Problem Statement: Customer Segmentation Analysis

Problem Statement:

You own the mall and want to understand the customers who can quickly converge [Target Customers] so that the insight can be given to the marketing team and plan the strategy accordingly.

Clustering the data and performing classification algorithms

import numpy as np
import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sns

- 1. Download the dataset: Dataset
- 2. Load the dataset into the tool.

[5]

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

Mounted at /content/drive

[6]

data =pd.read_csv('/content/drive/MyDrive/Mall_Customers.csv')

3. Perform Below Visualizations. • Univariate Analysis • Bi- Variate Analysis • Multi-Variate Analysis

[7] data.head()

	CustomerID	Gender	Age	Annual Income (k\$)	Spending Score (1-100)
0	1	Male	19	15	39
1	2	Male	21	15	81
2	3	Female	20	16	6
3	4	Female	23	16	77
4	6	Female	31	17	40

[8]

data.rename(columns={"CustomerID":"customer_id","Gender":"gender","Age":"a ge","Annual Income (k\$)":"annual_income",

"Spending Score (1-100)": "spending_scores"}, inplace=True)

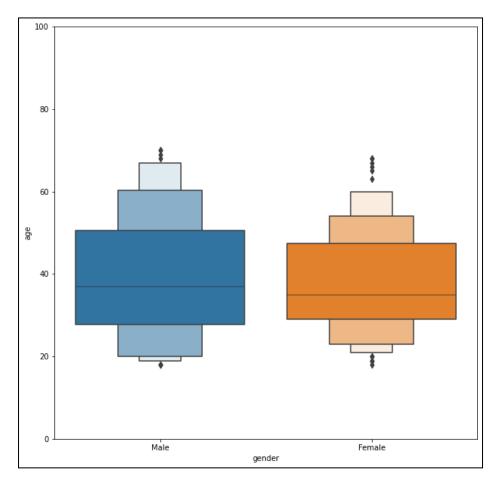
[9]

temp = pd.concat([data['age'], data['gender']], axis=1)

f, ax = plt.subplots(figsize=(10,10))

fig = sns.boxenplot(x='gender', y="age", data=data)

fig.axis(ymin=0, ymax=100);

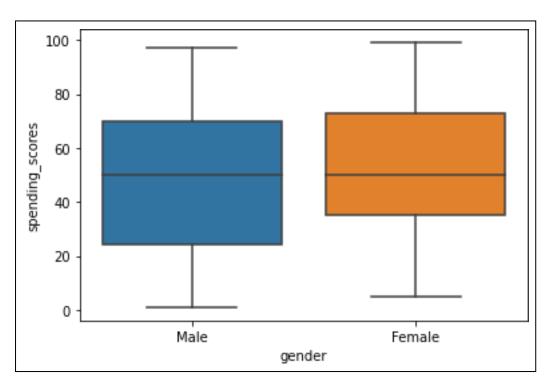


ANALYSIS

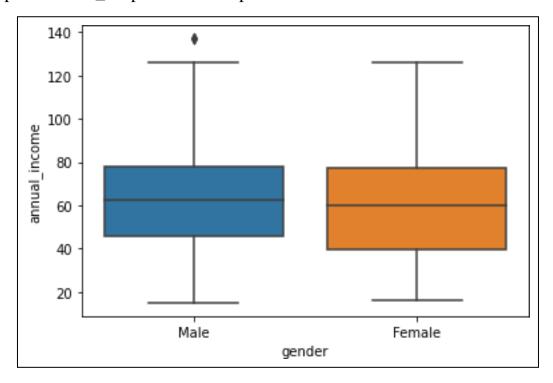
There is no difference in age of rings for male and female (18-70). Count plot

[10]

sns.boxplot(x=data['gender'],y=data['spending_scores'])
<matplotlib.axes._subplots.AxesSubplot at 0x7f801df52310>

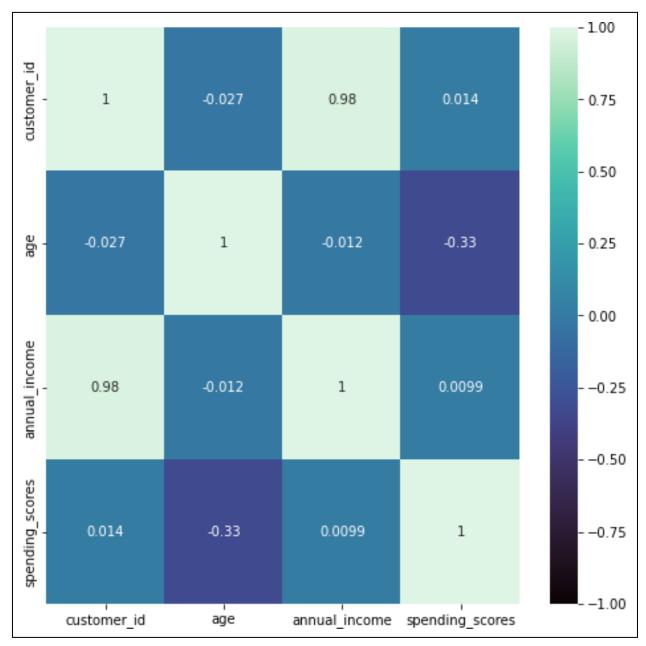


[11]
sns.boxplot(x=data['gender'],y=data['annual_income'])
<matplotlib.axes._subplots.AxesSubplot at 0x7f801da98610>

