

# R Notebook

## Introduction

### a) Specifying the Question

The main objective of the study is to identify customer groups and their characteristics thus aiding Kira Plastinina's Sales and Marketing team in formulating their strategies.

### b) Defining the Metric for Success

- Determining and visualising the descriptive statistics of the variables in the dataset.
- Identifying customer groups through clustering methods.
- Identifying the characteristics of clusters.

### c) Understanding the context

Sales and Marketing teams aim to maximise a business' profit. Being able to understand a customer's behaviour allows for the planning of more targeted and effective campaigns, as different customer groups may prioritise different products or services.

### d) Recording the Experimental Design

- Determine the main objectives.
- Load and preview the dataset.
- Understand the data.
- Prepare the dataset - Identify outliers, anomalies, duplicates, missing values, and determine how deal with them, drop unnecessary columns etc.
- Analyse the dataset using univariate, bivariate, and multivariate analysis techniques.
- Challenge the solution.
- Conclusion and recommendations

### e) Data Relevance

The dataset provided ([here](#)) is relevant to the research question. It has relevant information on customer behaviour on the website.

## Loading the dataset

```
#Loading some required libraries  
library(readr)  
library(data.table)  
library(caret)
```

```

## Loading required package: ggplot2
## Loading required package: lattice
library(psych)

##
## Attaching package: 'psych'

## The following objects are masked from 'package:ggplot2':
##
##      %+%, alpha

library(Metrics)

##
## Attaching package: 'Metrics'

## The following objects are masked from 'package:caret':
##
##      precision, recall

library(Amelia)

## Loading required package: Rcpp

## ##
## ## Amelia II: Multiple Imputation
## ## (Version 1.8.0, built: 2021-05-26)
## ## Copyright (C) 2005-2022 James Honaker, Gary King and Matthew Blackwell
## ## Refer to http://gking.harvard.edu/amelia/ for more information
## ##

library(tidyverse)

## — Attaching packages
## —————
## tidyverse 1.3.2 —

## ✓ tibble 3.1.7      ✓ dplyr 1.0.9
## ✓ tidyr 1.2.0       ✓ stringr 1.4.0
## ✓ purrr 0.3.4       ✓ forcats 0.5.1
## — Conflicts —————
tidyverse_conflicts() —
## ✗ psych::%+%( )      masks ggplot2::%+%( )
## ✗ psych::alpha( )     masks ggplot2::alpha( )
## ✗ dplyr::between( )    masks data.table::between( )
## ✗ dplyr::filter( )     masks stats::filter( )
## ✗ dplyr::first( )      masks data.table::first( )
## ✗ dplyr::lag( )        masks stats::lag( )
## ✗ dplyr::last( )       masks data.table::last( )

```

```
## ✗ purrr::lift()      masks caret::lift()
## ✗ purrr::transpose() masks data.table::transpose()

df <- fread("http://bit.ly/EcommerceCustomersDataset")
df <- data.frame(df)
```

## Checking the Data

Determining the no. of records in the dataset:

```
dim(df)

## [1] 12330    18

#the dataset has 12330 rows and 18 columns
```

Previewing the top of the dataset:

```
head(df)

##      Administrative Administrative_Duration Informational
Informational_Duration
## 1              0              0              0
0
## 2              0              0              0
0
## 3              0             -1              0
-1
## 4              0              0              0
0
## 5              0              0              0
0
## 6              0              0              0
0
##      ProductRelated ProductRelated_Duration BounceRates ExitRates PageValues
## 1              1              0.000000 0.20000000 0.2000000 0
## 2              2             64.000000 0.00000000 0.1000000 0
## 3              1             -1.000000 0.20000000 0.2000000 0
## 4              2              2.666667 0.05000000 0.1400000 0
## 5             10             627.500000 0.02000000 0.0500000 0
## 6             19             154.216667 0.01578947 0.0245614 0
##      SpecialDay Month OperatingSystems Browser Region TrafficType
## 1              0   Feb              1      1      1          1
## 2              0   Feb              2      2      1          2
## 3              0   Feb              4      1      9          3
## 4              0   Feb              3      2      2          4
## 5              0   Feb              3      3      1          4
## 6              0   Feb              2      2      1          3
##      VisitorType Weekend Revenue
## 1 Returning_Visitor  FALSE  FALSE
```

```
## 2 Returning_Visitor    FALSE    FALSE
## 3 Returning_Visitor    FALSE    FALSE
## 4 Returning_Visitor    FALSE    FALSE
## 5 Returning_Visitor     TRUE    FALSE
## 6 Returning_Visitor    FALSE    FALSE
```

Previewing the bottom of the dataset:

```
tail(df)
##      Administrative Administrative_Duration Informational
## 12325              0              0              1
## 12326              3             145              0
## 12327              0              0              0
## 12328              0              0              0
## 12329              4              75              0
## 12330              0              0              0
##      Informational_Duration ProductRelated ProductRelated_Duration
BounceRates
## 12325              0              16             503.000
0.000000000
## 12326              0              53             1783.792
0.007142857
## 12327              0              5              465.750
0.000000000
## 12328              0              6              184.250
0.083333333
## 12329              0              15             346.000
0.000000000
## 12330              0              3              21.250
0.000000000
##      ExitRates PageValues SpecialDay Month OperatingSystems Browser
Region
## 12325 0.03764706   0.00000         0   Nov              2        2
1
## 12326 0.02903061  12.24172         0   Dec              4        6
1
## 12327 0.02133333   0.00000         0   Nov              3        2
1
## 12328 0.08666667   0.00000         0   Nov              3        2
1
## 12329 0.02105263   0.00000         0   Nov              2        2
3
## 12330 0.06666667   0.00000         0   Nov              3        2
1
##      TrafficType      VisitorType Weekend Revenue
## 12325          1 Returning_Visitor    FALSE    FALSE
## 12326          1 Returning_Visitor     TRUE    FALSE
## 12327          8 Returning_Visitor     TRUE    FALSE
## 12328         13 Returning_Visitor     TRUE    FALSE
```

```
## 12329      11 Returning_Visitor  FALSE  FALSE
## 12330       2      New_Visitor   TRUE   FALSE
```

Checking datatype of each column:

```
str(df)

## 'data.frame': 12330 obs. of 18 variables:
## $ Administrative : int 0 0 0 0 0 0 0 1 0 0 ...
## $ Administrative_Duration: num 0 0 -1 0 0 0 -1 -1 0 0 ...
## $ Informational : int 0 0 0 0 0 0 0 0 0 0 ...
## $ Informational_Duration : num 0 0 -1 0 0 0 -1 -1 0 0 ...
## $ ProductRelated : int 1 2 1 2 10 19 1 1 2 3 ...
## $ ProductRelated_Duration: num 0 64 -1 2.67 627.5 ...
## $ BounceRates : num 0.2 0 0.2 0.05 0.02 ...
## $ ExitRates : num 0.2 0.1 0.2 0.14 0.05 ...
## $ PageValues : num 0 0 0 0 0 0 0 0 0 0 ...
## $ SpecialDay : num 0 0 0 0 0 0 0.4 0 0.8 0.4 ...
## $ Month : chr "Feb" "Feb" "Feb" "Feb" ...
## $ OperatingSystems : int 1 2 4 3 3 2 2 1 2 2 ...
## $ Browser : int 1 2 1 2 3 2 4 2 2 4 ...
## $ Region : int 1 1 9 2 1 1 3 1 2 1 ...
## $ TrafficType : int 1 2 3 4 4 3 3 5 3 2 ...
## $ VisitorType : chr "Returning_Visitor" "Returning_Visitor"
"Returning_Visitor" "Returning_Visitor" ...
## $ Weekend : logi FALSE FALSE FALSE FALSE TRUE FALSE ...
## $ Revenue : logi FALSE FALSE FALSE FALSE FALSE FALSE ...
```

## Tidying the Dataset

*#checking column names*

```
colnames(df)

## [1] "Administrative"      "Administrative_Duration"
## [3] "Informational"      "Informational_Duration"
## [5] "ProductRelated"     "ProductRelated_Duration"
## [7] "BounceRates"        "ExitRates"
## [9] "PageValues"         "SpecialDay"
## [11] "Month"              "OperatingSystems"
## [13] "Browser"            "Region"
## [15] "TrafficType"        "VisitorType"
## [17] "Weekend"            "Revenue"
```

*#converting column names to lowercase*

```
colnames(df) = tolower(colnames(df))
colnames(df)

## [1] "administrative"      "administrative_duration"
## [3] "informational"      "informational_duration"
## [5] "productrelated"     "productrelated_duration"
## [7] "bouncerates"        "exitrates"
## [9] "pagevalues"         "specialday"
```

```
## [11] "month"           "operatingsystems"
## [13] "browser"         "region"
## [15] "traffictype"     "visitortype"
## [17] "weekend"         "revenue"
```

```
#checking for missing values
```

```
data.frame(colSums(is.na(df)))
```

```
## colSums.is.na.df..
## administrative 14
## administrative_duration 14
## informational 14
## informational_duration 14
## productrelated 14
## productrelated_duration 14
## bouncerrates 14
## exitrates 14
## pagevalues 0
## specialday 0
## month 0
## operatingsystems 0
## browser 0
## region 0
## traffictype 0
## visitortype 0
## weekend 0
## revenue 0
```

There were 14 missing values in administrative, administrative\_duration, informational, informational\_duration, productrelated, productrelated\_duration, bouncerrates, and exitrates columns. Given that the dataset has 12330 rows, the missing values will be dropped

```
#dropping missing values
```

```
df <- na.omit(df)
```

```
#the 14 nulls have been dropped
```

```
print(data.frame(colSums(is.na(df))))
```

```
##                                colSums.is.na.df..
## administrative                                0
## administrative_duration                      0
## informational                                0
## informational_duration                      0
## productrelated                              0
## productrelated_duration                    0
## bouncerates                                 0
## exitrates                                  0
## pagevalues                                  0
## specialday                                  0
## month                                       0
```

```
## operatingsystems      0
## browser               0
## region                0
## traffictype           0
## visitortype           0
## weekend                0
## revenue               0
```

```
print(dim(df))
```

```
## [1] 12316    18
```

```
#checking for duplicates
nrow(df[duplicated(df),])
```

```
## [1] 117
```

There were 117 duplicates which will not be dropped because it is possible for user behaviour and characteristics on the website to be similar.

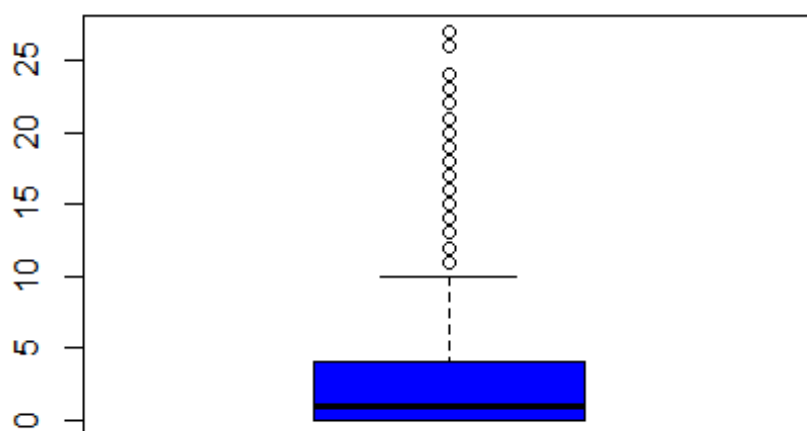
```
#separating continuous and categorical
colnames(df)
```

```
## [1] "administrative"      "administrative_duration"
## [3] "informational"       "informational_duration"
## [5] "productrelated"     "productrelated_duration"
## [7] "bouncerates"        "exitrates"
## [9] "pagevalues"         "specialday"
## [11] "month"              "operatingsystems"
## [13] "browser"            "region"
## [15] "traffictype"        "visitortype"
## [17] "weekend"            "revenue"
```

```
contin = c( "administrative", "administrative_duration",
"informational", "informational_duration",
"productrelated", "productrelated_duration",
"bouncerates", "exitrates", "pagevalues")
cat = c("specialday", "month", "operatingsystems", "browser", "region",
"traffictype", "visitortype", "weekend", "revenue")
```

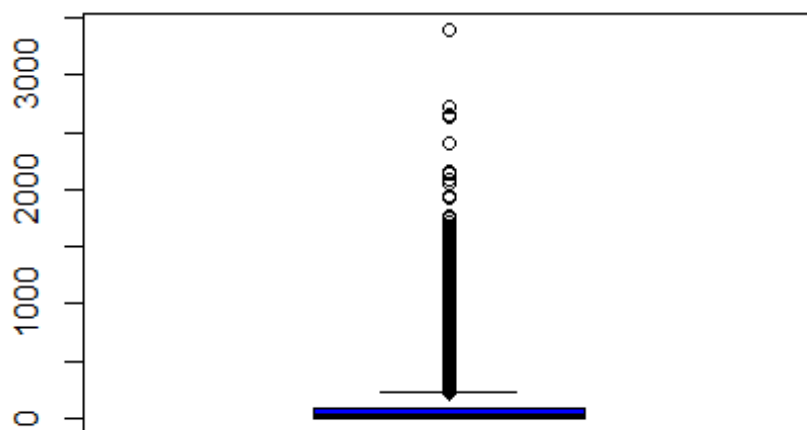
```
#checking for outliers in continuous columns
for (x in contin){
  boxplot(df[x], main=x, xlab=x, col="blue")
}
```

**administrative**



administrative

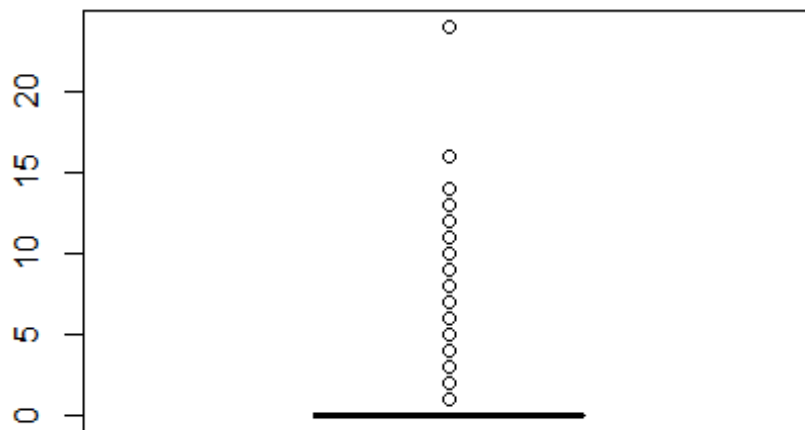
**administrative\_duration**



administrative\_duration

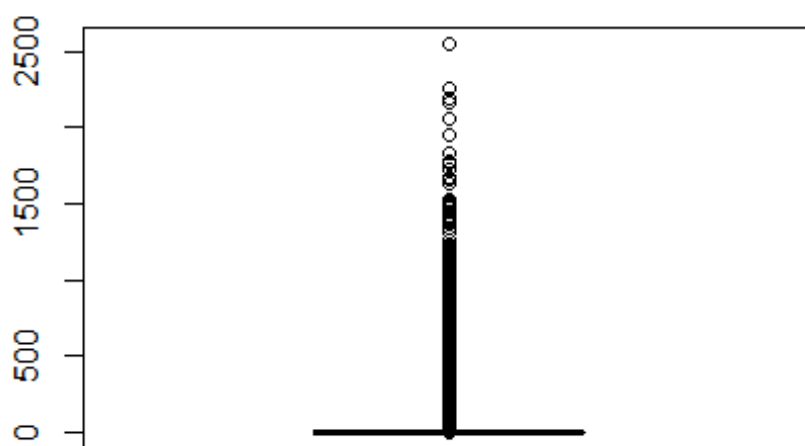


**informational**



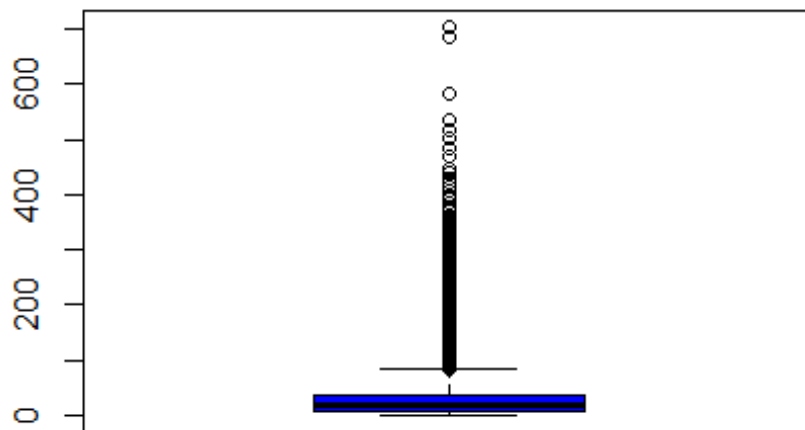
informational

**informational\_duration**



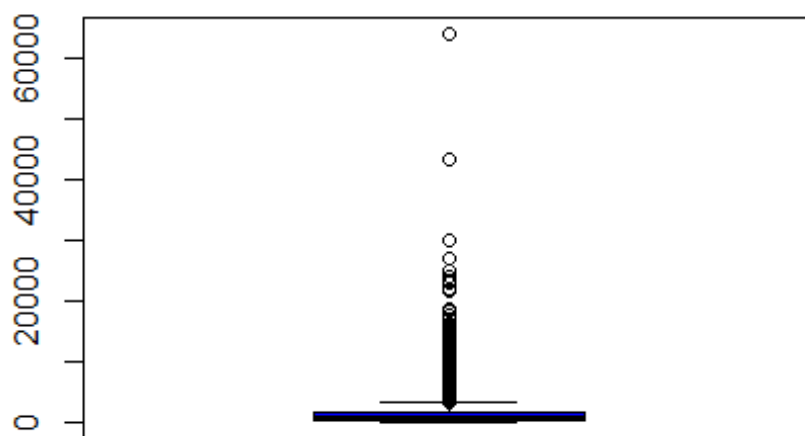
informational\_duration

**productrelated**



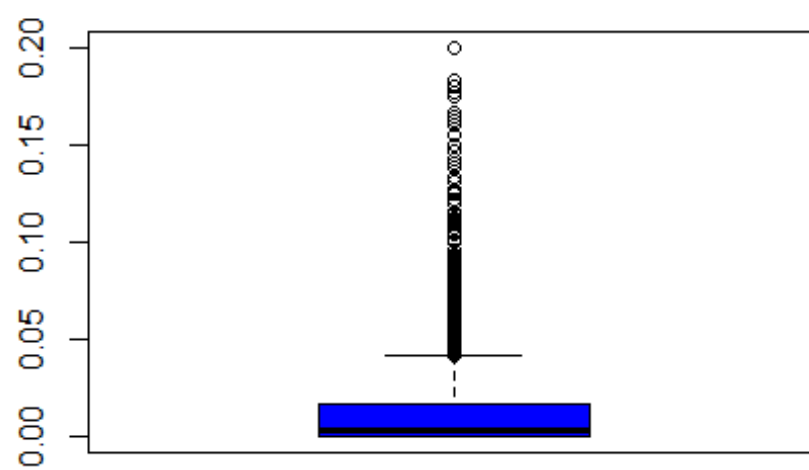
productrelated

**productrelated\_duration**



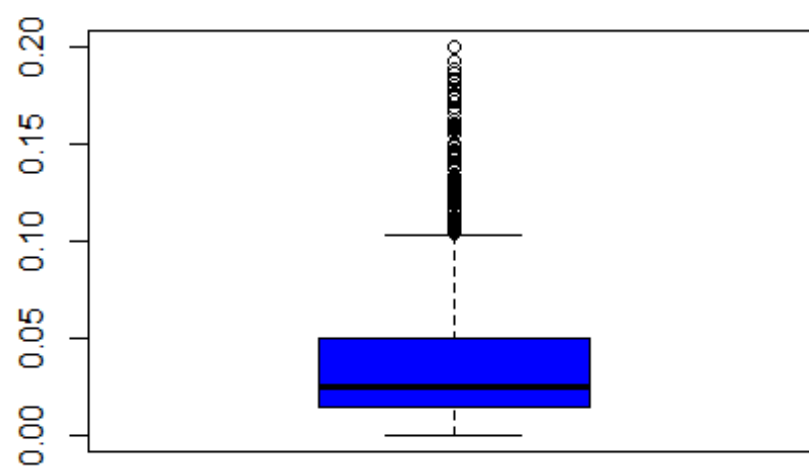
productrelated\_duration

**bouncerrates**

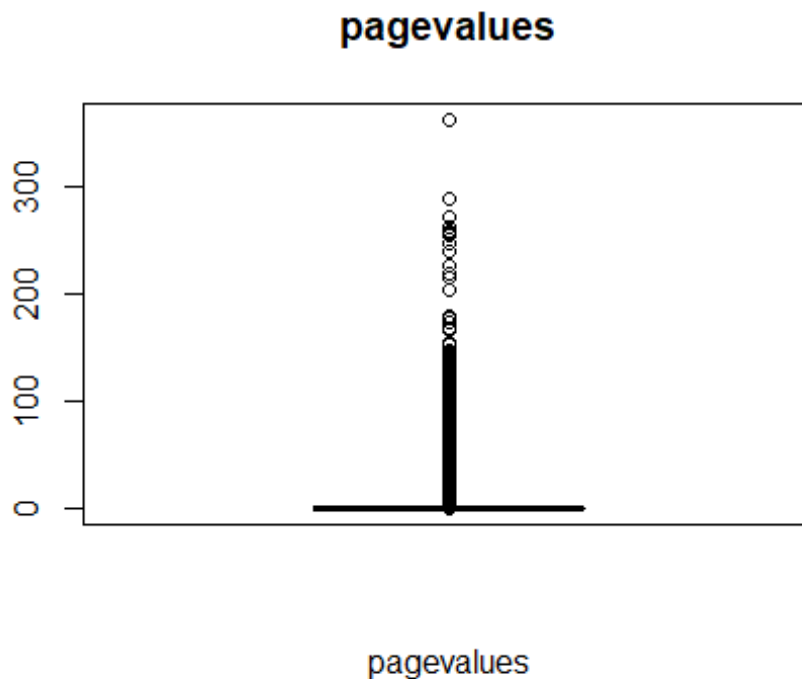


bouncerrates

**exitrates**



exitrates



There were outliers in the “administrative”, “administrative\_duration”, “informational”, “informational\_duration”, “productrelated”, “productrelated\_duration”, “bouncerrates”, “exitrates” and “pagevalues” columns. They will not be dropped as it is possible for some users to have spent longer than average on the site navigating through the numerous webpages.

