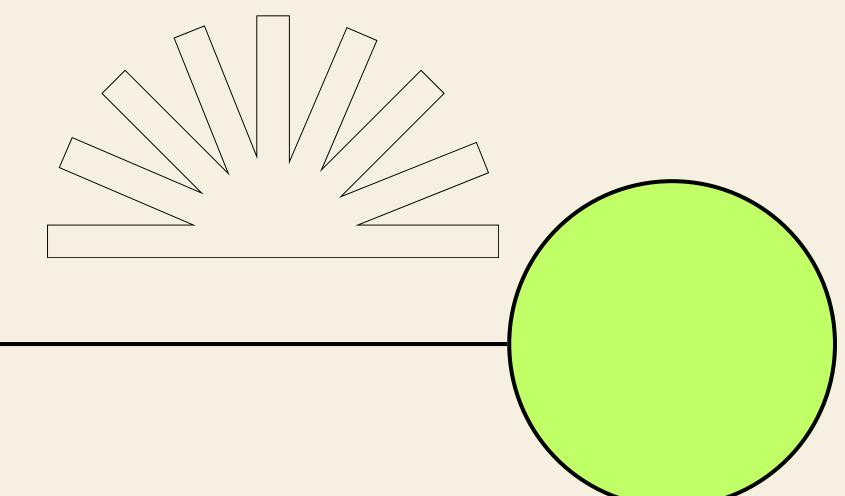


DATA REDUCED\_MARKETBASKET

# HW 3

- 1 วิเคราะห์พฤติกรรมผู้บาร์โค้ด (GROUPBY CUSTOMER ID) แต่ละกิจกรรม
- 2 การวิเคราะห์ผลิตภัณฑ์ตามพฤติกรรมของลูกค้า HIGH-VALUE และพฤติกรรมการซื้อของลูกค้า HIGH-VALUE ในยุโรปในช่วงคริสต์มาสและปีใหม่ (ที่กำหนดจากยอดการซื้อร่วมสูงสุด) มักจะซื้อผลิตภัณฑ์ประเภทไหนร่วมกันในช่วงเทศกาลและซื้อสินค้าอะไรแตกต่างจากลูกค้าทั่วไป



# IMPORT DATA

```
[8] 1 import pandas as pd  
2 import os  
  
[9] 1 from google.colab import drive  
2 drive.mount('/content/drive')  
3 path = '/content/drive/MyDrive/bsc_dpdm24_data'  
→ Drive already mounted at /content/drive; to attempt to forcibly remount, call drive.mount("/content/drive", force_remount=True).  
  
[10] 1 data = pd.read_csv(os.path.join(path,'reduced_marketbasket.csv'),encoding='latin-1')
```

[11] 1 data

	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country
0	536365	85123A	WHITE HANGING HEART T-LIGHT HOLDER	6	12/01/2010 08:26	2.55	17850.0	United Kingdom
1	536365	71053	WHITE METAL LANTERN	6	12/01/2010 08:26	3.39	17850.0	United Kingdom
2	536365	84406B	CREAM CUPID HEARTS COAT HANGER	8	12/01/2010 08:26	2.75	17850.0	United Kingdom
3	536365	84029G	KNITTED UNION FLAG HOT WATER BOTTLE	6	12/01/2010 08:26	3.39	17850.0	United Kingdom
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	12/01/2010 08:26	3.39	17850.0	United Kingdom
...	...	...	...	...	...	...	...	...
541904	581587	22613	PACK OF 20 SPACEBOY NAPKINS	12	12/09/2011 12:50	0.85	12680.0	France
541905	581587	22899	CHILDREN'S APRON DOLLY GIRL	6	12/09/2011 12:50	2.10	12680.0	France
541906	581587	23254	CHILDRENS CUTLERY DOLLY GIRL	4	12/09/2011 12:50	4.15	12680.0	France
541907	581587	23255	CHILDRENS CUTLERY CIRCUS PARADE	4	12/09/2011 12:50	4.15	12680.0	France
541908	581587	22138	BAKING SET 9 PIECE RETROSPOT	3	12/09/2011 12:50	4.95	12680.0	France

541909 rows × 8 columns

# DATA PREPARATION

- แยก เดือน/วัน/ปี ออกจาก เวลา
- แปลงเดือนเช่นจาก 01 -> 1 ให้เป็นรูปแบบเดียวกัน

[ ] 1 data\_test

	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country	date	day	month	year
0	536365	85123A	WHITE HANGING HEART T-LIGHT HOLDER	6	12/01/2010 08:26	2.55	17850.0	United Kingdom	12/01/2010	1	12	2010
1	536365	71053	WHITE METAL LANTERN	6	12/01/2010 08:26	3.39	17850.0	United Kingdom	12/01/2010	1	12	2010
2	536365	84406B	CREAM CUPID HEARTS COAT HANGER	8	12/01/2010 08:26	2.75	17850.0	United Kingdom	12/01/2010	1	12	2010
3	536365	84029G	KNITTED UNION FLAG HOT WATER BOTTLE	6	12/01/2010 08:26	3.39	17850.0	United Kingdom	12/01/2010	1	12	2010
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	12/01/2010 08:26	3.39	17850.0	United Kingdom	12/01/2010	1	12	2010
...	...	...	...	...	...	...	...	...	...	...	...	...
541904	581587	22613	PACK OF 20 SPACEBOY NAPKINS	12	12/09/2011 12:50	0.85	12680.0	France	12/09/2011	9	12	2011
541905	581587	22899	CHILDREN'S APRON DOLLY GIRL	6	12/09/2011 12:50	2.10	12680.0	France	12/09/2011	9	12	2011
541906	581587	23254	CHILDRENS CUTLERY DOLLY GIRL	4	12/09/2011 12:50	4.15	12680.0	France	12/09/2011	9	12	2011
541907	581587	23255	CHILDRENS CUTLERY CIRCUS PARADE	4	12/09/2011 12:50	4.15	12680.0	France	12/09/2011	9	12	2011
541908	581587	22138	BAKING SET 9 PIECE RETROSPOT	3	12/09/2011 12:50	4.95	12680.0	France	12/09/2011	9	12	2011

# DATA PREPARATION

ແປ່ງກວົປ

```
▶ 1 # ສ້າງ dictionary ສໍາເລັບ mapping ພະເທດໄປອັນດວກ
2 continent_mapping = {
3     "Australia": "Oceania",
4     "Austria": "Europe",
5     "Bahrain": "Asia",
6     "Belgium": "Europe",
7     "Brazil": "South America",
8     "Canada": "North America",
9     "Channel Islands": "Europe",
10    "Cyprus": "Asia",
11    "Czech Republic": "Europe",
12    "Denmark": "Europe",
13    "EIRE": "Europe",
14    "European Community": "Europe",
15    "Finland": "Europe",
16    "France": "Europe",
17    "Germany": "Europe",
18    "Greece": "Europe",
19    "Hong Kong": "Asia",
20    "Iceland": "Europe",
21    "Israel": "Asia",
22    "Italy": "Europe",
23    "Japan": "Asia",
24    "Lebanon": "Asia",
25    "Lithuania": "Europe",
26    "Malta": "Europe",
27    "Netherlands": "Europe",
28    "Norway": "Europe",
29    "Poland": "Europe",
30    "Portugal": "Europe",
31    "RSA": "Africa",
32    "Saudi Arabia": "Asia",
33    "Singapore": "Asia",
34    "Spain": "Europe",
35    "Sweden": "Europe",
36    "Switzerland": "Europe",
37    "USA": "North America",
38    "United Arab Emirates": "Asia",
39    "United Kingdom": "Europe",
40    "Unspecified": "Unspecified"
41 }
```

```
data_test['Continent'] = data_test['Country'].map(continent_mapping)
```

