- A ranking of potential new products, ordered from highest to lowest profitability
  - Which product has the highest number of 5 Star Reviews?
    - Product# 150, 2801 5-star reviews, Accessories
  - Which product has the highest sales volume?
    - Product# 150, 11204 Sales Volume, Accessories
  - Do the data types match your expectations?
    - BestSellersRank: Integer: Yes
    - NegativeServiceReview: Integer: Yes
    - PositiveServiceReview: Integer: Yes
    - Price: Real: Yes
    - ProductDepth: Real: Yes
    - ProductHeight: Real: Yes
    - ProductNumber: Integer: No
      - This is like an id #. It doesn't mean anything more.
      - Use Set Role operator to set as ID
    - ProductType: Polynomial: Yes
    - ProductWidth: Real: Yes
    - ProfitMargin: Real: Yes
    - SalesVolume: Integer: Yes
    - ShippingWeightsLbs: Real: Yes
    - WouldConsumerRecommend: Real: Maybe
      - What do these values mean?
      - Are they percentage of consumers that would recommend? If so, then real is appropriate.
      - Are they on a scale from 1-10 but in decimal form? If so, then ordinal
    - x1Star: Integer: Yes
    - x2Star: Integer: Yes
    - x3Star: Integer: Yes
    - x4Star: Integer: Yes
    - x5Star: Integer: Yes
  - Use Statistics and Charts to look for other relationships that may be useful to your analysis
    - Interesting relationships:
      - Idea: Certain ProudctTypes sell more than others
        - ProductType frequency distribution (histogram)
          - ProductType vs Sales Volume (of existing products)
        - Product Type, Sales Volume vs BestSellersRank
        - o Product, Sales Volume vs WouldCustomersRecommend
        - o Product. Sales Volume vs x5Star
        - o Product, Sales Volume vs x5Star, x4Star
        - o ProductType, Sales Volume vs Height, Width
        - ProductType, Sales Volume vs Price
    - Correlation Matrix
      - Relationships where correlations are above .90 or -.90:
        - o 5-star and SalesVolume: 1.00

- 4-star and 3-star: 0.937
- o 2-star and 1-star: 0.952
- Variables removed: 1-5 stars,
- A summary of performance metrics from each individual classifier you ran
  - o KNN
    - KNN when K=5
      - root\_mean\_squared\_error: 1060.938 +/- 1124.059 (micro average: 1504.243 +/- 0.000)
      - squared correlation: 0.346 +/- 0.393 (micro average: 0.060)
    - KNN when K=2
      - root\_mean\_squared\_error: 1301.736 +/- 1251.028 (micro average: 1761.556 +/- 0.000)
      - squared correlation: 0.371 +/- 0.308 (micro average: 0.021)
    - KNN when K=1
      - root\_mean\_squared\_error: 1297.100 +/- 1098.671 (micro average: 1663.983 +/- 0.000)
      - squared correlation: 0.000 +/- 0.000 (micro average: 0.000)
  - o SVM
    - SVM when C=.5
      - root\_mean\_squared\_error: 1100.136 +/- 1069.167 (micro average: 1496.364 +/- 0.000)
      - squared correlation: 0.387 +/- 0.289 (micro average: 0.025)
    - SVM when C=.1
      - root\_mean\_squared\_error: 1128.743 +/- 1064.838 (micro average: 1514.778 +/- 0.000)
      - squared correlation: 0.379 +/- 0.296 (micro average: 0.000)
    - SVM when C=.3
      - root\_mean\_squared\_error: 1154.518 +/- 1048.574 (micro average: 1523.965 +/- 0.000)
      - squared correlation: 0.382 +/- 0.292 (micro average: 0.001)
    - SVM when C=.9
      - root\_mean\_squared\_error: 1099.014 +/- 1094.731 (micro average: 1512.093 +/- 0.000)
      - squared\_correlation: 0.399 +/- 0.288 (micro average: 0.020)
      - •
  - Gradient Boosted Trees
    - Gradient Boosted Trees when Trees = 100
      - root\_mean\_squared\_error: 823.135 +/- 1095.513 (micro average: 1325.777 +/- 0.000)
      - squared correlation: 0.756 +/- 0.205 (micro average: 0.243)
    - Gradient Boosted Trees when Trees = 200
      - root\_mean\_squared\_error: 842.307 +/- 1046.051 (micro average: 1301.646 +/- 0.000)
      - squared correlation: 0.778 +/- 0.201 (micro average: 0.254)
    - Gradient Boosted Trees when Trees = 1000
      - root mean squared error: 1023.531 +/- 997.526 (micro average:

## 1393.975 +/- 0.000)

- squared correlation: 0.723 +/- 0.182 (micro average: 0.200)
- A brief summary of the optimized model you selected and your rationale for selecting it. Include the parameter settings for this model.
  - o I chose the Gradient Boosted Model with 100 trees because it has the lowest root-mean-squared error and the second highest squared\_correlation of all the different models and different parameters.
- Products Ranked by Profitability

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	Produ		Sales	
ProductTy	ctNum	BrandNa	Volum	PredictedP
pe	ber	me	е	rofit
			9,813.	
Tablet	187	Amazon	72	\$390,586
			1,132.	
PC	171	Dell	23	\$197,858
			1,586.	
Laptop	173	Apple	63	\$190,237
			5,356.	
Netbook	180	Acer	13	\$158,595
PC	172	Dell	830.27	\$142,806
			2,733.	
Netbook	181	Asus	44	\$131,998
			1,862.	
Tablet	186	Apple	11	\$117,127
Game			4,149.	
Console	199	Sony	86	\$93,368
Smartphone	193	Motorola	973.13	\$21,302
Smartphone	194	Samsung	970.56	\$5,707
Laptop	175	Toshiba	5.32	\$957
Netbook	178	HP	24.61	\$788
Netbook	183	Samsung	24.52	\$728
Monitor	201	Asus	52.88	\$370
Smartphone	196	Motorola	-12.92	-\$426
Smartphone	195	HTC	-19.55	-\$437
Laptop	176	Razer	-4.04	-\$1,858