*#checking for anomalies in continuous*  
*#the number of different types of pages visited by the visitor in the session*  
*and total time spent in each of these page categories should not be less than*  
*zero.*

```
for (x in contin){
  print(paste(x, nrow(subset(df, df[x] < 0))))
}

## [1] "administrative 0"
## [1] "administrative_duration 33"
## [1] "informational 0"
## [1] "informational_duration 33"
## [1] "productrelated 0"
## [1] "productrelated_duration 33"
## [1] "bouncerrates 0"
## [1] "exitrates 0"
## [1] "pagevalues 0"

dim(df)
```

```

## [1] 12316    18

#dropping observations that have the values above < 0 as those are anomalies

df <- subset(df, df["administrative_duration"] >= 0)

#checking that the 33 observations have been dropped

print(dim(df))

## [1] 12283    18

for (x in contin){
  print(paste(x, nrow(subset(df, df[x] < 0))))
}

## [1] "administrative 0"
## [1] "administrative_duration 0"
## [1] "informational 0"
## [1] "informational_duration 0"
## [1] "productrelated 0"
## [1] "productrelated_duration 0"
## [1] "bouncerates 0"
## [1] "exitrates 0"
## [1] "pagevalues 0"

#checking for number of unique values in categorical columns
for (x in cat){
  print(paste(x, length(unique(df[[x]]))))
}

## [1] "specialday 6"
## [1] "month 10"
## [1] "operatingsystems 8"
## [1] "browser 13"
## [1] "region 9"
## [1] "traffictype 20"
## [1] "visitortype 3"
## [1] "weekend 2"
## [1] "revenue 2"

#checking for anomalies in categorical

for (x in cat){
  print(x)
  print(unique(df[[x]]))

  print("*****")
}

```

```
## [1] "specialday"
## [1] 0.0 0.8 0.4 1.0 0.2 0.6
## [1] "*****"
## [1] "month"
## [1] "Feb" "Mar" "May" "Oct" "June" "Jul" "Aug" "Nov" "Sep" "Dec"
## [1] "*****"
## [1] "operatingsystems"
## [1] 1 2 3 4 7 6 8 5
## [1] "*****"
## [1] "browser"
## [1] 1 2 3 4 5 6 7 10 8 9 12 13 11
## [1] "*****"
## [1] "region"
## [1] 1 2 3 4 9 5 6 7 8
## [1] "*****"
## [1] "traffictype"
## [1] 1 2 4 3 5 6 7 8 9 10 11 12 13 14 15 18 19 16 17 20
## [1] "*****"
## [1] "visitortype"
## [1] "Returning_Visitor" "New_Visitor" "Other"
## [1] "*****"
## [1] "weekend"
## [1] FALSE TRUE
## [1] "*****"
## [1] "revenue"
## [1] FALSE TRUE
## [1] "*****"
```

No anomalous values observed

## Univariate Analysis

```
#Loading ggplot 2 library for visualisation
library(ggplot2)
```

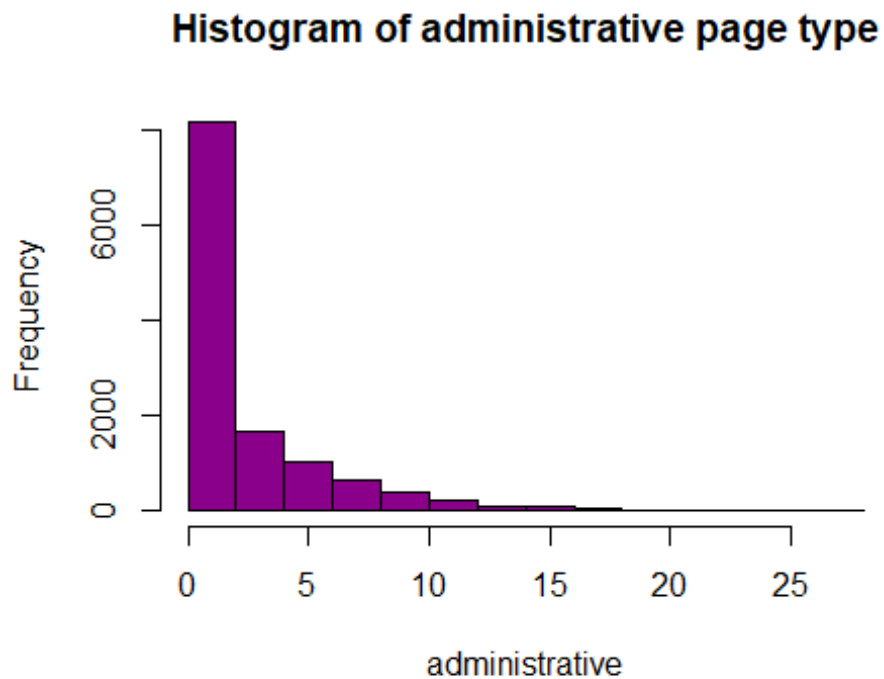
```
contin
```

```
## [1] "administrative"      "administrative_duration"
## [3] "informational"       "informational_duration"
## [5] "productrelated"     "productrelated_duration"
## [7] "bouncerrates"       "exitrates"
## [9] "pagevalues"
```

```
#statistical summary of administrative variable
data.frame(describe(df$administrative))
```

```
##   vars      n      mean      sd median  trimmed      mad min max range
skew
## X1      1 12283 2.323862 3.325128      1 1.638852 1.4826   0  27    27
1.954851
##   kurtosis      se
## X1 4.674564 0.03000241
```

```
#plotting administrative histogram
hist(df$administrative, col="darkmagenta",
     main="Histogram of administrative page type",
     xlab="administrative")
```



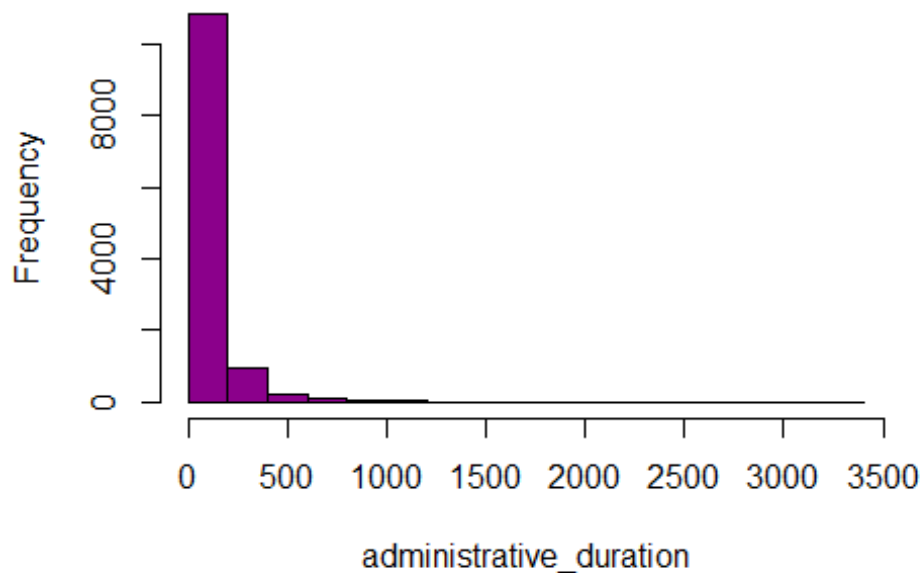
The number of administrative page types visited in a given session mostly ranged from 0 to 2.

```
#statistical summary of administrative_duration
describe(df$administrative_duration)
```

```
##   vars      n mean    sd median trimmed  mad min    max   range skew
## X1      1 12283 81.13 177.05      8   42.37 11.86   0 3398.75 3398.75 5.61
##   kurtosis  se
## X1      50.37 1.6
```

```
#histogram of administrative_duration
hist(df$administrative_duration, col="darkmagenta",
     main="Histogram of duration on administrative type",
     xlab="administrative_duration")
```

## Histogram of duration on administrative type



The duration on administrative page types in a given session mostly ranged from 0 to 200.

```
#statistical summary of informational variable
```

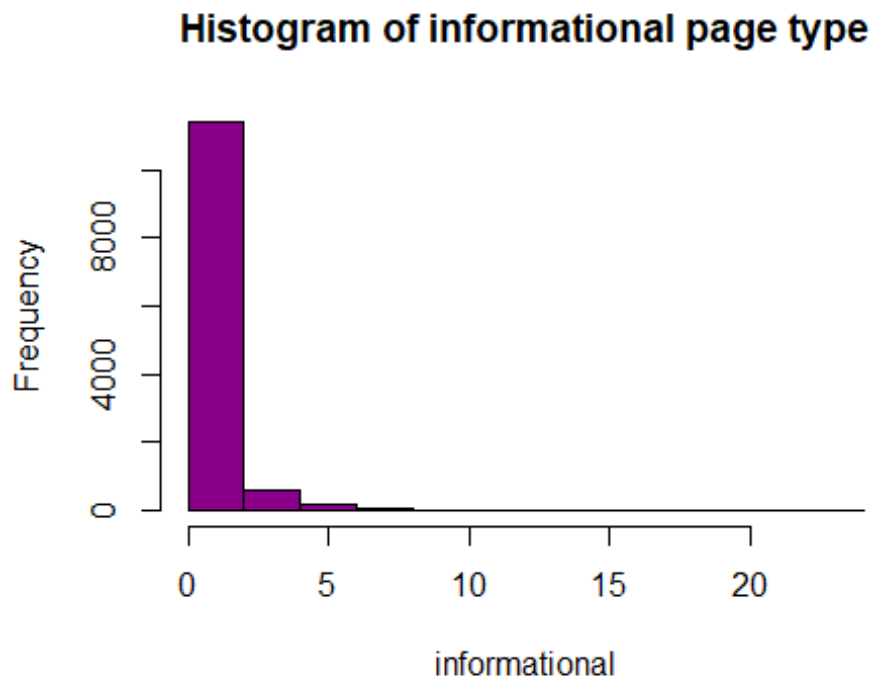
```
describe(df$informational)
```

```
##      vars      n mean   sd median trimmed mad min max range skew kurtosis  
se  
## X1      1 12283 0.51 1.27      0    0.18   0   0  24    24 4.03    26.82  
0.01
```

```
#histogram of informational
```

```
hist(df$informational, col="darkmagenta",  
      main="Histogram of informational page type",  
      xlab="informational")
```





The number of informational page types visited in a given session mostly ranged from 0 to 2.

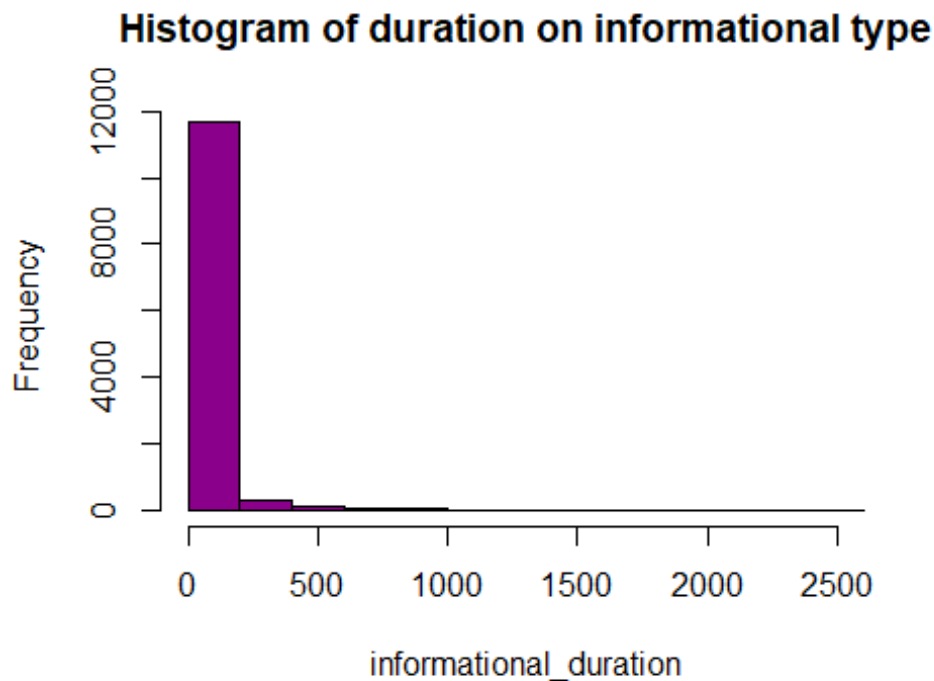
```
#statistical summary of informational_duration variable
```

```
describe(df$informational_duration)
```

```
##      vars      n mean  sd median trimmed mad min      max      range skew  
kurtosis  
## X1      1 12283 34.6 141      0      3.63  0    0 2549.38 2549.38 7.56  
75.98  
##          se  
## X1 1.27
```

```
#histogram of informational_duration
```

```
hist(df$informational_duration, col="darkmagenta",  
      main="Histogram of duration on informational type",  
      xlab="informational_duration")
```



The duration on informational page types visited in a given session mostly ranged from 0 to 200.

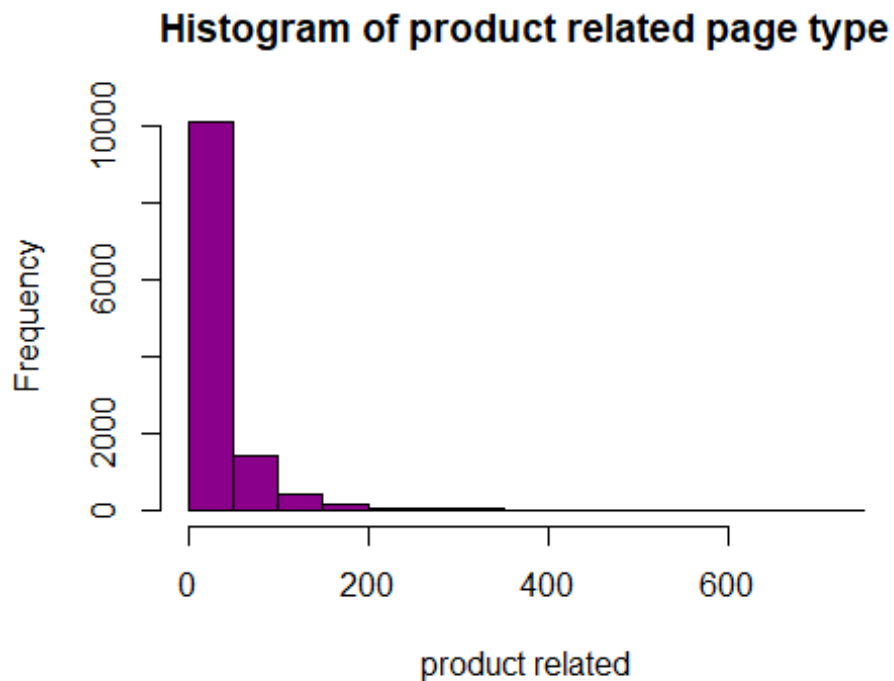
*#statistical sumary of productrelated variable*

```
describe(df$productrelated)
```

```
##      vars      n  mean    sd median trimmed   mad min max range skew kurtosis
se
## X1      1 12283 31.85 44.52     18   22.86 19.27    0 705   705 4.34    31.14
0.4
```

*#histogram of productrelated*

```
hist(df$productrelated, col="darkmagenta",
      main="Histogram of product related page type",
      xlab="product related")
```



The number of product related page types visited in a given session mostly ranged from 0 to 50.

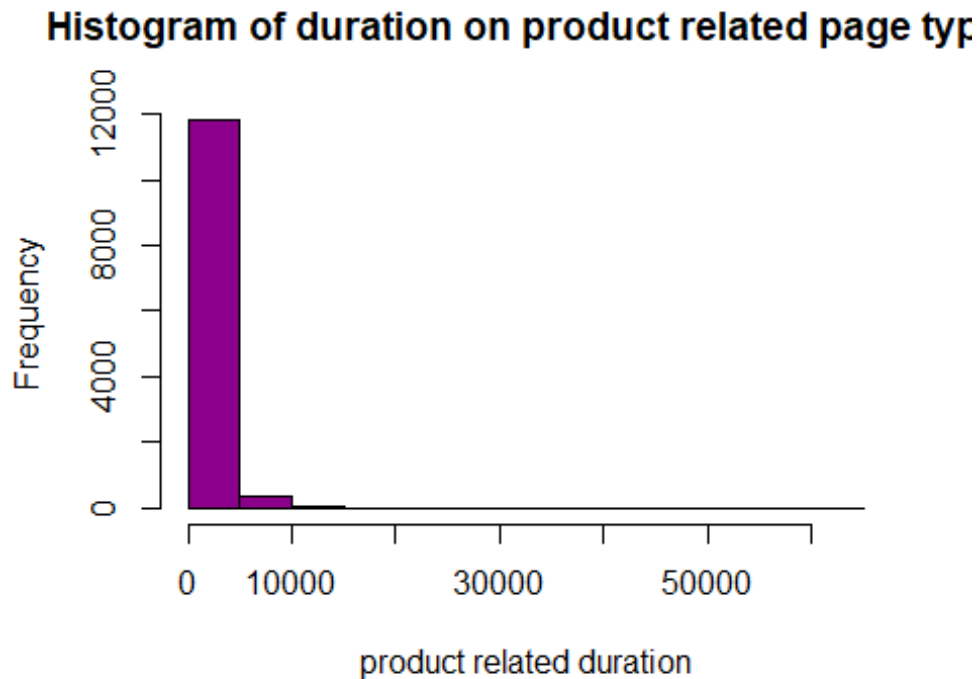
```
#statistical sumary of productrelated_duration variable
```

```
describe(df$productrelated_duration)
```

```
##      vars      n   mean      sd median trimmed   mad min      max   range
skew
## X1      1 12283 1199.25 1915.94   602.5   824.43  744.39    0 63973.52 63973.52
7.26
##      kurtosis      se
## X1      136.9 17.29
```

```
#histogram of productrelated_duration
```

```
hist(df$productrelated_duration, col="darkmagenta",
      main="Histogram of duration on product related page type",
      xlab="product related duration")
```



The duration on product-related page types in a given session mostly ranged from 0 to 5000.

```
contin
```

```
## [1] "administrative"      "administrative_duration"
## [3] "informational"      "informational_duration"
## [5] "productrelated"     "productrelated_duration"
## [7] "bouncerrates"       "exitrates"
## [9] "pagevalues"
```

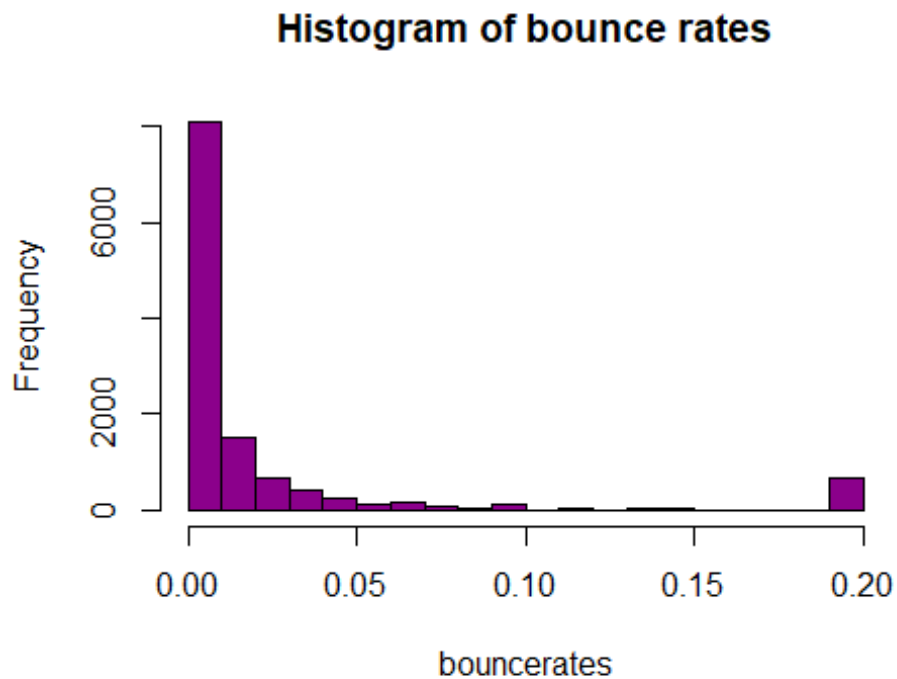
```
#statistical sumary of bouncerrates variable
```

```
describe(df$bouncerrates)
```

```
##   vars      n mean  sd median trimmed mad min max range skew kurtosis se
## X1    1 12283 0.02 0.05      0    0.01  0  0 0.2  0.2    3    8.1  0
```

```
#histogram of bouncerrates
```

```
hist(df$bouncerrates, col="darkmagenta",
      main="Histogram of bounce rates",
      xlab="bouncerrates")
```

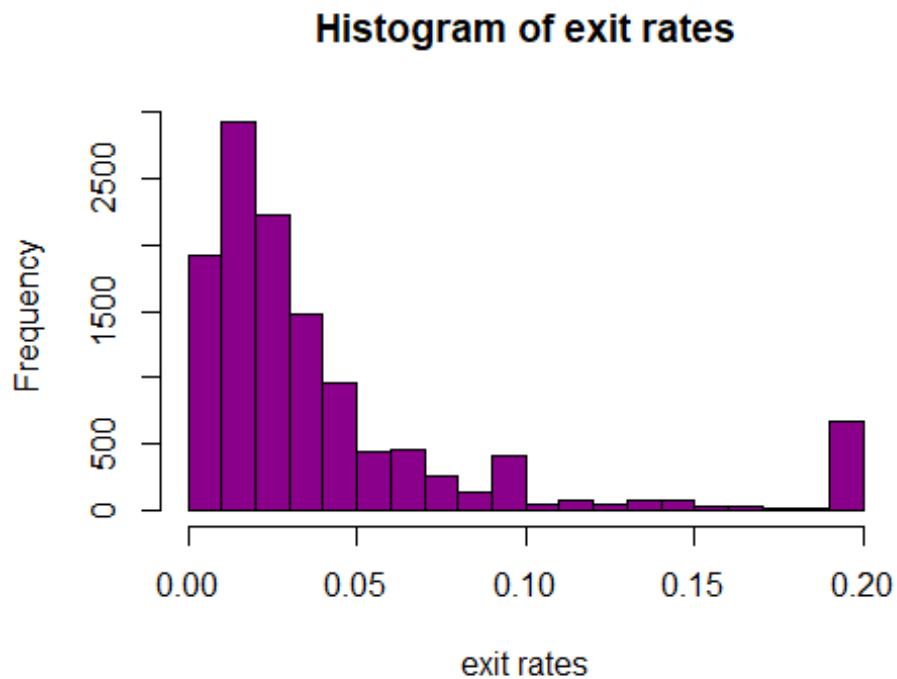


Bounce rates mostly ranged from 0 to 0.01

```
#statistical summary of exitrates variable  
describe(df$exitrates)
```

```
##      vars      n mean  sd median trimmed  mad min max range skew kurtosis se  
## X1      1 12283 0.04 0.05  0.03  0.03 0.02  0 0.2  0.2 2.17  4.18  0
```

```
#histogram of exitrates  
hist(df$exitrates, col="darkmagenta",  
      main="Histogram of exit rates",  
      xlab="exit rates")
```