[ ] 1 data\_test

	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country	date	day	month	year	Continent
0	536365	85123A	WHITE HANGING HEART T-LIGHT HOLDER	6	12/01/2010 08:26	2.55	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe
1	536365	71053	WHITE METAL LANTERN	6	12/01/2010 08:26	3.39	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe
2	536365	84406B	CREAM CUPID HEARTS COAT HANGER	8	12/01/2010 08:26	2.75	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe
3	536365	84029G	KNITTED UNION FLAG HOT WATER BOTTLE	6	12/01/2010 08:26	3.39	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	12/01/2010 08:26	3.39	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe
...	...	...	...	...	...	...	...	...	...	...	...	...	...
541904	581587	22613	PACK OF 20 SPACEBOY NAPKINS	12	12/09/2011 12:50	0.85	12680.0	France	12/09/2011	9	12	2011	Europe
541905	581587	22899	CHILDREN'S APRON DOLLY GIRL	6	12/09/2011 12:50	2.10	12680.0	France	12/09/2011	9	12	2011	Europe
541906	581587	23254	CHILDRENS CUTLERY DOLLY GIRL	4	12/09/2011 12:50	4.15	12680.0	France	12/09/2011	9	12	2011	Europe
541907	581587	23255	CHILDRENS CUTLERY CIRCUS PARADE	4	12/09/2011 12:50	4.15	12680.0	France	12/09/2011	9	12	2011	Europe
541908	581587	22138	BAKING SET 9 PIECE RETROSPOT	3	12/09/2011 12:50	4.95	12680.0	France	12/09/2011	9	12	2011	Europe

541909 rows × 13 columns

## ▼ Code สำหรับหาชื่อสินค้า จาก Column "Description"

```
[ ] 1 def finditem(x,y) :  
2 | L=set(data[(data['StockCode']==x)|(data['StockCode']==y)]['Description'])  
3 | return L
```

```
[ ] 1 def finditems(x, y='', z='', w=''):   
2 | I =set(data[(data['StockCode']==x)|(data['StockCode']==y)|(data['StockCode']==z)|(data['StockCode']==w)]['Description'])  
3 | return I
```

# EUROPE

(groupby customer id)

```
[ ] 1 # prompt: เลือกข้อมูลที่เป็นทวีป Europe
2 # Filter data for Europe
3 europe_data = data_test[data_test['Continent'] == 'Europe']
4
5 # Group by CustomerID for Europe
6 europe_customer_data = europe_data.groupby('CustomerID')['StockCode'].apply(list)
7
8 europe_customer_data
```

CustomerID	StockCode
12346.0	[23166, 23166]
12347.0	[85116, 22375, 71477, 22492, 22771, 22772, 227...
12348.0	[84992, 22951, 84991, 84991, 21213, 21213, 226...
12349.0	[23112, 23460, 21564, 21411, 21563, 22131, 221...
12350.0	[21908, 22412, 79066K, 79191C, 22348, 84086C, ...
...	...
18280.0	[82484, 22180, 22467, 22725, 22727, 22495, 223...

```
[ ] 1 min_sup = 0.07
2
3 frequentItemsetsEU= list(apriori(europe_customer_data,min_support = min_sup))
4 for i in frequentItemsetsEU:
5     if i[0].__len__(>1):
6         print('yes')
7         print(i)
```

# EUROPE

(groupby customer id)

```
[ ] 1 finditem('22423', '22699')
```

yes

```
RelationRecord(items=frozenset({'22697', '22699'}), support=0.07279870580078576, ordered_statistics=[OrderedStatistic(items_base=frozenset(), items_add=frozenset({'22697', '22699'}), confidence=0.07279870580078576, lift=1.0), OrderedStatistic(items_base=frozenset({'22697'}), items_add=frozenset({'22699'}), confidence=0.8267716535433071, lift=8.55847116000452), OrderedStatistic(items_base=frozenset({'22699'}), items_add=frozenset({'22697'}), confidence=0.7535885167464115, lift=8.55847116000452)])
```



22423 : REGENCY CAKESTAND 3 TIER

confidence=0.8268  
lift=8.5584

confidence=0.7536  
lift=8.5584



22699 : ROSES REGENCY TEACUP AND SAUCER

# NORTH AMERICA

(groupby customer id)

	StockCode
CustomerID	
12558.0	[22712, 23344, 85099B, 23209, 79191C, 23392, 8...
12607.0	[22551, 21915, 22619, 22138, 21524, 21668, 216...
12646.0	[23173, 22423, 22962, 22963, 23328, 22907, 211...
12733.0	[22722, 22979, 84987, 22720, 22993, 47580, 229...
15388.0	[20886, 79030D, 21132, 84879, 84755, 85116, 71...
17443.0	[37370]
17444.0	[22417, 22951, 22939, 23184, 85232D, 22626, 22...
17844.0	[21993, 23295, 23293, 23296, 23294]

```
[ ] 1 min_sup = 0.25
2
3 frequentItemsetsNA= list(apriori(NorthAmerica_customer_data,min_support = min_sup))
4 for i in frequentItemsetsNA:
5     if i[0].__len__(>1):
6         print('yes')
7         print(i)
```

```
RelationRecord(items=frozenset({'21122', '21121'}), support=0.25, ordered_statistics=[OrderedStatistic(items_base=frozenset(), items_add=frozenset({'21122', '21121'}), confidence=0.25, lift=1.0), OrderedStatistic(items_base=frozenset({'21121'}), items_add=frozenset({'21122'}), confidence=1.0, lift=4.0), OrderedStatistic(items_base=frozenset({'21122'}), items_add=frozenset({'21121'}), confidence=1.0, lift=4.0)])
```



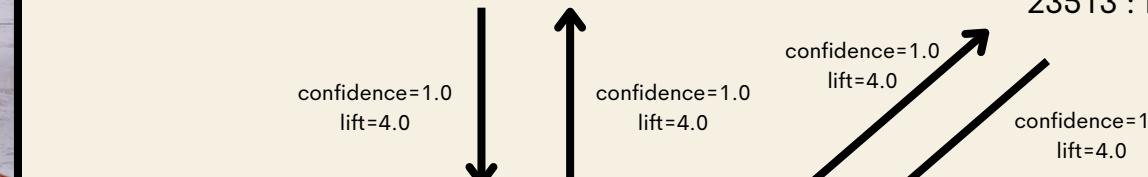
22734 : SET OF 6 RIBBONS VINTAGE CHRISTMAS



21122 : SET/10 PINK POLKADOT PARTY CANDLES



21123 : SET/10 IVORY POLKADOT PARTY CANDLES



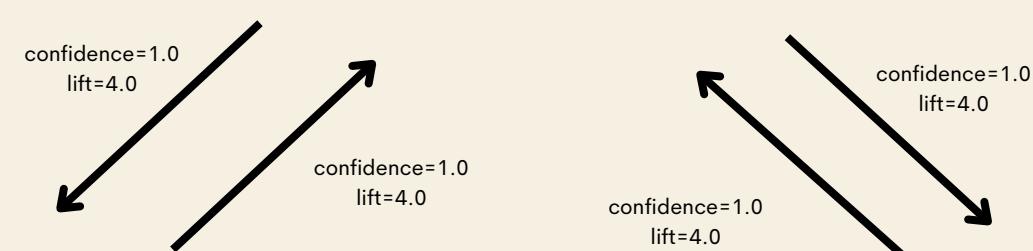
23513 : EMBROIDERED RIBBON REEL SUSIE



23293 : SET OF 12 FAIRY CAKE BAKING CASES



21121 : SET/10 RED POLKADOT PARTY CANDLES



21124 : SET/10 BLUE POLKADOT PARTY CANDLES

# SOUTH AMERICA

(groupby customer id)

