



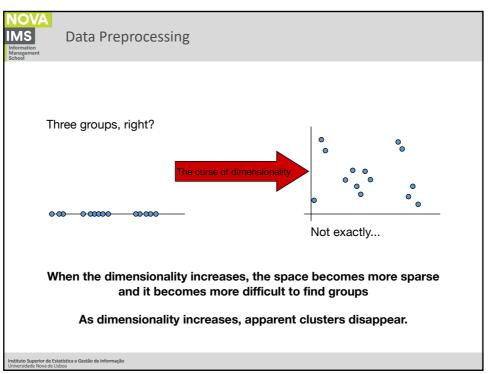
Data Preprocessing

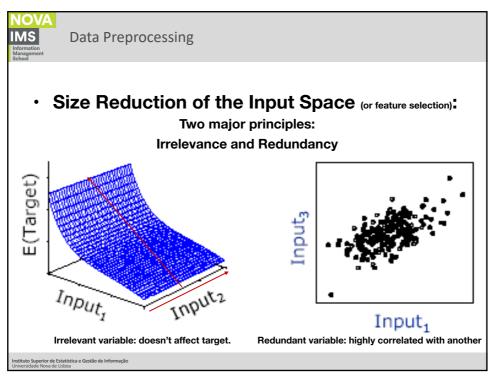
· Additional considerations about data:

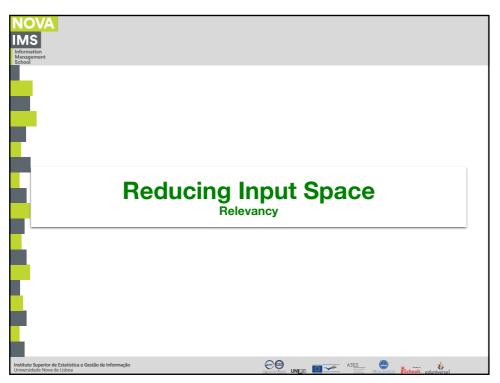
- Curse of dimensionality the input space grows exponentially with the number of input variables;
- The larger the input space, the more data and computing power we need.
- In high dimensions, distance metrics lose meaning.

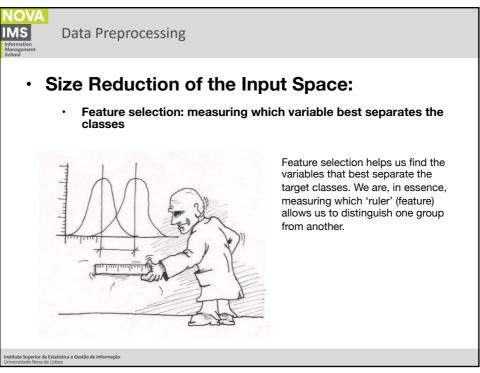
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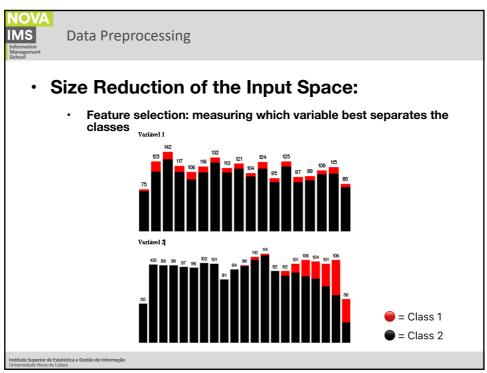
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Data Preprocessing

Size Reduction of the Input Space:

- · To create input combinations
 - Height2/weight (Body Mass Index, BMI)
 - Population/area
 - · Euros spent/nº of purchases
 - · Euros spent/time as customer
 - · Debt/income

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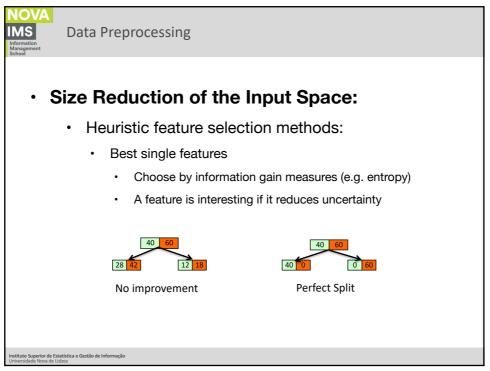
Data Preprocessing

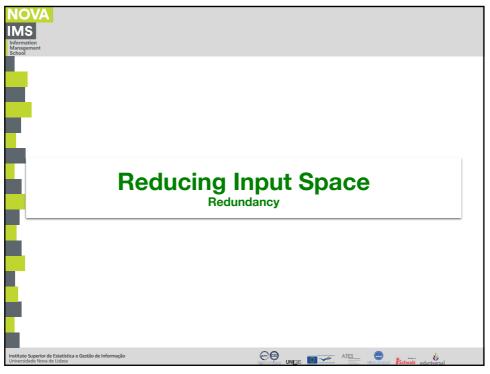
Size Reduction of the Input Space:

