Capstone Case-Study

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Capstone Project: How Can a Wellness Technology Company Play It Smart? Bellabeat is a high-tech company that manufactures health focused smart products for women.

1. ASK

1.1 Summary of Business Task

Conduct an in-depth analysis of public datasets of non-Bellabeat smart devices to identify trends in consumer usage. Extract meaningful insights from the analysis that can be incorporated to a Bellabeat product to enhance product offerings, improve user experience, and strengthen the company's position in the global health and fitness market.

How can your insights drive business decisions? Leveraging analysis insights to formulate a marketing plan for Bellabeat, driving increased customer acquisition and product expansion in the global market.

1.2 Key Stakeholders

- Urška Sršen Bellabeat's co-founder and Chief Creative Officer
- Sando Mur: Co-founder and an integral member of the Bellabeat executive team
- Bellabeat marketing analytics team

2. PREPARE

The data set, Fitbit Fitness Tracker Data, is collected from Kaggle and is a third-party data https://www.kaggle.com/datasets/arashnic/fitbit.

Integral Data Characteristics

- Data is reliable. Information presented in all the tables are directly from eligible Fitbit users.
- Data is highly credible and original as it is collected from the data owner, Mobius https://www.kaggle .com/arashnic.
- Data has been cited by significant number of people

Limitations

- The data sets are based on information collected from approximately 30 respondents, which is too little of a sample size to discover and generate concrete results that can be acted upon.
- Data didn't provide the gender of participants. It would have been much beneficial if the gender of respondents were provided because Bellabeat products and services are catered for women.

3. PROCESS

3.1 Data Cleaning & Processing

Tools

• R

Data sets

- dailyactivity_merged
- \bullet sleepday_merged

3.2 Data cleaning, processing with R

```
library(tidyverse)
Load packages ("tidyverse", "lubridate", "gglopt2", "dplyr")
## -- Attaching core tidyverse packages ----- tidyverse 2.0.0 --
## v dplyr 1.1.2
                      v readr
                                 2.1.4
## v forcats 1.0.0
                      v stringr 1.5.0
## v ggplot2 3.4.3
                    v tibble
                                  3.2.1
## v lubridate 1.9.2
                                 1.3.0
                      v tidyr
## v purrr
             1.0.2
## -- Conflicts ----- tidyverse_conflicts() --
## x dplyr::filter() masks stats::filter()
## x dplyr::lag() masks stats::lag()
## i Use the conflicted package (<a href="http://conflicted.r-lib.org/">http://conflicted.r-lib.org/</a>) to force all conflicts to become error
library(dplyr)
library(lubridate)
library(ggplot2)
DailyActivity <- read_csv("dailyActivity_merged.csv")</pre>
Load data sets and assign names to tables
## Rows: 940 Columns: 15
## -- Column specification -----
## Delimiter: ","
## chr (1): ActivityDate
## dbl (14): Id, TotalSteps, TotalDistance, TrackerDistance, LoggedActivitiesDi...
## i Use `spec()` to retrieve the full column specification for this data.
## i Specify the column types or set `show_col_types = FALSE` to quiet this message.
SleepDay <- read_csv("sleepDay_merged.csv")</pre>
## Rows: 413 Columns: 5
## -- Column specification ------
## Delimiter: ","
## chr (1): SleepDay
## dbl (4): Id, TotalSleepRecords, TotalMinutesAsleep, TotalTimeInBed
```

