

Recommendation

Hsiang-Hsuan Hung (HHH)

Hsiang.Hung2015@gmail.com

Why Do We Need Recommendation?



Enhance customers' satisfaction, so more purchase

Why Do We Need Recommendation?

- Always give good recommendation

3 February, 2012

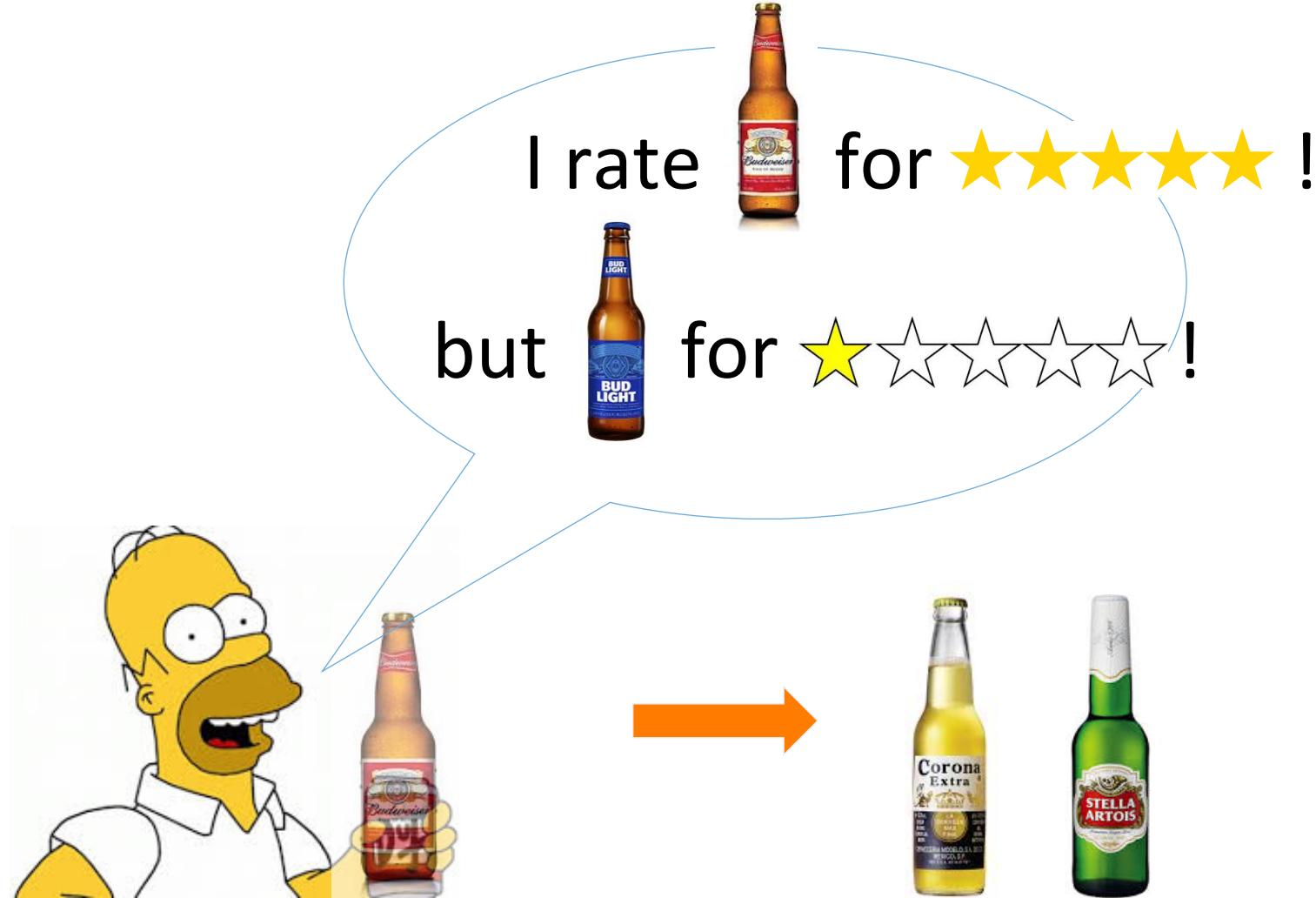


**Recommendations help drive
27.9% holiday sales growth at
John Lewis**

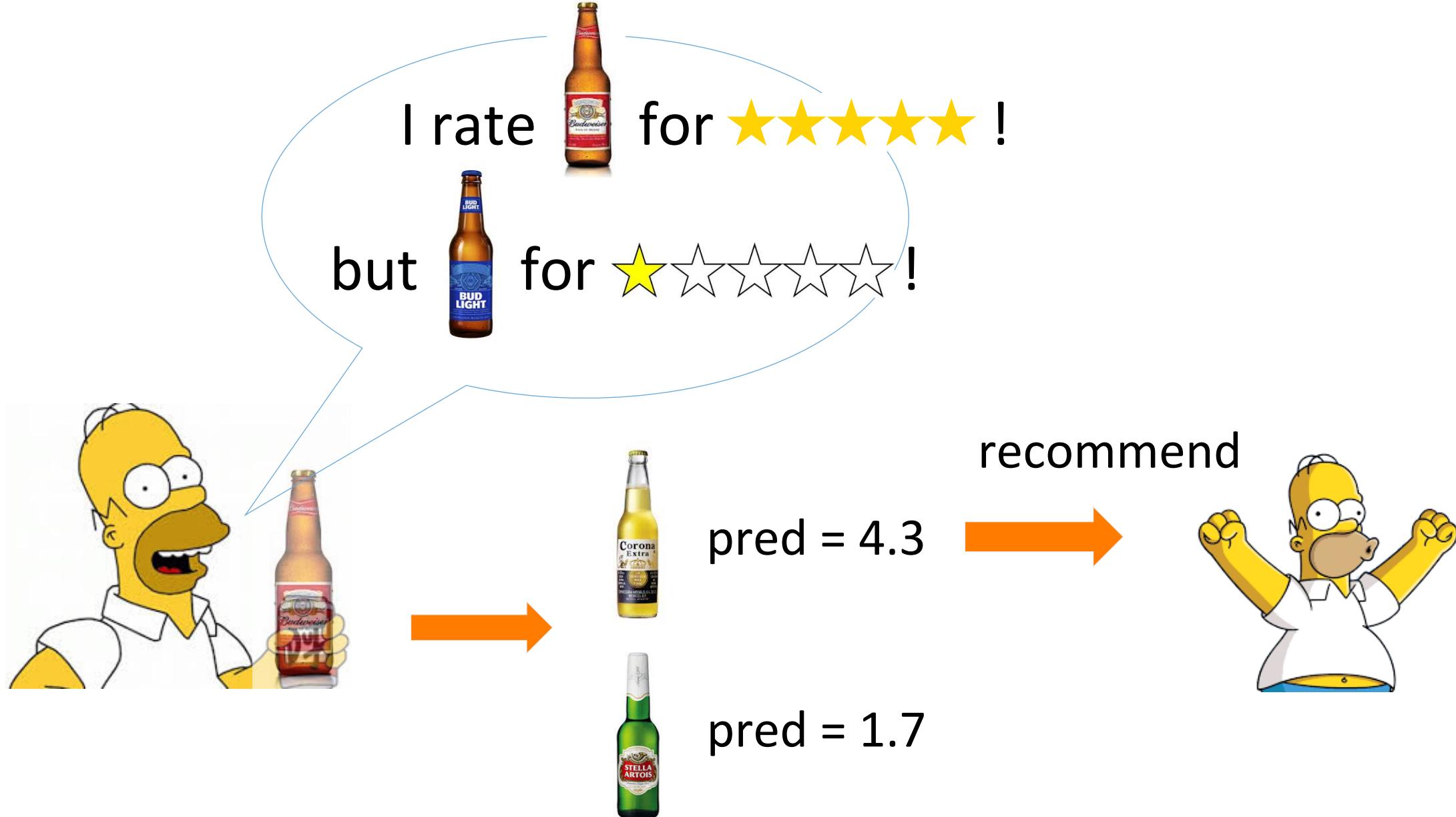


By David Moth @ Econsultancy

- Understand customers' demographic characteristics



Rating = ?



Personalized Recommendation

Different people have different tastes, so rating.



5



4.5



3



1



1.5

1

3.5

5

Personalized Recommendation

- Supervised learning, regression problem.
- Central concept: **Similarity**
 - a.) item-item recommendation (Amazon)
 - b.) user-item recommendation
 - Content-based filtering (Pandora)
 - Collaborative filtering (Netflix, Spotify)

Item-Item recommendation

Recommendation Engine UI

When Simpsons (id=7) is browsing #144 beer:

user_id= 7			
	user_id	beer_id	pred_rating
0	7	146	5
1	7	20	5
2	7	27	5
3	7	31	5
4	7	45	5
5	7	54	5
6	7	57	5
7	7	79	5
8	7	81	5
9	7	106	5

beer: 144			
	beer1	beer2	score
0	144	144	1.000000
1	144	2671	0.352322
2	144	3467	0.281549
3	144	120	0.251629
4	144	129	0.251033
5	144	123	0.249825
6	144	79	0.240634
7	144	32	0.225036
8	144	6959	0.217816
9	144	95	0.214369

Recommendation Engine UI

When Simpsons (id=7) is browsing #144 beer:

user_id= 7			
	user_id	beer_id	pred_rating
0	7	146	5
1	7	20	5
2	7	27	5
3	7	31	5
4	7	45	5
5	7	54	5
6	7	57	5
7	7	79	5
8	7	81	5
9	7	106	5

beer: 144			
	beer1	beer2	score
0	144	144	1.000000
1	144	2671	0.352322
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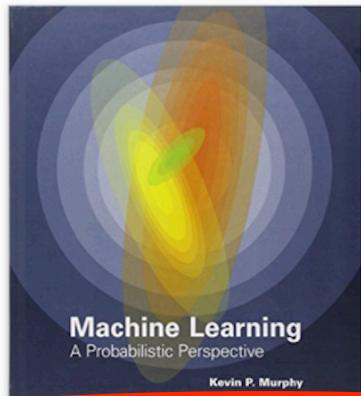
item-item reco