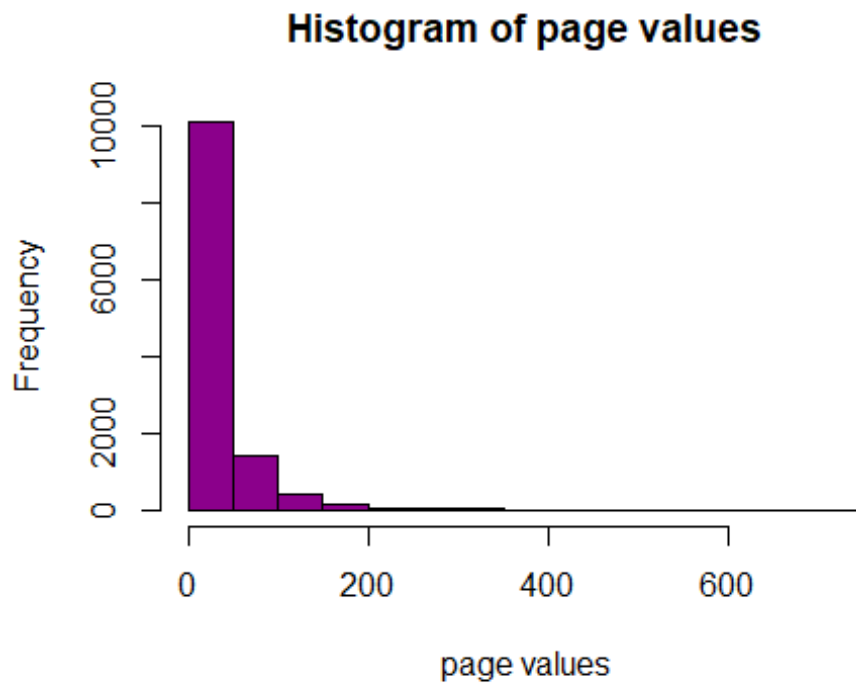


Exit rates mostly ranged from 0.01 to 0.02

```
#statistical summary of page values variable  
describe(df$pagevalues)
```

```
##      vars      n mean  sd median trimmed mad min   max  range skew kurtosis  
se  
## X1      1 12283 5.91 18.6      0      1.31  0    0 361.76 361.76 6.37    65.36  
0.17
```

```
#histogram of page values  
hist(df$productrelated, col="darkmagenta",  
      main="Histogram of page values",  
      xlab="page values")
```

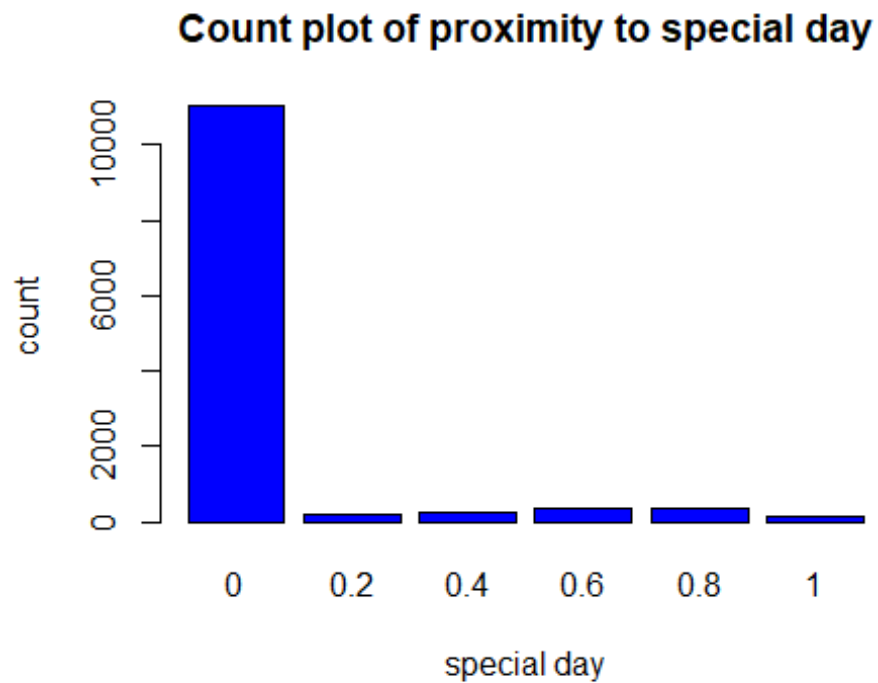


Page values mostly ranged from 0 to 50

cat

```
## [1] "specialday"      "month"           "operatingsystems" "browser"
## [5] "region"          "traffictype"     "visitortype"      "weekend"
## [9] "revenue"

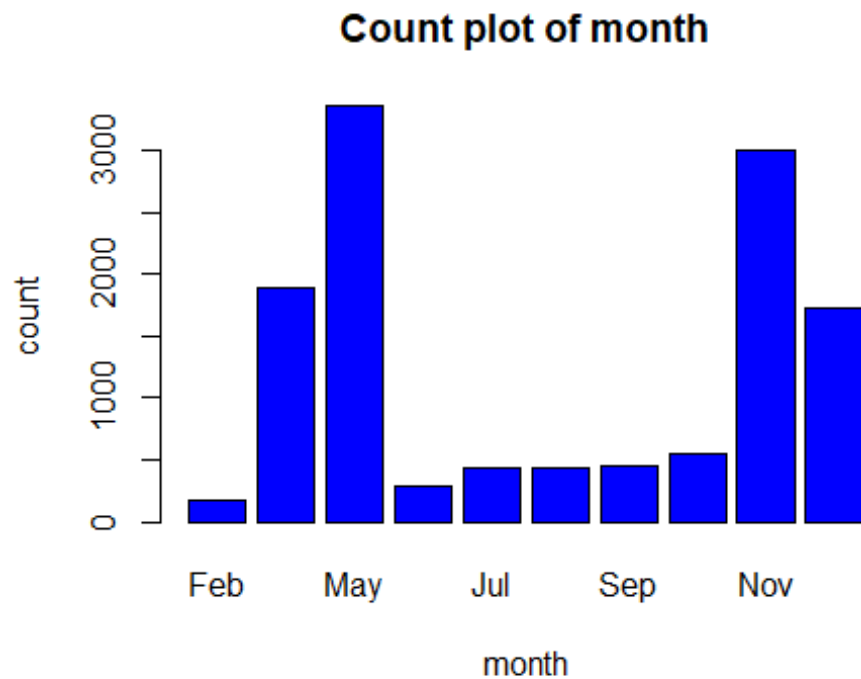
#Count plot of specialday
barplot(table(df$specialday), col="blue", main="Count plot of proximity to
special day",
        xlab = "special day", ylab="count")
```



closeness of the site visiting time to a specific special day. Most visits were not close to a special day

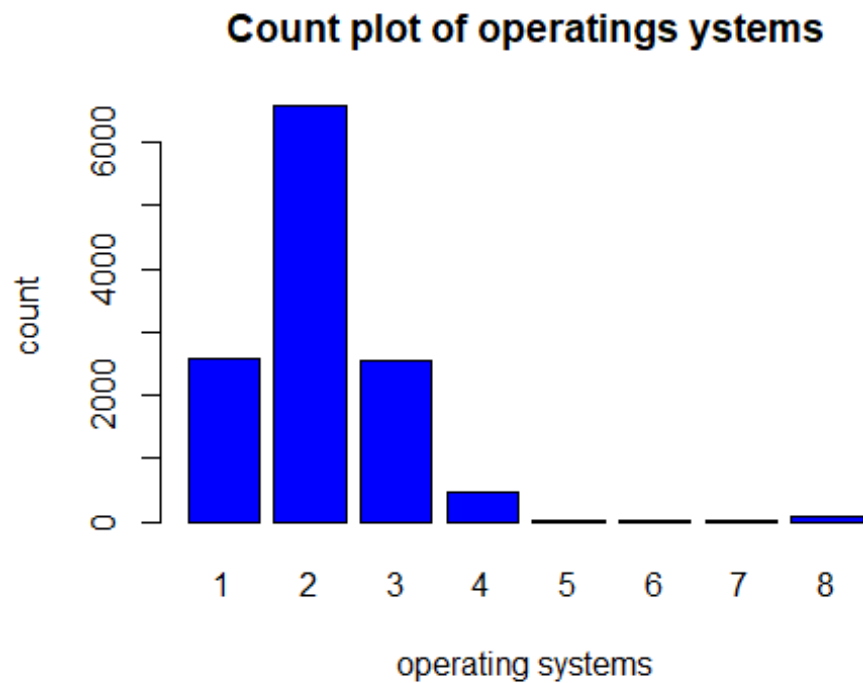
```
#count plot of month  
df2 <- copy(df)  
df2$month <- factor(df$month, levels=c("Feb", "Mar", "May", "June", "Jul",  
"Aug", "Sep", "Oct", "Nov", "Dec" ), ordered = TRUE)  
  
barplot(table(df2$month), col="blue", main="Count plot of month",  
        xlab = "month", ylab="count")
```





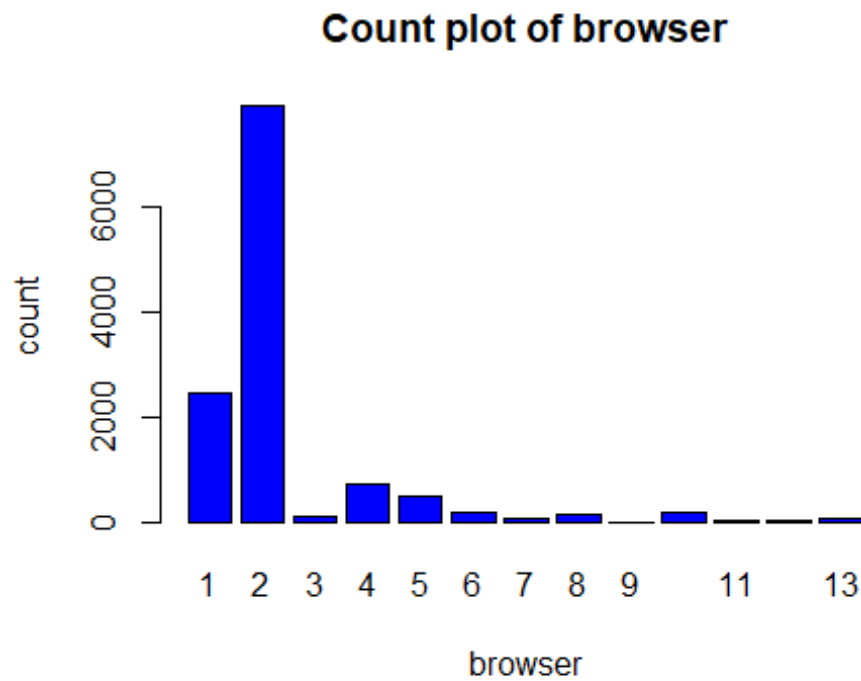
May was the month with the most visits according to the dataset

```
#count plot of operatingsystems  
barplot(table(df$operatingsystems), col="blue", main="Count plot of  
operatings ystems",  
        xlab = "operating systems", ylab="count")
```



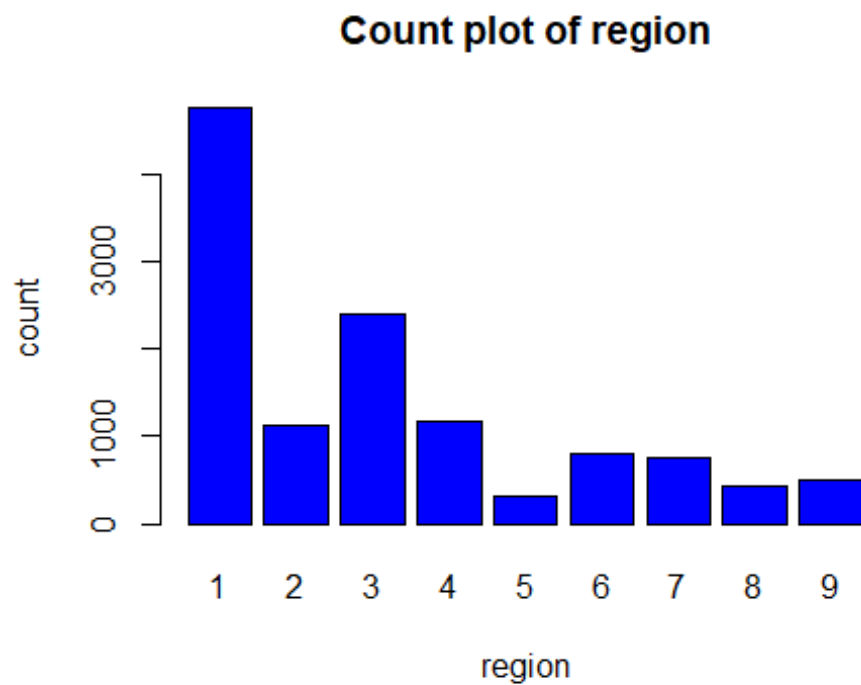
Operating system type 2 was the most common

```
#count plot of browser  
barplot(table(df$browser), col="blue", main="Count plot of browser",  
        xlab = "browser", ylab="count")
```



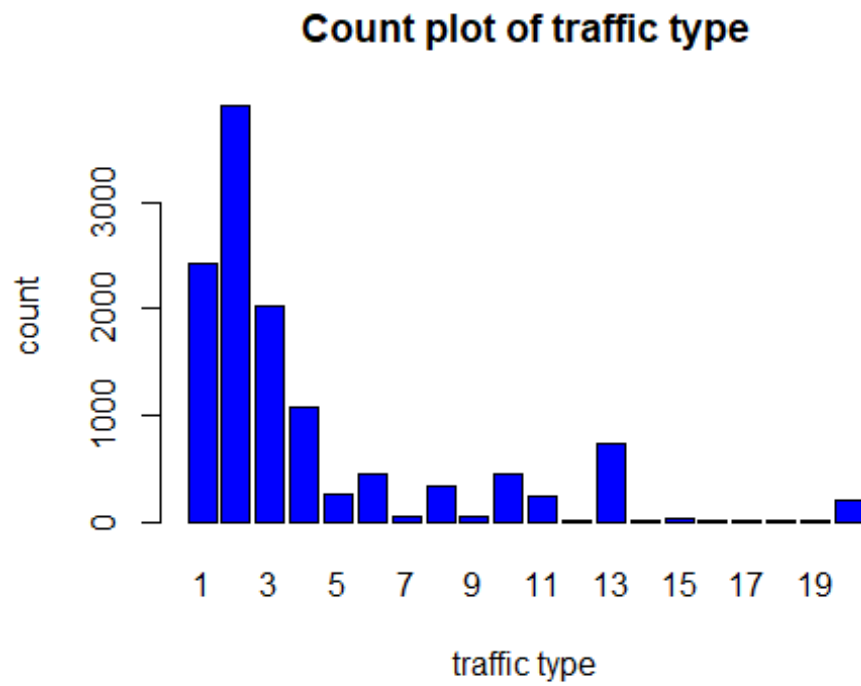
Browser 2 was the most used browser

```
#count plot of region  
barplot(table(df$region), col="blue",  
        main="Count plot of region",  
        xlab = "region", ylab="count")
```



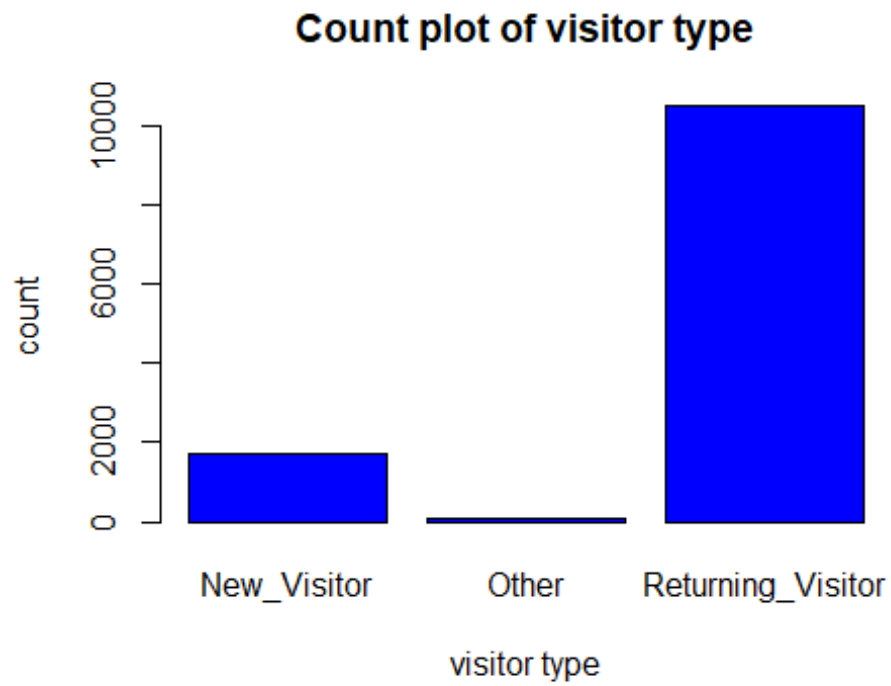
Region 1 was the most represented

```
#count plot of traffictype  
barplot(table(df$traffictype), col="blue",  
        main="Count plot of traffic type",  
        xlab = "traffic type", ylab="count")
```



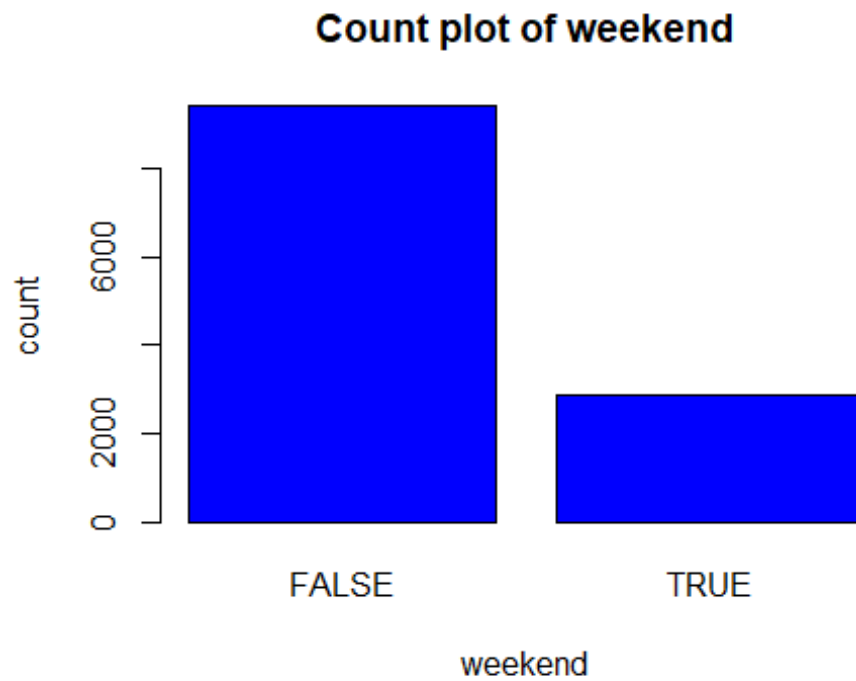
traffic type 2 was the most common

```
#count plot of visitortype  
barplot(table(df$visitortype), col="blue",  
         main="Count plot of visitor type",  
         xlab = "visitor type", ylab="count")
```



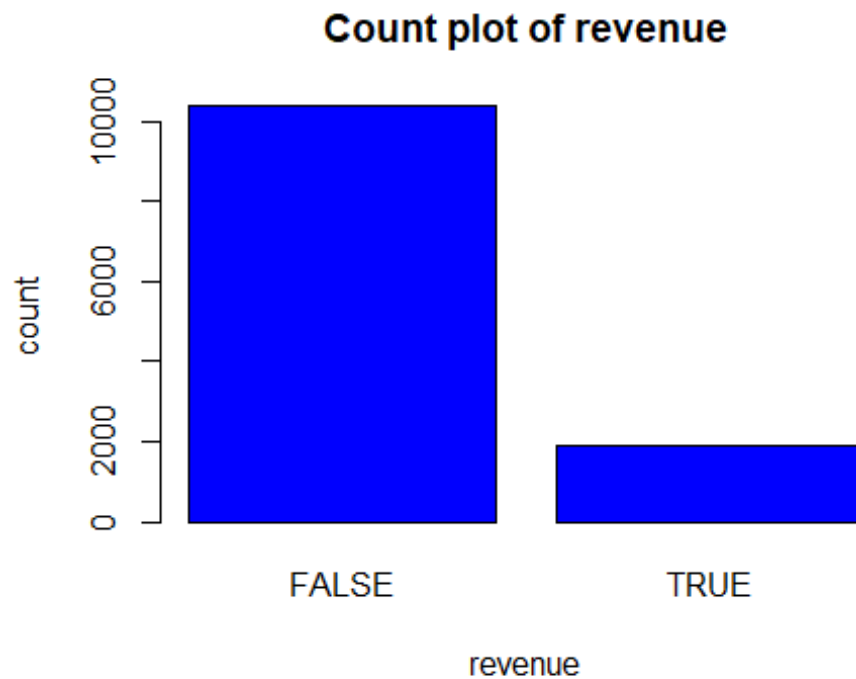
Most visitors were returning visitors

```
#count plot of weekend  
barplot(table(df$weekend), col="blue",  
        main="Count plot of weekend",  
        xlab = "weekend", ylab="count")
```



Most visits were not during the weekend

```
#count plot of revenue  
barplot(table(df$revenue), col="blue",  
        main="Count plot of revenue",  
        xlab = "revenue", ylab="count")
```



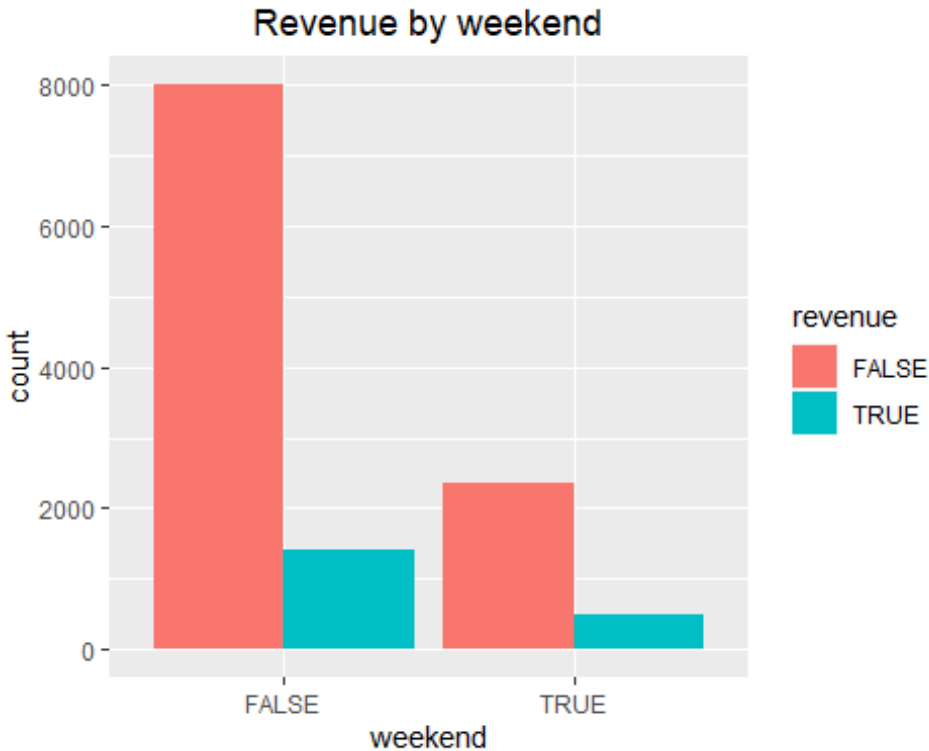
Most site visits did not result in revenue generation (did not end in a transaction)