i Use `spec()` to retrieve the full column specification for this data.

```
glimpse(DailyActivity)
## Rows: 940
## Columns: 15
                          <dbl> 1503960366, 1503960366, 1503960366, 150396036~
## $ Id
                          <chr> "4/12/2016", "4/13/2016", "4/14/2016", "4/15/~
## $ ActivityDate
## $ TotalSteps
                          <dbl> 13162, 10735, 10460, 9762, 12669, 9705, 13019~
## $ TotalDistance
                          <dbl> 8.50, 6.97, 6.74, 6.28, 8.16, 6.48, 8.59, 9.8~
## $ TrackerDistance
                          <dbl> 8.50, 6.97, 6.74, 6.28, 8.16, 6.48, 8.59, 9.8~
## $ VeryActiveDistance
                          <dbl> 1.88, 1.57, 2.44, 2.14, 2.71, 3.19, 3.25, 3.5~
## $ ModeratelyActiveDistance <dbl> 0.55, 0.69, 0.40, 1.26, 0.41, 0.78, 0.64, 1.3~
## $ LightActiveDistance
                          <dbl> 6.06, 4.71, 3.91, 2.83, 5.04, 2.51, 4.71, 5.0~
## $ VeryActiveMinutes
                          <dbl> 25, 21, 30, 29, 36, 38, 42, 50, 28, 19, 66, 4~
## $ FairlyActiveMinutes
                          <dbl> 13, 19, 11, 34, 10, 20, 16, 31, 12, 8, 27, 21~
## $ FairlyActiveMinutes
## $ LightlyActiveMinutes
                          <dbl> 328, 217, 181, 209, 221, 164, 233, 264, 205, ~
## $ SedentaryMinutes
                          <dbl> 728, 776, 1218, 726, 773, 539, 1149, 775, 818~
## $ Calories
                          <dbl> 1985, 1797, 1776, 1745, 1863, 1728, 1921, 203~
glimpse(SleepDay)
## Rows: 413
## Columns: 5
## $ Id
                     <dbl> 1503960366, 1503960366, 1503960366, 1503960366, 150~
## $ SleepDay
                     <chr> "4/12/2016 12:00:00 AM", "4/13/2016 12:00:00 AM", "~
## $ TotalMinutesAsleep <dbl> 327, 384, 412, 340, 700, 304, 360, 325, 361, 430, 2~
## $ TotalTimeInBed
                     <dbl> 346, 407, 442, 367, 712, 320, 377, 364, 384, 449, 3~
sum(duplicated(DailyActivity))
Check for duplicates
## [1] 0
sum(duplicated(SleepDay))
## [1] 3
SleepDay <- SleepDay[!duplicated(SleepDay</pre>
                                    [c("Id", "SleepDay", "TotalMinutesAsleep", "TotalTimeInBed")])
Remove duplicates rows from SleepDay table using specific columns
```

i Specify the column types or set `show_col_types = FALSE` to quiet this message.

```
sum(duplicated(SleepDay))
```

Verify that duplicates rows have been removed

[1] 0

Change Date on both tables from "character" to "date" format and extract days of the week.

```
typeof(DailyActivity$ActivityDate)
Determine current date format
## [1] "character"
typeof(SleepDay$SleepDay)
## [1] "character"
DailyActivity <- DailyActivity %>%
 mutate(Date = mdy(ActivityDate), Day = weekdays.Date(Date))
is.Date(DailyActivity$Date)
Convert to date format and extract days of the week
## [1] TRUE
SleepDay <- SleepDay %>%
 mutate(Date = as_date(mdy_hms(SleepDay)), Day = weekdays.Date(Date))
is.Date(SleepDay$Date)
## [1] TRUE
DailyActivity <- DailyActivity %>%
 select(-ActivityDate)
SleepDay <- SleepDay %>%
 select(-SleepDay)
glimpse(DailyActivity)
Remove previous date columns of both tables
## Rows: 940
## Columns: 16
## $ Id
                          <dbl> 1503960366, 1503960366, 1503960366, 150396036~
                          <dbl> 13162, 10735, 10460, 9762, 12669, 9705, 13019~
## $ TotalSteps
## $ TotalDistance
                          <dbl> 8.50, 6.97, 6.74, 6.28, 8.16, 6.48, 8.59, 9.8~
## $ TrackerDistance
                          <dbl> 8.50, 6.97, 6.74, 6.28, 8.16, 6.48, 8.59, 9.8~
<dbl> 1.88, 1.57, 2.44, 2.14, 2.71, 3.19, 3.25, 3.5~
## $ VeryActiveDistance
## $ ModeratelyActiveDistance <dbl> 0.55, 0.69, 0.40, 1.26, 0.41, 0.78, 0.64, 1.3~
## $ LightActiveDistance
                          <dbl> 6.06, 4.71, 3.91, 2.83, 5.04, 2.51, 4.71, 5.0~
## $ VeryActiveMinutes
                          <dbl> 25, 21, 30, 29, 36, 38, 42, 50, 28, 19, 66, 4~
```

glimpse(SleepDay)

