Kira Platinina Project

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2022-07-22

# R Programming Exploratory Data Analysis And Modeling

## 1. Defining the Question

**a) Specifying the Data Analytic Question**

Kira Plastinina is a Russian brand that is sold through a defunct chain of retail stores in Russia, Ukraine, Kazakhstan, Belarus, China, Philippines, and Armenia. The brand’s Sales and Marketing team would like to understand their customer’s behavior from data that they have collected over the past year. More specifically, they would like to learn the characteristics of customer groups.

Your findings should help inform the team in formulating the marketing and sales strategies of the brand.

**b) Defining the Metric for Success**

1. Perform clustering stating insights drawn from your analysis and visualizations.
2. Upon implementation, provide comparisons between the approaches learned this week i.e. K-Means clustering vs Hierarchical clustering highlighting the strengths and limitations of each approach in the context of your analysis.

**c) Understanding the context**

Perform EDA and Unsupervised Modeling for the give data set <http://bit.ly/EcommerceCustomersDataset>

**d) Experimental design taken**

1. Problem Definition
2. Data Sourcing
3. Check the Data
4. Perform Data Cleaning
5. Perform Exploratory Data Analysis (Univariate, Bivariate & Multivariate)
6. Implement the Solution
7. Challenge the Solution
8. Follow up Questions

**e) Appropriateness of the available data**

The dataset has appropriate columns and rows to answer the questions. The data is relevant for our analysis.

## 2. Loading the dataset

# Loading the dataset  
  
ecom <- read.csv('http://bit.ly/EcommerceCustomersDataset')

## 3. Checking our data

# Checking the top rows  
  
head(ecom)

## 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

# Checking the bottom rows  
  
tail(ecom)

## 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 the shape of our data  
  
dim(ecom)

## [1] 12330 18

**The dataset has 12330 rows and 18 columns**

# Checking the structure/datatypes of our data  
  
str(ecom)

## '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 ...

# checking the attributes of our dataset  
  
class(ecom)

## [1] "data.frame"

# checking the columns of our dataset  
  
colnames(ecom)

## [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"

## 4. Data Cleaning

# Sum of null values in each column using the function colSums()  
  
colSums(is.na(ecom))

## Administrative Administrative\_Duration Informational   
## 14 14 14   
## Informational\_Duration ProductRelated ProductRelated\_Duration   
## 14 14 14   
## BounceRates ExitRates PageValues   
## 14 14 0   
## SpecialDay Month OperatingSystems   
## 0 0 0   
## Browser Region TrafficType   
## 0 0 0   
## VisitorType Weekend Revenue   
## 0 0 0

**There are null values in our data. We shall be dropping the Missing values to avoid inconsistency in our dataset.**

# Dropping the null values  
  
ecom <- na.omit(ecom)

# Checking again for the Sum of null values in each column using the function colSums()  
  
colSums(is.na(ecom))

## Administrative Administrative\_Duration Informational   
## 0 0 0   
## Informational\_Duration ProductRelated ProductRelated\_Duration   
## 0 0 0   
## BounceRates ExitRates PageValues   
## 0 0 0   
## SpecialDay Month OperatingSystems   
## 0 0 0   
## Browser Region TrafficType   
## 0 0 0   
## VisitorType Weekend Revenue   
## 0 0 0

# Now lets find the duplicated rows in the dataset   
# and assign to a variable duplicated\_rows below  
  
duplicated\_rows <- ecom[duplicated(ecom),]  
  