### Bivariate Analysis

```
#loading library to use functions  
library("dplyr")
```

```
#plotting revenue by weekend  
ggplot() + geom_bar(  
  data=df,  
  aes(x=factor(weekend), fill = factor(revenue)  
), position="dodge") + labs(title = "Revenue by weekend",  
  y="count", x="weekend", fill="revenue") + theme(plot.title =  
  element_text(hjust=0.5))
```





```
prop.table(table(df$weekend, df$revenue), 1)
```

```
##
##          FALSE      TRUE
##  FALSE 0.8504405 0.1495595
##   TRUE  0.8256464 0.1743536
```

*#rows false true represent weekend*

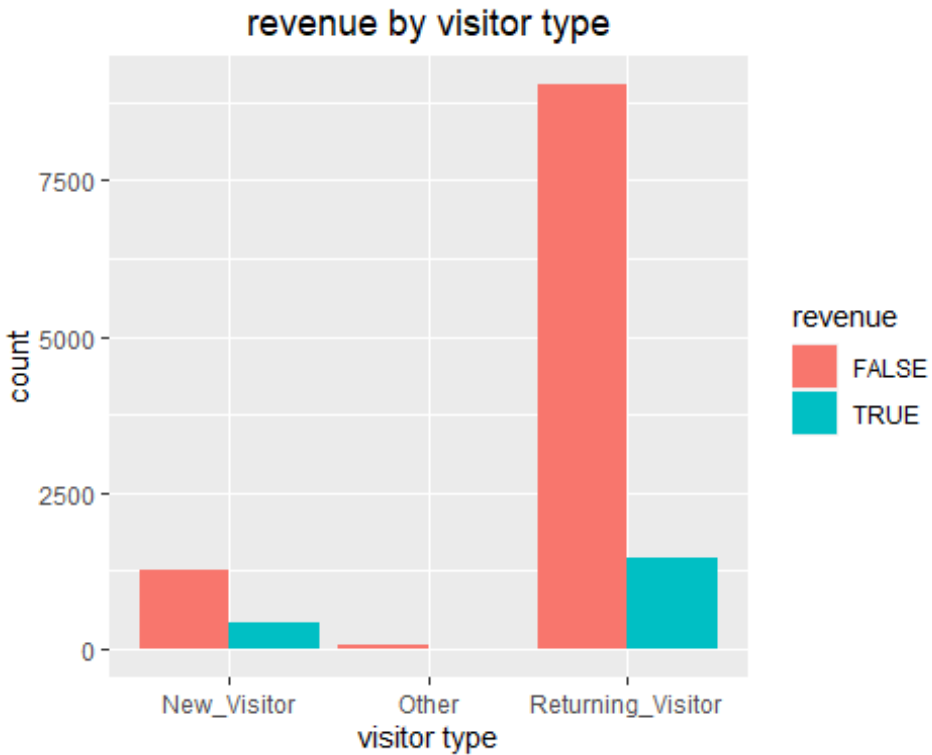
The proportion of visits that generated revenue during weekends (0.17) was higher than revenue producing visits during the weekdays (0.14)

```
table(df$weekend, df$revenue)
```

```
##
##          FALSE TRUE
##  FALSE  8012 1409
##   TRUE   2363  499
```

*#revenue by visitortype*

```
ggplot() + geom_bar(
  data=df,
  aes(x=factor(visitortype), fill = factor(revenue)
), position="dodge") + labs(title = "revenue by visitor type",
  y="count", x="visitor type", fill="revenue") + theme(plot.title =
element_text(hjust=0.5))
```

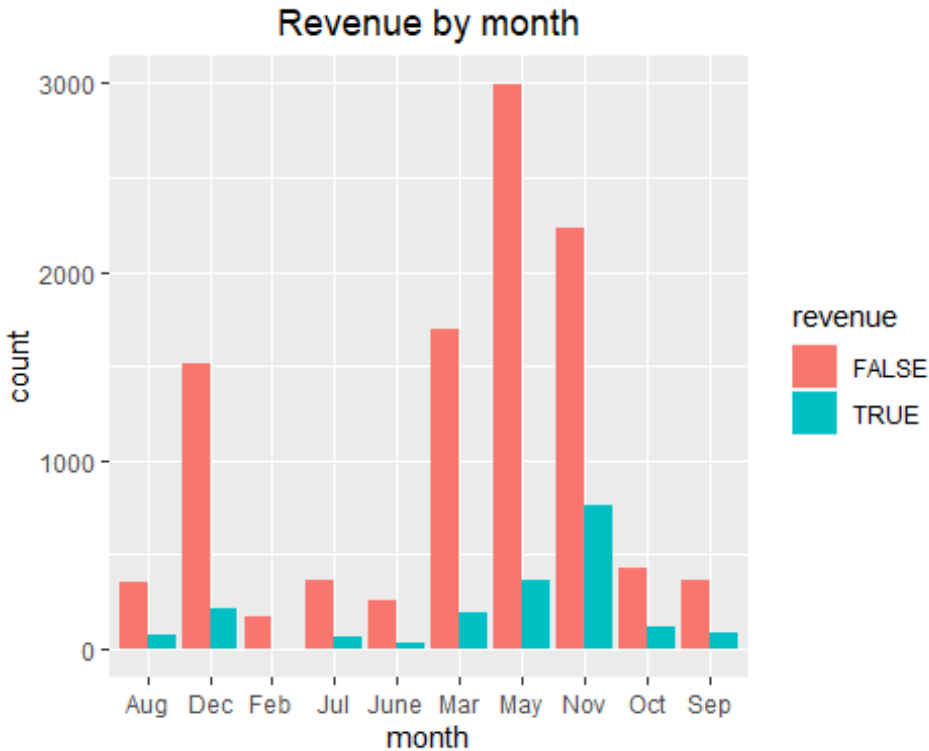


```
prop.table(table(df$visitortype, df$revenue), 1)
```

```
##
##              FALSE      TRUE
## New_Visitor    0.7508855 0.2491145
## Other          0.8117647 0.1882353
## Returning_Visitor 0.8600533 0.1399467
```

The proportion of revenue producing visits was highest among new visitors (0.24).

```
#revenue by month
ggplot() + geom_bar(
  data=df,
  aes(x=factor(month), fill= factor(revenue)
), position="dodge") + labs(title = "Revenue by month",
  y="count", x="month", fill="revenue") + theme(plot.title =
element_text(hjust=0.5))
```



```
prop.table(table(df$month, df$revenue), 1)
```

```
##
##           FALSE      TRUE
## Aug  0.82448037 0.17551963
## Dec  0.87492762 0.12507238
## Feb  0.98245614 0.01754386
## Jul  0.84686775 0.15313225
## June 0.89930556 0.10069444
## Mar  0.89808917 0.10191083
## May  0.89127197 0.10872803
## Nov  0.74624374 0.25375626
## Oct  0.79052823 0.20947177
## Sep  0.80803571 0.19196429
```

The month with the highest proportion of revenue generating visits was November (0.25).

Scatterplots of continuous columns

```
#continuous columns
contin
```

```
## [1] "administrative"      "administrative_duration"
## [3] "informational"       "informational_duration"
## [5] "productrelated"     "productrelated_duration"
## [7] "bouncerrates"       "exitrates"
## [9] "pagevalues"
```

*#creating dataframe that containing the continuous variables*

```
scatterp = subset(df, select = c("administrative",  
,"administrative_duration", "informational",  
"informational_duration", "productrelated",  
"productrelated_duration"))  
head(scatterp)
```

```
##      administrative administrative_duration informational  
informational_duration
```

```
## 1              0              0              0  
0
```

```
## 2              0              0              0  
0
```

```
## 4              0              0              0  
0
```

```
## 5              0              0              0  
0
```

```
## 6              0              0              0  
0
```

```
## 9              0              0              0  
0
```

```
##      productrelated productrelated_duration
```

```
## 1              1              0.000000
```

```
## 2              2              64.000000
```

```
## 4              2              2.666667
```

```
## 5             10             627.500000
```

```
## 6             19             154.216667
```

```
## 9              2             37.000000
```

*#Loading Library for pair plot*

```
library(GGally)
```

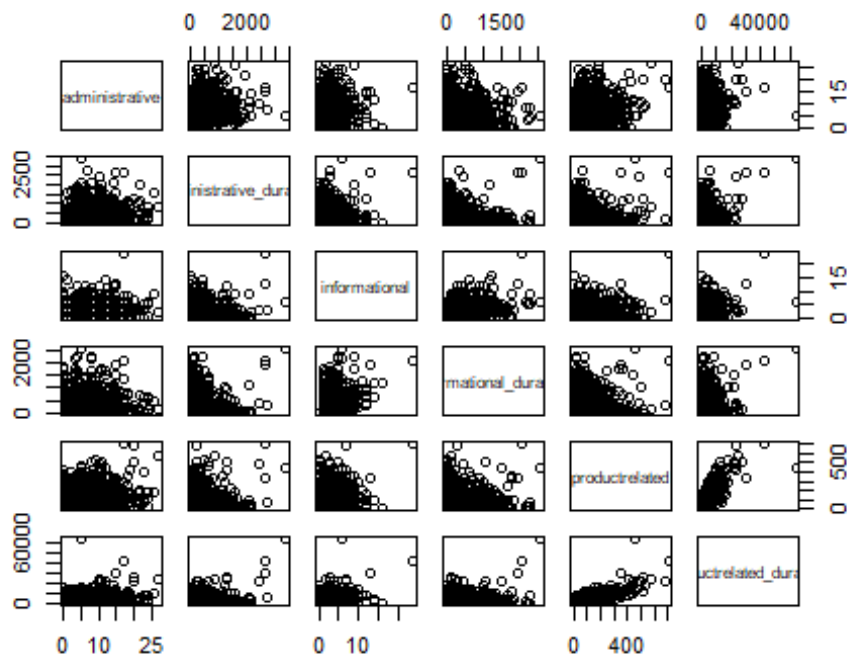
```
## Registered S3 method overwritten by 'GGally':
```

```
##      method from
```

```
##      +.gg      ggplot2
```

*#plotting scatterplots of continuous variables*

```
plot(scatterp)
```



There are a positive correlation between administrative (number of page type visited in a session) and administrative duration (duration on said page type). Similarly, between informational and informational duration, and product related and product related duration.

Correlation matrix

```
str(df)

## 'data.frame': 12283 obs. of 18 variables:
## $ administrative : int 0 0 0 0 0 0 0 0 0 0 ...
## $ administrative_duration: num 0 0 0 0 0 0 0 0 0 0 ...
## $ informational : int 0 0 0 0 0 0 0 0 0 0 ...
## $ informational_duration : num 0 0 0 0 0 0 0 0 0 0 ...
## $ productrelated : int 1 2 2 10 19 2 3 3 16 7 ...
## $ productrelated_duration: num 0 64 2.67 627.5 154.22 ...
## $ bouncerrates : num 0.2 0 0.05 0.02 0.0158 ...
## $ exitrates : num 0.2 0.1 0.14 0.05 0.0246 ...
## $ pagevalues : num 0 0 0 0 0 0 0 0 0 0 ...
## $ specialday : num 0 0 0 0 0 0.8 0.4 0 0.4 0 ...
## $ month : chr "Feb" "Feb" "Feb" "Feb" ...
## $ operatingsystems : int 1 2 3 3 2 2 2 1 1 1 ...
## $ browser : int 1 2 2 3 2 2 4 1 1 1 ...
## $ region : int 1 1 2 1 1 2 1 3 4 1 ...
## $ traffictype : int 1 2 4 4 3 3 2 3 3 3 ...
## $ visitortype : chr "Returning_Visitor" "Returning_Visitor"
"Returning_Visitor" "Returning_Visitor" ...
```

```
## $ weekend          : logi  FALSE FALSE FALSE TRUE FALSE FALSE ...
## $ revenue          : logi  FALSE FALSE FALSE FALSE FALSE FALSE ...
```

```
#converting categorical to numerical
```

```
#removing timestamp column
```

```
#dataframe for correlation matrix
```

```
enc_df <- copy(df)
```

```
enc_df$month <- as.numeric(factor(enc_df$month))
```

```
enc_df$weekend <- as.numeric(factor(enc_df$weekend))
```

```
enc_df$visitortype <- as.numeric(factor(enc_df$visitortype))
```

```
enc_df$revenue <- as.numeric(factor(enc_df$revenue))
```

```
#checking that datatype conversion worked
```

```
str(enc_df)
```

```
## 'data.frame': 12283 obs. of 18 variables:
## $ administrative : int 0 0 0 0 0 0 0 0 0 0 ...
## $ administrative_duration: num 0 0 0 0 0 0 0 0 0 0 ...
## $ informational : int 0 0 0 0 0 0 0 0 0 0 ...
## $ informational_duration : num 0 0 0 0 0 0 0 0 0 0 ...
## $ productrelated : int 1 2 2 10 19 2 3 3 16 7 ...
## $ productrelated_duration: num 0 64 2.67 627.5 154.22 ...
## $ bouncerates : num 0.2 0 0.05 0.02 0.0158 ...
## $ exitrates : num 0.2 0.1 0.14 0.05 0.0246 ...
## $ pagevalues : num 0 0 0 0 0 0 0 0 0 0 ...
## $ specialday : num 0 0 0 0 0 0.8 0.4 0 0.4 0 ...
## $ month : num 3 3 3 3 3 3 3 3 3 3 ...
## $ operatingsystems : int 1 2 3 3 2 2 2 1 1 1 ...
## $ browser : int 1 2 2 3 2 2 4 1 1 1 ...
## $ region : int 1 1 2 1 1 2 1 3 4 1 ...
## $ traffictype : int 1 2 4 4 3 3 2 3 3 3 ...
## $ visitortype : num 3 3 3 3 3 3 3 3 3 3 ...
## $ weekend : num 1 1 1 2 1 1 1 1 1 1 ...
## $ revenue : num 1 1 1 1 1 1 1 1 1 1 ...
```

```
library(reshape2)
```

```
##
```

```
## Attaching package: 'reshape2'
```

```
## The following object is masked from 'package:tidyr':
```

```
##
```

```
## smiths
```

```
## The following objects are masked from 'package:data.table':
```

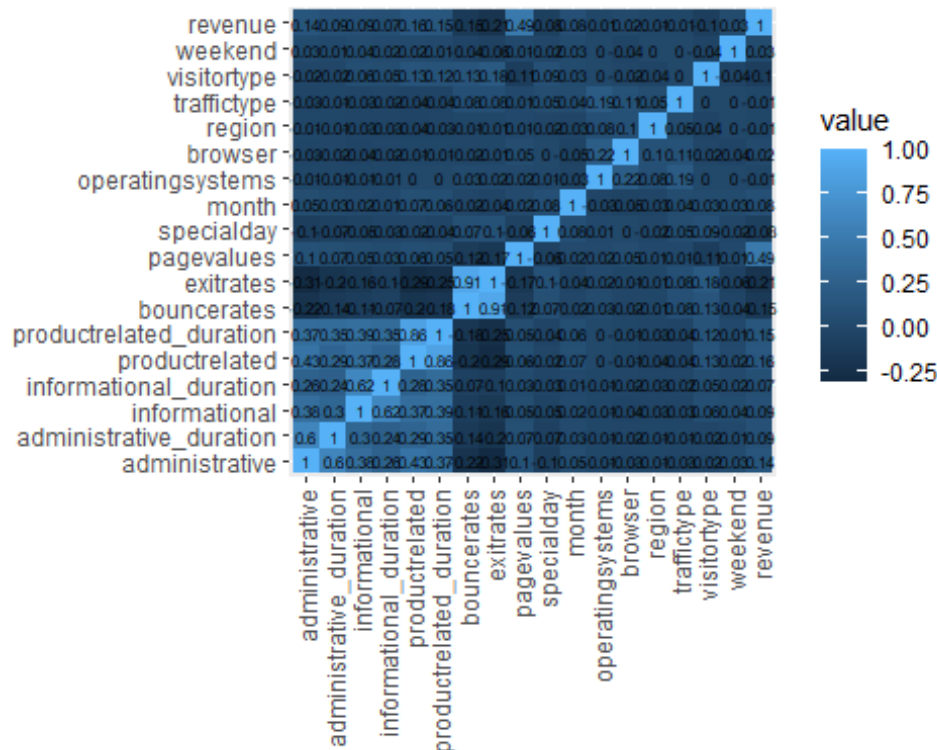
```
##
```

```
## dcast, melt
```

```
#plotting the correlation heatmap
```

```
datam = melt(round(cor(enc_df),2))
```

```
ggplot(data=datam, aes(x=Var1, y=Var2, fill=value)) + geom_tile() +
geom_text(aes(Var2, Var1, label=value), color="black",size=2) +
theme(axis.text.x=element_text(angle=90,vjust=0.5,hjust=1), axis.title.x =
element_blank(), axis.title.y = element_blank())
```



According to the correlation heatmap above, revenue seems to be most strongly correlated to page values, exit rates, and product-related, in that order.

Variables with strongest positive correlations: exit rates and bounce rates, product related and product related duration.

## Modelling

```
library(caret)
library(factoextra)

## Welcome! Want to learn more? See two factoextra-related books at
https://goo.gl/ve3WBa

# library("psych")
```

### 1. K-Means clustering

```
#describe
```

```
describe(enc_df)
```

```
##               vars      n    mean      sd median trimmed      mad
min
## administrative      1 12283    2.32    3.33    1.00    1.64    1.48
```

```

0
## administrative_duration 2 12283 81.13 177.05 8.00 42.37 11.86
0
## informational 3 12283 0.51 1.27 0.00 0.18 0.00
0
## informational_duration 4 12283 34.60 141.00 0.00 3.63 0.00
0
## productrelated 5 12283 31.85 44.52 18.00 22.86 19.27
0
## productrelated_duration 6 12283 1199.25 1915.94 602.50 824.43 744.39
0
## bouncerates 7 12283 0.02 0.05 0.00 0.01 0.00
0
## exitrates 8 12283 0.04 0.05 0.03 0.03 0.02
0
## pagevalues 9 12283 5.91 18.60 0.00 1.31 0.00
0
## specialday 10 12283 0.06 0.20 0.00 0.00 0.00
0
## month 11 12283 6.17 2.37 7.00 6.36 1.48
1
## operatingsystems 12 12283 2.12 0.91 2.00 2.06 0.00
1
## browser 13 12283 2.36 1.72 2.00 2.00 0.00
1
## region 14 12283 3.15 2.40 3.00 2.79 2.97
1
## traffictype 15 12283 4.07 4.03 2.00 3.22 1.48
1
## visitortype 16 12283 2.72 0.69 3.00 2.90 0.00
1
## weekend 17 12283 1.23 0.42 1.00 1.17 0.00
1
## revenue 18 12283 1.16 0.36 1.00 1.07 0.00
1
## max range skew kurtosis se
## administrative 27.00 27.00 1.95 4.67 0.03
## administrative_duration 3398.75 3398.75 5.61 50.37 1.60
## informational 24.00 24.00 4.03 26.82 0.01
## informational_duration 2549.38 2549.38 7.56 75.98 1.27
## productrelated 705.00 705.00 4.34 31.14 0.40
## productrelated_duration 63973.52 63973.52 7.26 136.90 17.29
## bouncerates 0.20 0.20 3.00 8.10 0.00
## exitrates 0.20 0.20 2.17 4.18 0.00
## pagevalues 361.76 361.76 6.37 65.36 0.17
## specialday 1.00 1.00 3.30 9.89 0.00
## month 10.00 9.00 -0.83 -0.37 0.02
## operatingsystems 8.00 7.00 2.07 10.47 0.01
## browser 13.00 12.00 3.24 12.76 0.02
## region 9.00 8.00 0.98 -0.15 0.02

```



```

## traffictype          20.00    19.00  1.96      3.47  0.04
## visitortype          3.00     2.00 -2.06      2.27  0.01
## weekend                2.00     1.00  1.26     -0.40  0.00
## revenue               2.00     1.00  1.90      1.62  0.00

#scaling the variables
enc_df_sc <- copy(enc_df)
for (col in colnames(enc_df_sc)){
  enc_df_sc[col] <- scale(enc_df_sc[col])
}
summary(enc_df_sc)

## administrative.administrative
administrative_duration.administrative_duration
## Min.      :-0.698879      Min.      :-0.458219
## 1st Qu.: -0.698879      1st Qu.: -0.458219
## Median : -0.398139      Median : -0.413033
## Mean    : 0.000000      Mean    : 0.000000
## 3rd Qu.: 0.504082      3rd Qu.: 0.072432
## Max.    : 7.421108      Max.    :18.738678
## informational.informational informational_duration.informational_duration
## Min.      :-0.397231      Min.      :-0.245398
## 1st Qu.: -0.397231      1st Qu.: -0.245398
## Median : -0.397231      Median : -0.245398
## Mean    : 0.000000      Mean    : 0.000000
## 3rd Qu.: -0.397231      3rd Qu.: -0.245398
## Max.    :18.468643      Max.    :17.834955
## productrelated.productrelated
productrelated_duration.productrelated_duration
## Min.      :-0.715308      Min.      :-0.62594
## 1st Qu.: -0.558080      1st Qu.: -0.52828
## Median : -0.311008      Median : -0.31147
## Mean    : 0.000000      Mean    : 0.000000
## 3rd Qu.: 0.138213      3rd Qu.: 0.14179
## Max.    :15.119758      Max.    :32.76429
## bounce.rates.bounce.rates exit.rates.exit.rates page.values.page.values
## Min.      :-0.455556      Min.      :-0.888394      Min.      :-0.317832
## 1st Qu.: -0.455556      1st Qu.: -0.590549      1st Qu.: -0.317832
## Median : -0.391031      Median : -0.367165      Median : -0.317832
## Mean    : 0.000000      Mean    : 0.000000      Mean    : 0.000000
## 3rd Qu.: -0.106045      3rd Qu.: 0.154063      3rd Qu.: -0.317832
## Max.    : 3.738574      Max.    : 3.281431      Max.    :19.131465
## special.day.special.day    month.month
operatingsystems.operatingsystems
## Min.      :-0.309018      Min.      :-2.1781515      Min.      :-1.233186
## 1st Qu.: -0.309018      1st Qu.: -0.0703571      1st Qu.: -0.136356
## Median : -0.309018      Median : 0.3512018      Median : -0.136356
## Mean    : 0.000000      Mean    : 0.0000000      Mean    : 0.000000
## 3rd Qu.: -0.309018      3rd Qu.: 0.7727607      3rd Qu.: 0.960474
## Max.    : 4.713039      Max.    : 1.6158785      Max.    : 6.444625