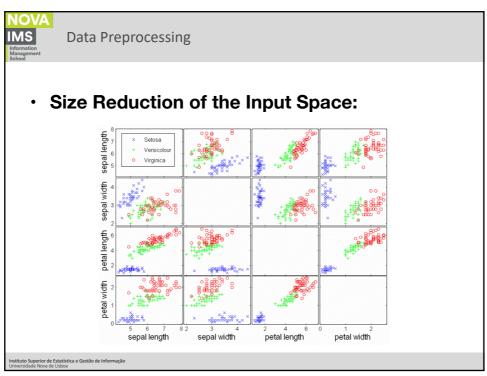
- · To create input combinations
 - Customer ID (could be anonymous)
 - 2. Total revenue for the customer
 - 3. Number of transactions per customer (frequency)
 - 4. Average time between transactions (transaction interval)
 - 5. Variance of transaction interval
 - 6. Customer stability index (ratio of (5)/(4))
- 7. Days since last visit (recency)

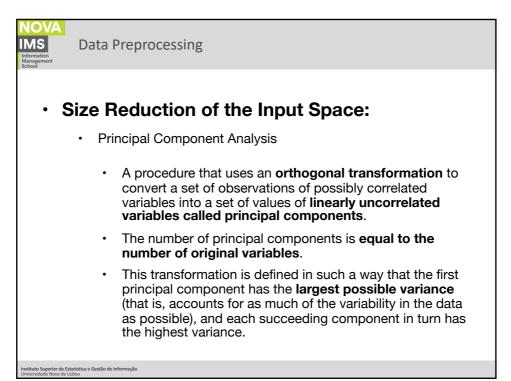
- 8. Average number of different products purchased per transaction
- 9. Relative spend on each product
- 10. NRS on each product
- (and where a product taxonomy exists):
- 11. Relative spend in each product subgroup
- 12. NRS in each product subgroup
- 13. NRS in each product group

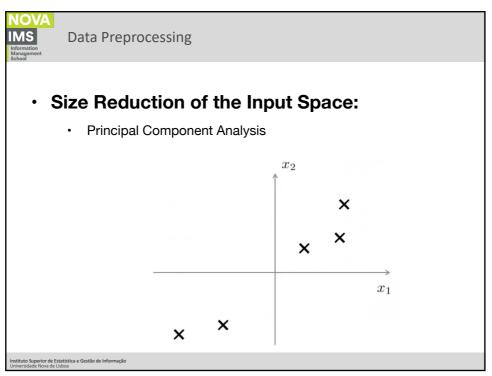
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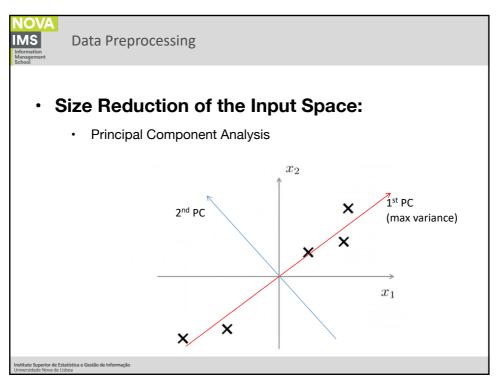


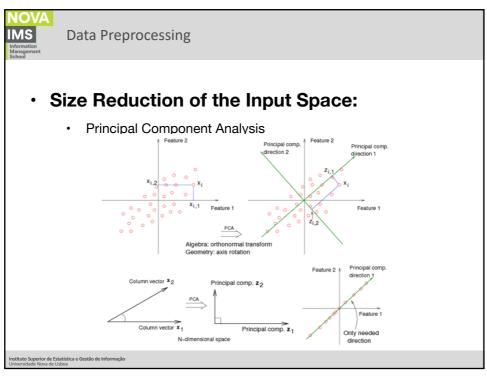












Data Preprocessing • Size Reduction of the Input Space:

- Each principal component (PC) captures a portion of the total variance in the dataset — that is, how much of the information (or variability) in the original variables it represents.
 - PC1 captures the largest possible variance.
 - PC2 captures the next largest, uncorrelated with PC1.
 - Subsequent PCs each explain less and less variance.
- By summing the variance explained by each component, we get the cumulative variance explained, which tells us how much of the total information in the data is retained when using only the first k components.
- Example:
 - · PC1 explains 60% of the variance,
 - PC2 explains 25%,
 - PC3 explains 10%,
- $\bullet\ \ \,$ then the first three components together explain 95% of the total variance.

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