\$ Calories

\$ Date

\$ Day

\$ FairlyActiveMinutes

\$ LightlyActiveMinutes

\$ SedentaryMinutes

<dbl> 13, 19, 11, 34, 10, 20, 16, 31, 12, 8, 27, 21~

<dbl> 328, 217, 181, 209, 221, 164, 233, 264, 205, ~

<dbl> 728, 776, 1218, 726, 773, 539, 1149, 775, 818~

<dbl> 1985, 1797, 1776, 1745, 1863, 1728, 1921, 203~

<date> 2016-04-12, 2016-04-13, 2016-04-14, 2016-04-~

<chr> "Tuesday", "Wednesday", "Thursday", "Friday",~

```
## Rows: 410
## Columns: 6
                     <dbl> 1503960366, 1503960366, 1503960366, 1503960366, 150~
## $ Id
## $ TotalMinutesAsleep <dbl> 327, 384, 412, 340, 700, 304, 360, 325, 361, 430, 2~
## $ TotalTimeInBed
                     <dbl> 346, 407, 442, 367, 712, 320, 377, 364, 384, 449, 3~
## $ Date
                     <date> 2016-04-12, 2016-04-13, 2016-04-15, 2016-04-16, 20~
                     <chr> "Tuesday", "Wednesday", "Friday", "Saturday", "Sund~
## $ Day
DailyActivity <- DailyActivity %>%
 mutate(TotalActiveMinutes = VeryActiveMinutes + FairlyActiveMinutes + LightlyActiveMinutes)
glimpse(DailyActivity)
Add a new column "TotalActiveMinutes" to "DailyActivity" table
## Rows: 940
## Columns: 17
## $ Id
                          <dbl> 1503960366, 1503960366, 1503960366, 150396036~
## $ TotalSteps
                          <dbl> 13162, 10735, 10460, 9762, 12669, 9705, 13019~
## $ TotalDistance
                          <dbl> 8.50, 6.97, 6.74, 6.28, 8.16, 6.48, 8.59, 9.8~
## $ TrackerDistance
                          <dbl> 8.50, 6.97, 6.74, 6.28, 8.16, 6.48, 8.59, 9.8~
## $ VeryActiveDistance
                          <dbl> 1.88, 1.57, 2.44, 2.14, 2.71, 3.19, 3.25, 3.5~
## $ ModeratelyActiveDistance <dbl> 0.55, 0.69, 0.40, 1.26, 0.41, 0.78, 0.64, 1.3~
                          <dbl> 6.06, 4.71, 3.91, 2.83, 5.04, 2.51, 4.71, 5.0~
## $ LightActiveDistance
## $ VeryActiveMinutes
                          <dbl> 25, 21, 30, 29, 36, 38, 42, 50, 28, 19, 66, 4~
                          <dbl> 13, 19, 11, 34, 10, 20, 16, 31, 12, 8, 27, 21~
## $ FairlyActiveMinutes
                          <dbl> 328, 217, 181, 209, 221, 164, 233, 264, 205, ~
## $ LightlyActiveMinutes
## $ SedentaryMinutes
                          <dbl> 728, 776, 1218, 726, 773, 539, 1149, 775, 818~
## $ Calories
                          <dbl> 1985, 1797, 1776, 1745, 1863, 1728, 1921, 203~
                          <date> 2016-04-12, 2016-04-13, 2016-04-14, 2016-04-~
## $ Date
## $ Day
                          <chr> "Tuesday", "Wednesday", "Thursday", "Friday",~
## $ TotalActiveMinutes
                          <dbl> 366, 257, 222, 272, 267, 222, 291, 345, 245, ~
ActiveMinutes_Range <- cut(DailyActivity$TotalActiveMinutes,</pre>
                            breaks = c(-Inf)
                                      ,100 ,200 ,300 ,400 ,500 ,600),
                            labels = c("0-99", "100-199", "200-299", "300-399", "400-499", "50"
                            right = FALSE)
DailyActivity <- DailyActivity %>%
   mutate(ActiveMinutes_Range)
glimpse(DailyActivity)
```