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by Kevin P. Murphy ▾ (Author)

★★★★★ 5 ★ 62 customer reviews

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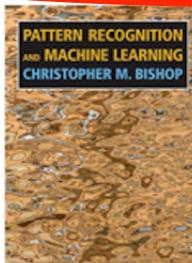
Want it tomorrow, Oct. 29? Order within 3 hrs 1 min and choose Saturday Delivery at checkout. Details



Add to Cart

Turn on 1-Click ordering

Customers Who Bought This Item Also Bought



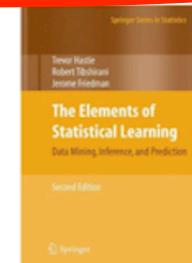
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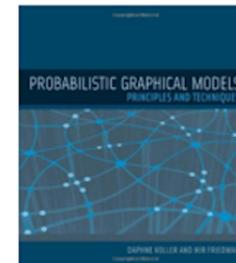
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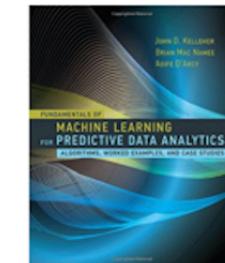


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#1 Best Seller in Data Processing

Paperback

\$40.49

Data Source: BeHoppy (SQL)

The image shows a promotional landing page for the BeHoppy app. On the left, a smartphone displays the app's interface for a beer named "Wäls 42". The screen shows the beer's name, style ("Pale Ale"), alcohol content (6.5%), origin ("BRA"), and a detailed description in Portuguese. Below the phone are two download buttons: "Disponível na App Store" and "Disponível na Google Play". The background features a blurred image of people socializing and smiling.

beHoppy

Sobre o aplicativo Quer receber novidades? Contato

Seu parceiro de cervejas na palma da mão

Descubra novos rótulos, conheça mais sobre suas marcas favoritas, entenda o mundo das craft beers e compartilhe suas experiências cervejeiras.

Disponível na App Store

Disponível na Google Play

Avaliações (5) ★★★★☆
País de Origem BRA
Wäls 42 Wäls
Teor Alcóolico 6.5% Estilo Pale Ale
A cerveja Wäls 42 tem amêndoas, limão, abacaxi e café entre seus ingredientes, criando uma sensação refrescante e um sabor sofisticado, malteado e condimentado, com sensação de acidez no paladar. Seu aroma tem notas frutadas e cítricas, com alta carbonatação, espuma duradoura e Double dry hopping de nobre lúpulo Saaz.
AVALIAR / COMENTAR CERVEJA
JÁ BEBI QUERO

The Beer Content Data

```
beers.head()  
Out[799]:
```

	id	country	flavor	style	average_rating	number_of_ratings	average_aroma_rating	average_appearance_rating	average_taste_rating
0	5	BEL	Amadeirado	Lager	3.75481	208	3.45238	3.69531	3.61417
1	6	BEL	Doce	Ale	4.22901	131	4.20430	4.22680	4.26804
2	7	MEX	Doce	Lager	3.90435	230	3.39583	3.88194	3.68750
3	8	BRA	Doce	Bohemian Pilsener	3.79474	190	3.16239	3.38136	3.57627
4	9	EUA	Doce	Lager	3.61244	209	3.13492	3.34646	3.36800

The Beer Content Data

beers.head()

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	id	country	flavor	style	average_rating	number_of_ratings	average_aroma_rating	average_appearance_rating	average_taste_rating
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Beer id

Beer vectors are represented by features:

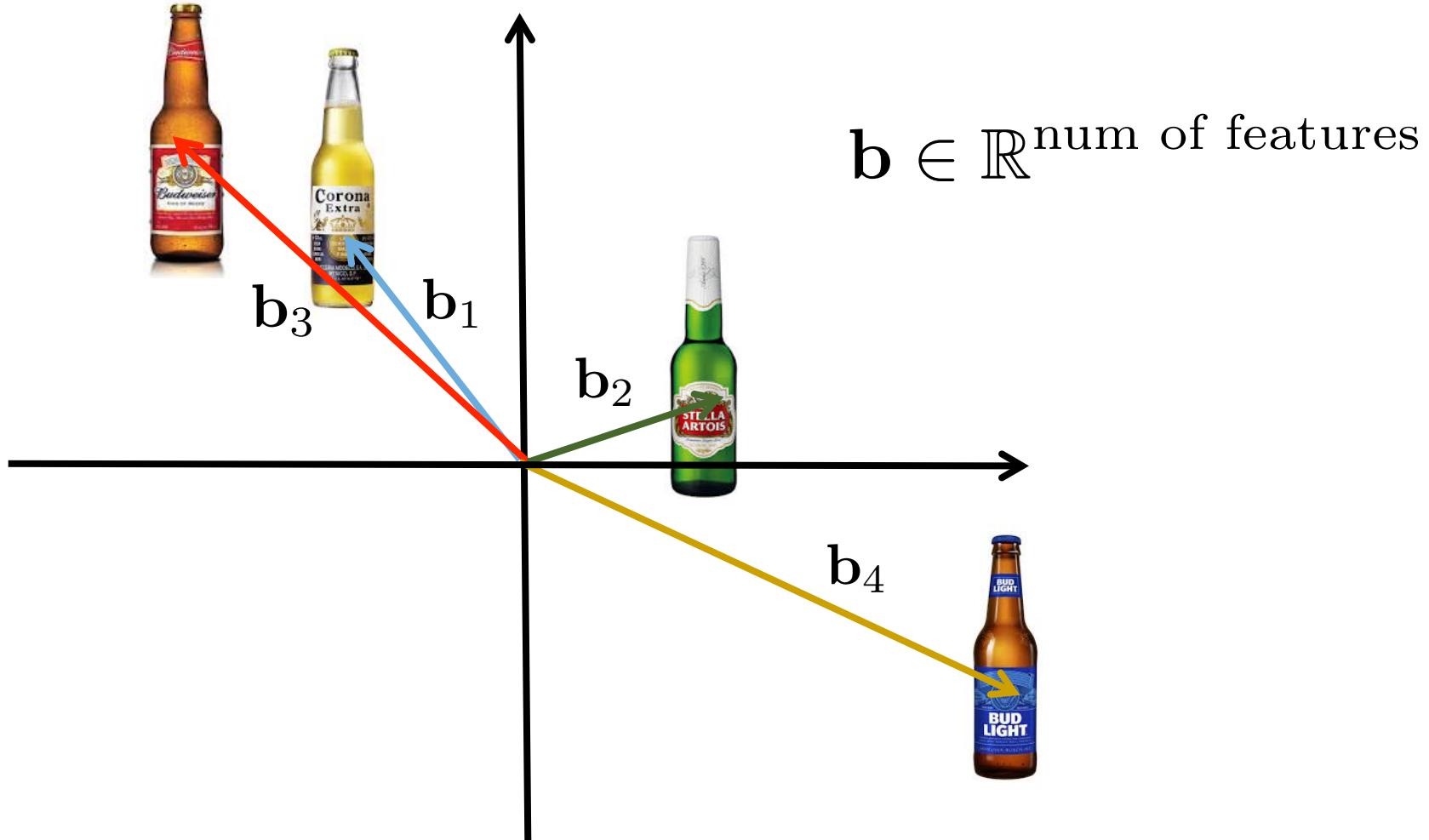


$$\mathbf{b}_1 = (208, 3.45, 3.69, 3.61, 3.44, 0, 0, \dots)$$

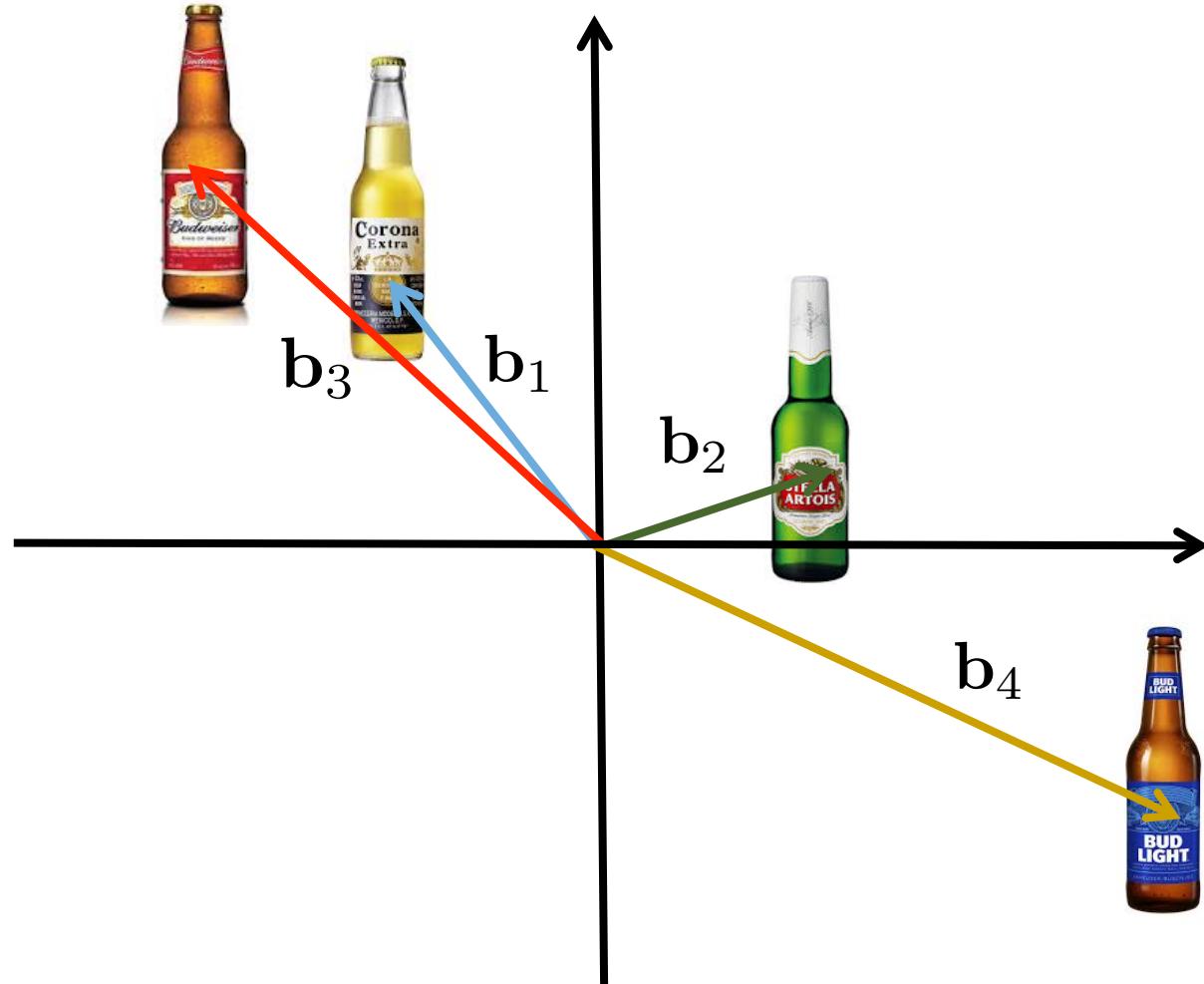
$$\mathbf{b}_2 = (131, 4.2, 4.22, 4.27, 4.1, 0, 0, \dots)$$