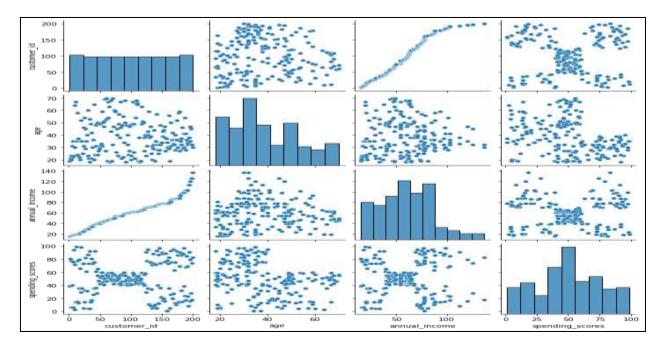


Coorelation Plot

[12]
corr=data.corr()
plt.figure(figsize=(8,8))
sn=sns.heatmap(corr,vmin=-1,center=0, annot = True, cmap = 'mako')



[13]
sns.pairplot(data)
<seaborn.axisgrid.PairGrid at 0x7f801d90d890>



4. Perform descriptive statistics on the dataset.

[14] data.head(10)

	customer_id	gender	age	annual_income	spending_scores
0	1	Male	19	15	39
1	2	Male	21	15	81
2	3	Female	20	16	6
3	4	Female	23	16	77
4	5	Female	31	17	40
5	6	Female	22	17	76
6	7	Female	35	18	6
7	8	Female	23	18	94
8	9	Male	64	19	3
9	10	Female	30	19	72

[15]

data.shape

(200, 5)

[16]

data.describe()

	customer_id	age	annual_income	spending_scores
count	200.000000	200.000000	200.000000	200.000000
mean	100.500000	38.850000	60.560000	50.200000
std	57.879185	13.969007	26.264721	25.823522
min	1.000000	18.000000	15.000000	1.000000
25%	50.750000	28.750000	41.500000	34.750000
50%	100.500000	36.000000	61.500000	50.000000
75%	150.250000	49.000000	78.000000	73.000000
max	200.000000	70.000000	137.000000	99.000000

[17]

data.info()

 $<\!\!class' pandas.core.frame.DataFrame'\!\!>$

RangeIndex: 200 entries, 0 to 199

Data columns (total 5 columns):

Column Non-Null Count Dtype

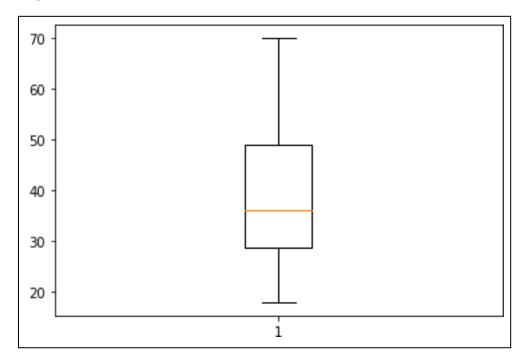
- 0 customer_id 200 non-null int64
- 1 gender 200 non-null object
- 2 age 200 non-null int64
- 3 annual_income 200 non-null int64
- 4 spending_scores 200 non-null int64

dtypes: int64(4), object(1) memory usage: 7.9+ KB

5. Check for Missing values and deal with them.

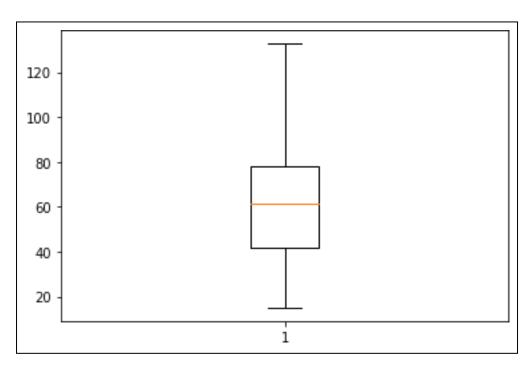
```
[18]
data[data.duplicated()]
[19]
data.isna().sum()
customer_id
                0
              0
gender
             0
age
annual_income
                  0
spending_scores
                  0
dtype: int64
There is no missing values and duplicates in dataframe
6. Find the outliers and replace them outliers
[20]
for i in data:
  if data[i].dtype=='int64':
     q1=data[i].quantile(0.25)
     q3=data[i].quantile(0.75)
     iqr=q3-q1
     upper=q3+1.5*iqr
     lower=q1-1.5*iqr
     data[i]=np.where(data[i] >upper, upper, data[i])
     data[i]=np.where(data[i] <lower, lower, data[i])</pre>
After removing outliers, boxplot will be like
[21]
plt.boxplot(data['age'])
{'whiskers': [<matplotlib.lines.Line2D at 0x7f801b8fc510>,
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'fliers': [<matplotlib.lines.Line2D at 0x7f801b901fd0>], 'means': []}



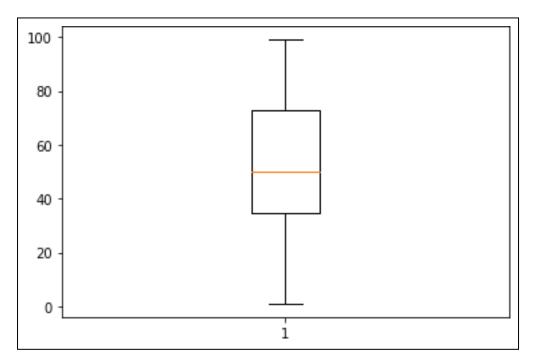
[22] plt.boxplot(data['annual_income'])

