

Building functions to automate analysis

ANALYZING MARKETING CAMPAIGNS WITH PANDAS



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Why build a function?

```
# Count the subs by referring channel and day
retention_total = marketing.groupby(['date_subscribed',
                                    'subscribing_channel'])\
    ['user_id'].nunique()

retention_subs = marketing[marketing['is_retained'] == True]\
    .groupby(['date_subscribed',
             'subscribing_channel'])\
    ['user_id'].nunique()

# Calculate the retention rate
daily_retention_rate = retention_subs/retention_total
daily_retention_rate = pd.DataFrame(
    daily_retention_rate.unstack(level=1)
)
```

```
print(daily_retention_rate)
```

subscribing_channel	Email	Facebook	House Ads	Instagram	Push
date_subscribed					
2018-01-01	1.00	0.875000	0.687500	0.750000	1.000000
2018-01-02	0.75	1.000000	0.588235	0.625000	1.000000
2018-01-03	NaN	0.800000	0.647059	0.909091	0.666667
2018-01-04	1.00	0.666667	0.466667	0.500000	NaN
2018-01-05	1.00	0.571429	0.500000	0.636364	1.000000

Building a retention function

```
def retention_rate(dataframe, column_names):  
    # Group by column_names and calculate retention  
    retained = dataframe[dataframe['is_retained'] == True]\  
                    .groupby(column_names)['user_id'].nunique()  
  
    # Group by column_names and calculate conversion  
    converted = dataframe[dataframe['converted'] == True]\  
                    .groupby(column_names)['user_id'].nunique()  
  
    retention_rate = retained/converted  
  
    return retention_rate
```

Retention rate by channel

```
daily_retention = retention_rate(marketing,
                                ['date_subscribed',
                                 'subscribing_channel'])

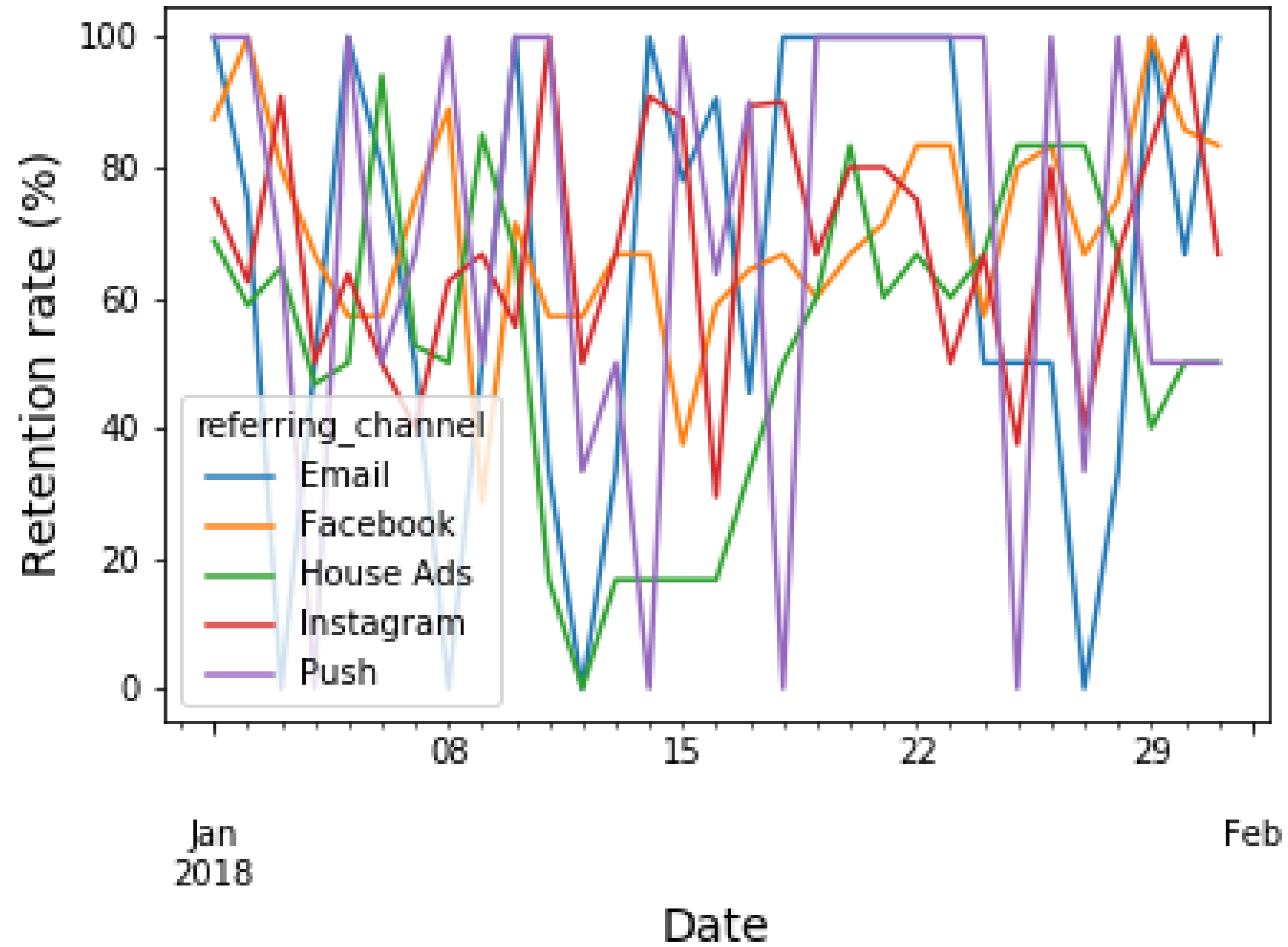
daily_retention = pd.DataFrame(
    daily_retention.unstack(level=1)
)
print(daily_retention.head())
```