# Lets print out the variable duplicated\_rows and see these duplicated rows   
  
duplicated\_rows

## Administrative Administrative\_Duration Informational  
## 159 0 0 0  
## 179 0 0 0  
## 419 0 0 0  
## 457 0 0 0  
## 484 0 0 0  
## 513 0 0 0  
## 555 0 0 0  
## 590 0 0 0  
## 660 0 0 0  
## 775 0 0 0  
## 873 0 0 0  
## 890 0 0 0  
## 923 0 0 0  
## 948 0 0 0  
## 975 0 0 0  
## 1035 0 0 0  
## 1120 0 0 0  
## 1171 0 0 0  
## 1177 0 0 0  
## 1214 0 0 0  
## 1215 0 0 0  
## 1292 0 0 0  
## 1326 0 0 0  
## 1357 0 0 0  
## 1367 0 0 0  
## 1382 0 0 0  
## 1391 0 0 0  
## 1395 0 0 0  
## 1437 0 0 0  
## 1454 0 0 0  
## 1516 0 0 0  
## 1574 0 0 0  
## 1609 0 0 0  
## 1698 0 0 0  
## 1776 0 0 0  
## 1805 0 0 0  
## 1840 0 0 0  
## 1867 0 0 0  
## 1926 0 0 0  
## 1934 0 0 0  
## 1950 0 0 0  
## 2057 0 0 0  
## 2058 0 0 0  
## 2236 0 0 0  
## 2622 0 0 0  
## 2740 0 0 0  
## 3232 0 0 0  
## 3273 0 0 0  
## 3282 0 0 0  
## 3578 0 0 0  
## 3651 0 0 0  
## 3664 0 0 0  
## 3722 0 0 0  
## 3892 0 0 0  
## 4164 0 0 0  
## 4183 0 0 0  
## 4232 0 0 0  
## 4344 0 0 0  
## 4375 0 0 0  
## 4404 0 0 0  
## 4427 0 0 0  
## 4464 0 0 0  
## 4490 0 0 0  
## 4553 0 0 0  
## 4818 0 0 0  
## 4884 0 0 0  
## 4914 0 0 0  
## 5039 0 0 0  
## 5044 0 0 0  
## 5057 0 0 0  
## 5119 0 0 0  
## 5199 0 0 0  
## 5200 0 0 0  
## 5255 0 0 0  
## 5277 0 0 0  
## 5287 0 0 0  
## 5356 0 0 0  
## 5408 0 0 0  
## 6930 0 0 0  
## 7152 0 0 0  
## 7636 0 0 0  
## 8545 0 0 0  
## 9307 0 0 0  
## 9495 0 0 0  
## 9552 0 0 0  
## 9569 0 0 0  
## 9582 0 0 0  
## 9719 0 0 0  
## 9770 0 0 0  
## 9879 0 0 0  
## 9908 0 0 0  
## 10147 0 0 0  
## 10223 0 0 0  
## 10270 0 0 0  
## 10573 0 0 0  
## 10632 0 0 0  
## 10752 0 0 0  
## 10796 0 0 0  
## 10842 0 0 0  
## 10989 0 0 0  
## 11044 0 0 0  
## 11206 0 0 0  
## 11405 0 0 0  
## 11524 0 0 0  
## 11582 0 0 0  
## 11625 0 0 0  
## 11659 0 0 0  
## 11734 0 0 0  
## 11748 0 0 0  
## 11802 0 0 0  
## 11814 0 0 0  
## 11828 0 0 0  
## 11935 0 0 0  
## 11939 0 0 0  
## 12160 0 0 0  
## 12181 0 0 0  
## 12186 0 0 0  
## Informational\_Duration ProductRelated ProductRelated\_Duration BounceRates  
## 159 0 1 0 0.2  
## 179 0 1 0 0.2  
## 419 0 1 0 0.2  
## 