Beer Vector Space



Cosine Similarity



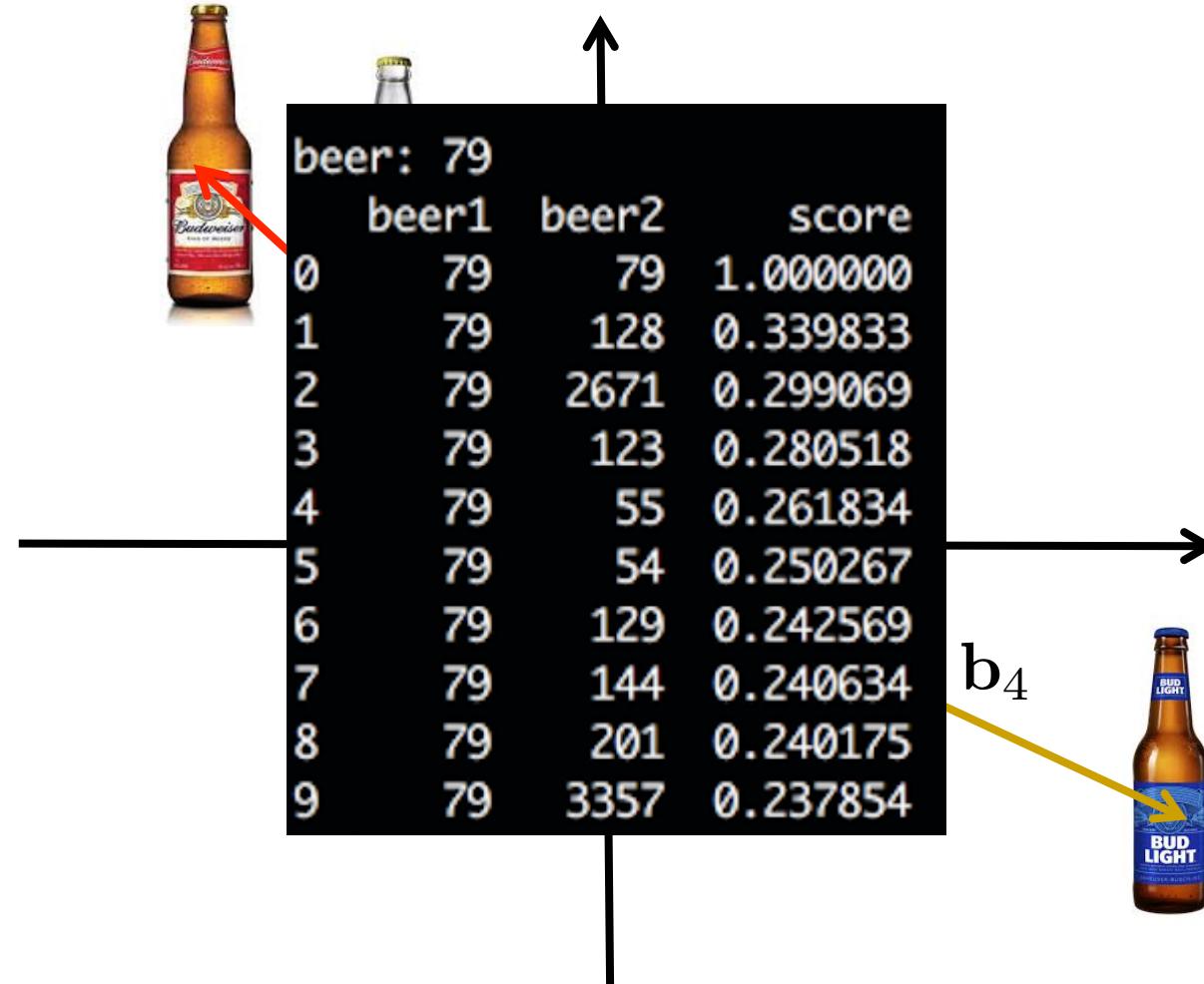
$$s_{A,B} = \frac{\mathbf{b}_A \cdot \mathbf{b}_B}{\|\mathbf{b}_A\| \|\mathbf{b}_B\|}$$

$$s_{31} > s_{32} > s_{34}$$

is more similar
to than

The text "is more similar" is positioned above the first two bottles, while "than" is positioned above the last two. All three bottles are enclosed within a red rectangular border.

Cosine Similarity



$$s_{A,B} = \frac{\mathbf{b}_A \cdot \mathbf{b}_B}{\|\mathbf{b}_A\| \|\mathbf{b}_B\|}$$

$$s_{31} > s_{32} > s_{34}$$



Recommendation Engine UI

When Simpsons (id=7) is browsing the beer page:

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4	7	45	5
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user-item reco

beer: 144			
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User-Item recommendation

Content-Based Filtering

Content-based reco systems, Pazzani and Billsus

customers' ratings:

	score	user_id	beer_id
0	4	7	6
1	4	48	7
2	4	47	9
3	4	47	10
4	4	50	9



Simpsons

7	254	5
7	251	4
7	210	4
7	200	3



b_1

$r_{S,1}$



b_2

$r_{S,2}$

Content-Based Filtering

Content-based reco systems, Pazzani and Billsus

customers' ratings:

	score	user_id	beer_id
0	4	7	6
1	4	48	7
2	4	47	9
3	4	47	10
4	4	50	9



Simpsons

7	254	5
7	251	4
7	210	4
7	200	3

HHH

50	38	4
50	5	5

b_1



$r_{S,1}$

$r_{H,1}$

b_2



$r_{S,2}$

$r_{H,2}$

Content-Based Filtering

Each user is a regression problem:



$\mathbf{u}_7 = ?$

7	254	5
7	251	4
7	210	4
7	200	3

$$5 \simeq \mathbf{u}_7^T \mathbf{b}_{254}, \quad 4 \simeq \mathbf{u}_7^T \mathbf{b}_{251}, \quad 3 \simeq \mathbf{u}_7^T \mathbf{b}_{200} \quad \dots$$

$$\min_{\mathbf{u}_7} \sum_{i=\text{beers rated by id=7 user}} \left(r_{7,i} - \mathbf{u}_7^T \mathbf{b}_i \right)^2 \quad \rightarrow \quad \mathbf{u}_7 = (0.1, 0.35, 0, \dots)$$

Content-Based Filtering

Each user is a regression problem:



$\mathbf{u}_7 = ?$

7	254	5
7	251	4
7	210	4
7	200	3

$$5 \simeq \mathbf{u}_7^T \mathbf{b}_{254}, \quad 4 \simeq \mathbf{u}_7^T \mathbf{b}_{251}, \quad 3 \simeq \mathbf{u}_7^T \mathbf{b}_{200} \quad \dots$$

$$\min_{\mathbf{u}_7} \sum_{i=\text{beers rated by id=7 user}} (r_{7,i} - \mathbf{u}_7^T \mathbf{b}_i)^2 \quad \rightarrow \quad \mathbf{u}_7 = (0.1, 0.35, 0, \dots)$$



50	38	4
50	5	5

$$4 \simeq \mathbf{u}_{50}^T \mathbf{b}_{38}, \quad 5 \simeq \mathbf{u}_{50}^T \mathbf{b}_5, \quad \rightarrow \quad \mathbf{u}_{50} = (0, 0.05, 0.7, \dots)$$

$\mathbf{u}_{50} = ?$

Predict

$$r_{7,1} = \mathbf{u}_7^T \mathbf{b}_1, \quad r_{50,1} = \mathbf{u}_{50}^T \mathbf{b}_1$$

Cold Start: Spare Rating Data

```
number of users: 1728  
number of beers: 1854  
number of ratings: 12360  
sparsity = 0.9962%
```

D: For most users, little data points, low accuracy:

```
-----  
user= 3556 , n_data= 122  
41 0.707317073171
```

```
-----  
user= 4328 , n_data= 115  
38 0.763157894737
```

```
-----  
user= 2600 , n_data= 91  
31 0.612903225806
```

```
-----  
user= 2754 , n_data= 51  
17 0.647058823529
```

```
-----  
user= 2877 , n_data= 62  
21 0.333333333333333
```

Collaborative Filtering (CF)

- No content features are needed.
- Consider user-item interactions

rating table

	score	user_id	beer_id
0	4	7	6
1	4	48	7
2	4	47	9
3	4	47	10
4	4	50	9



beers

	5	6	7	8	9	10	11
7	5	4	1	5	5	4	
33				1			
34	1	2		5	1	2	2
42							
45	3	5	2		5	5	4
47					4	4	
48					4		

users

Collaborative Filtering (CF)

