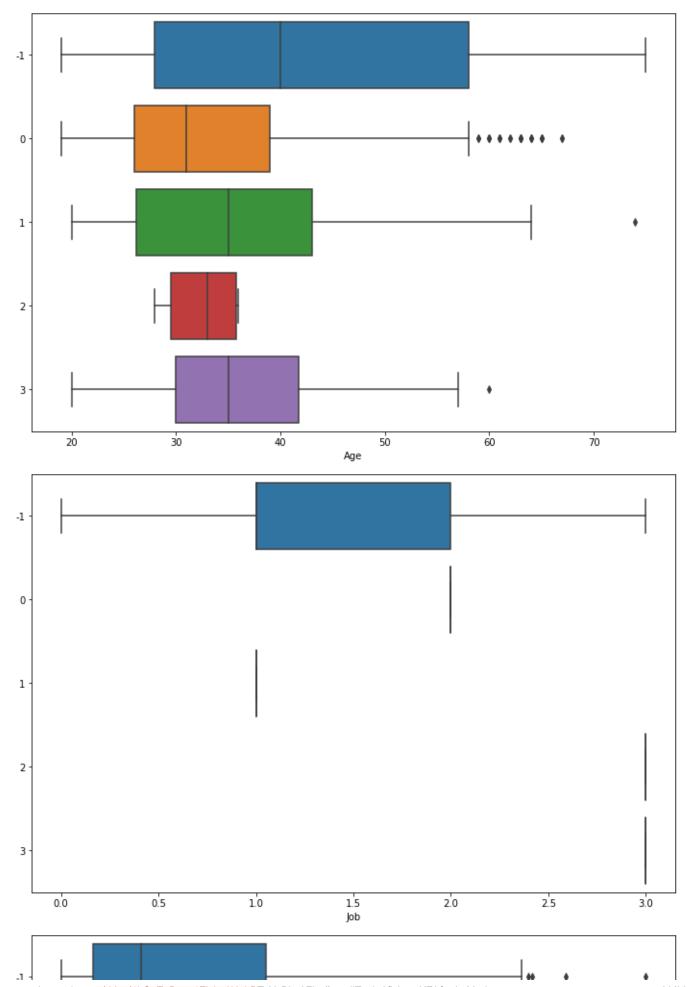
data.labels_d.value_counts()