Add a new column "ActiveMinutes_Range" to represent range of active minutes per observed day

```
<dbl> 8.50, 6.97, 6.74, 6.28, 8.16, 6.48, 8.59, 9.8~
## $ TrackerDistance
## $ VeryActiveDistance
                            <dbl> 1.88, 1.57, 2.44, 2.14, 2.71, 3.19, 3.25, 3.5~
## $ ModeratelyActiveDistance <dbl> 0.55, 0.69, 0.40, 1.26, 0.41, 0.78, 0.64, 1.3~
## $ LightActiveDistance
                            <dbl> 6.06, 4.71, 3.91, 2.83, 5.04, 2.51, 4.71, 5.0~
## $ VeryActiveMinutes
                            <dbl> 25, 21, 30, 29, 36, 38, 42, 50, 28, 19, 66, 4~
                            <db1> 13, 19, 11, 34, 10, 20, 16, 31, 12, 8, 27, 21~
## $ FairlyActiveMinutes
## $ LightlyActiveMinutes
                            <dbl> 328, 217, 181, 209, 221, 164, 233, 264, 205, ~
## $ SedentaryMinutes
                            <dbl> 728, 776, 1218, 726, 773, 539, 1149, 775, 818~
## $ Calories
                            <dbl> 1985, 1797, 1776, 1745, 1863, 1728, 1921, 203~
                            <date> 2016-04-12, 2016-04-13, 2016-04-14, 2016-04-~
## $ Date
                            <chr> "Tuesday", "Wednesday", "Thursday", "Friday",~
## $ Day
                            <dbl> 366, 257, 222, 272, 267, 222, 291, 345, 245, ~
## $ TotalActiveMinutes
## $ ActiveMinutes_Range
                            <fct> 300-399, 200-299, 200-299, 200-299, 200-299, ~
CombinedTable <- merge(DailyActivity, SleepDay, by = c("Id", "Date", "Day"))
str(CombinedTable)
Merge both tables
## 'data.frame':
                  410 obs. of 21 variables:
##
   $ Id
                            : num 1.5e+09 1.5e+09 1.5e+09 1.5e+09 1.5e+09 ...
## $ Date
                            : Date, format: "2016-04-12" "2016-04-13" ...
## $ Day
                            : chr
                                  "Tuesday" "Wednesday" "Friday" "Saturday" ...
## $ TotalSteps
                            : num 13162 10735 9762 12669 9705 ...
## $ TotalDistance
                            : num 8.5 6.97 6.28 8.16 6.48 ...
## $ TrackerDistance
                            : num 8.5 6.97 6.28 8.16 6.48 ...
## $ LoggedActivitiesDistance: num 0 0 0 0 0 0 0 0 0 0 ...
## $ VeryActiveDistance
                            : num
                                  1.88 1.57 2.14 2.71 3.19 ...
## $ ModeratelyActiveDistance: num 0.55 0.69 1.26 0.41 0.78 ...
## $ LightActiveDistance
                           : num 6.06 4.71 2.83 5.04 2.51 ...
## $ SedentaryActiveDistance : num 0 0 0 0 0 0 0 0 0 ...
## $ VeryActiveMinutes
                            : num 25 21 29 36 38 50 28 19 41 39 ...
## $ FairlyActiveMinutes
                            : num 13 19 34 10 20 31 12 8 21 5 ...
## $ LightlyActiveMinutes
                            : num 328 217 209 221 164 264 205 211 262 238 ...
## $ SedentaryMinutes
                                  728 776 726 773 539 775 818 838 732 709 ...
                            : num
## $ Calories
                            : num 1985 1797 1745 1863 1728 ...
## $ TotalActiveMinutes
                            : num 366 257 272 267 222 345 245 238 324 282 ...
                            : Factor w/ 6 levels "0-99", "100-199", ...: 4 3 3 3 3 4 3 3 4 3 ...
## $ ActiveMinutes_Range
## $ TotalSleepRecords
                            : num 1 2 1 2 1 1 1 1 1 1 ...
   $ TotalMinutesAsleep
                            : num 327 384 412 340 700 304 360 325 361 430 ...
## $ TotalTimeInBed
                            : num
                                  346 407 442 367 712 320 377 364 384 449 ...
CombinedTable <- CombinedTable %>%
 select(Id, Date, Day, TotalActiveMinutes, ActiveMinutes_Range, TotalMinutesAsleep, Calories)
head(CombinedTable)
                               Day TotalActiveMinutes ActiveMinutes_Range
            ЪТ
                    Date
## 1 1503960366 2016-04-12
                           Tuesday
                                                 366
                                                                300-399
## 2 1503960366 2016-04-13 Wednesday
                                                 257
                                                                200-299
## 3 1503960366 2016-04-15
                            Friday
                                                 272
                                                                200-299
                                                                200-299
## 4 1503960366 2016-04-16 Saturday
                                                 267
```