มีลูกค้าคนเดียว และทั้ง 32 StockCode อยู่ใน  
InvoiceNo = 550201

```
[31] 1 # Filter data for South America
    2 SouthAmerica_data = data_test[data_test['Continent'] == 'South America']
    3
    4 # Group by CustomerID for North America
    5 SouthAmerica_customer_data = SouthAmerica_data.groupby('CustomerID')['StockCode'].apply(list)
    6
    7 SouthAmerica_customer_data
```

CustomerID	StockCode
12769.0	[22423, 22699, 22697, 22698, 22366, 21430, 226...]

dtype: object

```
▶ 1 # prompt: นับจำนวน StockCodeแต่ละอัน ที่ลูกค้า CustomerID = 12769.0 ซื้อ
  2
  3 # Filter data for customer ID 12769.0
  4 customer_12769_data = data_test[data_test['CustomerID'] == 12769.0]
  5
  6 # Count the occurrences of each StockCode for customer 12769.0
  7 stockcode_counts = customer_12769_data['StockCode'].value_counts()
  8
  9 # Print the counts
10 stockcode_counts
```

StockCode	count
22423	1
22699	1
23052	1
23049	1
23051	1
23050	1
23053	1

ทั้ง 32 StockCode  
เป็น 1 ทั้งหมด

# SOUTH AMERICA

(groupby customer id)

	StockCode	Description	Quantity	
16	22630	DOLLY GIRL LUNCH BOX	24	
7	21430	SET/3 RED GINGHAM ROSE STORAGE BOX	24	
22	22993	SET OF 4 PANTRY JELLY MOULDS	24	
21	22722	SET OF 6 SPICE TINS PANTRY DESIGN	24	
20	22699	ROSES REGENCY TEACUP AND SAUCER	24	
19	22698	PINK REGENCY TEACUP AND SAUCER	24	
18	22697	GREEN REGENCY TEACUP AND SAUCER	24	
31	84971S	SMALL HEART FLOWERS HOOK	24	
12	22423	REGENCY CAKESTAND 3 TIER	16	
4	21166	COOK WITH WINE METAL SIGN	12	
15	22629	SPACEBOY LUNCH BOX	12	
5	21181	PLEASE ONE PERSON METAL SIGN	12	
13	22488	NATURAL SLATE RECTANGLE CHALKBOARD	12	
14	22494	EMERGENCY FIRST AID TIN	12	

```

1 # prompt: นับจำนวน StockCode แต่ละอัน ที่ลูกค้า CustomerID = 12769.0 ซื้อ พร้อมใส่ Column Description และ Quantity
2 # Filter data for CustomerID 12769.0
3 customer_data = data_test[data_test['CustomerID'] == 12769.0]
4
5 # Group by StockCode and count occurrences, then reset index
6 stock_counts = customer_data.groupby('StockCode').agg(
7     Description=('Description', 'first'), # Get the first description for each StockCode
8     Quantity=('Quantity', 'sum') # Sum the quantities for each StockCode
9 ).reset_index()
10
11 # Sort by Quantity in descending order
12 stock_counts = stock_counts.sort_values(by='Quantity', ascending=False)
13
14 stock_counts

```

17	22662	LUNCH BAG DOLLY GIRL DESIGN	10
8	21770	OPEN CLOSED METAL SIGN	10
11	22382	LUNCH BAG SPACEBOY DESIGN	10
10	22366	DOORMAT AIRMAIL	10
6	21260	FIRST AID TIN	6
9	21906	PHARMACIE FIRST AID TIN	6
29	23178	JAM CLOCK MAGNET	6
30	23179	CLOCK MAGNET MUM'S KITCHEN	6
1	15056N	EDWARDIAN PARASOL NATURAL	3
3	20679	EDWARDIAN PARASOL RED	3
2	15056P	EDWARDIAN PARASOL PINK	3
0	15056BL	EDWARDIAN PARASOL BLACK	3

23	23049	RECYCLED ACAPULCO MAT RED	2
24	23050	RECYCLED ACAPULCO MAT GREEN	2
25	23051	RECYCLED ACAPULCO MAT BLUE	2
26	23052	RECYCLED ACAPULCO MAT TURQUOISE	2
27	23053	RECYCLED ACAPULCO MAT PINK	2
28	23054	RECYCLED ACAPULCO MAT LAVENDER	2

# SOUTH AMERICA

(groupby customer id)



รายการสินค้าที่ซื้อในปริมาณมากที่สุด  
(24 ชิ้น)



รายการสินค้าที่ซื้อในปริมาณกลาง  
(10-16 ชิ้น)



รายการสินค้าที่ซื้อในปริมาณน้อย  
(น้อยกว่า 10 ชิ้น)

# OCEANIA

(groupby customer id)

```
# เลือกข้อมูลที่เป็นทวีป Oceania
# Filter data for Oceania
oceania_data = data_test[data_test['Continent'] == 'Oceania']

# Group by CustomerID for Oceania
oceania_customer_data = oceania_data.groupby('CustomerID')['StockCode'].apply(list)

oceania_customer_data
```

```
[109] min_sup = 0.4
frequentItemsetsOC= list(apriori(oceania_customer_data,min_support = min_sup))
for i in frequentItemsetsOC:
    if i[0].__len__()>1:
        print('yes')
        print(i)
```

CustomerID	StockCode
12386.0	[22567, 22915, 22926, 22953, 21906, 22495, 225...
12388.0	[84970L, 71459, 22429, 22262, 47590B, 47590A, ...]
12393.0	[21581, 22619, 84997B, 20727, 20726, 22383, 21...
12415.0	[22078, 22079, 22080, 22077, 22505, 22516, 225...
12422.0	[20728, 20713, 21937, 21936, 21932, 20717, 225...
12424.0	[22583, 22584, 22812, 22813, 22222, 22333, 224...
12431.0	[22941, 21622, 21791, 35004C, 35004G, 85014B, ...]
12434.0	[22333, 22094, 21217, 20665, 22232, 23052, 230...
16321.0	[22087, 85123A, 21056, 22960, 22087, 22325, 22...

# OCEANIA

(groupby customer id)

yes

```
RelationRecord(items=frozenset({'22617', '22138'}), support=0.4444444444444444,  
ordered_statistics=[OrderedStatistic(items_base=frozenset(),  
items_add=frozenset({'22617', '22138'}), confidence=0.4444444444444444, lift=1.0),  
OrderedStatistic(items_base=frozenset({'22138'}), items_add=frozenset({'22617'}), confidence=1.0, lift=2.25),  
OrderedStatistic(items_base=frozenset({'22617'}), items_add=frozenset({'22138'}), confidence=1.0, lift=2.25)])
```



confidence=1.0

lift=2.5



confidence=1.0

lift=2.5



22138 BAKING SET 9 PIECE RETROSPOT

22617 BAKING SET SPACEBOY DESIGN,  
mouldy, thrown away

# AFRICA

(groupby customer id)

```
[78] # เลือกข้อมูลที่เป็นทวีป Africa

# Filter data for Africa
africa_data = data_test[data_test['Continent'] == 'Africa']

# Group by CustomerID for Africa
africa_customer_data = africa_data.groupby('CustomerID')['StockCode'].apply(list)

africa_customer_data
```

	StockCode
CustomerID	
12446.0	[21238, 21243, 23240, 23209, 23201, 23205, 219...]

```
# filter data for customer ID 12446.0
customer_12446_data = data_test[data_test['CustomerID']==12446.0]

# Count the occurrences of each StockCode for customer 12446.0
stockcode_counts = customer_12446_data['StockCode'].value_counts()
stockcode_counts
```

StockCode	count
21238	1
21242	1
21340	1
85066	1
23407	1
23469	1
23284	1
22727	1
22624	1