- No content features are needed.
- Consider user-item interactions
- Neighborhood model
 - item based (use item similarity)
 - user based (use user similarity)
- Latent-factor-model

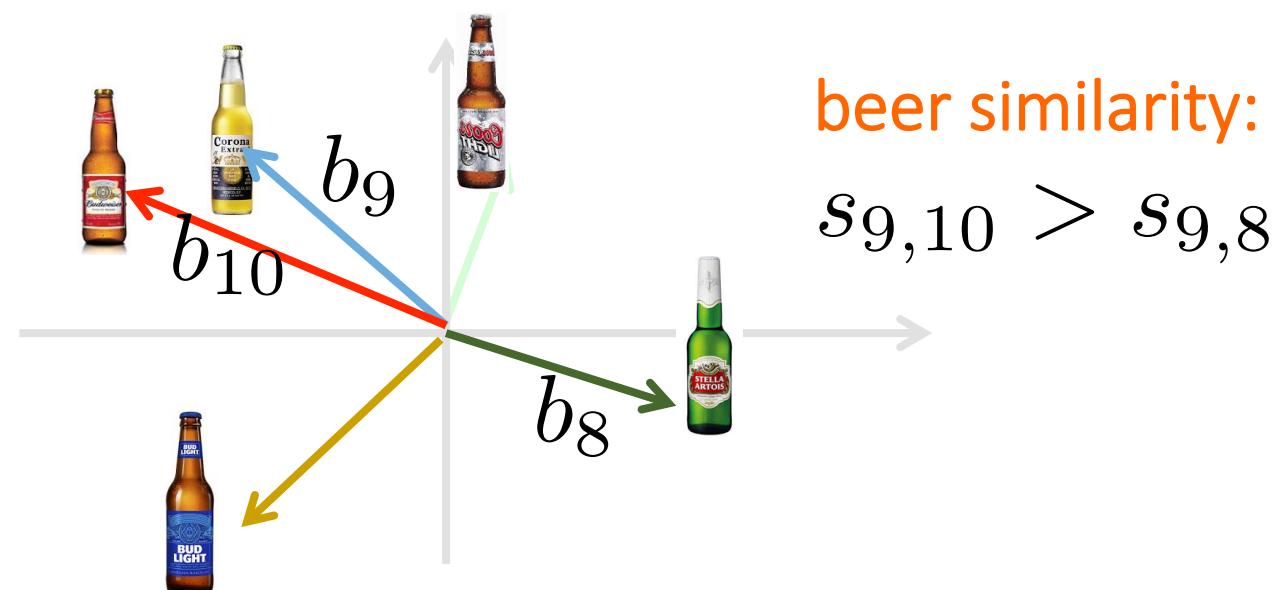
Vector Space by Beer Rating Vectors

		beers						
		..	7	8	9	10	11	..
		7	1	5	5	4		
users		33	5	1	2	2		
34		3	5	1	2	2		
42		3	1	5	5	3		
45		1	5	5	4			
47		4	4	4	4			
48		4	4	1				

$$\mathbf{b}_8 = (1, -, 5, -, 1, -, 4)$$

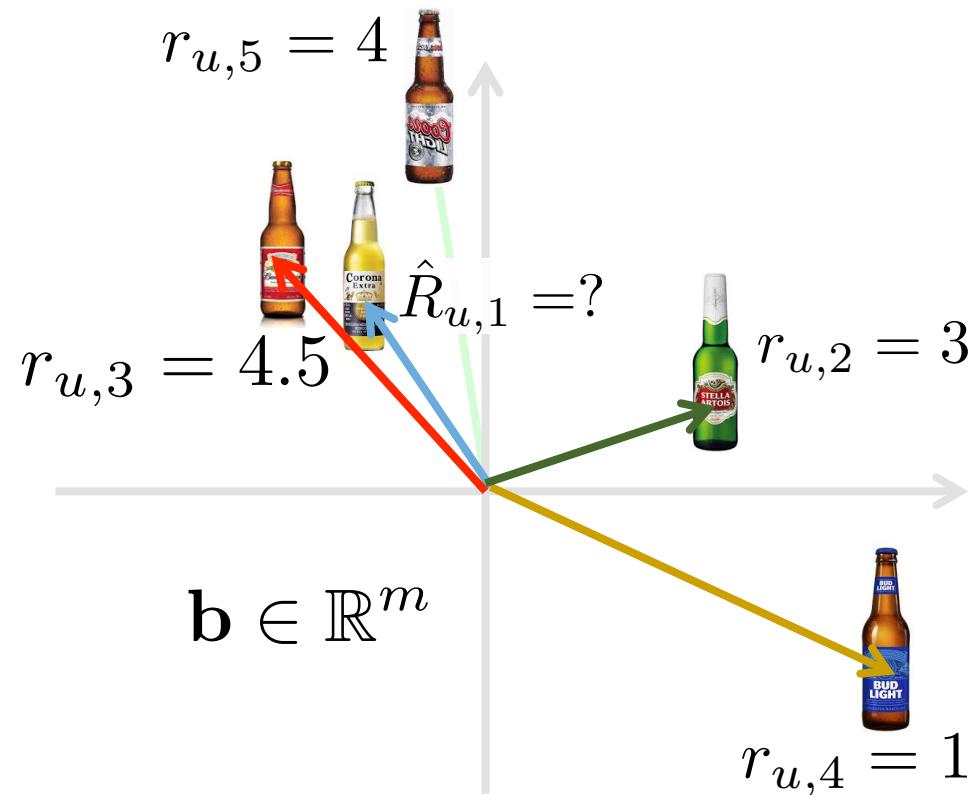
$$\mathbf{b}_9 = (5, -, 1, -, 5, 4, -)$$

$$\mathbf{b}_{10} = (5, 1, 2, -, 5, 4, 1)$$



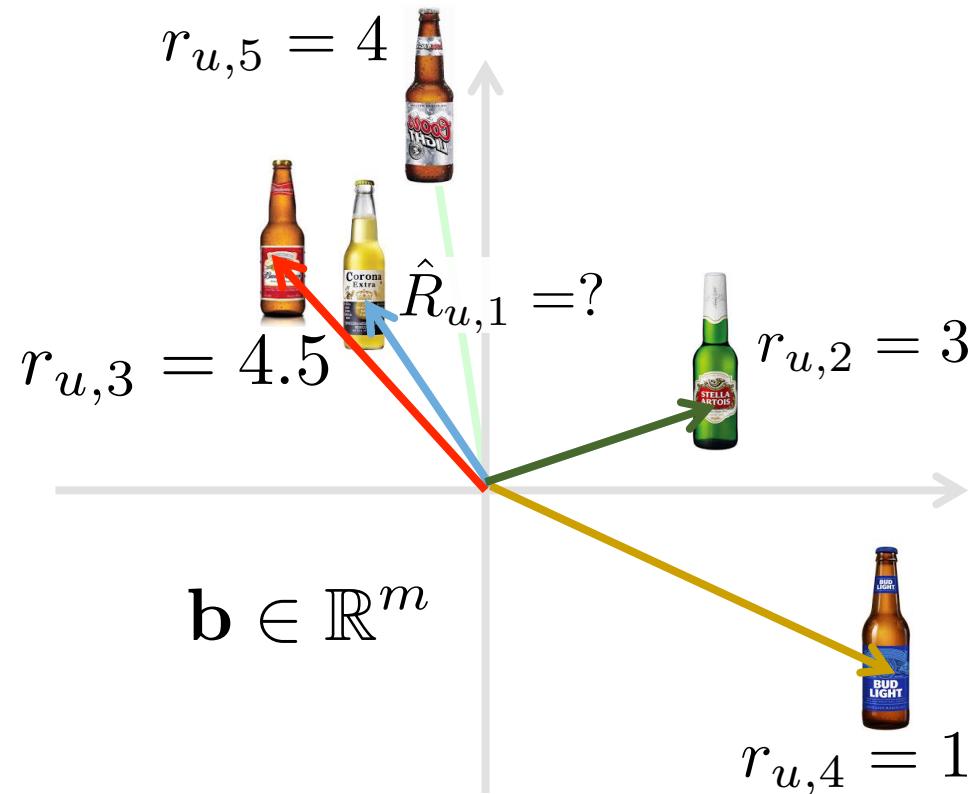
Neighborhood Model – Item Based

Sarwar, Karypis, Konstan, and Riedl , (2001)



Neighborhood Model – Item Based

Sarwar, Karypis, Konstan, and Riedl , (2001)

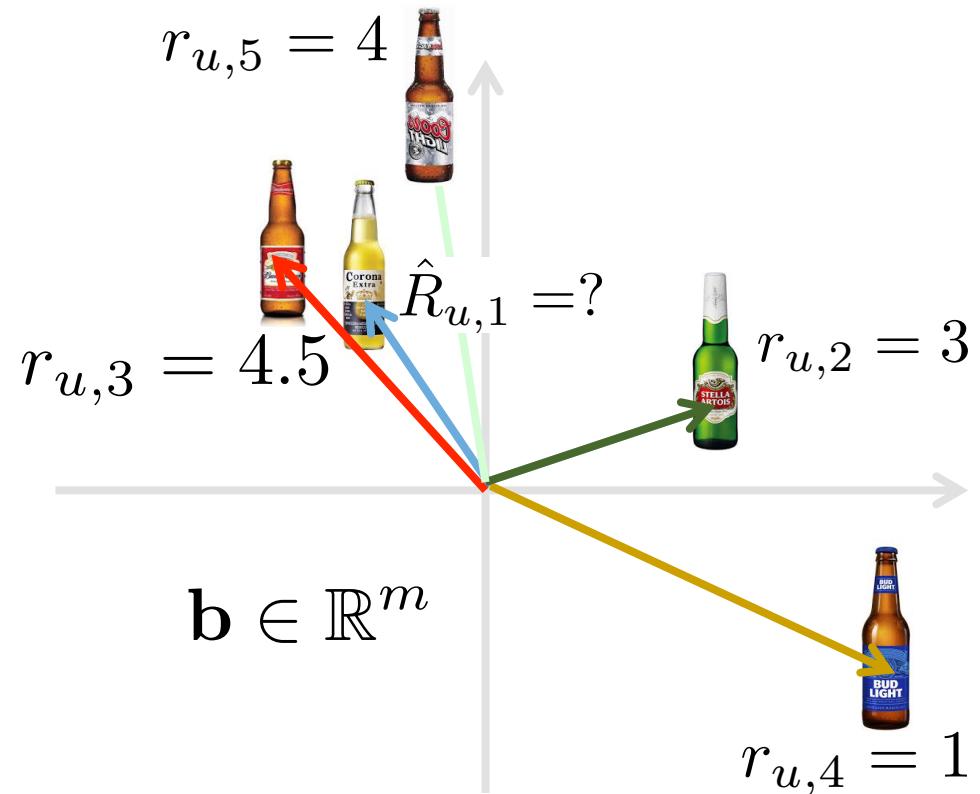


k-nearest-neighbor:

$$\hat{R}_{u,1} = \frac{(4.5 + 4 + 3)}{3}$$

Neighborhood Model – Item Based

Sarwar, Karypis, Konstan, and Riedl , (2001)