##	5	1503960366 2016-04-17	Sunday	222	200-299
##	6	1503960366 2016-04-19	Tuesday	345	300-399
##		TotalMinutesAsleep Calories			
##	1	327	1985		
##	2	384	1797		
##	3	412	1745		
##	4	340	1863		
##	5	700	1728		
##	6	304	2035		

4. ANALYZE

2 1503960366 2016-04-13 Wednesday

3 1503960366 2016-04-15

I will be using both the "DailyActivity" table and "CombinedTable" table for further analysis to derive insights

Add a column "UnproductiveMinutes" to the "CombinedTable" table

```
CombinedTable <- CombinedTable %>%
  mutate(UnproductiveMinutes = 1440 - (TotalActiveMinutes + TotalMinutesAsleep))
glimpse(CombinedTable)
```

Subtract the sum of "TotalActiveMinutes" and "TotalMinutesAsleep" from available minutes per day (1400)

"Unproductive Minutes" column reveals more accurate values of respondents inactive minutes per day.

Add two new columns, "PercentageProductive" and "PercentageUnproductive" to CombinedTable.

```
CombinedTable <- CombinedTable %>%
    mutate(PercentageUnproductive = UnproductiveMinutes/1400 * 100)

CombinedTable <- CombinedTable %>%
    mutate(PercentageProductive = 100 - PercentageUnproductive)

head(CombinedTable)

## Id Date Day TotalActiveMinutes ActiveMinutes_Range
## 1 1503960366 2016-04-12 Tuesday 366 300-399
```

Friday

257

272

200-299

200-299

```
## 4 1503960366 2016-04-16 Saturday
                                                      267
                                                                       200-299
## 5 1503960366 2016-04-17
                                                      222
                                                                       200-299
                               Sunday
## 6 1503960366 2016-04-19
                              Tuesday
                                                      345
                                                                       300-399
     TotalMinutesAsleep Calories UnproductiveMinutes PercentageUnproductive
## 1
                     327
                             1985
                                                   747
                                                                      53.35714
## 2
                     384
                             1797
                                                   799
                                                                      57.07143
## 3
                     412
                             1745
                                                   756
                                                                      54.00000
                     340
## 4
                             1863
                                                   833
                                                                      59.50000
## 5
                     700
                             1728
                                                   518
                                                                      37.00000
## 6
                     304
                             2035
                                                   791
                                                                      56.50000
     {\tt PercentageProductive}
## 1
                 46.64286
                 42.92857
## 2
## 3
                 46.00000
## 4
                 40.50000
## 5
                 63.00000
## 6
                 43.50000
```

4.1 Data Aggregation

DailyProductivity

Create a table to represent daily percentage productivity and unproductivity

```
## # A tibble: 7 x 3
##
               AveragePercentage_Productive AveragePercentage_Unproductive
     Day
##
     <chr>
                                        <dbl>
                                                                         <dbl>
## 1 Friday
                                         44.6
                                                                          55.4
                                         46.5
                                                                          53.5
## 2 Monday
## 3 Saturday
                                         48.3
                                                                          51.7
## 4 Sunday
                                         46.5
                                                                          53.5
## 5 Thursday
                                                                          56.9
                                         43.1
## 6 Tuesday
                                         45.1
                                                                          54.9
## 7 Wednesday
                                         45.8
                                                                          54.2
```

```
AverageCalories_Expenditure <- DailyActivity %>%
   group_by(ActiveMinutes_Range) %>%
   drop_na() %>%
   summarise(AverageCalories = mean(Calories))
```

```
AverageCalories_Expenditure
```