กັບ 64 StockCode  
ເປັນ 1 ກັບຮມດ

# AFRICA

(groupby customer id)

```
# Filter data for CustomerID = 12446.0
customer_data = data_test[data_test['CustomerID'] == 12446.0]

# Group by StockCode for CustomerID = 12446.0
stock_counts = customer_data.groupby('StockCode').agg(
    Description=('Description', 'first'),
    Quantity=('Quantity', 'sum')
).reset_index()

stock_counts = stock_counts.sort_values(by='Quantity', ascending=False)

stock_counts
```

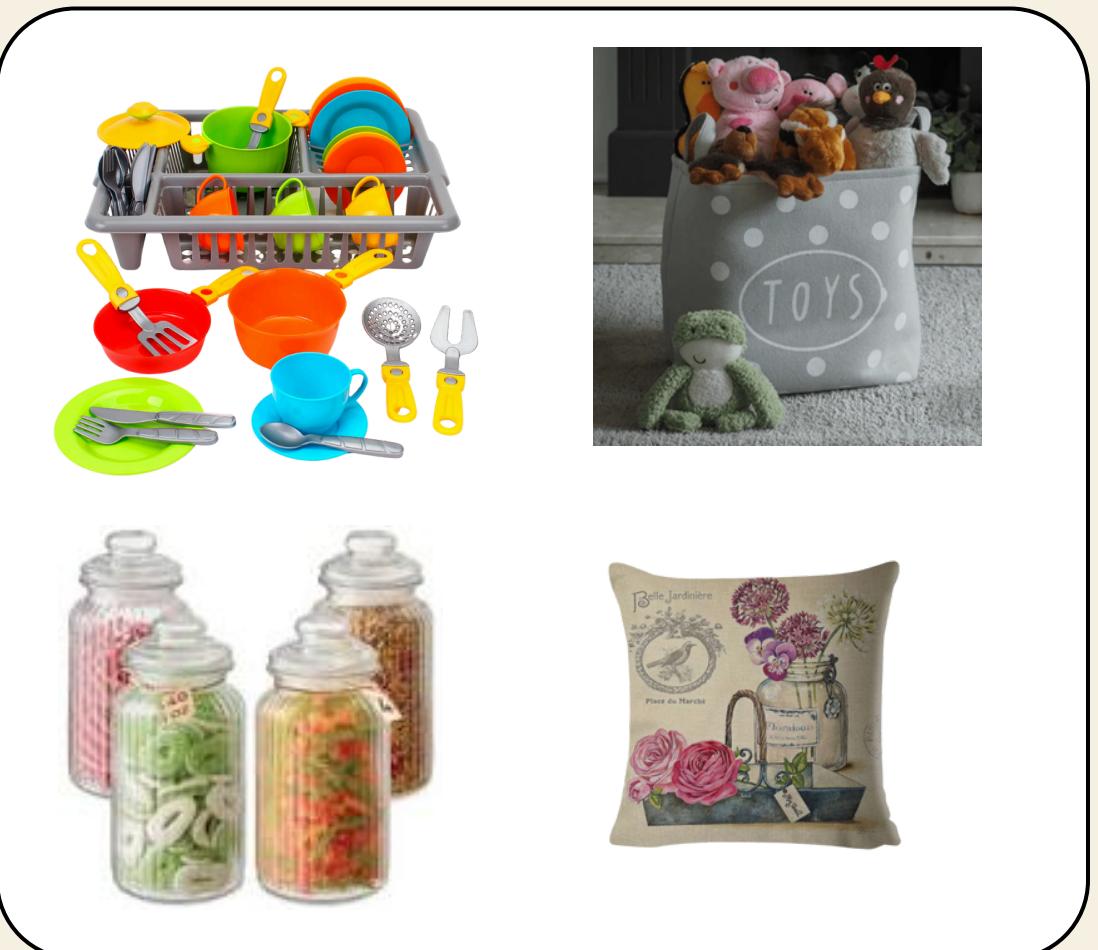
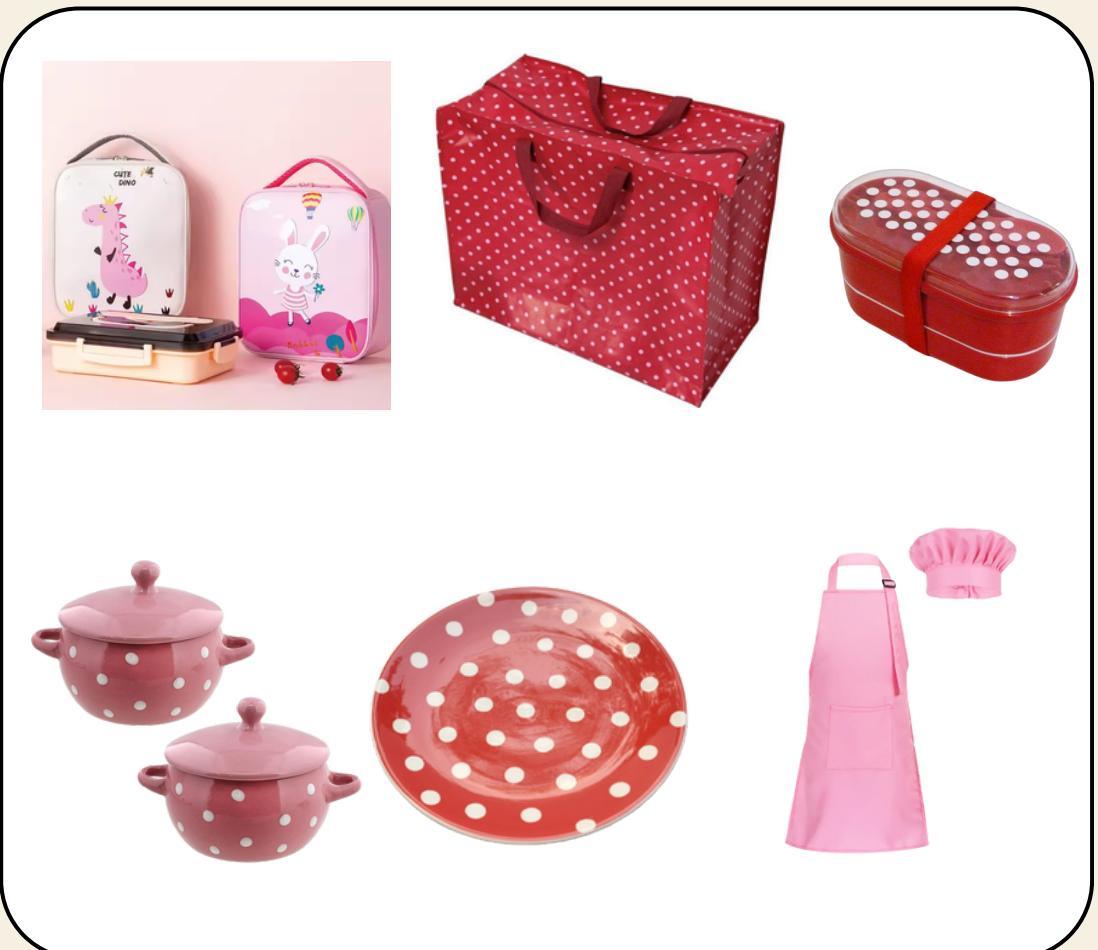
	StockCode	Description	Quantity	
31	22915	ASSORTED BOTTLE TOP MAGNETS	12	  
26	22620	4 TRADITIONAL SPINNING TOPS	12	  
23	22585	PACK OF 6 BIRDY GIFT TAGS	12	  
54	84375	SET OF 20 KIDS COOKIE CUTTERS	12	  
9	21889	WOODEN BOX OF DOMINOES	12	  
16	22384	LUNCH BAG PINK POLKADOT	10	  
2	20718	RED RETROSPOT SHOPPER BAG	10	  
3	20725	LUNCH BAG RED RETROSPOT	10	  
35	23201	JUMBO BAG ALPHABET	10	  
56	85099B	JUMBO BAG RED RETROSPOT	10	  