```

```
## browser.browser      region.region      traffictype.traffictype
## Min.      :-0.790209   Min.      :-0.8938929   Min.      :-0.763141
## 1st Qu.:-0.207887   1st Qu.:-0.8938929   1st Qu.:-0.514720
## Median :-0.207887   Median :-0.0612469   Median :-0.514720
## Mean      : 0.000000   Mean      : 0.0000000   Mean      : 0.000000
## 3rd Qu.:-0.207887   3rd Qu.: 0.3550761   3rd Qu.:-0.017879
## Max.      : 6.197651   Max.      : 2.4366911   Max.      : 3.956854
## visitortype.visitortype weekend.weekend      revenue.revenue
## Min.      :-2.4820823   Min.      :-0.5511485   Min.      :-0.4288224
## 1st Qu.: 0.4086793   1st Qu.:-0.5511485   1st Qu.:-0.4288224
## Median : 0.4086793   Median :-0.5511485   Median :-0.4288224
## Mean      : 0.0000000   Mean      : 0.0000000   Mean      : 0.0000000
## 3rd Qu.: 0.4086793   3rd Qu.:-0.5511485   3rd Qu.:-0.4288224
## Max.      : 0.4086793   Max.      : 1.8142453   Max.      : 2.3317779

set.seed(123)
grouping <- kmeans(enc_df_sc, 3)
print("Cluster sizes:")

## [1] "Cluster sizes:"

grouping$size

## [1] 1030 9596 1657

print("Within cluster sum of squares")

## [1] "Within cluster sum of squares"

grouping$withinss

## [1] 10553.72 116122.10 50696.39

print("Total sum of squares (including between ss)")

## [1] "Total sum of squares (including between ss)"

grouping$tot.withinss

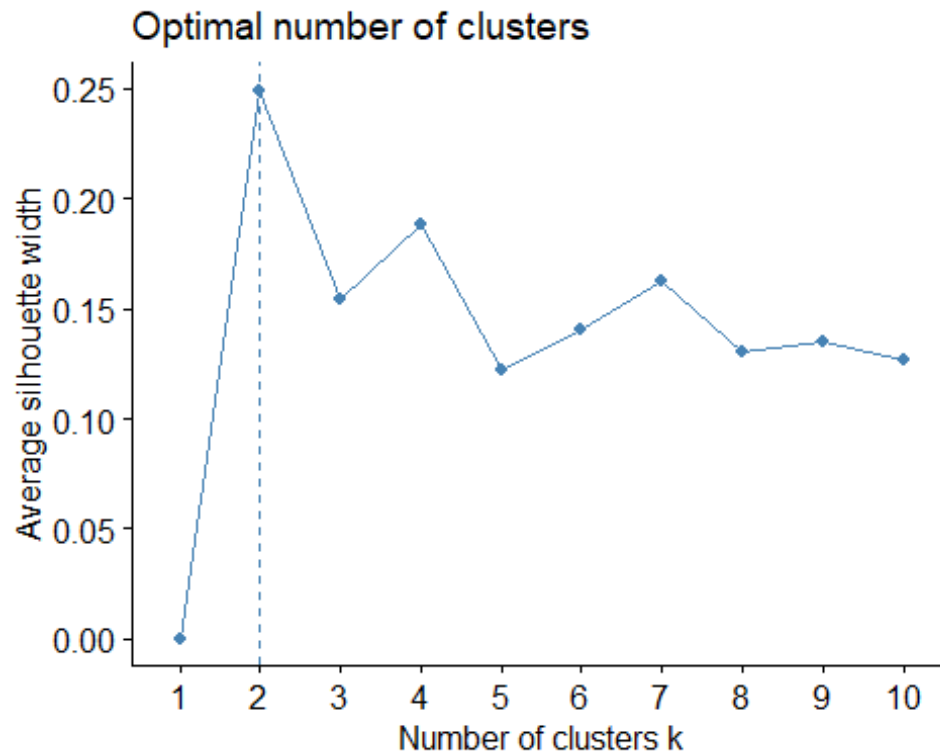
## [1] 177372.2

#
print("*****")
# # grouping$cluster
# subset(grouping, select!=cluster)
```

### Challenging the solution

*# Determining Optimal clusters (k) Using Average Silhouette Method*  
*#A good silhouette score is usually near 1 and attempts to minimise within cluster variance while maximising the between cluster variance.*

```
fviz_nbclust(x = enc_df_sc, FUNcluster = kmeans, method = 'silhouette' )
```



Optimal number of clusters determined to be 2.

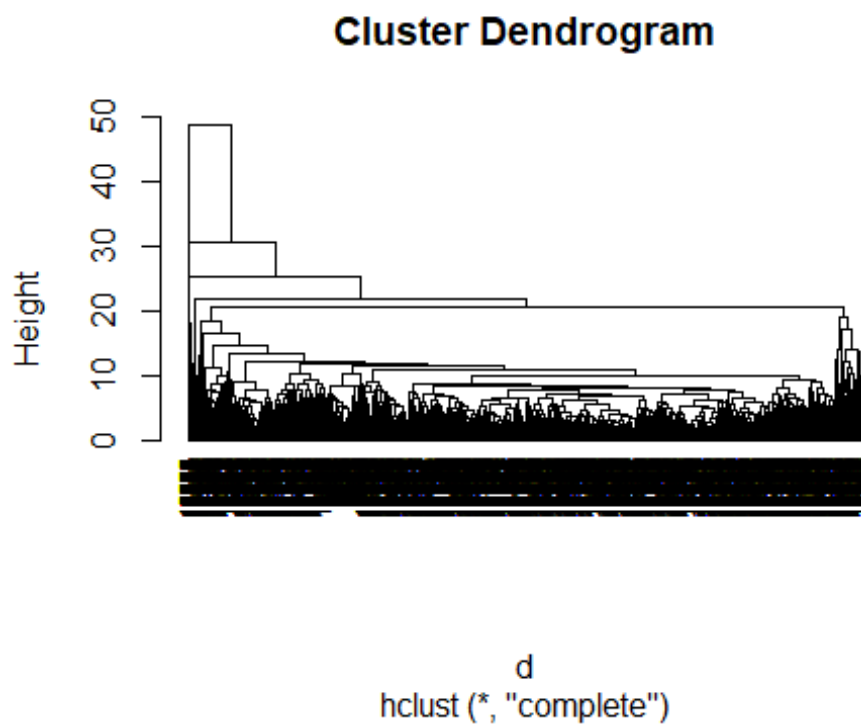
```
#grouping with value identified above
set.seed(123)
grouping <- kmeans(enc_df_sc, 2)
print("Cluster sizes:")
## [1] "Cluster sizes:"
grouping$size
## [1] 10178 2105
print("Within cluster sum of squares")
## [1] "Within cluster sum of squares"
grouping$withinss
## [1] 135765.64 61258.13
print("Total sum of squares (including between ss)")
## [1] "Total sum of squares (including between ss)"
grouping$tot.withinss
## [1] 197023.8
```

## 2. Hierarchical clustering

```
# d will be the first argument in the hclust() function distance matrix
# ---
#using scaled df
d <- dist(enc_df_sc, method = "euclidean")

# hierarchical clustering using the complete linkage method
# ---
#
res.hc <- hclust(d, method = "complete" )

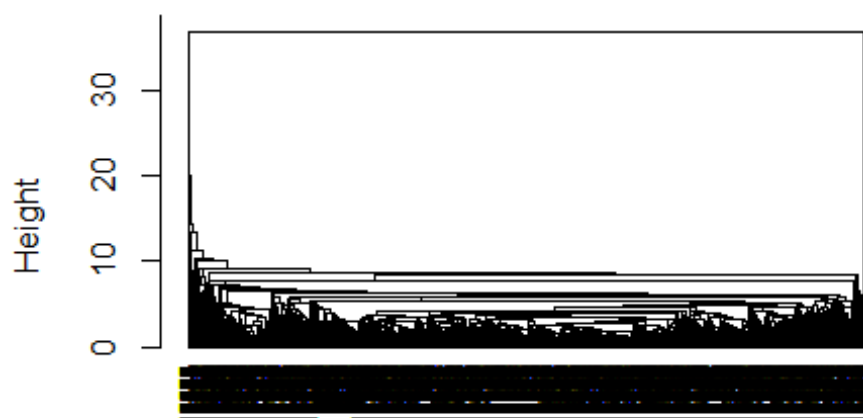
plot(res.hc, cex = 0.6, hang = -1)
```



### Challenging the approach

```
res.hc <- hclust(d, method = "average" )
plot(res.hc, cex = 0.6, hang = -1)
```

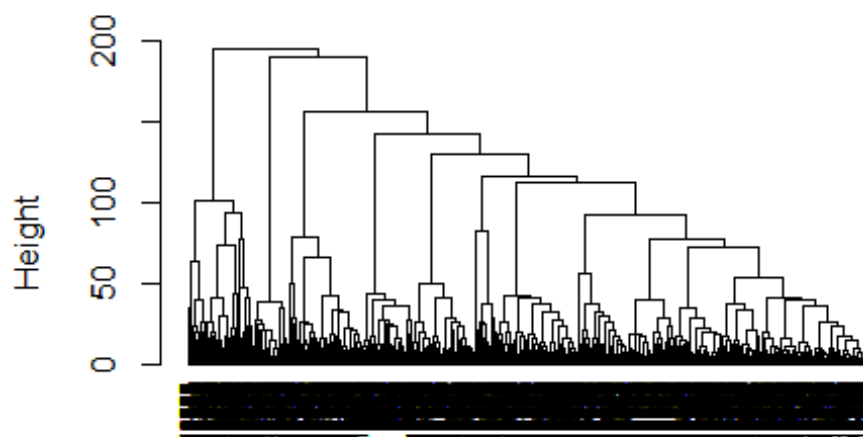
## Cluster Dendrogram



```
d  
hclust (*, "average")
```

```
res.hc <- hclust(d, method = "ward.D2" )  
plot(res.hc, cex = 0.6, hang = -1)
```

## Cluster Dendrogram



```
d  
hclust (*, "ward.D2")
```

```

# Choosing no. of clusters to highlight
# Cutting tree by height
# res.hc <- hclust(d, method = "ward.D2" )

# cutting to 2 clusters
two <- cutree(res.hc, k = 2 )

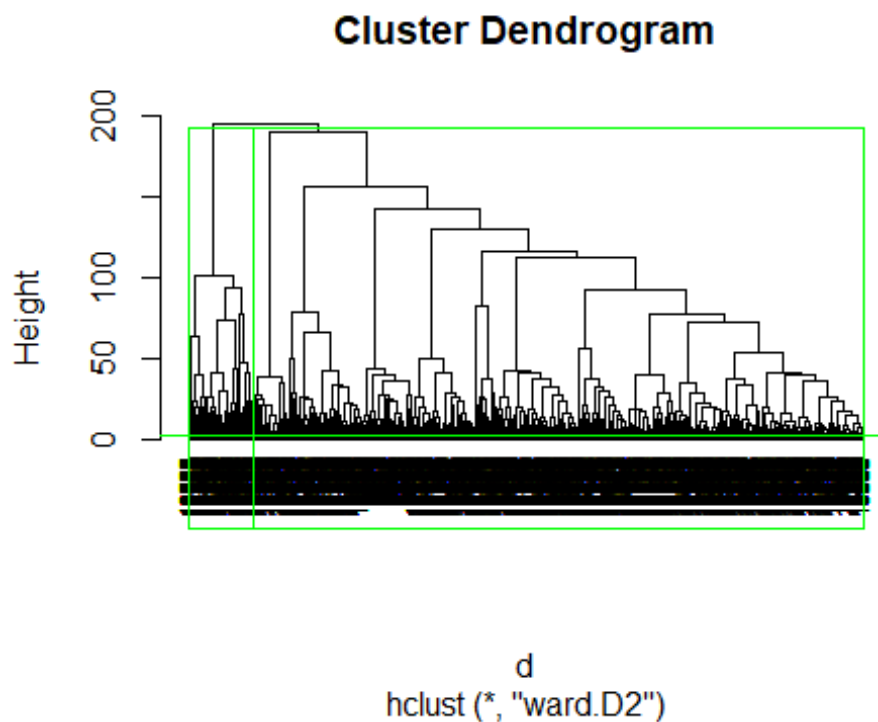
table(two)

## two
##      1      2
## 11109 1174

#dendrogram showing borders of cutting into two clusters. wards method
#produces clearest dendrogram

plot(res.hc, cex = 0.6, hang = -1)
abline(h = 1.9, col = "green")
rect.hclust(res.hc, k = 2, border = "green")

```



### Group characteristics comparisons - k means clusters (bivariate analysis)

K means identified 2 clusters as optimal number using the average silhouette score. Therefore, further analysis will be carried out on the 2 customer groups that were identified while using kmeans.

## #summary of the clustering grouping

```
## K-means clustering with 2 clusters of sizes 10178, 2105
##
## Cluster means:
##   administrative administrative_duration informational
##   informational_duration
## 1      -0.2869788          -0.2330162    -0.2615324      -
0.2002143
## 2      1.3875870          1.1266695     1.2645494
0.9680672
##   productrelated productrelated_duration bouncerrates  exitrates
pagevalues
## 1      -0.2573956          -0.239908  0.06822025  0.1021581 -
0.07503018
## 2      1.2445474          1.159992 -0.32985544 -0.4939504
0.36278250
##   specialday      month operatingsystems      browser      region
traffictype
## 1  0.03420667 -0.03212765      0.002660684  0.01358711  0.01238067
0.01990431
## 2 -0.16539455  0.15534217      -0.012864820 -0.06569575 -0.05986245 -
0.09624041
##   visitortype      weekend      revenue
## 1 -0.04348151 -0.009185608 -0.1019877
## 2  0.21023982  0.044413832  0.4931263
##
## Clustering vector:
##      1      2      4      5      6      9      10      11      12      13      14      15
16
##      1      1      1      1      1      1      1      1      1      1      1      1
1
##     18     19     20     21     23     24     26     27     28     29     30     31
32
##      1      1      1      1      1      1      1      1      1      1      1      1
1
##     33     34     35     36     37     38     39     40     41     42     43     44
45
##      1      1      1      1      1      1      1      1      1      1      1      1
1
##     46     47     48     49     52     53     54     55     56     57     58     59
60
##      1      1      1      1      1      1      1      1      1      1      1      1
1
##     61     62     63     64     66     67     68     69     70     71     72     73
74
##      1      1      2      1      1      2      1      1      1      1      1      1
1
##     75     76     77     78     79     80     81     82     83     84     85     86
```





1												
##	248	249	250	251	252	254	255	256	257	258	259	260
261												
##	1	2	1	1	1	1	1	1	1	2	1	1
1												
##	262	263	264	265	266	267	268	269	270	271	272	273
274												
##	1	1	1	1	2	1	1	1	1	1	1	1
1												
##	275	276	277	278	279	280	281	282	283	284	285	286
287												
##	1	1	1	1	1	1	1	1	2	1	1	1
1												
##	288	289	290	291	292	293	294	295	296	297	298	299
300												
##	1	2	1	1	1	1	1	1	1	1	1	1
1												
##	301	302	303	304	305	306	307	308	309	310	311	312
313												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	314	315	316	317	318	319	320	321	322	323	324	325
326												
##	1	2	2	1	1	1	1	1	1	1	1	2
1												
##	327	328	329	330	331	332	333	334	335	336	337	338
339												
##	1	1	1	1	1	1	1	1	2	1	1	1
1												
##	340	341	342	343	344	345	346	347	348	349	350	351
352												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	353	354	355	356	357	358	359	360	361	362	363	364
365												
##	1	2	1	1	1	1	1	1	1	1	1	1
1												
##	366	367	368	369	370	371	372	373	374	375	376	377
378												
##	1	1	1	1	1	1	1	1	2	1	1	1
1												
##	379	380	381	382	383	385	386	387	388	389	390	391
392												
##	1	2	1	1	1	2	1	1	1	1	1	1
1												
##	393	394	395	396	397	398	399	400	401	402	403	404
405												
##	1	1	1	1	1	1	1	2	1	1	2	1
1												
##	406	407	408	409	410	411	412	413	414	415	416	417

[illegible]

1												
##	578	579	580	581	582	583	584	585	586	587	588	589
590												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	591	593	594	595	596	597	598	599	600	601	602	603
604												
##	1	1	1	1	2	1	1	1	1	1	2	1
1												
##	605	606	607	608	609	610	611	612	613	614	615	616
617												
##	1	1	1	1	1	1	2	2	2	1	1	1
1												
##	618	619	620	621	622	623	624	625	626	627	628	629
630												
##	1	2	2	1	1	1	1	1	1	1	1	1
1												
##	631	632	633	634	635	636	637	638	640	641	642	643
644												
##	2	1	1	1	1	2	1	1	1	1	2	1
1												
##	645	646	647	648	649	650	651	652	653	654	655	656
657												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	658	659	660	661	662	663	664	665	666	667	668	669
670												
##	1	1	1	1	1	1	1	1	2	1	1	1
1												
##	671	672	673	674	675	676	677	678	679	680	681	682
683												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	684	685	686	687	688	689	690	691	692	693	694	695
696												
##	1	1	1	1	1	1	2	1	1	1	1	2
2												
##	697	698	699	700	701	702	703	704	705	706	707	708
709												
##	2	1	2	1	1	1	1	1	2	1	1	1
1												
##	710	711	712	713	714	715	716	717	718	719	720	721
722												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	723	724	725	726	727	728	729	730	731	732	733	734
735												
##	2	1	1	1	1	1	1	1	1	1	1	1
1												
##	736	737	738	739	740	741	742	743	744	745	746	747

748												
##	1	1	1	1	1	2	1	1	1	1	1	1
1												
##	749	750	751	752	753	754	755	756	757	758	759	760
761												
##	1	1	1	1	2	1	1	1	1	1	1	1
2												
##	762	763	764	765	766	767	768	769	770	771	772	773
774												
##	1	1	1	1	1	1	1	1	2	1	1	2
1												
##	775	776	777	778	779	780	781	782	783	784	785	786
787												
##	1	1	1	2	1	1	1	1	1	1	1	1
1												
##	788	789	790	791	792	793	794	795	796	797	798	799
800												
##	1	1	1	1	1	1	1	1	1	2	1	1
2												
##	801	802	803	804	805	806	807	808	809	810	811	812
813												
##	1	1	2	1	1	1	1	1	1	1	2	1
1												
##	814	815	816	817	818	819	820	821	822	823	824	825
826												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	827	828	829	830	831	832	833	834	835	836	837	838
839												
##	1	1	2	1	1	1	1	1	1	1	1	1
1												
##	840	841	842	843	844	845	846	847	848	849	850	851
852												
##	1	1	1	1	1	2	1	1	1	2	1	1
1												
##	853	854	855	856	857	858	859	860	861	862	863	864
865												
##	1	2	1	2	1	1	1	1	1	1	1	2
1												
##	866	867	868	869	870	871	872	873	874	875	876	877
878												
##	1	2	1	1	1	1	1	1	1	1	1	1
2												
##	879	880	881	882	883	884	885	886	887	888	889	890
891												
##	1	1	1	1	1	1	2	1	1	1	1	1
1												
##	892	893	894	895	896	897	898	899	900	901	902	903
904												
##	1	1	1	2	1	1	1	1	1	1	1	1

1												
##	905	906	907	908	909	910	911	912	913	914	915	916
917												
##	1	2	2	1	1	1	1	1	1	1	1	1
2												
##	918	919	920	921	922	923	924	925	926	927	928	929
930												
##	1	2	1	1	1	1	1	2	2	1	1	1
1												
##	931	932	933	934	935	936	937	938	939	940	941	942
943												
##	1	2	2	1	1	1	1	1	1	1	1	1
1												
##	944	945	946	947	948	949	950	951	952	953	954	955
956												
##	1	2	1	1	1	2	1	1	1	2	1	1
2												
##	957	958	959	960	961	962	963	964	965	966	967	968
969												
##	1	1	1	1	1	1	1	1	1	1	2	1
1												
##	970	971	972	973	974	975	976	977	978	979	980	981
982												
##	1	1	1	1	1	1	1	1	1	1	2	1
1												
##	983	984	985	986	987	988	989	990	991	992	993	994
995												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	996	997	998	999	1000	1001	1002	1003	1004	1005	1006	1007
1008												
##	1	2	1	1	1	1	1	1	1	1	1	1
1												
##	1009	1010	1011	1012	1013	1014	1015	1016	1017	1018	1019	1020
1021												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1022	1023	1024	1025	1026	1027	1028	1029	1030	1031	1032	1033
1034												
##	1	1	1	1	1	2	1	1	1	1	1	1
1												
##	1035	1036	1037	1038	1039	1040	1041	1042	1043	1044	1045	1046
1047												
##	1	1	2	2	1	1	1	2	1	1	1	1
1												
##	1048	1049	1050	1051	1052	1053	1054	1055	1056	1057	1058	1059
1060												
##	1	1	1	2	2	1	1	1	1	1	1	1
1												
##	1061	1062	1063	1064	1065	1067	1068	1069	1070	1071	1072	1073

[illegible]

1												
##	1236	1237	1238	1239	1240	1241	1242	1243	1244	1245	1246	1247
1248												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1249	1250	1251	1252	1253	1254	1255	1256	1257	1258	1259	1260
1261												
##	1	1	1	2	1	1	1	1	1	1	1	1
1												
##	1262	1263	1264	1265	1266	1267	1268	1269	1270	1271	1272	1273
1274												
##	1	1	1	1	1	1	1	1	1	1	1	2
2												
##	1275	1276	1277	1278	1279	1280	1281	1282	1283	1284	1285	1286
1287												
##	1	1	2	2	1	1	1	2	1	2	1	1
1												
##	1288	1289	1290	1291	1292	1293	1294	1295	1296	1297	1298	1299
1300												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1301	1302	1303	1304	1305	1306	1307	1308	1309	1310	1311	1312
1313												
##	1	1	2	2	1	1	1	1	1	1	1	1
1												
##	1314	1315	1316	1317	1318	1319	1320	1321	1322	1323	1324	1325
1326												
##	1	1	1	1	1	1	1	2	1	1	2	2
1												
##	1327	1328	1329	1330	1331	1332	1333	1334	1335	1336	1337	1338
1339												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1340	1341	1342	1343	1344	1345	1346	1347	1348	1349	1350	1351
1352												
##	2	1	1	2	1	1	1	2	1	1	1	1
2												
##	1353	1354	1355	1356	1357	1358	1359	1360	1361	1362	1363	1364
1365												
##	1	1	1	1	1	1	1	1	1	1	2	1
1												
##	1366	1367	1368	1369	1370	1371	1372	1373	1374	1375	1376	1377
1378												
##	1	1	1	2	1	1	1	1	1	1	1	1
1												
##	1379	1380	1381	1382	1383	1384	1385	1386	1387	1388	1389	1390
1391												
##	1	2	1	1	1	1	1	1	1	1	2	1
1												
##	1392	1393	1394	1395	1396	1397	1398	1399	1400	1401	1402	1403