subscribing_channel	Email	Facebook	House Ads	Instagram	Push
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Plotting daily retention by channel

```
daily_retention.plot(date_subscribed, conversion_rate)
plt.title('Daily channel retention rate\n', size = 16)
plt.ylabel('Retention rate (%)', size = 14)
plt.xlabel('Date', size = 14)
plt.show()
```

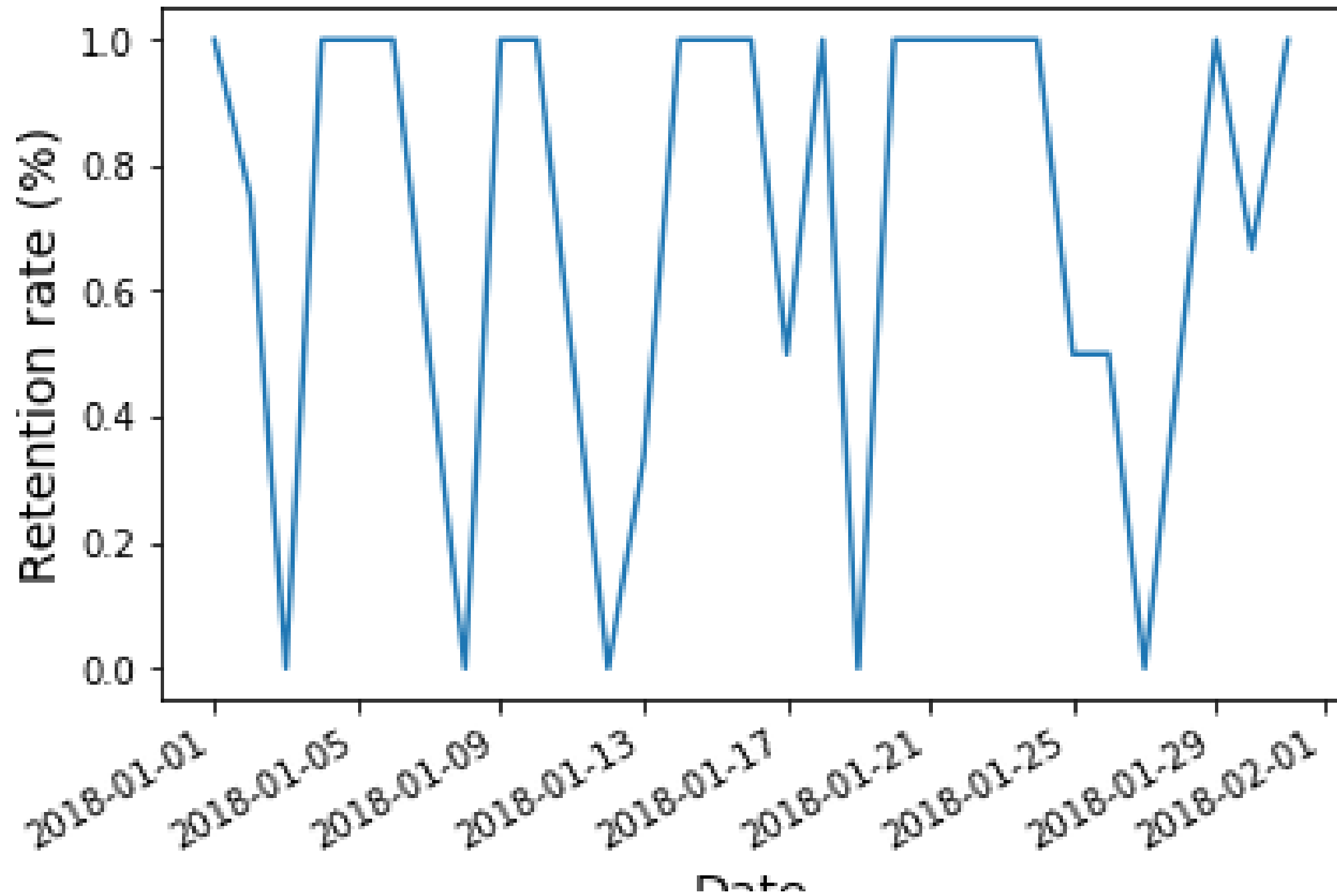
Daily channel retention rate



Plotting function

```
def plotting(dataframe):  
    for column in dataframe:  
        plt.plot(dataframe.index, dataframe[column])  