36	23203	JUMBO BAG VINTAGE DOILY	10
20	22478	BIRDHOUSE GARDEN MARKER	10
37	23205	CHARLOTTE BAG VINTAGE ALPHABET	10
38	23209	LUNCH BAG VINTAGE DOILY	10
17	22411	JUMBO SHOPPER VINTAGE RED PAISLEY	10
0	20676	RED RETROSPOT BOWL	8
1	20677	PINK POLKADOT BOWL	8
52	47591D	PINK FAIRY CAKE CHILDRENS APRON	8
6	21243	PINK POLKADOT PLATE	8
5	21242	RED RETROSPOT PLATE	8
4	21238	RED RETROSPOT CUP	8
39	23240	SET OF 4 KNICK KNACK TINS DOILY	6
44	23348	CHILDRENS TOY COOKING UTENSIL SET	6

48	23469	CARD HOLDER LOVE BIRD SMALL	6
49	23528	SPACEBOY WALL ART	6
34	23169	CLASSIC GLASS COOKIE JAR	6
32	22960	JAM MAKING SET WITH JARS	6
42	23298	SPOTTY BUNTING	6
29	22666	RECIPES BOX PANTRY YELLOW DESIGN	6
8	21580	RABBIT DESIGN COTTON TOTE BAG	6
19	22467	GUMBALL COAT RACK	6
13	22178	VICTORIAN GLASS HANGING T-LIGHT	6
15	22381	TOY TIDY PINK POLKADOT	5
14	22380	TOY TIDY SPACEBOY	5
10	21936	RED RETROSPOT PICNIC BAG	5
50	47566	PARTY BUNTING	4

# AFRICA

(groupby customer id)



รายการสินค้าที่ซื้อในปริมาณมากที่สุด (12 ชิ้น)

รายการสินค้าที่ซื้อในปริมาณปานกลาง (8-10 ชิ้น)

รายการสินค้าที่ซื้อในปริมาณน้อยกว่า 8 ชิ้น

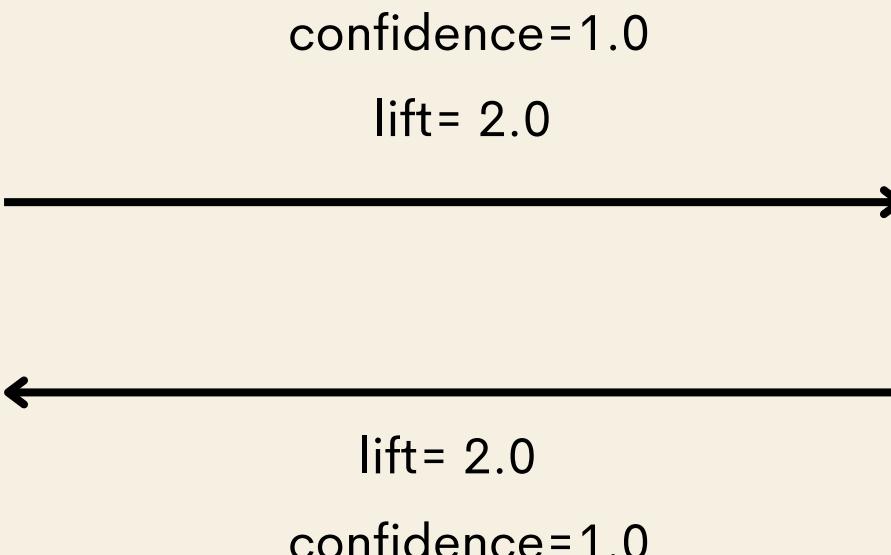
# UNSPECIFIED

(groupby customer id)

```
RelationRecord(items=frozenset({'22585', '22150'}), support=0.5, ordered_statistics=[OrderedStatistic(items_base=frozenset(), items_add=frozenset({'22585', '22150'}), confidence=0.5, lift=1.0), OrderedStatistic(items_base=frozenset({'22150'}), items_add=frozenset({'22585'}), confidence=1.0, lift=2.0), OrderedStatistic(items_base=frozenset({'22585'}), items_add=frozenset({'22150'}), confidence=1.0, lift=2.0)])
```



22585 3 STRIPEY MICE FELTCRAFT



22150 PACK OF 6 BIRDY GIFT TAGS

# **ANALYSIS OF PRODUCTS BASED ON HIGH-VALUE CUSTOMER BEHAVIOR**

# DEFINE HIGH-VALUE CUSTOMERS

- High-Value Customers are typically defined as those who contribute the most to the total revenue.
- Calculate the total purchase amount for each customer.

```
1 # Calculate total purchase amount for each customer
2 data_test['TotalPurchase'] = data_test['Quantity'] * data_test['UnitPrice']
3 customer_total_spending = data_test.groupby('CustomerID')['TotalPurchase'].sum().reset_index()
4 customer_total_spending
```

	CustomerID	TotalPurchase
0	12346.0	0.00
1	12347.0	4310.00
2	12348.0	1797.24
3	12349.0	1757.55
4	12350.0	334.40
...	...	...
4367	18280.0	180.60
4368	18281.0	80.82
4369	18282.0	176.60
4370	18283.0	2094.88
4371	18287.0	1837.28

4372 rows × 2 columns

# DEFINE HIGH-VALUE CUSTOMERS

- Identify the top 10% of customers based on total purchase amount as High-Value Customers.

```
1 # Identify High-Value Customers (top 10%)  
2 high_value_threshold = customer_total_spending['TotalPurchase'].quantile(0.9)  
3 high_value_customers = customer_total_spending[customer_total_spending['TotalPurchase'] >= high_value_threshold]['CustomerID']  
4 high_value_customers
```

	CustomerID
1	12347.0
10	12357.0
12	12359.0
15	12362.0
20	12370.0
...	...
4324	18223.0
4326	18225.0
4327	18226.0
4330	18229.0
4347	18251.0
438 rows × 1 columns	
dtype: float64	

# FILTER DATA FOR FESTIVE SEASONS

- Focus on transactions during the festive season (e.g., December for Christmas and New Year).

```

1 # Filter data for festive season (December)
2 festive_data = data_test[(data_test['month'] == 12) & (data_test['day'].between(1, 31))]
3 festive_data

```

/usr/local/lib/python3.11/dist-packages/ipykernel/ipkernel.py:283: DeprecationWarning: `should\_run\_async` will not call `transform\_cell` automatically in the future. Please pass the result and should\_run\_async(code)

	InvoiceNo	StockCode	Description	Quantity	InvoiceDate	UnitPrice	CustomerID	Country	date	day	month	year	Continent	TotalPurchase
0	536365	85123A	WHITE HANGING HEART T-LIGHT HOLDER	6	12/01/2010 08:26	2.55	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe	15.30
1	536365	71053	WHITE METAL LANTERN	6	12/01/2010 08:26	3.39	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe	20.34
2	536365	84406B	CREAM CUPID HEARTS COAT HANGER	8	12/01/2010 08:26	2.75	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe	22.00
3	536365	84029G	KNITTED UNION FLAG HOT WATER BOTTLE	6	12/01/2010 08:26	3.39	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe	20.34
4	536365	84029E	RED WOOLLY HOTTIE WHITE HEART.	6	12/01/2010 08:26	3.39	17850.0	United Kingdom	12/01/2010	1	12	2010	Europe	20.34
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
541904	581587	22613	PACK OF 20 SPACEBOY NAPKINS	12	12/09/2011 12:50	0.85	12680.0	France	12/09/2011	9	12	2011	Europe	10.20
541905	581587	22899	CHILDREN'S APRON DOLLY GIRL	6	12/09/2011 12:50	2.10	12680.0	France	12/09/2011	9	12	2011	Europe	12.60
541906	581587	23254	CHILDRENS CUTLERY DOLLY GIRL	4	12/09/2011 12:50	4.15	12680.0	France	12/09/2011	9	12	2011	Europe	16.60
541907	581587	23255	CHILDRENS CUTLERY CIRCUS PARADE	4	12/09/2011 12:50	4.15	12680.0	France	12/09/2011	9	12	2011	Europe	16.60
541908	581587	22138	BAKING SET 9 PIECE RETROSPOT	3	12/09/2011 12:50	4.95	12680.0	France	12/09/2011	9	12	2011	Europe	14.85

68006 rows × 14 columns

Activate Windows  
Go to Settings to activate Windows.