1404												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1405	1406	1407	1408	1409	1410	1411	1412	1413	1414	1415	1416
1417												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1418	1419	1420	1421	1422	1423	1424	1425	1426	1427	1428	1429
1430												
##	1	1	1	1	1	1	1	1	1	1	2	1
1												
##	1431	1432	1433	1434	1435	1436	1437	1438	1439	1440	1441	1442
1443												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1444	1445	1446	1447	1448	1449	1450	1451	1452	1453	1454	1455
1456												
##	1	1	1	1	1	2	1	1	1	1	1	1
1												
##	1457	1458	1459	1460	1461	1462	1463	1464	1465	1466	1467	1468
1469												
##	1	1	1	1	1	1	1	2	1	1	1	1
1												
##	1470	1471	1472	1473	1478	1479	1480	1481	1482	1483	1484	1485
1486												
##	1	1	1	1	1	1	1	1	1	1	1	2
1												
##	1487	1488	1489	1490	1491	1492	1493	1494	1495	1496	1497	1498
1499												
##	1	1	1	1	1	2	2	1	1	2	2	1
1												
##	1500	1501	1502	1503	1504	1505	1506	1507	1508	1509	1510	1511
1512												
##	1	1	1	1	1	1	1	1	1	1	2	1
1												
##	1513	1514	1515	1516	1517	1518	1519	1520	1521	1522	1523	1524
1525												
##	2	1	1	1	2	1	1	2	1	1	1	1
1												
##	1526	1527	1528	1529	1530	1531	1532	1533	1534	1535	1536	1537
1538												
##	1	1	1	1	2	1	1	1	1	1	1	1
1												
##	1539	1540	1541	1542	1543	1544	1545	1546	1547	1548	1549	1550
1551												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1552	1553	1554	1555	1556	1557	1558	1559	1560	1561	1562	1563
1564												
##	1	1	1	2	1	2	1	1	1	1	1	1



1												
##	1565	1566	1567	1568	1569	1570	1571	1572	1573	1574	1575	1576
1577												
##	2	1	1	1	1	1	1	1	2	1	1	1
1												
##	1578	1579	1580	1581	1582	1583	1584	1585	1586	1587	1588	1589
1590												
##	1	1	2	1	1	2	1	1	1	1	1	1
1												
##	1591	1592	1593	1594	1595	1596	1597	1598	1599	1600	1601	1602
1603												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1604	1605	1606	1607	1608	1609	1610	1611	1612	1613	1614	1615
1616												
##	1	1	2	1	1	1	1	1	1	1	1	1
1												
##	1617	1618	1619	1620	1621	1622	1623	1624	1625	1626	1627	1628
1629												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1630	1631	1632	1633	1634	1635	1636	1637	1638	1639	1640	1641
1642												
##	2	1	1	1	1	1	2	1	1	1	1	1
1												
##	1643	1644	1645	1646	1647	1648	1649	1650	1651	1652	1653	1654
1655												
##	1	1	2	1	2	1	1	1	1	1	2	1
2												
##	1656	1657	1658	1659	1660	1661	1662	1663	1664	1665	1666	1667
1668												
##	1	1	1	1	1	1	1	1	1	2	1	2
1												
##	1669	1670	1671	1672	1673	1674	1675	1676	1677	1678	1679	1680
1681												
##	1	1	1	1	1	1	1	1	1	1	2	1
1												
##	1682	1683	1684	1685	1686	1687	1688	1689	1690	1691	1692	1693
1694												
##	1	1	1	1	2	1	1	1	1	1	1	1
1												
##	1695	1696	1697	1698	1699	1700	1701	1702	1703	1704	1705	1706
1707												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1708	1709	1710	1711	1712	1713	1714	1715	1716	1717	1718	1719
1720												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1721	1722	1723	1724	1725	1726	1727	1728	1729	1730	1731	1732

[illegible]

1												
##	1890	1891	1892	1893	1894	1895	1896	1897	1898	1899	1900	1901
1902												
##	1	1	1	1	1	1	2	1	1	1	1	1
2												
##	1903	1904	1905	1906	1907	1908	1909	1910	1911	1912	1913	1914
1915												
##	1	1	2	1	1	1	1	1	1	1	1	2
1												
##	1916	1917	1918	1919	1920	1921	1922	1923	1924	1925	1926	1927
1928												
##	1	1	1	1	2	1	1	1	2	1	1	1
1												
##	1929	1930	1931	1932	1933	1934	1935	1936	1937	1938	1939	1940
1941												
##	1	1	1	1	1	1	1	2	1	1	1	1
1												
##	1942	1943	1944	1945	1946	1947	1948	1949	1950	1951	1952	1953
1954												
##	1	1	1	1	1	1	1	1	1	1	1	1
1												
##	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
1967												
##	1	1	1	2	2	1	1	1	1	1	1	1
1												
##	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979
1980												
##	1	1	1	1	1	1	1	1	2	1	1	1
1												
##	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992
1993												
##	1	1	1	1	2	1	1	1	2	2	1	1
1												
##	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
2006												
##	1	1	1	2	1	1	1	2	1	1	1	1
1												
##	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
2019												
##	2	1	2	1	2	2	2	1	1	2	2	1
1												
##	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
2032												
##	1	1	1	1	1	1	1	1	1	1	1	2
1												
##	2033	2034	2035	2036	2037	2041	2042	2043	2044	2045	2046	2048
2049												
##	1	1	1	1	1	2	2	1	1	1	2	1
1												
##	2050	2051	2052	2054	2055	2056	2057	2058	2059	2060	2061	2063

2064												
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[illegible]

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[illegible]

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[illegible]

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9745												
##	1	2	1	1	2	2	1	2	1	1	2	1
1												
##	9746	9747	9748	9749	9750	9751	9752	9753	9754	9755	9756	9757
9758												
##	1	2	1	2	2	1	1	1	1	1	2	1
1												
##	9759	9760	9761	9762	9763	9764	9765	9766	9767	9768	9769	9770
9771												
##	1	2	1	1	1	2	2	1	1	1	1	1
1												
##	9772	9773	9774	9775	9776	9777	9778	9779	9780	9781	9782	9783
9784												
##	2	1	1	1	1	1	1	1	1	2	1	1
1												
##	9785	9786	9787	9788	9789	9790	9791	9792	9793	9794	9795	9796
9797												
##	1	1	1	1	1	1	2	1	1	2	1	1
1												
##	9798	9799	9800	9801	9802	9803	9804	9805	9806	9807	9808	9809
9810												
##	1	1	1	1	1	2	2	1	1	2	1	1
1												
##	9811	9812	9813	9814	9815	9816	9817	9818	9819	9820	9821	9822
9823												
##	2	1	1	1	1	1	1	1	2	1	1	1
1												
##	9824	9825	9826	9827	9828	9829	9830	9831	9832	9833	9834	9835
9836												
##	1	1	1	1	1	1	2	1	2	1	1	1
1												
##	9837	9838	9839	9840	9841	9842	9843	9844	9845	9846	9847	9848
9849												
##	1	2	2	1	1	1	1	1	1	2	2	1
1												
##	9850	9851	9852	9853	9854	9855	9856	9857	9858	9859	9860	9861
9862												
##	2	1	2	1	1	1	2	1	1	1	2	2
1												
##	9863	9864	9865	9866	9867	9868	9869	9870	9871	9872	9873	9874

[illegible]

```
1
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10044
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1
## 10045 10046 10047 10048 10049 10050 10051 10052 10053 10054 10055 10056
10057
##      2      1      2      1      1      1      1      1      1      1      1      1
2
## 10058 10059 10060 10061 10062 10063 10064 10065 10066 10067 10068 10069
10070
##      1      2      1      1      1      1      1      1      1      2      1      1
1
## 10071 10072 10073 10074 10075 10076 10077 10078 10079 10080 10081 10082
10083
##      1      1      2      2      1      1      2      2      1      1      1      1
2
## 10084 10085 10086 10087 10088 10089 10090 10091 10092 10093 10094 10095
10096
##      1      1      1      1      2      1      2      1      1      1      1      1
1
## 10097 10098 10099 10100 10101 10102 10103 10104 10105 10106 10107 10108
10109
##      1      1      1      1      1      2      2      1      1      2      1      1
1
## 10110 10111 10112 10113 10114 10115 10116 10117 10118 10119 10120 10121
10122
##      1      1      1      1      2      1      1      1      2      1      1      1
1
## 10123 10124 10125 10126 10127 10128 10129 10130 10131 10132 10133 10134
10135
##      1      1      1      1      1      1      1      1      1      2      1      1
2
## 10136 10137 10138 10139 10140 10141 10142 10143 10144 10145 10146 10147
10148
##      2      1      2      1      2      1      1      1      1      1      1      1
1
## 10149 10150 10151 10152 10153 10154 10155 10156 10157 10158 10159 10160
10161
##      1      1      1      1      1      1      1      1      1      1      2      2
1
## 10162 10163 10164 10165 10166 10167 10168 10169 10170 10171 10172 10173
10174
##      1      1      2      1      1      1      1      2      1      2      1      2
1
## 10175 10176 10177 10178 10179 10180 10181 10182 10183 10184 10185 10186
10187
##      1      1      2      1      1      1      2      1      2      1      1      1
1
## 10188 10189 10190 10191 10192 10193 10194 10195 10196 10197 10198 10199
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[illegible]

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10382
##      1      2      1      2      1      1      1      1      1      1      1      1
2
## 10383 10384 10385 10386 10387 10388 10389 10390 10391 10392 10393 10394
10395
##      1      2      2      2      1      2      1      1      1      1      2      1
1
## 10396 10397 10398 10399 10400 10401 10402 10403 10404 10405 10406 10407
10408
##      1      1      1      1      2      1      2      2      1      1      2      1
1
## 10409 10410 10411 10412 10413 10414 10415 10416 10417 10418 10419 10420
10421
##      1      2      1      1      2      1      1      1      1      1      1      2
2
## 10422 10423 10424 10425 10426 10427 10428 10429 10430 10431 10432 10433
10434
##      1      1      1      1      1      1      1      1      1      1      1      1
1
## 10435 10436 10437 10438 10439 10440 10441 10442 10443 10444 10445 10446
10447
##      1      1      1      1      2      1      2      1      1      1      1      1
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## 10448 10449 10450 10451 10452 10453 10454 10455 10456 10457 10458 10459
10460
##      1      1      1      1      2      1      1      1      2      1      1      1
2
## 10461 10462 10463 10464 10465 10466 10467 10468 10469 10470 10471 10472
10473
##      1      1      1      2      1      1      1      1      1      1      1      1
2
## 10474 10475 10476 10477 10478 10479 10480 10481 10482 10483 10484 10485
10486
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1
## 10487 10488 10489 10490 10491 10492 10493 10494 10495 10496 10497 10498
10499
##      1      1      1      1      1      2      1      1      1      2      1      1
1
## 10500 10501 10502 10503 10504 10505 10506 10507 10508 10509 10510 10511
10512
##      2      1      1      1      1      1      1      1      1      1      2      2
1
## 10513 10514 10515 10516 10517 10518 10519 10520 10521 10522 10523 10524
```

```
10525
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## 10526 10527 10528 10529 10530 10531 10532 10533 10534 10535 10536 10537
10538
##      1      1      1      1      1      2      1      1      1      1      1      1
1
## 10539 10540 10541 10542 10543 10544 10545 10546 10547 10548 10549 10550
10551
##      2      1      2      1      2      1      1      1      1      1      1      1
1
## 10552 10553 10554 10555 10556 10557 10558 10559 10560 10561 10562 10563
10564
##      1      1      1      1      2      1      1      2      1      1      1      1
1
## 10565 10566 10567 10568 10569 10570 10571 10572 10573 10574 10575 10576
10577
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2
## 10578 10579 10580 10581 10582 10583 10584 10585 10586 10587 10588 10589
10590
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1
## 10591 10592 10593 10594 10595 10596 10597 10598 10599 10600 10601 10602
10603
##      1      1      2      1      1      1      1      1      1      1      1      1
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10616
##      1      1      1      2      1      1      1      1      1      2      1      1
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## 10617 10618 10619 10620 10621 10622 10623 10624 10625 10626 10627 10628
10629
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2
## 10630 10631 10632 10633 10634 10635 10636 10637 10638 10639 10640 10641
10642
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2
## 10643 10644 10645 10646 10647 10648 10649 10650 10651 10652 10653 10654
10655
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2
## 10656 10657 10658 10659 10660 10661 10662 10663 10664 10665 10666 10667
10668
##      1      1      2      2      1      2      1      1      2      1      2      1
1
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10681
##      2      1      1      1      1      1      2      1      1      1      1      1
```



```
1
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10694
##      1      2      2      1      1      1      1      1      2      1      1      2
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## 10695 10696 10697 10698 10699 10700 10701 10702 10703 10704 10705 10706
10707
##      1      1      1      1      1      1      1      1      1      1      1      2
1
## 10708 10709 10710 10711 10712 10713 10714 10715 10716 10717 10718 10719
10720
##      1      1      2      1      1      2      1      2      2      1      1      1
1
## 10721 10722 10723 10724 10725 10726 10727 10728 10729 10730 10731 10732
10733
##      2      1      1      1      1      1      1      1      1      1      1      1
2
## 10734 10735 10736 10737 10738 10739 10740 10741 10742 10743 10744 10745
10746
##      1      2      1      1      1      1      1      1      1      1      1      1
1
## 10747 10748 10749 10750 10751 10752 10753 10754 10755 10756 10757 10758
10759
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2
## 10760 10761 10762 10763 10764 10765 10766 10767 10768 10769 10770 10771
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10785
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1
## 10786 10787 10788 10789 10790 10791 10792 10793 10794 10795 10796 10797
10798
##      1      1      2      1      1      1      1      1      1      1      1      1
1
## 10799 10800 10801 10802 10803 10804 10805 10806 10807 10808 10809 10810
10811
##      1      1      1      2      1      1      1      1      1      1      1      1
1
## 10812 10813 10814 10815 10816 10817 10818 10819 10820 10821 10822 10823
10824
##      1      1      1      1      2      2      2      1      1      1      2      1
1
## 10825 10826 10827 10828 10829 10830 10831 10832 10833 10834 10835 10836
10837
##      2      1      1      2      1      1      1      1      1      2      1      2
1
## 10838 10839 10840 10841 10842 10843 10844 10845 10846 10847 10848 10849
```

```
10850
##      1      1      1      1      1      1      1      1      1      1      1      1      1
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## 10851 10852 10853 10854 10855 10856 10857 10858 10859 10860 10861 10862
10863
##      1      1      1      1      1      1      1      1      1      1      1      1      1
2
## 10864 10865 10866 10867 10868 10869 10870 10871 10872 10873 10874 10875
10876
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2
## 10877 10878 10879 10880 10881 10882 10883 10884 10885 10886 10887 10888
10889
##      1      2      1      1      1      1      1      1      1      1      2      1      2
1
## 10890 10891 10892 10893 10894 10895 10896 10897 10898 10899 10900 10901
10902
##      2      1      1      1      1      2      1      1      1      1      1      1      1
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## 10903 10904 10905 10906 10907 10908 10909 10910 10911 10912 10913 10914
10915
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1
## 10916 10917 10918 10919 10920 10921 10922 10923 10924 10925 10926 10927
10928
##      2      2      1      1      2      1      1      1      1      1      2      1      1
2
## 10929 10930 10931 10932 10933 10934 10935 10936 10937 10938 10939 10940
10941
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1
## 10942 10943 10944 10945 10946 10947 10948 10949 10950 10951 10952 10953
10954
##      2      1      1      1      1      1      1      2      1      1      1      1      1
1
## 10955 10956 10957 10958 10959 10960 10961 10962 10963 10964 10965 10966
10967
##      2      1      2      1      1      1      1      1      1      1      1      1      1
1
## 10968 10969 10970 10971 10972 10973 10974 10975 10976 10977 10978 10979
10980
##      1      1      1      1      1      1      2      1      1      1      1      2      2
2
## 10981 10982 10983 10984 10985 10986 10987 10988 10989 10990 10991 10992
10993
##      1      1      2      1      1      2      1      2      1      1      1      1      1
1
## 10994 10995 10996 10997 10998 10999 11000 11001 11002 11003 11004 11005
11006
##      1      1      2      1      1      1      2      2      1      1      1      1      2
```

```
1
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1
## 11020 11021 11022 11023 11024 11025 11026 11027 11028 11029 11030 11031
11032
##      1      1      1      1      1      2      2      2      1      1      1      1
1
## 11033 11034 11035 11036 11037 11038 11039 11040 11041 11042 11043 11044
11045
##      1      1      2      1      1      1      1      1      1      1      1      1
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11058
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1
## 11059 11060 11061 11062 11063 11064 11065 11066 11067 11068 11069 11070
11071
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1
## 11072 11073 11074 11075 11076 11077 11078 11079 11080 11081 11082 11083
11084
##      2      1      1      1      1      1      1      1      1      1      1      1
1
## 11085 11086 11087 11088 11089 11090 11091 11092 11093 11094 11095 11096
11097
##      1      1      1      2      1      2      1      1      1      1      1      1
2
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11110
##      1      1      2      1      1      1      2      2      1      1      1      2
1
## 11111 11112 11113 11114 11115 11116 11117 11118 11119 11120 11121 11122
11123
##      1      1      1      2      1      1      2      1      2      1      2      1
2
## 11124 11125 11126 11127 11128 11129 11130 11131 11132 11133 11134 11135
11136
##      1      2      1      1      2      2      1      2      1      1      1      1
1
## 11137 11138 11139 11140 11141 11142 11143 11144 11145 11146 11147 11148
11149
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## 11150 11151 11152 11153 11154 11155 11156 11157 11158 11159 11160 11161
11162
##      1      1      1      2      1      1      1      1      1      1      1      1
1
## 11163 11164 11165 11166 11167 11168 11169 11170 11171 11172 11173 11174
```

[illegible]

```
1
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11344
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1
## 11345 11346 11347 11348 11349 11350 11351 11352 11353 11354 11355 11356
11357
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1
## 11358 11359 11360 11361 11362 11363 11364 11365 11366 11367 11368 11369
11370
##      1      1      1      1      1      1      1      2      1      1      2      1
1
## 11371 11372 11373 11374 11375 11376 11377 11378 11379 11380 11381 11382
11383
##      1      2      1      1      1      2      1      1      1      1      1      1
2
## 11384 11385 11386 11387 11388 11389 11390 11391 11392 11393 11394 11395
11396
##      1      1      2      1      1      1      1      1      1      1      1      2
1
## 11397 11398 11399 11400 11401 11402 11403 11404 11405 11406 11407 11408
11409
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2
## 11410 11411 11412 11413 11414 11415 11416 11417 11418 11419 11420 11421
11422
##      1      1      1      1      1      1      1      1      2      1      1      1
1
## 11423 11424 11425 11426 11427 11428 11429 11430 11431 11432 11433 11434
11435
##      1      1      1      1      1      1      1      1      1      1      1      1
2
## 11436 11437 11438 11439 11440 11441 11442 11443 11444 11445 11446 11447
11448
##      1      1      1      1      1      1      1      2      1      1      1      2
2
## 11449 11450 11451 11452 11453 11454 11455 11456 11457 11458 11459 11460
11461
##      1      1      1      2      1      1      1      1      1      1      1      1
2
## 11462 11463 11464 11465 11466 11467 11468 11469 11470 11471 11472 11473
11474
##      1      1      1      1      1      1      1      2      1      2      1      1
1
## 11475 11476 11477 11478 11479 11480 11481 11482 11483 11484 11485 11486
11487
##      1      1      2      2      1      1      1      1      1      1      2      1
1
## 11488 11489 11490 11491 11492 11493 11494 11495 11496 11497 11498 11499
```

```
11500
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11513
##      1      1      1      1      2      1      1      1      1      2      1      2
2
## 11514 11515 11516 11517 11518 11519 11520 11521 11522 11523 11524 11525
11526
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1
## 11527 11528 11529 11530 11531 11532 11533 11534 11535 11536 11537 11538
11539
##      2      1      1      1      1      1      1      1      1      2      1      2
1
## 11540 11541 11542 11543 11544 11545 11546 11547 11548 11549 11550 11551
11552
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1
## 11553 11554 11555 11556 11557 11558 11559 11560 11561 11562 11563 11564
11565
##      1      1      2      2      1      2      1      1      1      2      1      1
1
## 11566 11567 11568 11569 11570 11571 11572 11573 11574 11575 11576 11577
11578
##      1      1      1      1      1      1      2      1      2      2      1      2
1
## 11579 11580 11581 11582 11583 11584 11585 11586 11587 11588 11589 11590
11591
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1
## 11592 11593 11594 11595 11596 11597 11598 11599 11600 11601 11602 11603
11604
##      2      1      1      2      1      2      2      2      1      2      2      1
2
## 11605 11606 11607 11608 11609 11610 11611 11612 11613 11614 11615 11616
11617
##      1      1      1      1      1      1      1      2      1      1      1      1
1
## 11618 11619 11620 11621 11622 11623 11624 11625 11626 11627 11628 11629
11630
##      1      1      1      1      1      1      1      1      1      1      1      1
1
## 11631 11632 11633 11634 11635 11636 11637 11638 11639 11640 11641 11642
11643
##      1      1      1      1      1      1      1      1      2      2      1      1
2
## 11644 11645 11646 11647 11648 11649 11650 11651 11652 11653 11654 11655
11656
##      1      1      1      2      1      1      1      1      1      1      1      1
```

```
1
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11669
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1
## 11670 11671 11672 11673 11674 11675 11676 11677 11678 11679 11680 11681
11682
##      1      1      1      1      1      1      1      1      1      1      1      1
1
## 11683 11684 11685 11686 11687 11688 11689 11690 11691 11692 11693 11694
11695
##      1      1      1      1      1      1      1      1      1      1      1      2
1
## 11696 11697 11698 11699 11700 11701 11702 11703 11704 11705 11706 11707
11708
##      1      1      1      1      1      1      2      1      1      1      1      1
1
## 11709 11710 11711 11712 11713 11714 11715 11716 11717 11718 11719 11720
11721
##      1      2      1      1      2      2      2      1      1      1      1      1
1
## 11722 11723 11724 11725 11726 11727 11728 11729 11730 11731 11732 11733
11734
##      1      2      1      1      1      1      1      1      2      1      1      1
1
## 11735 11736 11737 11738 11739 11740 11741 11742 11743 11744 11745 11746
11747
##      1      2      2      1      1      1      2      1      1      2      1      1
1
## 11748 11749 11750 11751 11752 11753 11754 11755 11756 11757 11758 11759
11760
##      1      1      1      2      1      1      2      1      1      1      1      1
1
## 11761 11762 11763 11764 11765 11766 11767 11768 11769 11770 11771 11772
11773
##      1      1      1      1      2      1      1      1      1      1      1      1
1
## 11774 11775 11776 11777 11778 11779 11780 11781 11782 11783 11784 11785
11786
##      2      1      1      1      1      1      2      1      1      1      1      1
1
## 11787 11788 11789 11790 11791 11792 11793 11794 11795 11796 11797 11798
11799
##      1      2      1      1      1      1      1      1      2      2      1      2
1
## 11800 11801 11802 11803 11804 11805 11806 11807 11808 11809 11810 11811
11812
##      2      1      1      1      1      2      1      2      1      1      1      1
1
## 11813 11814 11815 11816 11817 11818 11819 11820 11821 11822 11823 11824
```