Model = kNN + weight:

$$\hat{R}_{u,i} = \frac{\sum_{j \in S^k} s_{ij} r_{u,j}}{\sum_{j \in S^k} |s_{ij}|}$$

similarity as weight

$$= \frac{(0.8 * 4.5 + 0.7 * 4 + 0.2 * 3)}{0.8 + 0.7 + 0.2}$$

Vector Space by User Rating Vectors

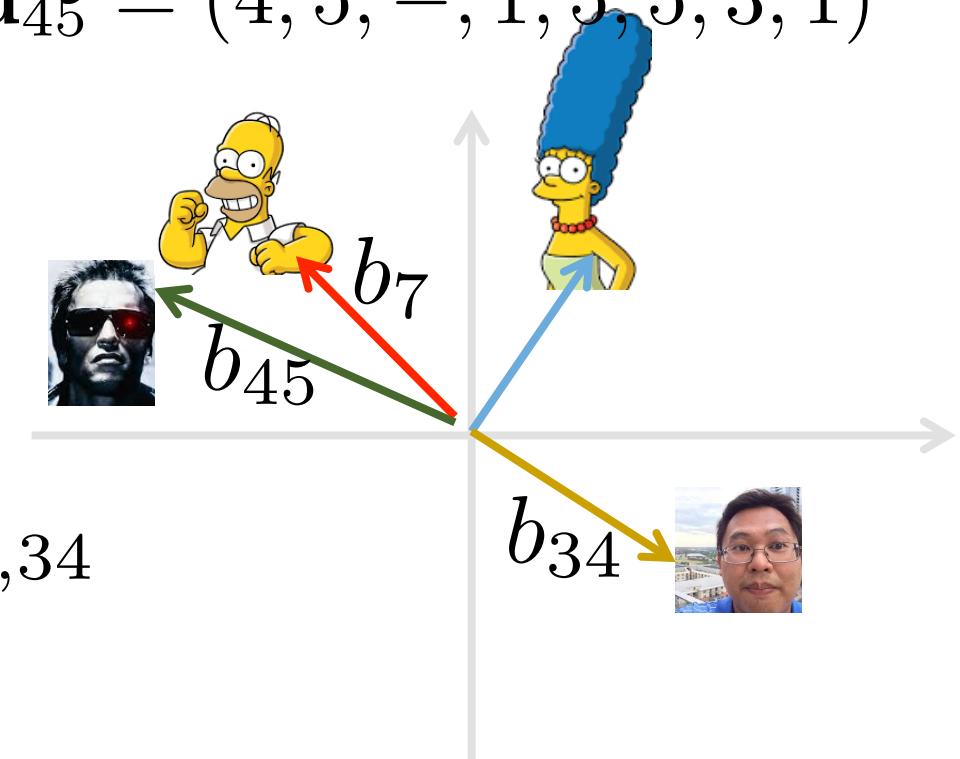
		beers							
		5	6	7	8	9	10	11	12
users	7	5	4	1	5	5	4		
	33			1					
	34	1	1	5	1	2	2		
	42			3			3		
	45	4	5	1	5	5	3	1	

user similarity: $s_{45,7} > s_{45,34}$

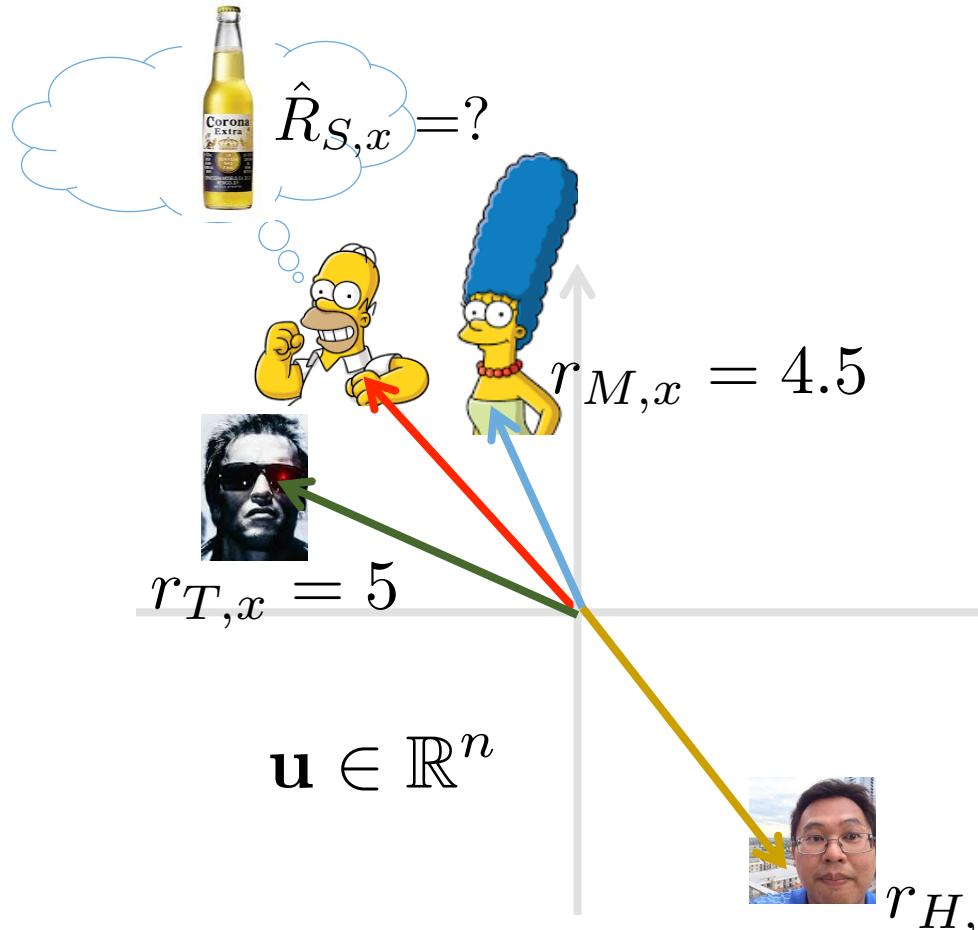
$$\mathbf{u}_7 = (5, 4, -, 1, 5, 5, 4, -)$$

$$\mathbf{u}_{34} = (1, 1, -, 5, 1, 2, 2, -)$$

$$\mathbf{u}_{45} = (4, 5, -, 1, 5, 5, 3, 1)$$



Neighborhood Model – User Based



Herlocker, Konstan, Borchers and Riedl , (1999)

Find similar users:

$$\hat{R}_{u,x} = \frac{\sum_{v \in S^k} s_{uv} r_{v,x}}{\sum_{v \in S^k} |s_{uv}|}$$

weight

Metrics

mean absolute error: $\text{MAE} = \frac{1}{N} \sum_{u,i} |\hat{R}_{u,i} - r_{u,i}|$

a) item-based:

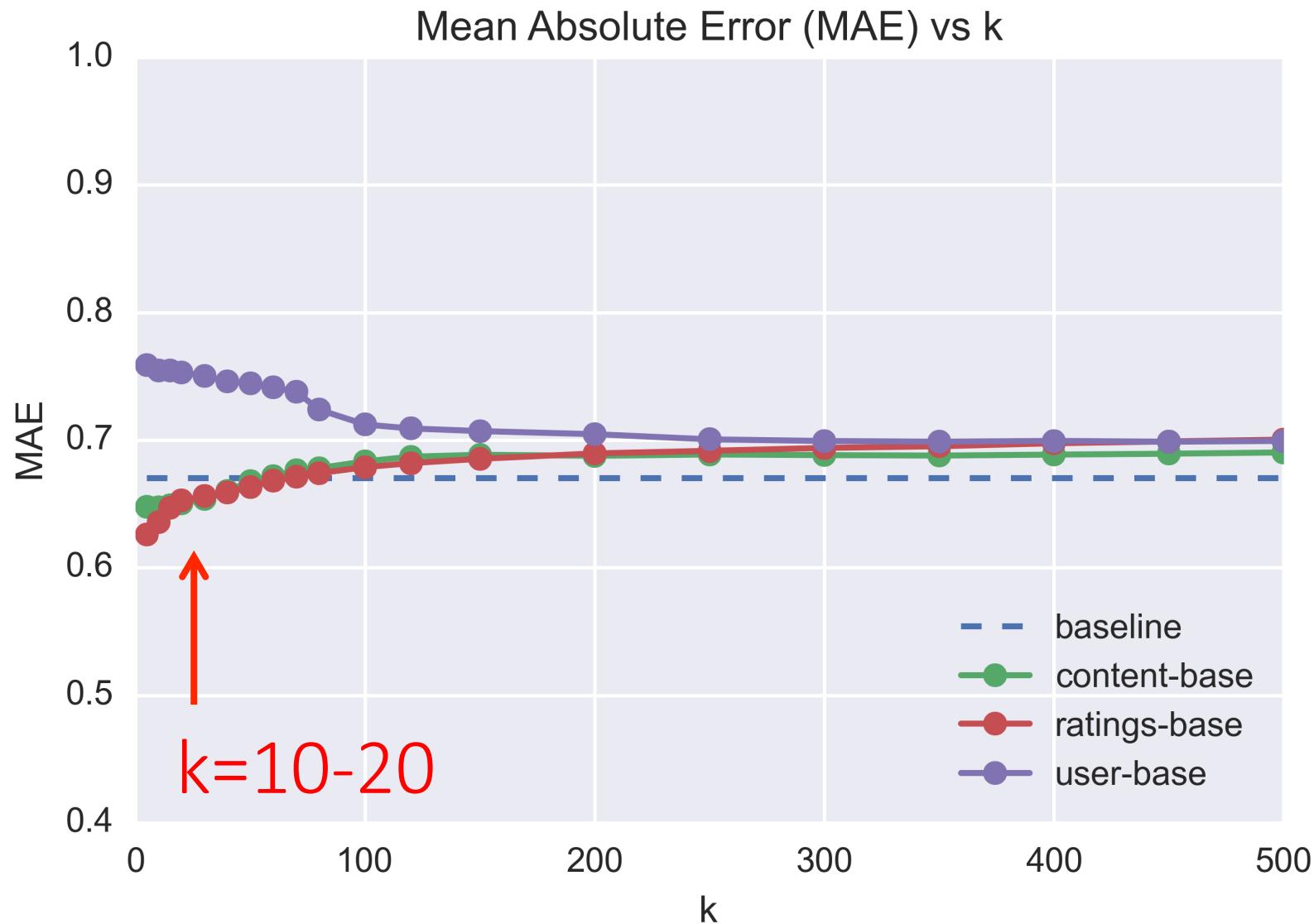
\mathbf{b}_i = beer content and ratings as features