        plt.title('Daily ' + column + ' retention rate\n',  
                  size = 16)  
        plt.ylabel('Retention rate (%)', size = 14)  
        plt.xlabel('Date', size = 14)  
        plt.show()  
  
plotting(daily_channel_retention)
```


Daily Email retention rate



Let's practice!

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Identifying inconsistencies

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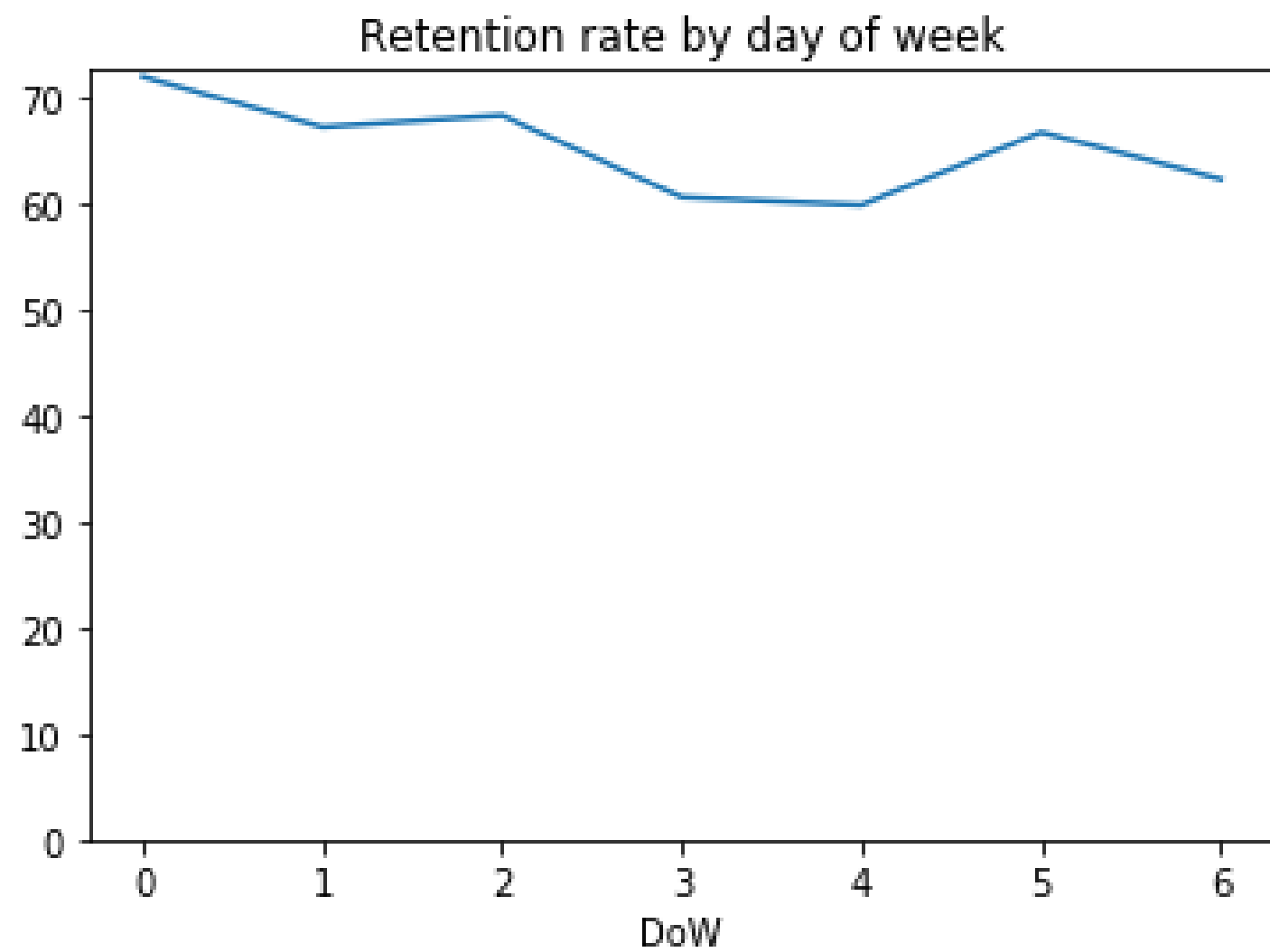
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Day of week trends

```
DoW_retention = retention_rate(marketing, ['DoW'])
```