[illegible]



```
1
## 11982 11983 11984 11985 11986 11987 11988 11989 11990 11991 11992 11993
11994
##      1      1      2      1      1      2      1      2      1      1      1      1
1
## 11995 11996 11997 11998 11999 12000 12001 12002 12003 12004 12005 12006
12007
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1
## 12008 12009 12010 12011 12012 12013 12014 12015 12016 12017 12018 12019
12020
##      1      1      1      1      1      1      2      1      1      1      2      1
2
## 12021 12022 12023 12024 12025 12026 12027 12028 12029 12030 12031 12032
12033
##      1      1      1      2      1      1      1      2      1      1      1      1
1
## 12034 12035 12036 12037 12038 12039 12040 12041 12042 12043 12044 12045
12046
##      2      1      1      2      1      1      1      1      1      2      1      1
1
## 12047 12048 12049 12050 12051 12052 12053 12054 12055 12056 12057 12058
12059
##      1      1      1      1      1      1      1      2      1      1      1      1
1
## 12060 12061 12062 12063 12064 12065 12066 12067 12068 12069 12070 12071
12072
##      1      1      1      1      1      1      2      1      2      1      2      1
1
## 12073 12074 12075 12076 12077 12078 12079 12080 12081 12082 12083 12084
12085
##      1      1      1      1      1      1      2      1      1      1      1      1
1
## 12086 12087 12088 12089 12090 12091 12092 12093 12094 12095 12096 12097
12098
##      1      1      1      1      2      1      1      1      2      1      2      2
1
## 12099 12100 12101 12102 12103 12104 12105 12106 12107 12108 12109 12110
12111
##      1      1      1      1      1      2      1      1      2      1      1      1
2
## 12112 12113 12114 12115 12116 12117 12118 12119 12120 12121 12122 12123
12124
##      2      1      1      2      2      1      1      1      1      2      1      2
1
## 12125 12126 12127 12128 12129 12130 12131 12132 12133 12134 12135 12136
12137
##      1      1      1      1      1      2      2      2      1      2      1      1
1
## 12138 12139 12140 12141 12142 12143 12144 12145 12146 12147 12148 12149
```

[illegible]

```

1
## 12307 12308 12309 12310 12311 12312 12313 12314 12315 12316 12317 12318
12319
##      1      2      1      1      1      2      2      2      1      1      1      1
1
## 12320 12321 12322 12323 12324 12325 12326 12327 12328 12329 12330
##      1      1      1      1      1      1      1      1      1      1      1
##
## Within cluster sum of squares by cluster:
## [1] 135765.64 61258.13
## (between_SS / total_SS = 10.9 %)
##
## Available components:
##
## [1] "cluster"      "centers"      "totss"        "withinss"
"tot.withinss"
## [6] "betweenss"    "size"         "iter"         "ifault"

print('*****')

## [1] "*****"

#creating df with means of continuous columns by cluster
df_clus_means<- aggregate(subset(df, select=contin),
by=list(cluster=grouping$cluster),mean)
df_clus_means

##   cluster administrative administrative_duration informational
## 1      1      1.369621      39.87144      0.1726272
## 2      2      6.937767      280.59950      2.1140143
##   informational_duration productrelated productrelated_duration
bouncerrates
## 1      6.37106      20.38691      739.6049
0.024976627
## 2      171.10167      87.25558      3421.7229
0.005994113
##   exitrates pagevalues
## 1 0.04751047  4.516205
## 2 0.01891893 12.659674

#creating dataframe with cluster column and checking that output matches
above
df_clus <- copy(df)
df_clus$cluster <- grouping$cluster
# df_clus
df_clus %>% group_by(cluster) %>%
  summarise(mean_adm=mean(administrative),
mean_col=mean(administrative_duration))

## # A tibble: 2 × 3
##   cluster mean_adm mean_col

```

```
##      <int>    <dbl>    <dbl>
## 1         1      1.37     39.9
## 2         2      6.94    281.

#plotting revenue by cluster
ggplot() + geom_bar(
  data=df_clus,
  aes(x=factor(cluster), fill = factor(revenue)
), position="dodge") + labs(title = "Revenue by cluster",
  y="count", x="cluster", fill="revenue") + theme(plot.title =
element_text(hjust=0.5))
```



```
prop.table(table(df_clus$cluster, df_clus$revenue), 1)
```

```
##
##      FALSE      TRUE
## 1 0.8816074 0.1183926
## 2 0.6660333 0.3339667
```

The proportion of customers of cluster 2 who generate revenue (0.33) is higher than the proportion of customers in cluster 1 who generate revenue.

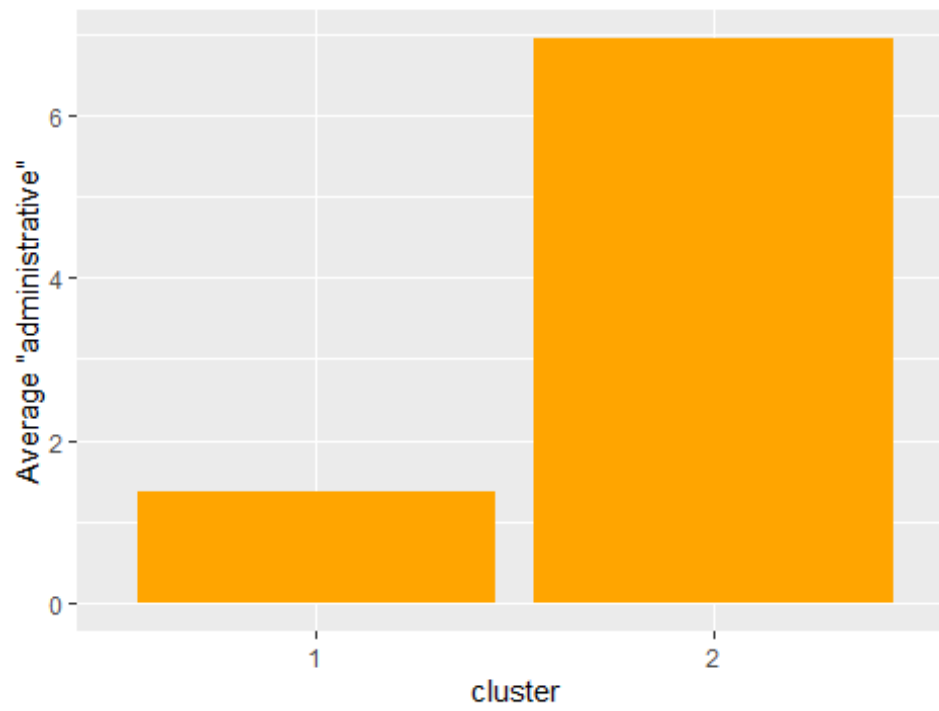
```
library(stringr)
```

```
#average values by cluster
```

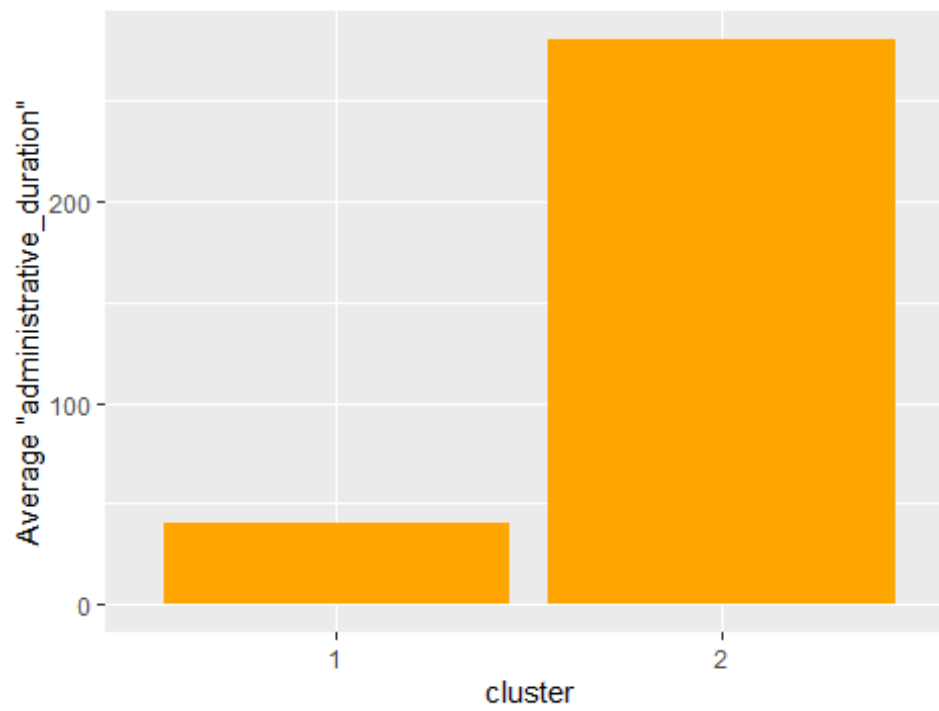
```
for (m in contin){
```

```
suppressWarnings(print(ggplot() + geom_col(  
  data=df_clus_means,  
  aes(x=as.factor(cluster), y=df_clus_means[[m]]),  
  fill="orange") + labs(title = str_glue('Average "{m}" by cluster'),  
  x="cluster", y=str_glue('Average "{m}"')) + theme(plot.title =  
  element_text(hjust=0.5))))  
}
```

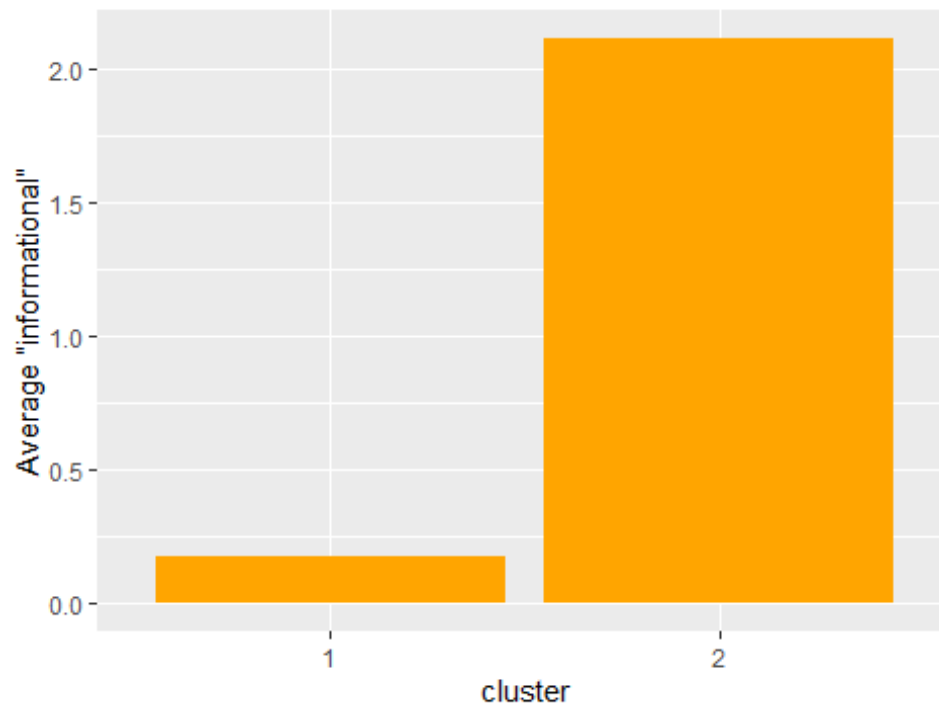
Average "administrative" by cluster



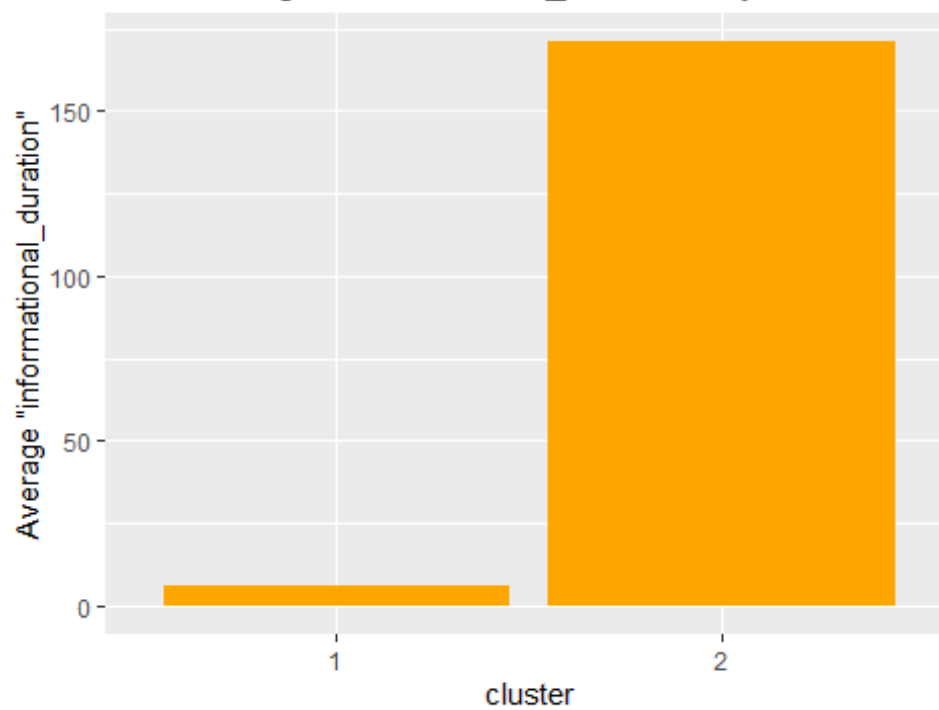
Average "administrative\_duration" by cluster



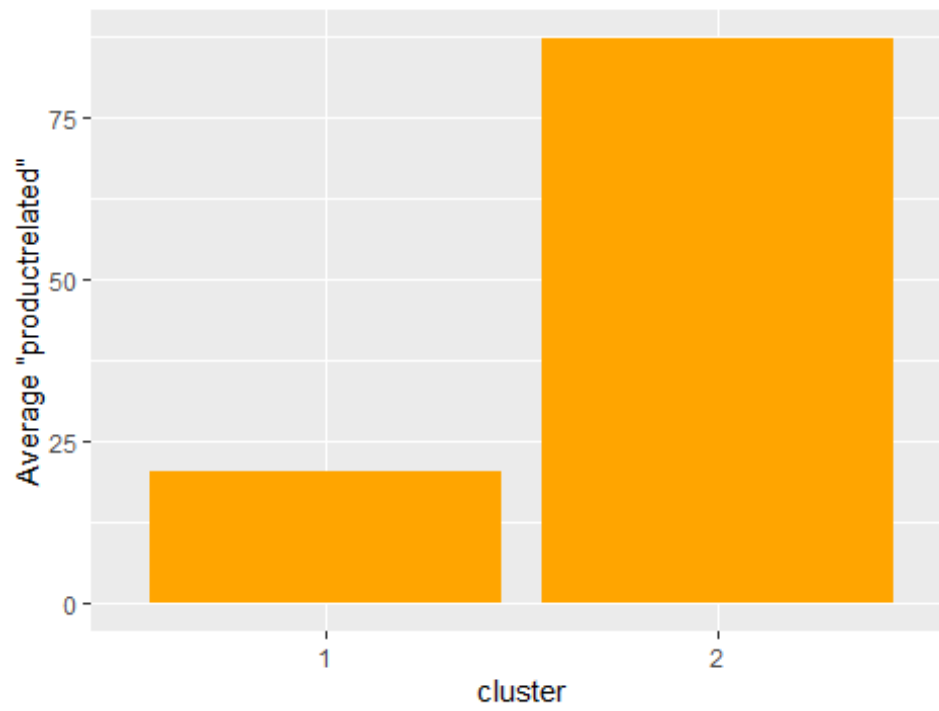
Average "informational" by cluster



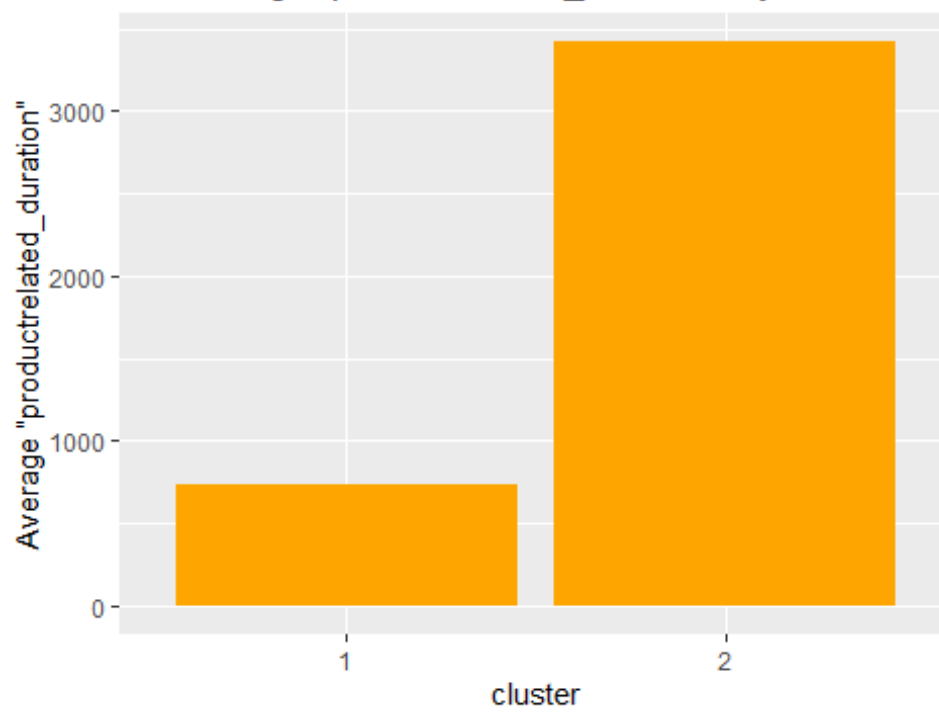
Average "informational\_duration" by cluster