b) user-based: \mathbf{u}_u

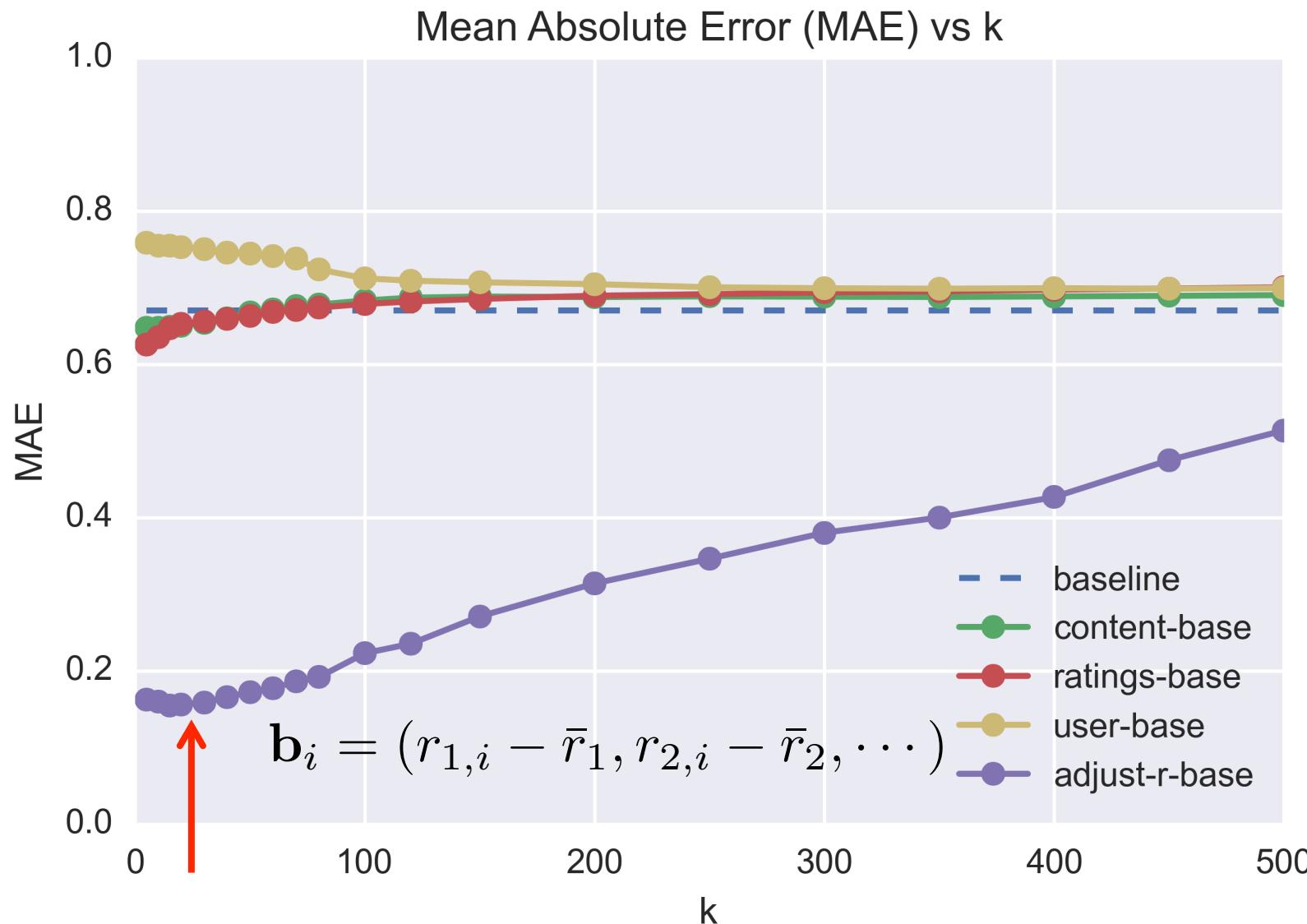
c) Baseline: $\overline{\text{MAE}} = \frac{1}{N} \sum_{u,i} |\bar{R}_i - r_{u,i}|$

[Sarwar, Karypis, Konstan, and Riedl , \(2001\)](#)

Model Performance



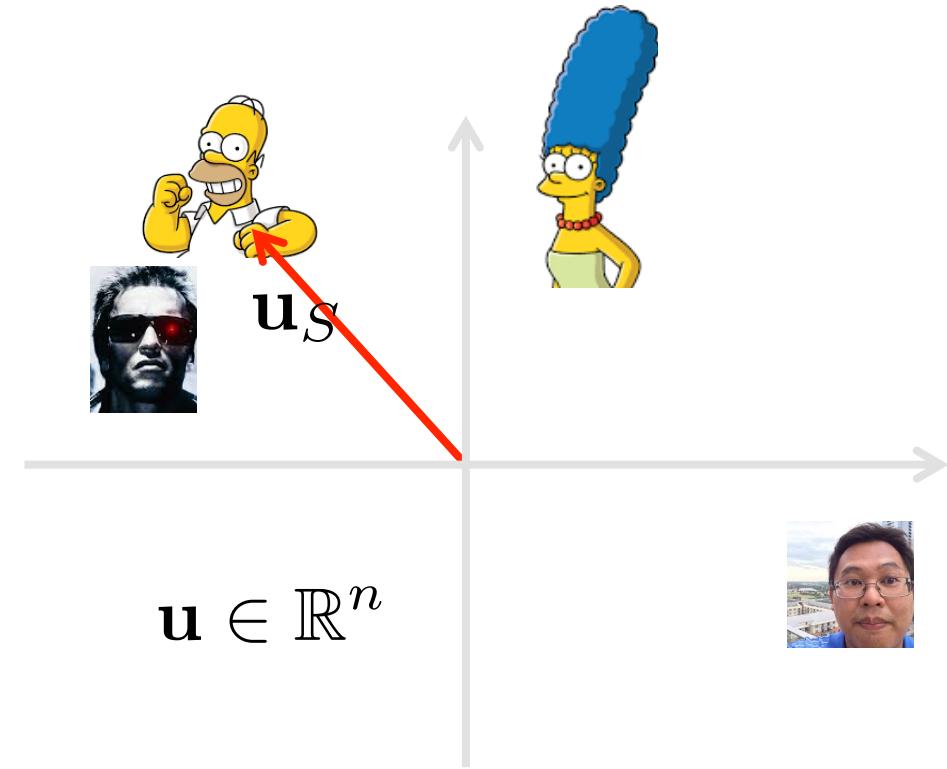
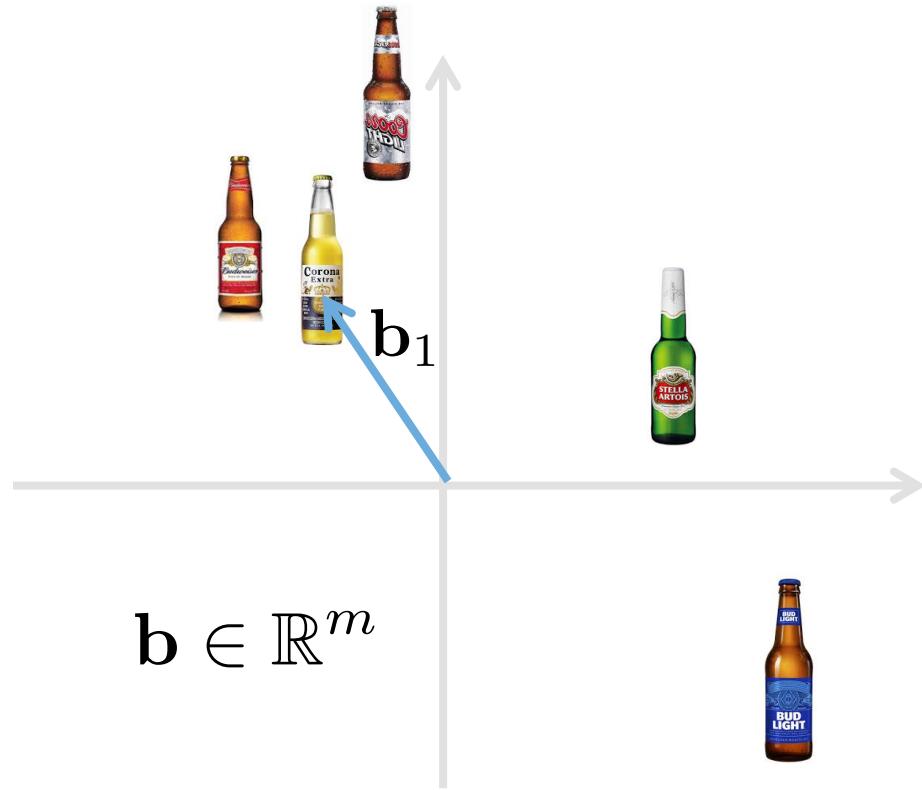
Revised Neighborhood - Adjusted Ratings