Create a second table to represent calories burnt per range of active minutes

```
## # A tibble: 6 x 2
## ActiveMinutes_Range AverageCalories
```

```
<dbl>
##
     <fct>
## 1 0-99
                                    1753.
                                    2049.
## 2 100-199
## 3 200-299
                                    2443.
## 4 300-399
                                    2557.
## 5 400-499
                                    2889.
## 6 500-599
                                    3223.
StepsDistance <- DailyActivity %>%
    group_by(ActiveMinutes_Range) %>%
    drop_na() %>%
    summarise(AverageSteps = mean(TotalSteps),
             AverageDistance = mean(TotalDistance))
```

Create a third table to show relationship between steps and distance

```
## # A tibble: 6 x 3
##
    ActiveMinutes_Range AverageSteps AverageDistance
                                <dbl>
     <fct>
                                                0.827
## 1 0-99
                                1147.
## 2 100-199
                                4759.
                                                3.39
## 3 200-299
                                8903.
                                               6.44
## 4 300-399
                               11271.
                                               8.04
## 5 400-499
                                               9.58
                               13339.
## 6 500-599
                               17322.
                                               13.9
```

5. SHARE

StepsDistance

Develop visualizations and derive insights

```
ggplot(StepsDistance, aes(x = ActiveMinutes_Range)) +
    geom_line(aes(y = AverageSteps, group = 1), size = 1, color = "Green") +
    geom_line(aes(y = AverageDistance*1000, group = 1), size = 1, color = "red") +
    scale_y_continuous(name = "Average Steps",
    sec.axis = sec_axis(~./1000, name = "Average Distance")) +
    labs(title = "Average steps and distance per range of active minutes")

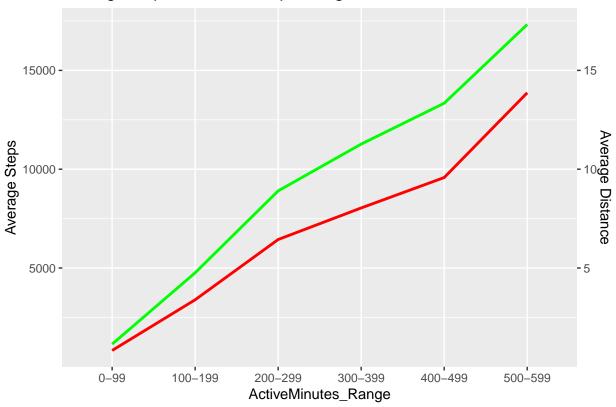
## Warning: Using `size` aesthetic for lines was deprecated in ggplot2 3.4.0.

## This warning is displayed once every 8 hours.

## Call `lifecycle::last_lifecycle_warnings()` to see where this warning was

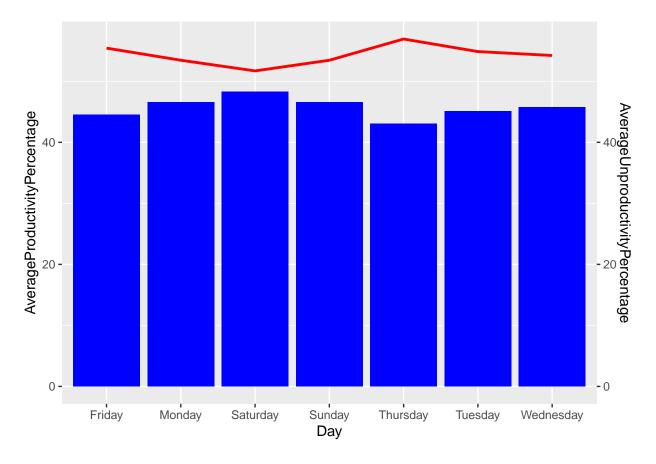
## generated.
```





The chart reflects that on average, participants whose active minutes are between 500 and 599 covers the most distance and take the most steps. The greater the range of daily active minutes, the higher the steps and distance covered by members.