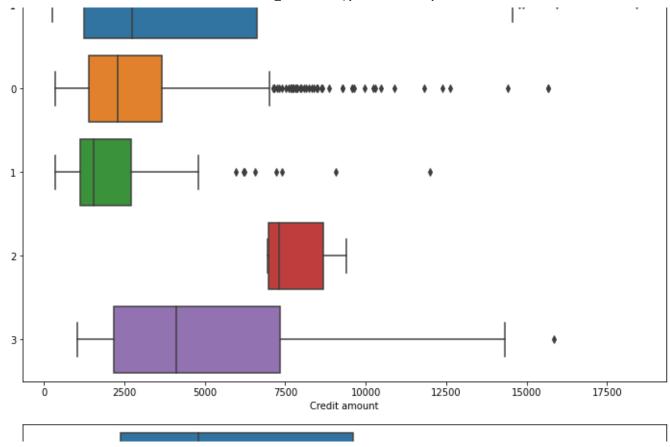
```
0 609
1 170
3 118
-1 97
2 6
```

Name: labels_d, dtype: int64

второй кластер получился очень маленьким, посмотрим на box-plot-ы

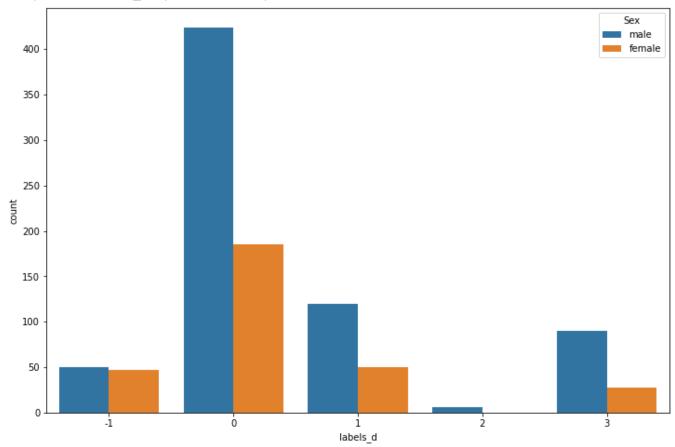
```
for col in ['Age', 'Job', 'Credit amount', 'Duration']:
    sns.boxplot(data=data, x=col, y=labels_d, orient = 'h')
    plt.show();
```





sns.boxplot(data=data, x='Saving accounts', y=labels_d)

<matplotlib.axes._subplots.AxesSubplot at 0x7f97f516b450>



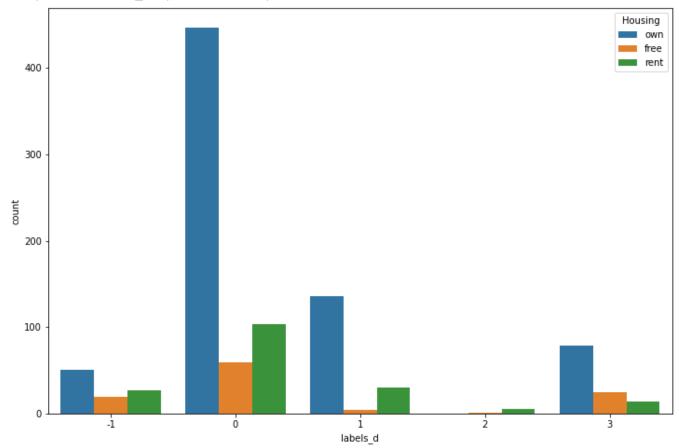
sns.countplot(data = data, x= 'labels_d', hue = 'Job')

<matplotlib.axes._subplots.AxesSubplot at 0x7f97f4d63ed0>



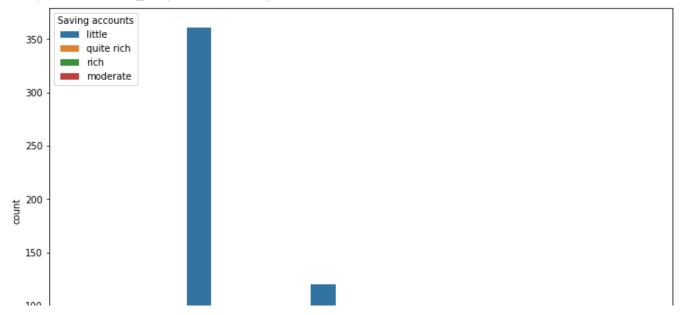
sns.countplot(data = data, x= 'labels_d', hue = 'Housing')

<matplotlib.axes._subplots.AxesSubplot at 0x7f97f4e23f10>



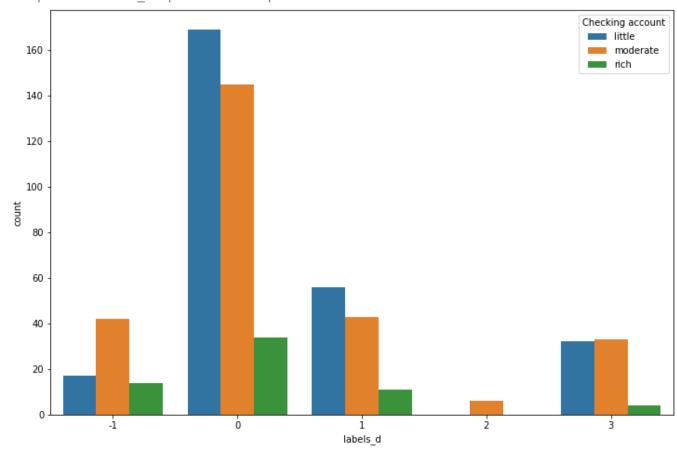
sns.countplot(data = data, x= 'labels_d', hue = 'Saving accounts')

