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Project name

Market Basket Analysis

Phase-2

Document Submission

Market basket analysis is a data mining technique used to discover associations between products or items that are frequently purchased together. It is commonly used in retail and e-commerce to optimize product recommendations, inventory management, and marketing strategies. Here are the complete steps to conduct a market basket analysis project:

**1. Define the Problem:**

Clearly state the objectives and goals of your market basket analysis project. What specific insights or patterns are you trying to uncover?

**2. Data Collection:**

Gather transaction data that includes item or product information. Common sources include point-of-sale (POS) systems, e-commerce databases, and customer purchase history.

**3. Data Preprocessing:**

Clean and preprocess the data to ensure its quality and consistency. This may involve handling missing values, removing duplicates, and transforming data into the required format.

**4. Data Exploration:**

Perform initial data exploration to gain a better understanding of the dataset. Generate summary statistics, visualizations, and identify key metrics such as support, confidence, and lift.

**5. Market Basket Analysis Algorithms:**

Choose an appropriate algorithm for your analysis. Common algorithms include Apriori, FP-growth, and Eclat. These algorithms are used to discover association rules.

**6. Association Rule Mining:**

Apply the selected algorithm to mine association rules. These rules typically have the following components:

Antecedent (LHS): The item(s) being purchased.

Consequent (RHS): The item(s) that tend to be purchased along with the antecedent.

Support: The proportion of transactions that contain the antecedent and consequent.

Confidence: The probability that a transaction containing the antecedent also contains the consequent.

Lift: The measure of how much more likely the consequent is to be purchased when the antecedent is bought compared to random chance.

**7. Rule Evaluation:**

Filter and evaluate the discovered rules based on specific criteria. Common filtering criteria include minimum support, minimum confidence, and minimum lift.

**8. Interpretation:**

Interpret the association rules to gain insights. What items are commonly bought together, and what actions can be taken based on these associations?

**9. Visualization:**

Create visualizations such as scatter plots, heatmaps, and network diagrams to present the results in a more understandable way.

**10. Implementation:**

Implement the insights gained from the analysis into practical strategies. This could include optimizing product placement, creating bundling offers, or improving recommendation systems.

**11. Testing and Validation:**

Test the strategies implemented based on the market basket analysis and validate their impact on sales, customer satisfaction, or other relevant KPIs.

**12. Documentation:**

Document the entire process, including data sources, preprocessing steps, analysis methodologies, and results. This documentation will be valuable for future reference and knowledge sharing.

**13. Maintenance and Iteration:**

Market basket analysis is an ongoing process. Continue to collect data, re-run the analysis periodically, and adjust your strategies as market conditions change.

Remember that the success of a market basket analysis project depends on the quality of data, the choice of appropriate algorithms, and the effective implementation of the insights gained.