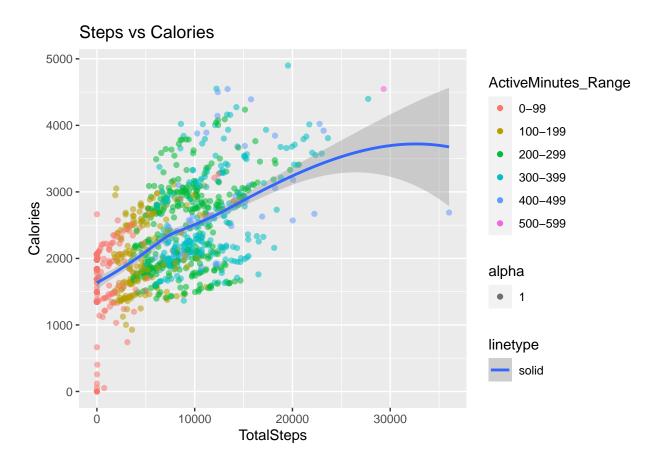
```
ggplot(DailyProductivity, aes(x = Day)) +
   geom_bar(aes(y = AveragePercentage_Productive), stat = "identity", size = 0.1, fill = "blue") +
   geom_line(aes(y = AveragePercentage_Unproductive, group = 1), size = 1, color = "red") +
   scale_y_continuous(name = "AverageProductivityPercentage",
   sec.axis = sec_axis(~., name = "AverageUnproductivityPercentage"))
```



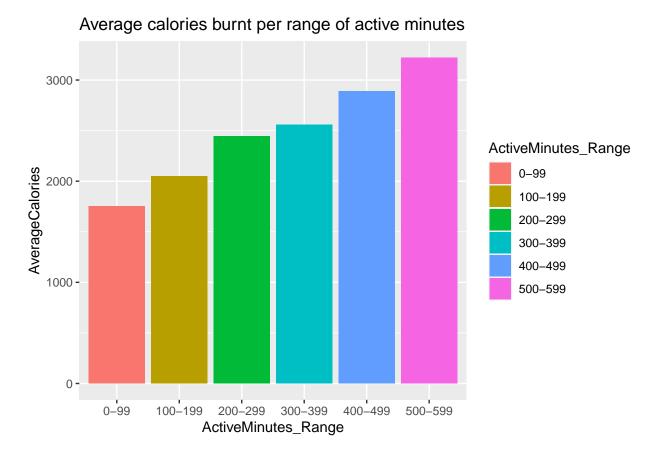
The results shows that less than 50% of participants time each day are spent on productive activities.

```
ggplot(data = DailyActivity) +
    geom_point(mapping = aes(x = TotalSteps, y = Calories, color = ActiveMinutes_Range, alpha = 1)) +
    geom_smooth(mapping = aes(x = TotalSteps, y = Calories, linetype = "solid")) +
    labs(title = "Steps vs Calories")

## `geom_smooth()` using method = 'loess' and formula = 'y ~ x'
```



The result shows a direct impact steps taken has on calories burnt.



This visualisation indicates that there is a direct relationship between the amount of time spent per day and the calories burned. The more time expended on active duties, the greater the calorie burnt.

6. ACT

6.1 Recommendation and Conclusion

The analysis of Fitbit Fitness Tracker data has revealed valuable insights into the daily activity patterns of members, revealing the distribution of active and inactive minutes. Notably, it is evident that the time members allocate to productive activities directly influences their calorie expenditure. The results from the analysis could lead to a significant enhancement in the daily health performance of people seeking a healthy lifestyle.

Based on the results at hand, there is a unique opportunity to tailor strategies and interventions that can empower individuals to lead healthier and more active lives, ultimately contributing to their overall well-being.

The results from the analysis reveal opportunities for Bellabeat to optimise the effectiveness of the Bellabeat app. A boost in the performance of users and the percentage of time they spend being active can be realised by adding features and programs that enable users to stay active and keep track of their health life.

6.2 Marketing Recommendations

- Devise a marketing initiative that would convey plans to assist women in improving their health life, using the Bellabeat App.
- Support the marketing operation by providing health and fitness programs for customers, which can range by level of difficulty, such as easy, amateur, medium, difficult and master levels.

- Inform customers of goals that can be achieved for each difficulty level program, as well as the active minute targets for each level.
- Establish daily distance and step goals for members and implement daily training programs and offer guidance to support users in maintaining a consistent and healthy lifestyle.
- Communicate to customer about the unique value of the App, such as it will allow users to designate their most available days of the week and it contains customized programs to optimize users' productivity during those specific days.