```
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```



[23] plt.boxplot(data['spending_scores'])

{'whiskers': [<matplotlib.lines.Line2D at 0x7f801b80ef10>, <matplotlib.lines.Line2D at 0x7f801b812490>], 'caps': [<matplotlib.lines.Line2D at 0x7f801b8129d0>, <matplotlib.lines.Line2D at 0x7f801b812f10>], 'boxes': [<matplotlib.lines.Line2D at 0x7f801b80e990>], 'medians': [<matplotlib.lines.Line2D at 0x7f801b8184d0>], 'fliers': [<matplotlib.lines.Line2D at 0x7f801b818a10>], 'means': []}



7. Check for Categorical columns and perform encoding.

[24]

from sklearn.preprocessing import LabelEncoder
encoder=LabelEncoder()
data['gender']=encoder.fit_transform(data['gender'])

[25] data.head()

	cust <i>o</i> mer_id	gender	age	annual_inc <i>o</i> me	spending_scores
0	1.0	1	19.0	15.0	39.0
1	2.0	1	21.0	15.0	81.0
2	3.0	0	20.0	16.0	6.0
3	4.0	0	23.0	16.0	77.0
4	5.0	0	31.0	17.0	40.0

8. Scaling the data

```
from sklearn.preprocessing import StandardScaler df=StandardScaler() data1=df.fit_transform(data)

[27] data1

array([[-1.7234121 , 1.12815215, -1.42456879, -1.74542941, -0.43480148], [-1.70609137, 1.12815215, -1.28103541, -1.74542941, 1.19570407], [-1.68877065, -0.88640526, -1.3528021 , -1.70708307, -1.71591298], [-1.67144992, -0.88640526, -1.13750203, -1.70708307, 1.04041783], [-1.6541292 , -0.88640526, -0.56336851, -1.66873673, -0.39597992], [-1.63680847, -0.88640526, -1.20926872, -1.66873673, 1.00159627],
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```

9. Perform any of the clustering algorithms

[28]

from sklearn.cluster import KMeans

```
[29]
data.drop('customer_id',axis=1,inplace=True)
[30]
km = KMeans(n_clusters=3, random_state=0)
[31]
data['Group or Cluster'] = km.fit_predict(data)
```

[32] data.head()

	gender	age	annual_income	spending_scores	Group or Cluster
0	1	19.0	15.0	39.0	2
1	1	21.0	15.0	81.0	2
2	0	20.0	16.0	6.0	2
3	0	23.0	16.0	77.0	2
4	0	31.0	17.0	40.0	2

[33]

data['Group or Cluster'].value_counts()

2 123

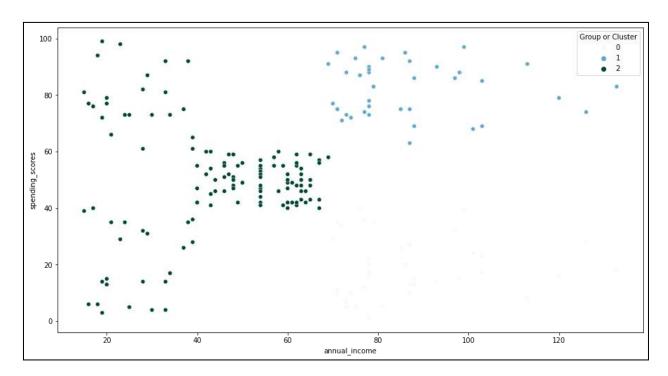
1 39

0 38

Name: Group or Cluster, dtype: int64

[34]

 $import \ {\it matplotlib.pyplot} \ as \ plt$



[35]

0.3842057644019546

[36]

import matplotlib.pyplot as plt
from yellowbrick.cluster import SilhouetteVisualizer

random_state=0)
q, mod = divmod(i, 2)

Create SilhouetteVisualizer instance with KMeans instance Fit the visualizer

 $visualizer = SilhouetteVisualizer(km, \\ colors='yellowbrick', \\ ax=ax[q-1][mod])$

visualizer.fit(data)