Plotting the results

```
# Plot retention by day of week
DoW_retention.plot()
plt.title('Retention rate by day of week')
plt.ylim(0)
plt.show()
```



Real data can be messy and confusing



Let's practice!

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Resolving inconsistencies

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Assessing impact

```
# Calculate pre-error conversion rate
# Bug arose sometime around '2018-01-11'
house_ads_no_bug = house_ads[house_ads['date_served'] < '2018-01-11']
lang_conv = conversion_rate(house_ads_no_bug,
                             ['language_displayed'])
```

Assessing impact

```
# Index other language conversion rate against English
spanish_index = lang_conv['Spanish']/lang_conv['English']
arabic_index = lang_conv['Arabic']/lang_conv['English']
german_index = lang_conv['German']/lang_conv['English']
```

Interpreting Indexes

```
print("Spanish index:", spanish_index)  
print("Arabic index:", arabic_index)  
print("German index:", german_index)
```

```
Spanish index: 1.6819248826291078  
Arabic index: 5.045774647887324  
German index: 4.485133020344288
```

Daily conversion

```
# Create actual conversion DataFrame
language_conversion = house_ads.groupby(['date_served', \
                                         'language_preferred'])\
    .agg({'user_id': 'nunique', \
         'converted': 'sum'})
```

Daily conversion

```
expected_conversion = pd.DataFrame(  
    language_conversion.unstack(level=1)  
)
```

language_preferred	user_id				converted			
	Arabic	English	German	Spanish	Arabic	English	German	Spanish
date_served								
2018-01-01	2.0	171.0	5.0	11.0	2	13	1	0
2018-01-02	3.0	200.0	5.0	10.0	0	14	3	0
2018-01-03	2.0	179.0	3.0	8.0	0	15	1	1
2018-01-04	2.0	149.0	2.0	14.0	0	12	0	3
2018-01-05	NaN	143.0	1.0	14.0	NaN	17	False	3
...								
...								

Create English conversion rate column

```
# Create English conversion rate column for affected period
language_conversion['actual_english_conversions'] = \
    language_conversion.loc\
    ['2018-01-11':'2018-01-31']\
    [('converted', 'English')]
```

Calculating daily expected conversion rate

```
# Create expected conversion rates for each language
language_conversion['expected_spanish_rate'] = \
    language_conversion['actual_english_rate']*spanish_index

language_conversion['expected_arabic_rate'] = \
    language_conversion['actual_english_rate']*arabic_index

language_conversion['expected_german_rate'] = \
    language_conversion['actual_english_rate']*german_index
```


Calculating daily expected conversions

```
# Multiply total ads served by expected conversion rate
language_conversion['expected_spanish_conversions'] = \
    language_conversion['expected_spanish_rate']/100
    *language_conversion[('user_id', 'Spanish')]

language_conversion['expected_arabic_conversions'] = \
    language_conversion['expected_arabic_rate']/100
    *language_conversion[('user_id', 'Arabic')]

language_conversion['expected_german_conversions'] = \
    language_conversion['expected_german_rate']/100
    *language_conversion[('user_id', 'German')]
```

Determining the number of lost subscribers

```
bug_period = language_conversion.loc['2018-01-11':'2018-01-31']

# Sum expected subscribers for each language
expected_subs = bug_period['expected_spanish_conv_rate'].agg('sum') + \
    bug_period['expected_arabic_conv_rate'].agg('sum') + \
    bug_period['expected_german_conv_rate'].agg('sum')

# Calculate how many subscribers we actually got
actual_subs = bug_period[('converted', 'Spanish')].sum() + \
    bug_period[('converted', 'Arabic')].agg('sum') + \
    bug_period[('converted', 'German')].agg('sum')

lost_subs = expected_subs - actual_subs
print(lost_subs)
```

```
32.144143192488265
```

Let's practice!

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