# ANALYZE PURCHASING BEHAVIOR

- Prepare Transaction Data

```
1 # Group transactions by InvoiceNo and collect StockCode as lists
2 high_value_transactions = high_value_festive_data.groupby('InvoiceNo')['StockCode'].apply(list)
3 high_value_transactions

/usr/local/lib/python3.11/dist-packages/ipykernel/ipkernel.py:283: DeprecationWarning: `should_run_
and should_run_async(code)

      StockCode

  InvoiceNo
  536365    [85123A, 71053, 84406B, 84029G, 84029E, 22752, ...
  536366                [22633, 22632]
  536370    [22728, 22727, 22726, 21724, 21883, 10002, 217...
  536372                [22632, 22633]
  536373    [85123A, 71053, 84406B, 20679, 37370, 21871, 2...
...
  ...
  C581460                [22197, 22107]
  C581468                [21314, 22098]
  C581499                  [M]
  C581568                [21258]
  C581569    [84978, 20979]

1099 rows × 1 columns
```

# ANALYZE PURCHASING BEHAVIOR

- Clean Transaction Data
- replace non-string values (e.g., NaN) in the transaction data with Unknown.

```
1 def clean_transactions(transactions):
2     cleaned_transactions = []
3     for transaction in transactions:
4         cleaned_transaction = [item if isinstance(item, str) else "Unknown" for item in transaction]
5         cleaned_transactions.append(cleaned_transaction)
6     return cleaned_transactions
7
8 high_value_transactions_cleaned = clean_transactions(high_value_transactions)
9 general_transactions_cleaned = clean_transactions(general_transactions)
```

# ANALYZE PURCHASING BEHAVIOR

- Generate Association Rules

```
1 from mlxtend.preprocessing import TransactionEncoder
2 from mlxtend.frequent_patterns import apriori, association_rules
3
4 def get_association_rules(transactions, min_support=0.02):
5     # Encode transactions
6     te = TransactionEncoder()
7     te_ary = te.fit(transactions).transform(transactions)
8     df = pd.DataFrame(te_ary, columns=te.columns_)
9
10    # Generate frequent itemsets
11    frequent_itemsets = apriori(df, min_support=min_support, use_colnames=True)
12
13    if frequent_itemsets.empty:
14        print("No frequent itemsets found. Consider lowering min_support.")
15        return pd.DataFrame()
16
17    # Generate association rules
18    rules = association_rules(frequent_itemsets, metric="lift", min_threshold=1)
19    return rules.sort_values('confidence', ascending=False)
20
21 # Generate rules for High-Value and General Customers
22 high_value_rules = get_association_rules(high_value_transactions_cleaned, min_support=0.015)
23 general_rules = get_association_rules(general_transactions_cleaned, min_support=0.015)
```

# ANALYZE PURCHASING BEHAVIOR

- Generate Association Rules

```
1 # Display the number of rules
2 print(f"Number of High-Value Customer Rules: {len(high_value_rules)}")
3 print(f"Number of General Customer Rules: {len(general_rules)}")
```

```
Number of High-Value Customer Rules: 888
Number of General Customer Rules: 37590
```

# FOCUS ON HIGH-VALUE CUSTOMER RULES

## Identify Top Rules

- Sort the rules by lift to prioritize the most meaningful associations.

```
1 high_value_rules_sorted = high_value_rules.sort_values(by='lift', ascending=False)
2 high_value_rules_sorted = high_value_rules_sorted.head(10) # Display top 10 rules
3 high_value_rules_sorted
```

/usr/local/lib/python3.11/dist-packages/ipykernel/ipkernel.py:283: DeprecationWarning: `should\_run\_async` will not call `transform\_cell` automatically in the future; please use `transform\_cell` directly
 and should\_run\_async(code)

	antecedents	consequents	antecedent support	consequent support	support	confidence	lift	leverage	conviction	zhangs_metric
850	(84029G, 71053)	(85123A, 84029E, 21730)	0.015469	0.016379	0.015469	1.000000	61.055556	0.015215	inf	0.999076
608	(85123A, 71053)	(21730, 84029G)	0.016379	0.015469	0.015469	0.944444	61.055556	0.015215	17.721565	1.000000
807	(85123A, 84029E, 21730)	(22752, 71053)	0.016379	0.015469	0.015469	0.944444	61.055556	0.015215	17.721565	1.000000
609	(21730, 84029G)	(85123A, 71053)	0.015469	0.016379	0.015469	1.000000	61.055556	0.015215	inf	0.999076
815	(85123A, 71053)	(21730, 22752, 84029E)	0.016379	0.015469	0.015469	0.944444	61.055556	0.015215	17.721565	1.000000
840	(21730, 84029E, 84029G)	(85123A, 71053)	0.015469	0.016379	0.015469	1.000000	61.055556	0.015215	inf	0.999076
851	(21730, 84029G)	(85123A, 84029E, 71053)	0.015469	0.016379	0.015469	1.000000	61.055556	0.015215	inf	0.999076
822	(21730, 71053)	(85123A, 22752, 84029E)	0.016379	0.015469	0.015469	0.944444	61.055556	0.015215	17.721565	1.000000
810	(21730, 22752, 84029E)	(85123A, 71053)	0.015469	0.016379	0.015469	1.000000	61.055556	0.015215	inf	0.999076
845	(85123A, 71053)	(21730, 84029E, 84029G)	0.016379	0.015469	0.015469	0.944444	61.055556	0.015215	17.721565	1.000000

# REFINE GENERAL CUSTOMER RULES

## Filter Rules by Confidence and Lift

- To reduce the number of rules and focus on the most significant ones, filter the rules based on confidence and lift

```
1 general_rules_filtered = general_rules[  
2 | | ('confidence' > 0.7) & ('lift' > 1.5)  
3 ]  
4 print(f"Number of Filtered General Customer Rules: {len(general_rules_filtered)}")  
5  
  
Number of Filtered General Customer Rules: 20163
```

# REFINE GENERAL CUSTOMER RULES

## Identify Common Patterns

- Look for rules that appear frequently across General Customers to understand overall market trends.

```
[292] 1 general_rules_sorted = general_rules_filtered.sort_values(by='support', ascending=False)
      2 general_rules_sorted = general_rules_sorted.head(10) # Display top 10 rules
      3 general_rules_sorted
```