<matplotlib.axes._subplots.AxesSubplot at 0x7f97f504d550>



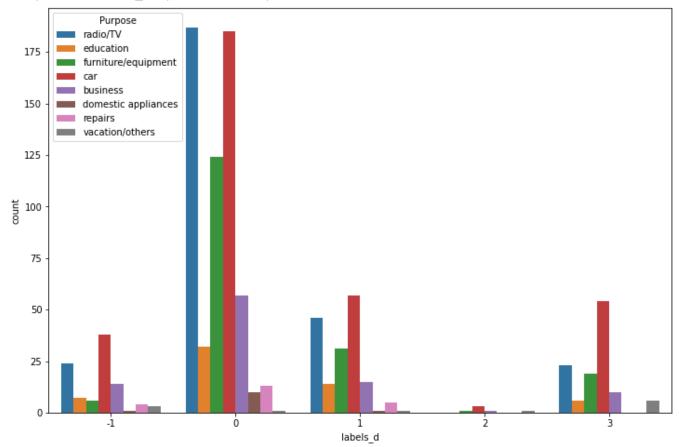
sns.countplot(data = data, x= 'labels_d', hue = 'Checking account')

<matplotlib.axes._subplots.AxesSubplot at 0x7f97f1bd8c10>



sns.countplot(data = data, x= 'labels_d', hue = 'Purpose')

<matplotlib.axes._subplots.AxesSubplot at 0x7f97f1b74290>



data.head()

		Age	Sex	Job	Housing	Saving accounts	Checking account	Credit amount	Duration	Purpose	lal
-	0	67	male	2	own	NaN	little	1169	6	radio/TV	
	1	22	female	2	own	little	moderate	5951	48	radio/TV	
	2	49	male	1	own	little	NaN	2096	12	education	
	3	45	male	2	free	little	little	7882	42	furniture/equipment	
	А	£3	mala	2	froo	little	little	/127∩	24	cor	

data[data['labels_d'] == 2]

Saving Checking Credit

df.groupby('labels_d').mean().T.round(2)

labels_d	-1	0	1	2	3
Age	0.72	-0.13	0.02	-0.27	0.08
Job	-0.64	0.15	-1.38	1.68	1.68
Saving accounts	0.98	0.38	0.18	0.50	0.12
Checking account	0.72	0.35	0.38	1.00	0.35
Credit amount	0.18	-0.04	-0.46	1.51	0.67
Duration	0.43	0.00	-0.49	1.03	0.28
Purpose	0.23	0.24	0.24	0.22	0.25
Sex_male	0.52	0.70	0.71	1.00	0.76
Housing_own	0.53	0.73	0.80	0.00	0.67
Housing_rent	0.28	0.17	0.18	0.83	0.12

в нашем самом маленьком кластере - мужчины с хорошей работой, высоким кредито, и дом - который в аренде

- возраст сложно проинтерпретировать, возрастная категория у наших кластеров +-
- пол во втором маленьком кластере нет женгщин
- Housing в 0 кластере много клиентов с Housing free (видимо беспл жилье)
- Saving accounts все богатые сконцентрировалис в 0 кластере
- Credit amount 2 группа берет больше всего денег, следующая по рангу 3 группа, причем в 3 группе много "бедных"
- Duration 2 группа берет кредит на больше всего месяцев, 3 группа бедных на 2ом месте
- Цели на первый взгляд распределены равномерно, учитывая неравномерность распределения целей

Итого можно охарактеризовать группы:

- 1 с плохой работой (наибольшие риски)
- 2 с хорошей работой, с хорошим счетом, долгим сроком погашения, и большой суммой кредита (похожа на группу 3)
- 3 с хорошей работой