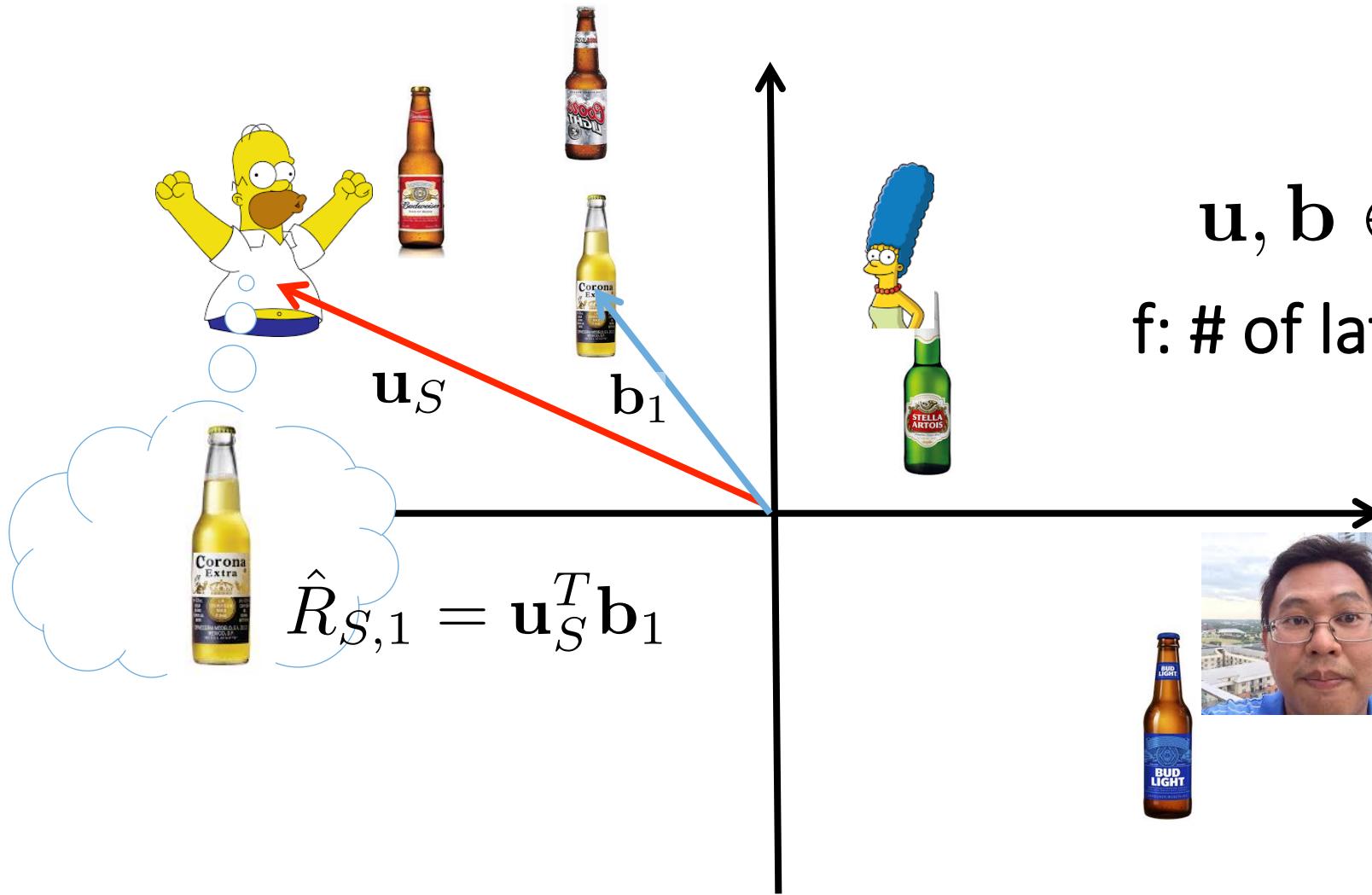
Disadvantages of the Model

- NOT scalable.
- Not easy to incorporate additional information, e.g. purchase, browse history (implicit data).
- Alternative: latent-factor model!

Vector Spaces



Customer-Beer Vector Space



$$\mathbf{u}, \mathbf{b} \in \mathbb{R}^f$$

f: # of latent factors

Matrix-Factorization for Latent-Factor Model

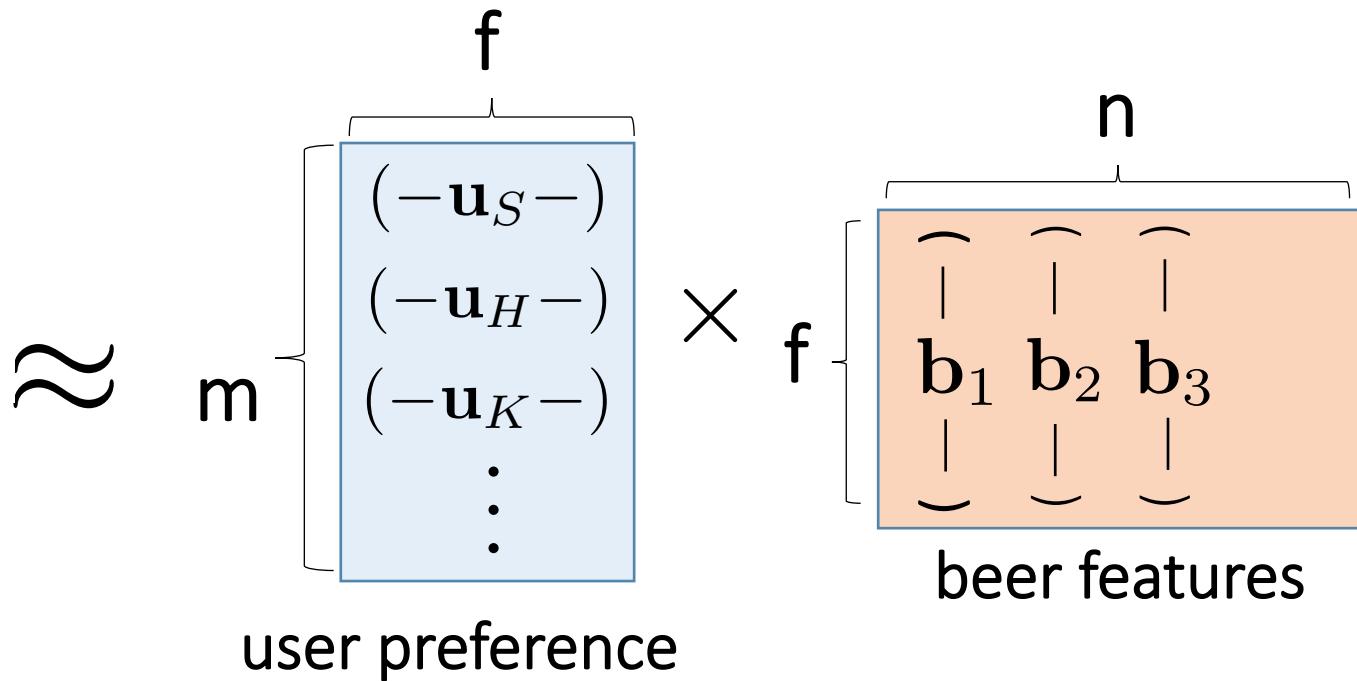
[Computer \(2009\), Koren, Bell and Volinsky](#)

n beers

	5	6	7	8	9	10	11
7	5	4	1	5	5	4	
33	1	2	5	1	2	2	
34	3	5	2	5	5	4	
42							
45	3	5	2	5	5	4	
47				4	4		
48					4		

m users

rating matrix



$$r_{u,i} \simeq \mathbf{u}_u^T \mathbf{b}_i$$

Matrix-Factorization \sim Linear Regression

$$\min_{\mathbf{u}, \mathbf{b}, \xi} \sum_{(u,i) \text{ if } r_{u,i} \neq 0} \left(r_{u,i} - \underbrace{\mathbf{u}_u^T \mathbf{b}_i}_{\text{user-item interaction}} - \xi_{u,i} \right)^2 + \lambda \left(\underbrace{\sum_u |\mathbf{u}_u|^2}_{u} + \underbrace{\sum_i |\mathbf{b}_i|^2}_{i} \right)$$

bias
user-item interaction
regularization

- SVD, not scalable
- Gradient descent, not convex problem
- Alternating least square (ALS)!

What is the ALS?