Average "productrelated" by cluster

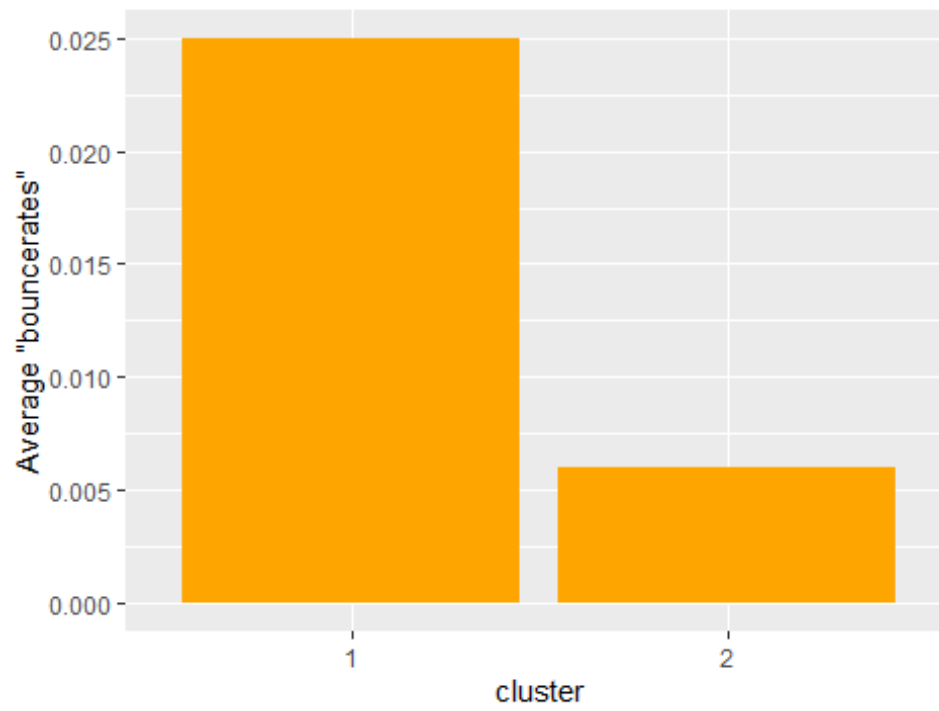


Average "productrelated\_duration" by cluster

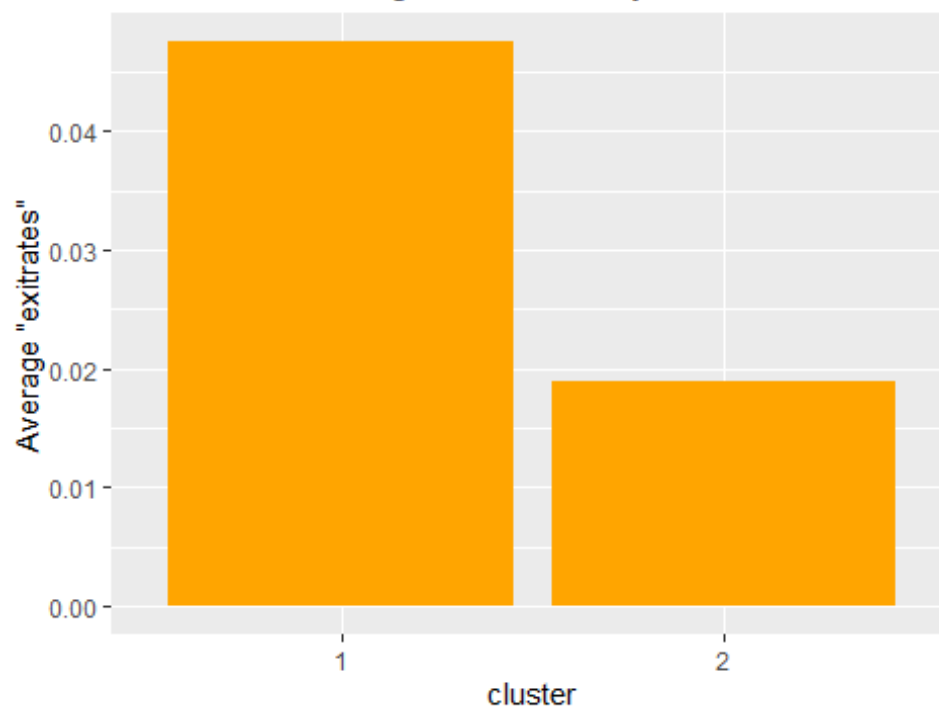


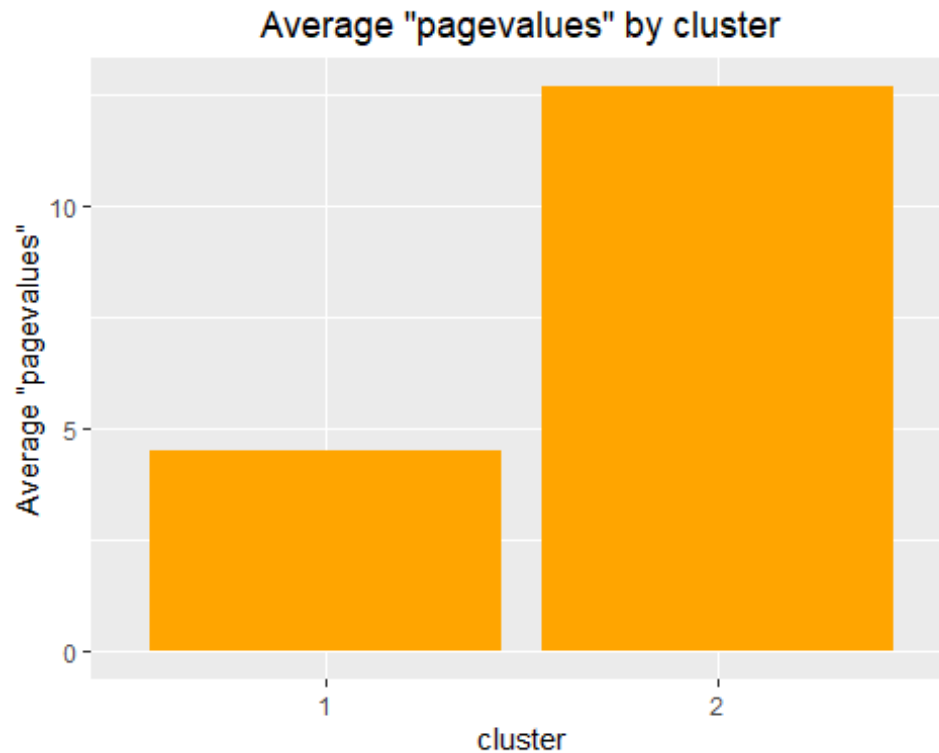


Average "bouncerrates" by cluster



Average "exitrates" by cluster





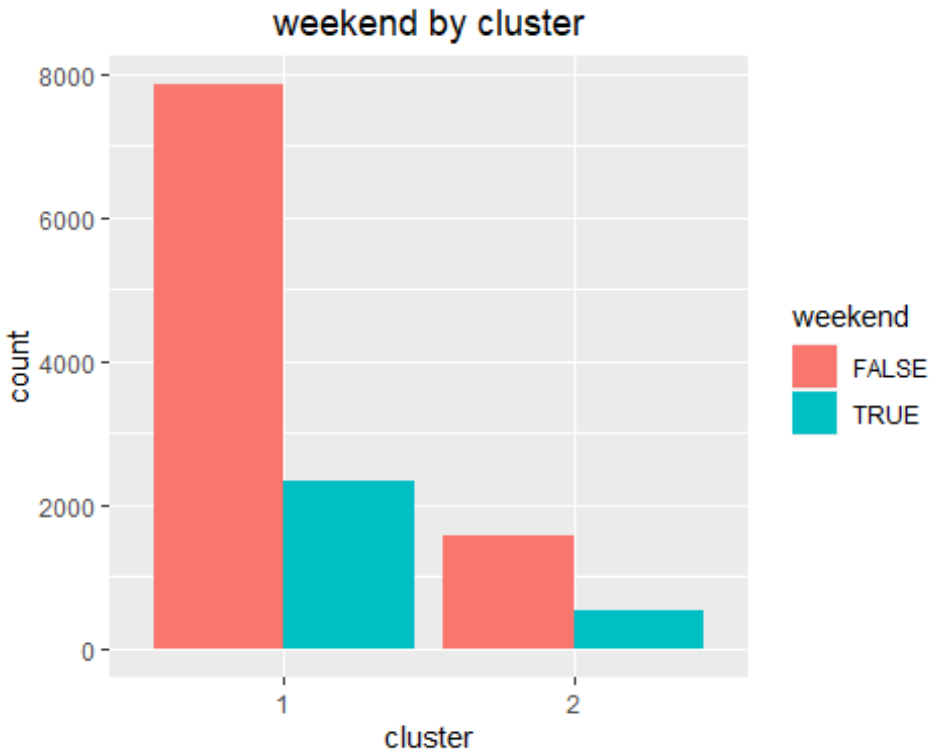
Observations of plots above:

The average number of administrative, informational and product related pages visited in a session, as well as the average durations spent on these different page types, is higher among customers in cluster 2 than in cluster one.

Bouncerrates and exit rates are higher among customers in cluster 1.

Average page values are higher in cluster 2

```
#plotting weekend by cluster
ggplot() + geom_bar(
  data=df_clus,
  aes(x=factor(cluster), fill = factor(weekend)
), position="dodge") + labs(title = "weekend by cluster",
  y="count", x="cluster", fill="weekend") + theme(plot.title =
element_text(hjust=0.5))
```



```
prop.table(table(df_clus$cluster, df_clus$weekend), 1)
```

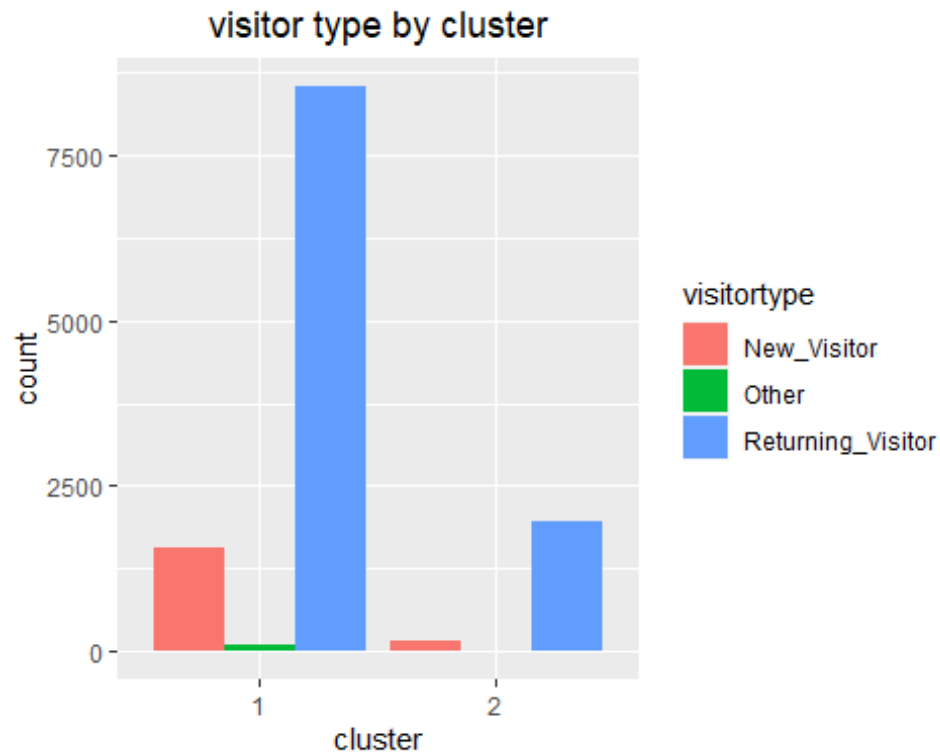
```
##
##      FALSE      TRUE
##  1 0.7708784 0.2291216
##  2 0.7482185 0.2517815
```

*#columns false true represent weekend*

The proportion of customers visiting the site over the weekend in cluster 2 is higher than the proportion in cluster one who do so.

*#plotting visitortype by cluster*

```
ggplot() + geom_bar(
  data=df_clus,
  aes(x=factor(cluster), fill = factor(visitortype)
), position="dodge") + labs(title = "visitor type by cluster",
  y="count", x="cluster", fill="visitortype") + theme(plot.title =
element_text(hjust=0.5))
```

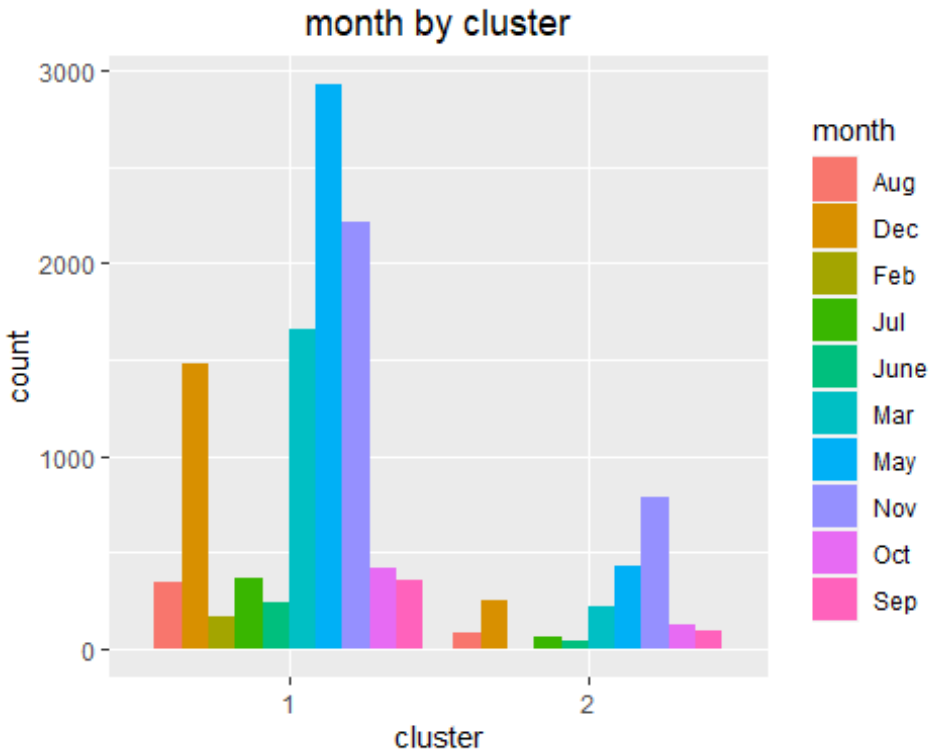


```
prop.table(table(df_clus$cluster, df_clus$visitortype), 1)
```

```
##
##      New_Visitor      Other Returning_Visitor
## 1 0.152584005 0.007663588    0.839752407
## 2 0.066983373 0.003325416    0.929691211
```

The proportion of returning visitors among in cluster 2 is higher, while the proportions of new visitor and other is higher in cluster 1.

```
#plotting month by cluster
ggplot() + geom_bar(
  data=df_clus,
  aes(x=factor(cluster), fill = factor(month)
), position="dodge") + labs(title = "month by cluster",
  y="count", x="cluster", fill="month") + theme(plot.title =
element_text(hjust=0.5))
```

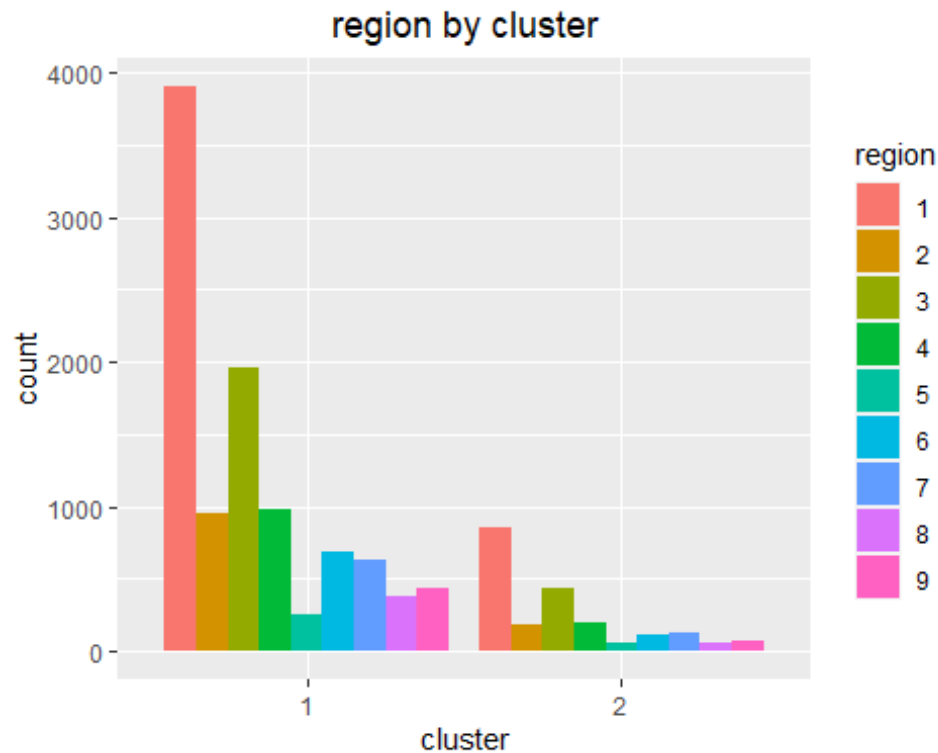


```
prop.table(table(df_clus$cluster, df_clus$month), 1)
```

```
##
##           Aug           Dec           Feb           Jul           June
Mar
##    1 0.034289644 0.144920417 0.016407939 0.036058165 0.023973276
0.163096876
##    2 0.039904988 0.119714964 0.001900238 0.030403800 0.020902613
0.106413302
##
##           May           Nov           Oct           Sep
##    1 0.287286304 0.217233248 0.041560228 0.035173904
##    2 0.205700713 0.372446556 0.059857482 0.042755344
```

Most cluster 2 customers visit the site in the month of November, while most in cluster 1 visit in May.

```
#plotting region by cluster
ggplot() + geom_bar(
  data=df_clus,
  aes(x=factor(cluster), fill = factor(region)
), position="dodge") + labs(title = "region by cluster",
  y="count", x="cluster", fill="region") + theme(plot.title =
element_text(hjust=0.5))
```

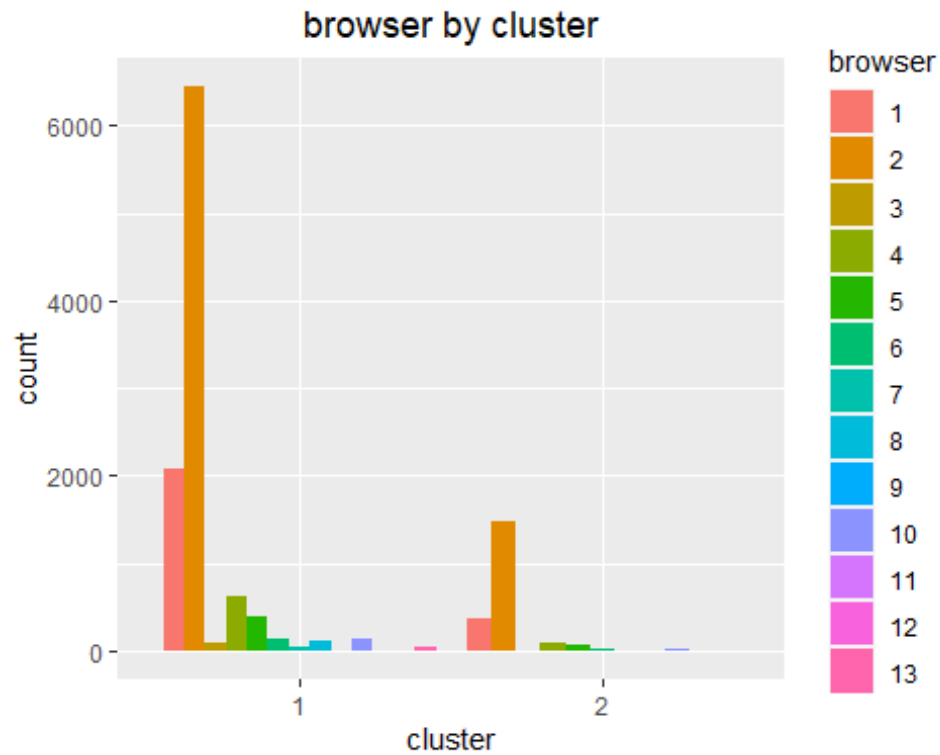


```
prop.table(table(df_clus$cluster, df_clus$region), 1)

##
##           1           2           3           4           5           6
##  1 0.38376891 0.09304382 0.19247396 0.09618786 0.02544704 0.06769503
##  2 0.40807601 0.08693587 0.20665083 0.09311164 0.02660333 0.05463183
##
##           7           8           9
##  1 0.06209471 0.03684417 0.04244449
##  2 0.05985748 0.02802850 0.03610451
```

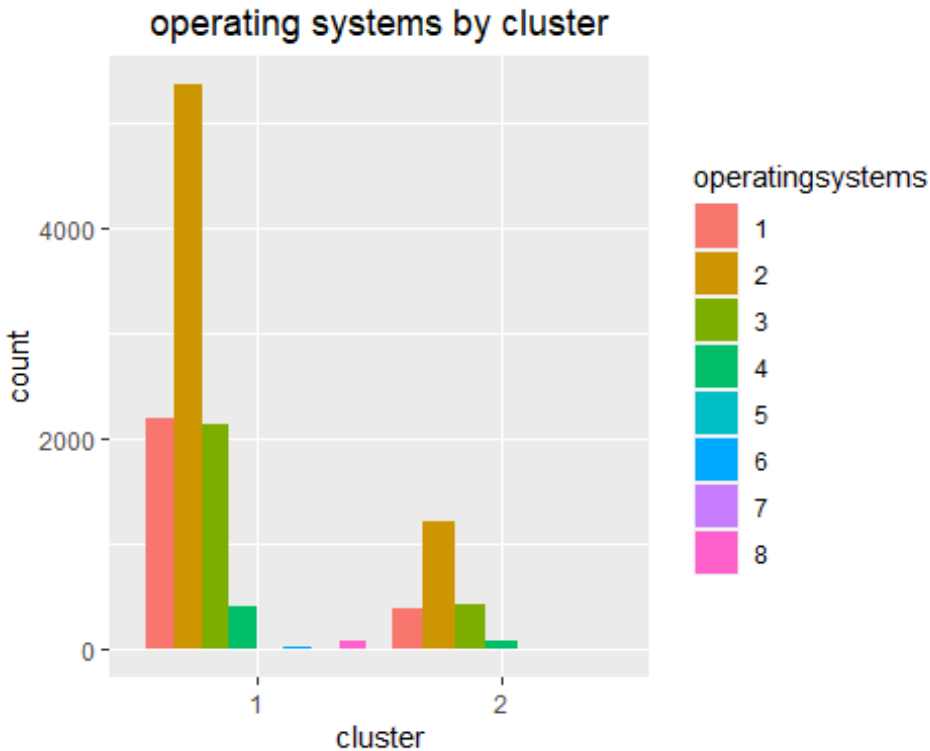
In both clusters, most customers are from region 1

```
#plotting browser by cluster
ggplot() + geom_bar(
  data=df_clus,
  aes(x=factor(cluster), fill = factor(browser)
), position="dodge") + labs(title = "browser by cluster",
  y="count", x="cluster", fill="browser") + theme(plot.title =
element_text(hjust=0.5))
```



In both clusters, most customers use browser 2

```
#plotting operatingsystems by cluster
ggplot() + geom_bar(
  data=df_clus,
  aes(x=factor(cluster), fill = factor(operatingsystems)
), position="dodge") + labs(title = "operating systems by cluster",
  y="count", x="cluster", fill="operatingsystems") +
theme(plot.title = element_text(hjust=0.5))
```



```
prop.table(table(df_clus$cluster, df_clus$operatingsystems), 1)

##
##           1           2           3           4           5
##  1 0.2148752211 0.5267243073 0.2093731578 0.0391039497 0.0005895068
##  2 0.1833729216 0.5781472684 0.1966745843 0.0370546318 0.0000000000
##
##           6           7           8
##  1 0.0015720181 0.0005895068 0.0071723325
##  2 0.0014251781 0.0004750594 0.0028503563
```

In both clusters, most customers use operating system 2

### Comparisons between K Means and Hierarchical

#### K means clustering

- Advantages: Easy to implement, easily adapts to new examples.
- Disadvantages: The number of clusters has to be predetermined, it is sensitive to scaling, the initial seeds heavily influence the results.

#### Hierachical clustering:

- Advantages: The number of clusters do not have to be predetermined, ordering of levels in display is informative, easy to implement.



- Disadvantages: Not as suitable for large datasets due to lower spatial and computational efficiency. This was evident in the duration of time the codes took to run as well as in the structure of the dendrograms.

## Conclusion and Recommendations

### Conclusion

The objectives of the study were achieved. Following data preparation (where missing values, duplicates, outliers, column creation etc were dealt with accordingly), univariate and bivariate analysis were carried out providing valuable insights on the dataset as a whole.

Some general bivariate analysis insights include: the proportion of visits that generated revenue during weekends was higher than revenue producing visits during the weekdays, the proportion of revenue producing visits was highest among new visitors, the month with the highest proportion of revenue generating visits was November etc.

### Modelling:

Two approaches were used in clustering the data: K-means clustering and hierarchical clustering.

Initially k-means was used with an arbitrary value of 3. After comparing the average silhouette score at different levels of k, 2 was determined to be the optimal number of clusters.

For hierarchical clustering, complete linkage method was used initially, and average and wards methods also tested. The dendrogram using ward's method was the best structured. 2 clusters were highlighted on the dendrogram

### Customer group characteristics comparisons

Further analysis was carried out on the 2 customer groups that were identified while using kmeans to compare the characteristics of the different groups.

### Highlights:

- The proportion of customers of cluster 2 who generate revenue is higher than the proportion of customers in cluster 1 who generate revenue.
- The average number of administrative, informational and product related pages visited in a session, as well as the average durations spent on these different page types, is higher among customers in cluster 2 than in cluster one.
- Bouncerrates and exit rates are higher among customers in cluster 1.
- Average page values are higher in cluster 2

- The proportion of customers visiting the site over the weekend in cluster 2 is higher than the proportion in cluster one who do so.
- The proportion of returning visitors among in cluster 2 is higher, while the proportions of new visitor and other is higher in cluster
- Most cluster 2 customers visit the site in the month of November, while most in cluster 1 visit in May.
- In both clusters, most customers are from region 1.
- In both clusters, most customers use operating system 2
- In both clusters, most customers use browser system 2

### Recommendations

- Cluster 2 had a higher proportion of revenue-generating customers compared to cluster 1.
- Cluster 1 had higher bounce rates and exit rates, indicating that more customers in this category are likely to leave without making a transaction. Optional targeted surveys could pop up to customers falling in this category to discover possible causes of dissatisfaction with the site or service. Similarly, since more customers in cluster 2 spent a longer duration on the site and visited more pages, targeted surveys to customers in this categories on what they are satisfied with will help the company know what to keep doing.
- The proportion of returning visitors among cluster 2 is higher. The company should prioritise quality products, services, and presentation from the get go, enabling them to have more returning visitors on the site.
- Although there is more traffic during the week, the proportion of revenue generating visits is higher over the weekend. More ads should be run during the weekends compared to weekdays.
- Future recommendations - Further information such as the gender and age of visitors, specific product categories visited etc should be obtained as they will aid in better understanding customer behaviour and in grouping further.