→ /usr/local/lib/python3.11/dist-packages/ipykernel/ipkernel.py:283: DeprecationWarning: `should\_run\_async` will not call `transform\_cell` automatically and should\_run\_async(code)

	antecedents	consequents	antecedent support	consequent support	support	confidence	lift	leverage	conviction	zhangs_metric	grid
2408	(22727)	(22726)	0.043792	0.043792	0.032457	0.741176	16.924983	0.030540	3.694441	0.984007	grid
2409	(22726)	(22727)	0.043792	0.043792	0.032457	0.741176	16.924983	0.030540	3.694441	0.984007	grid
2375	(22697)	(22699)	0.038640	0.038125	0.029366	0.760000	19.934595	0.027893	4.007814	0.988013	grid
2374	(22699)	(22697)	0.038125	0.038640	0.029366	0.770270	19.934595	0.027893	4.184744	0.987483	grid
1941	(DOT)	(22197)	0.036064	0.061309	0.026275	0.728571	11.883673	0.024064	3.458337	0.950116	grid
9204	(22111, 22835)	(22112)	0.030397	0.069037	0.026275	0.864407	12.520997	0.024177	6.865855	0.948980	grid
9205	(22111, 22112)	(22835)	0.037094	0.058733	0.026275	0.708333	12.060307	0.024096	3.227202	0.952412	grid
11984	(22867, 22865)	(22866)	0.036064	0.051005	0.025760	0.714286	14.004329	0.023920	3.321484	0.963335	grid
1254	(22083)	(22086)	0.032973	0.097888	0.025760	0.781250	7.981086	0.022532	4.123942	0.904529	grid
11983	(22866, 22865)	(22867)	0.035033	0.065430	0.025760	0.735294	11.237842	0.023468	3.530597	0.944090	grid

# COMPARE UNIQUE PRODUCT ASSOCIATIONS BETWEEN HIGH-VALUE AND GENERAL CUSTOMERS

```
1 # Compare unique product associations between High-Value and General Customers
2 unique_high_value_associations = high_value_rules_sorted[
3     ~high_value_rules_sorted['antecedents'].isin(general_rules_sorted['antecedents'])
4 ]
5
6 # Print unique associations
7 print("Unique High-Value Customer Holiday Product Associations:")
8 for idx, row in unique_high_value_associations.iterrows():
9     antecedents = list(row['antecedents'])
10    consequents = list(row['consequents'])
11    print(f"If bought {antecedents}, likely to buy {consequents}")
```

```
Unique High-Value Customer Holiday Product Associations:
If bought ['84029G', '71053'], likely to buy ['85123A', '84029E', '21730']
If bought ['85123A', '71053'], likely to buy ['21730', '84029G']
If bought ['85123A', '84029E', '21730'], likely to buy ['22752', '71053']
If bought ['21730', '84029G'], likely to buy ['85123A', '71053']
If bought ['85123A', '71053'], likely to buy ['21730', '22752', '84029E']
If bought ['21730', '84029E', '84029G'], likely to buy ['85123A', '71053']
If bought ['21730', '84029G'], likely to buy ['85123A', '84029E', '71053']
If bought ['21730', '71053'], likely to buy ['85123A', '22752', '84029E']
If bought ['21730', '22752', '84029E'], likely to buy ['85123A', '71053']
If bought ['85123A', '71053'], likely to buy ['21730', '84029E', '84029G']
```

# UNIQUE ASSOCIATIONS

```
1 # Function to filter out nan values from descriptions
2 def clean_descriptions(descriptions):
3     return {desc for desc in descriptions if pd.notna(desc)}
4
5 # Loop through each row in the unique_high_value_associations DataFrame
6 for idx, row in unique_high_value_associations.iterrows():
7     antecedents = list(row['antecedents'])
8     consequents = list(row['consequents'])
9
10    # Print the association
11    print(f"If bought {antecedents}, likely to buy {consequents}")
12
13    # Find and print descriptions for antecedents
14    print("Descriptions for antecedents:")
15    for item in antecedents:
16        descriptions = finditem(item, '')
17        descriptions = clean_descriptions(descriptions) # Clean descriptions
18        print(f" StockCode {item}: {'.'.join(descriptions)} if descriptions else 'No description available'")
19
20    # Find and print descriptions for consequents
21    print("Descriptions for consequents:")
22    for item in consequents:
23        descriptions = finditem(item, '')
24        descriptions = clean_descriptions(descriptions) # Clean descriptions
25        print(f" StockCode {item}: {'.'.join(descriptions)} if descriptions else 'No description available'")
26
27    # Alternatively, use finditems for multiple items at once
28    print("Descriptions for antecedents (using finditems):")
29    descriptions = finditems(*antecedents)
30    descriptions = clean_descriptions(descriptions) # Clean descriptions
31    print(f" {'.'.join(descriptions)} if descriptions else 'No descriptions available'")
32
33    print("Descriptions for consequents (using finditems):")
34    descriptions = finditems(*consequents)
35    descriptions = clean_descriptions(descriptions) # Clean descriptions
36    print(f" {'.'.join(descriptions)} if descriptions else 'No descriptions available'")
37
38    print("\n" + "*50 + "\n") # Add a separator for better readability
```

# UNIQUE ASSOCIATIONS

```
/usr/local/lib/python3.11/dist-packages/ipykernel/ipkernel.py:283: DeprecationWarning: `should_run_async` will not call `transform_cell` automatically in the future. Please p
    and should_run_async(code)
If bought ['84029G', '71053'], likely to buy ['85123A', '84029E', '21730']
Descriptions for antecedents:
    StockCode 84029G: KNITTED UNION FLAG HOT WATER BOTTLE
    StockCode 71053: WHITE METAL LANTERN, WHITE MOROCCAN METAL LANTERN
Descriptions for consequents:
    StockCode 85123A: CREAM HANGING HEART T-LIGHT HOLDER, ?, wrongly marked carton 22804, WHITE HANGING HEART T-LIGHT HOLDER
    StockCode 84029E: RED WOOLLY HOTTIE WHITE HEART.
    StockCode 21730: GLASS STAR FROSTED T-LIGHT HOLDER
Descriptions for antecedents (using finditems):
    WHITE METAL LANTERN, WHITE MOROCCAN METAL LANTERN, KNITTED UNION FLAG HOT WATER BOTTLE
Descriptions for consequents (using finditems):
    WHITE HANGING HEART T-LIGHT HOLDER, GLASS STAR FROSTED T-LIGHT HOLDER, wrongly marked carton 22804, RED WOOLLY HOTTIE WHITE HEART., CREAM HANGING HEART T-LIGHT HOLDER, ?

=====
If bought ['85123A', '71053'], likely to buy ['21730', '84029G']
Descriptions for antecedents:
    StockCode 85123A: CREAM HANGING HEART T-LIGHT HOLDER, ?, wrongly marked carton 22804, WHITE HANGING HEART T-LIGHT HOLDER
    StockCode 71053: WHITE METAL LANTERN, WHITE MOROCCAN METAL LANTERN
Descriptions for consequents:
    StockCode 21730: GLASS STAR FROSTED T-LIGHT HOLDER
    StockCode 84029G: KNITTED UNION FLAG HOT WATER BOTTLE
Descriptions for antecedents (using finditems):
    WHITE HANGING HEART T-LIGHT HOLDER, wrongly marked carton 22804, WHITE MOROCCAN METAL LANTERN, WHITE METAL LANTERN, CREAM HANGING HEART T-LIGHT HOLDER, ?
Descriptions for consequents (using finditems):
    GLASS STAR FROSTED T-LIGHT HOLDER, KNITTED UNION FLAG HOT WATER BOTTLE

=====
If bought ['85123A', '84029E', '21730'], likely to buy ['22752', '71053']
Descriptions for antecedents:
    StockCode 85123A: CREAM HANGING HEART T-LIGHT HOLDER, ?, wrongly marked carton 22804, WHITE HANGING HEART T-LIGHT HOLDER
    StockCode 84029E: RED WOOLLY HOTTIE WHITE HEART.
    StockCode 21730: GLASS STAR FROSTED T-LIGHT HOLDER
Descriptions for consequents:
    StockCode 22752: SET 7 BABUSHKA NESTING BOXES
    StockCode 71053: WHITE METAL LANTERN, WHITE MOROCCAN METAL LANTERN
Descriptions for antecedents (using finditems):
    WHITE HANGING HEART T-LIGHT HOLDER, GLASS STAR FROSTED T-LIGHT HOLDER, wrongly marked carton 22804, RED WOOLLY HOTTIE WHITE HEART., CREAM HANGING HEART T-LIGHT HOLDER, ?
Descriptions for consequents (using finditems):
    SET 7 BABUSHKA NESTING BOXES, WHITE METAL LANTERN, WHITE MOROCCAN METAL LANTERN
```