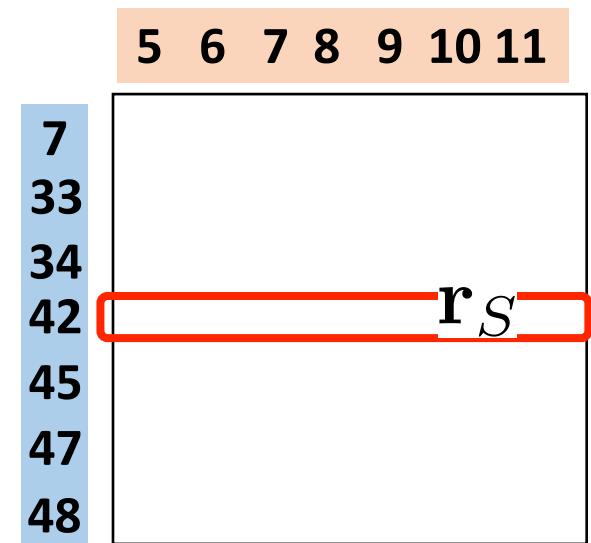
$$\text{Rating matrix} \approx \begin{pmatrix} (-\mathbf{u}_S-) \\ (-\mathbf{u}_H-) \\ (-\mathbf{u}_K-) \\ \vdots \end{pmatrix} \times \begin{pmatrix} \hat{\mathbf{b}}_1 & \hat{\mathbf{b}}_2 & \hat{\mathbf{b}}_3 & \cdots \end{pmatrix} \rightarrow \mathbf{R} = \mathbf{U}\mathbf{B}^T$$

- At each step, fix one variable, and solve minimization:
fix \mathbf{u} , solve \mathbf{b} \rightarrow fix \mathbf{b} , solve \mathbf{u} \rightarrow fix \mathbf{u} , solve \mathbf{b}

More Detail: Normal Equations

Hu, Koren and Volinsky, 2008

$$\mathbf{u}_S = \begin{pmatrix} u_{S,1} \\ u_{S,2} \\ \vdots \\ u_{S,f} \end{pmatrix} = (\mathbf{B}^T \mathbf{B} + \lambda \mathbf{I})^{-1} \mathbf{B}^T \begin{pmatrix} r_{S,1} \\ r_{S,2} \\ \vdots \\ r_{S,n} \end{pmatrix}$$

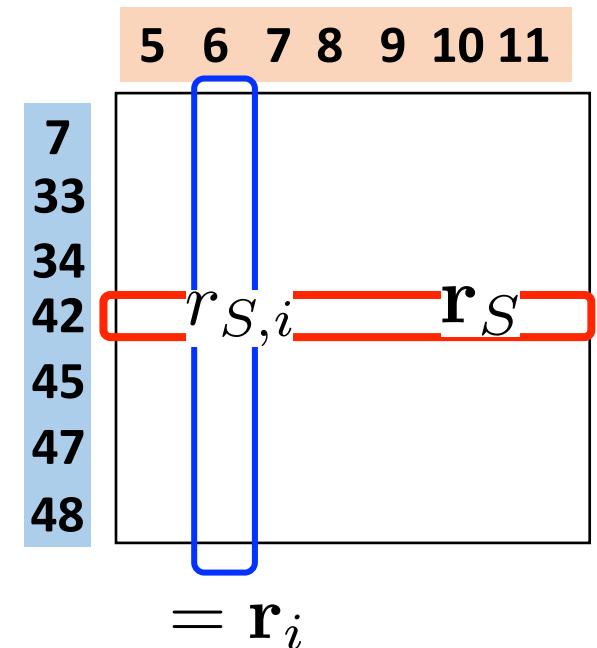


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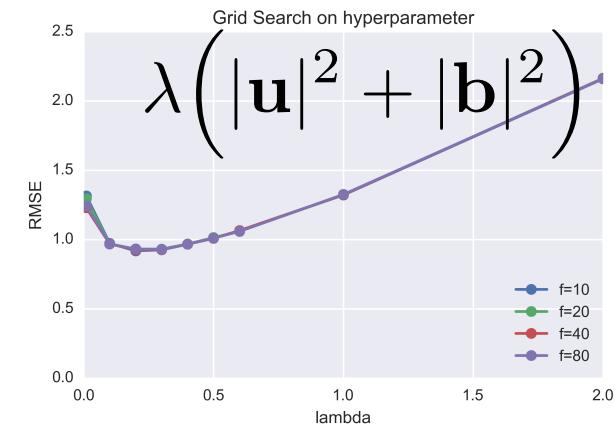
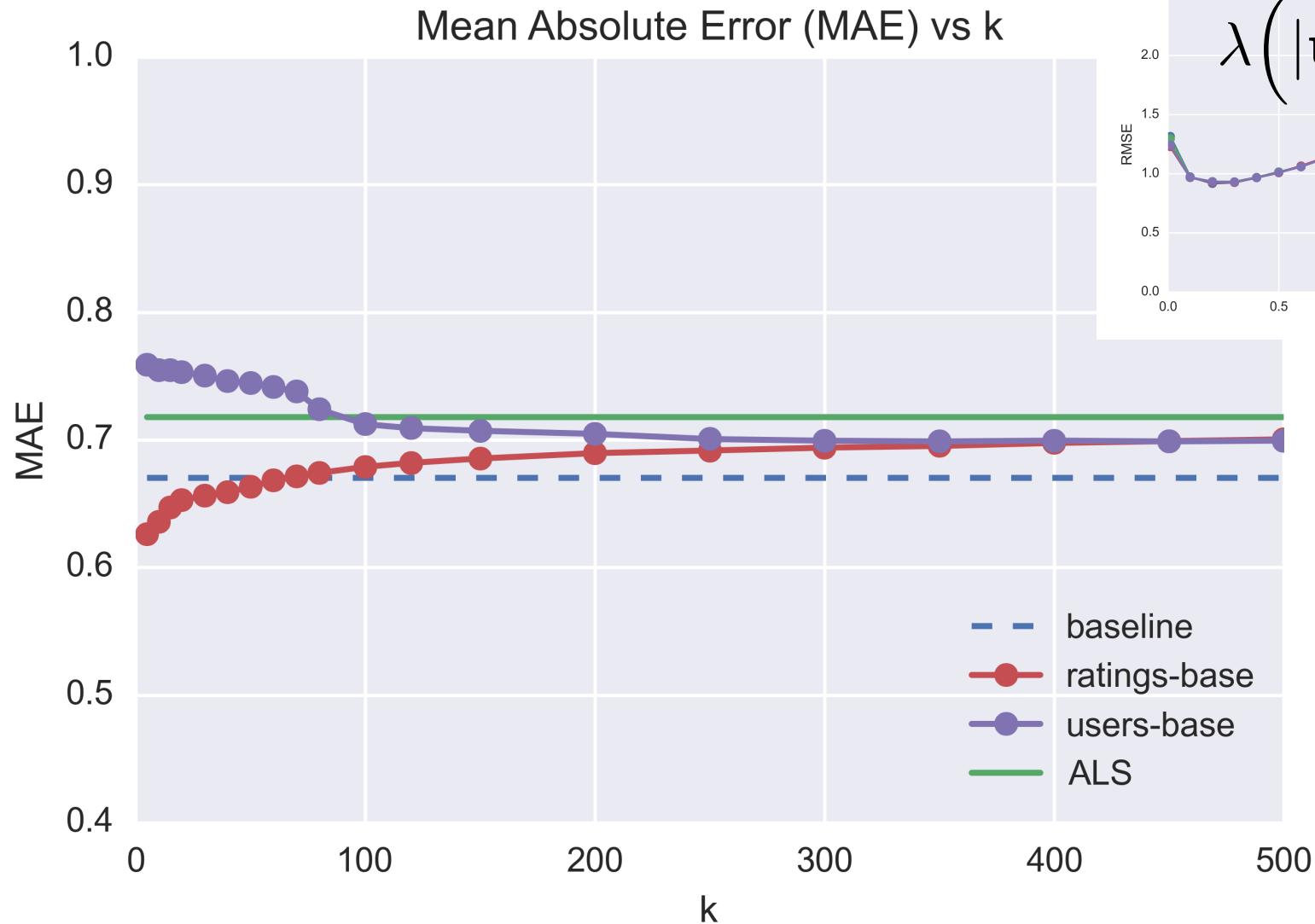
Hu, Koren and Volinsky, 2008

$$\mathbf{u}_S = \begin{pmatrix} u_{S,1} \\ u_{S,2} \\ \vdots \\ u_{S,f} \end{pmatrix} = (\mathbf{B}^T \mathbf{B} + \lambda \mathbf{I})^{-1} \mathbf{B}^T \begin{pmatrix} r_{S,1} \\ r_{S,2} \\ \vdots \\ r_{S,n} \end{pmatrix}$$

$$\mathbf{b}_i = \begin{pmatrix} b_{i,1} \\ b_{i,2} \\ \vdots \\ b_{i,f} \end{pmatrix} = (\mathbf{U}^T \mathbf{U} + \lambda \mathbf{I})^{-1} \mathbf{U}^T \begin{pmatrix} r_{1,i} \\ r_{2,i} \\ \vdots \\ r_{m,i} \end{pmatrix}$$



ALS Model Performance (on Spark)



Implicit Data: e-Commerce Data

Explicit feedback
(beHoppy)

	score	user_id	beer_id
0	4	7	6
1	4	48	7
2	4	47	9
3	4	47	10
4	4	50	9

$$r_{u,b} = 1 - 5$$

ratings

Implicit feedback
(data warehouse)

customer_id	product_id
1	1
1	2
1	1
1	2
1	3
1	191
1	65
2	3
2	3
2	3

$$r_{u,b} \in \mathbb{I}$$

purchase frequency

Hu, Koren and Volinsky, 2008

CF Using Implicit Data

- Logistic regression + confidence weight

Hu, Koren and Volinsky, 2008

$$c_{u,i} = f(\alpha, r_{u,i})$$

confidence

$$\min_{\mathbf{u}, \mathbf{b}, \xi} \sum_{(u,i)} c_{u,i} \left(p_{u,i} - \underbrace{\mathbf{u}_u^T \mathbf{b}_i}_{\text{user-item interaction}} - \xi_{u,i} \right)^2 + \lambda \left(\underbrace{\sum_u |\mathbf{u}_u|^2 + \sum_i |\mathbf{b}_i|^2}_{\text{regularization}} \right)$$

bias

user-item interaction

regularization

preference $p_{u,i} = 0/1$ (if $r_{u,i} > 0$)

Implicit Data CF Performance

- Metric: percentile-ranking

$$\overline{rank} = \frac{\sum_{u,i} r_{u,i} * rank_{u,i}}{\sum_{u,i} r_{u,i}}$$

- Random: $\overline{rank} = 50\%$ Baseline: $\overline{rank} \sim 29\%$
- CF: $\overline{rank} \sim 16\%$

Recommender Pipeline