# OBSERVATIONS

Several products seem to be frequently associated

- 1 85123A (Cream/White Hanging Heart T-Light Holder)



- 2 71053 (White Metal/Moroccan Lantern)



- 3 21730 (Glass Star Frosted T-Light Holder)



- 4 84029G (Knitted Union Flag Hot Water Bottle)



- 5 84029E (Red Woolly Hottie White Heart)



- 6 22752 (Set 7 Babushka Nesting Boxes)

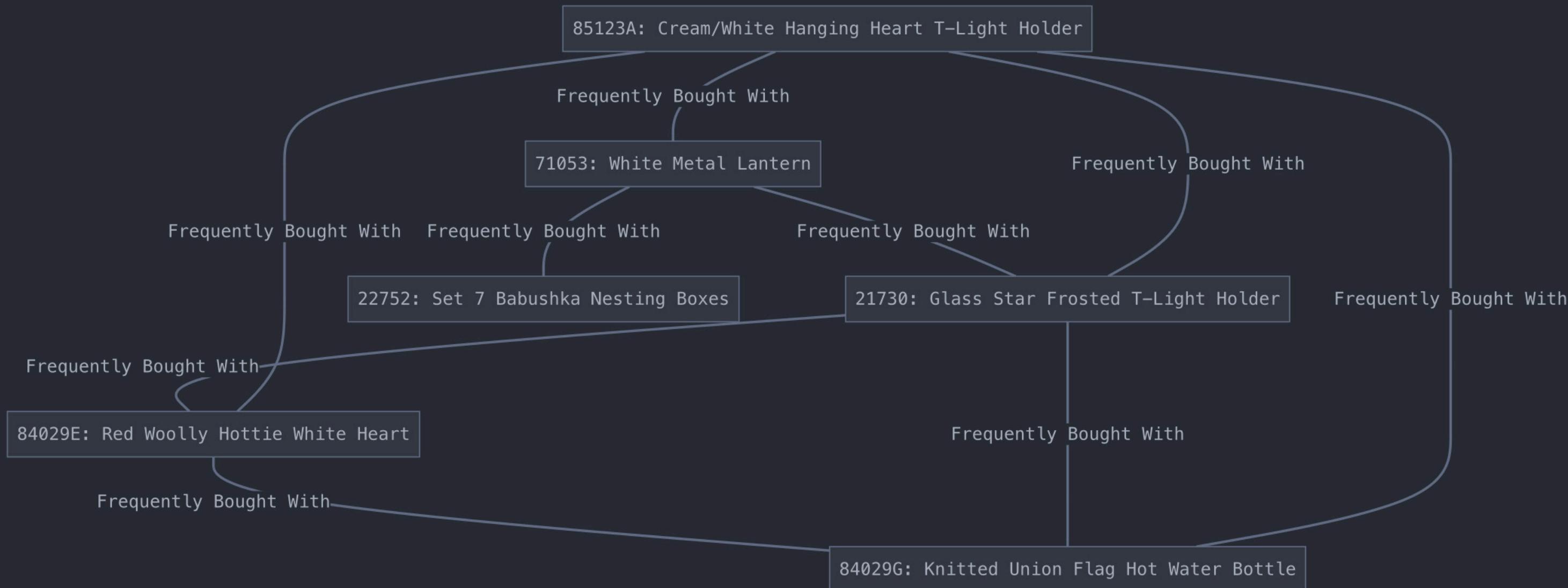


## OBSERVATIONS

The analysis suggests these products have strong co-purchase relationships.

For example, if someone buys a Glass Star Frosted T-Light Holder (21730) and a Knitted Union Flag Hot Water Bottle (84029G), they are likely to also purchase a Cream Hanging Heart T-Light Holder (85123A) and a White Metal Lantern (71053).

# UNIQUE ASSOCIATIONS



# SEGMENT BY REGION

- Analyze High-Value Customer Behavior by Continent

```
1 def analyze_continent_behavior(continent):
2     continent_high_value = high_value_festive_data[
3         high_value_festive_data['Continent'] == continent
4     ]
5     return continent_high_value['Description'].value_counts().head()
6
7 # Compare holiday product preferences across continents
8 for continent in ['Europe', 'North America', 'Asia']:
9     print(f"\n{continent} High-Value Customer Top Products:")
10    print(analyze_continent_behavior(continent))
```

```
Europe High-Value Customer Top Products:
Description
WHITE HANGING HEART T-LIGHT HOLDER      104
REGENCY CAKESTAND 3 TIER                 98
PAPER CHAIN KIT 50'S CHRISTMAS          94
CHOCOLATE HOT WATER BOTTLE              83
PAPER CHAIN KIT VINTAGE CHRISTMAS       77
Name: count, dtype: int64
```

```
North America High-Value Customer Top Products:
Series([], Name: count, dtype: int64)
```

```
Asia High-Value Customer Top Products:
Description
PARTY BUNTING                           2
MINI WOODEN HAPPY BIRTHDAY GARLAND      2
WOODEN HAPPY BIRTHDAY GARLAND           2
PAPER BUNTING COLOURED LACE             2
FELTCRAFT PRINCESS CHARLOTTE DOLL       2
```

# KEY INSIGHTS FROM THE HIGH-VALUE CUSTOMER PRODUCT DATA

Europe (Top 5 Products)

1



WHITE HANGING HEART T-LIGHT  
HOLDER (104 purchases)

2



REGENCY CAKESTAND 3 TIER  
(98 purchases)

3



PAPER CHAIN KIT 50'S CHRISTMAS  
(94 purchases)

4



CHOCOLATE HOT WATER  
BOTTLE (83 purchases)

5



PAPER CHAIN KIT VINTAGE  
CHRISTMAS (77 purchases)

# KEY INSIGHTS FROM THE HIGH-VALUE CUSTOMER PRODUCT DATA

Asia (Top 5 Products)

1



PARTY BUNTING (2 purchases)

2



MINI WOODEN HAPPY  
BIRTHDAY GARLAND (2  
purchases)

3



WOODEN HAPPY BIRTHDAY  
GARLAND (2 purchases)

4



PAPER BUNTING COLOURED  
LACE (2 purchases)

5

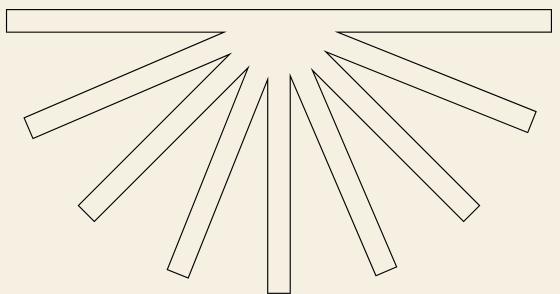


FELTCRAFT PRINCESS  
CHARLOTTE DOLL (2  
purchases)

## OBSERVATIONS

- 1** Europe shows significantly higher purchase volumes
- 2** European customers seem to prefer home decor and seasonal items.
- 3** Asian data shows very low purchase numbers.
- 4** North America has no data in this analysis.

# MEMBERS



653020213-2

นางสาว พรอนรมณ ราชคุมน์

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นาย รัชชานนก พันกาพสินรุ

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นางสาว พรวลัย พีอกซ้อล

**THANK YOU**

for your attention!