457 0 1 0 0.2  
## 484 0 1 0 0.2  
## 513 0 1 0 0.2  
## 555 0 1 0 0.2  
## 590 0 1 0 0.2  
## 660 0 2 0 0.2  
## 775 0 1 0 0.2  
## 873 0 1 0 0.2  
## 890 0 1 0 0.2  
## 923 0 1 0 0.2  
## 948 0 1 0 0.2  
## 975 0 1 0 0.2  
## 1035 0 1 0 0.2  
## 1120 0 1 0 0.2  
## 1171 0 1 0 0.2  
## 1177 0 1 0 0.2  
## 1214 0 1 0 0.2  
## 1215 0 1 0 0.2  
## 1292 0 2 0 0.2  
## 1326 0 1 0 0.2  
## 1357 0 2 0 0.2  
## 1367 0 1 0 0.2  
## 1382 0 1 0 0.2  
## 1391 0 1 0 0.2  
## 1395 0 1 0 0.2  
## 1437 0 1 0 0.2  
## 1454 0 1 0 0.2  
## 1516 0 1 0 0.2  
## 1574 0 1 0 0.2  
## 1609 0 1 0 0.2  
## 1698 0 1 0 0.2  
## 1776 0 1 0 0.2  
## 1805 0 1 0 0.2  
## 1840 0 1 0 0.2  
## 1867 0 1 0 0.2  
## 1926 0 1 0 0.2  
## 1934 0 1 0 0.2  
## 1950 0 1 0 0.2  
## 2057 0 1 0 0.2  
## 2058 0 1 0 0.2  
## 2236 0 1 0 0.2  
## 2622 0 1 0 0.2  
## 2740 0 1 0 0.2  
## 3232 0 1 0 0.2  
## 3273 0 1 0 0.2  
## 3282 0 1 0 0.2  
## 3578 0 1 0 0.2  
## 3651 0 1 0 0.2  
## 3664 0 1 0 0.2  
## 3722 0 1 0 0.2  
## 3892 0 1 0 0.2  
## 4164 0 1 0 0.2  
## 4183 0 1 0 0.2  
## 4232 0 1 0 0.2  
## 4344 0 1 0 0.2  
## 4375 0 1 0 0.2  
## 4404 0 1 0 0.2  
## 4427 0 1 0 0.2  
## 4464 0 1 0 0.2  
## 4490 0 1 0 0.2  
## 4553 0 2 0 0.2  
## 4818 0 1 0 0.2  
## 4884 0 1 0 0.2  
## 4914 0 1 0 0.2  
## 5039 0 1 0 0.2  
## 5044 0 1 0 0.2  
## 5057 0 1 0 0.2  
## 5119 0 1 0 0.2  
## 5199 0 1 0 0.2  
## 5200 0 2 0 0.2  
## 5255 0 1 0 0.2  
## 5277 0 1 0 0.2  
## 5287 0 1 0 0.2  
## 5356 0 1 0 0.2  
## 5408 0 1 0 0.2  
## 6930 0 1 0 0.2  
## 7152 0 1 0 0.2  
## 7636 0 1 0 0.2  
## 8545 0 1 0 0.2  
## 9307 0 1 0 0.2  
## 9495 0 1 0 0.2  
## 9552 0 1 0 0.2  
## 9569 0 1 0 0.2  
## 9582 0 1 0 0.2  
## 9719 0 1 0 0.2  
## 9770 0 1 0 0.2  
## 9879 0 1 0 0.2  
## 9908 0 1 0 0.2  
## 10147 0 1 0 0.2  
## 10223 0 2 0 0.2  
## 10270 0 1 0 0.2  
## 10573 0 1 0 0.2  
## 10632 0 1 0 0.2  
## 10752 0 1 0 0.2  
## 10796 0 1 0 0.2  
## 10842 0 1 0 0.2  
## 10989 0 1 0 0.2  
## 11044 0 1 0 0.2  
## 11206 0 1 0 0.2  
## 11405 0 1 0 0.2  
## 11524 0 1 0 0.2  
## 11582 0 1 0 0.2  
## 11625 0 1 0 0.2  
## 11659 0 1 0 0.2  
## 11734 0 1 0 0.2  
## 11748 0 1 0 0.2  
## 11802 0 1 0 0.2  
## 11814 0 1 0 0.2  
## 11828 0 1 0 0.2  
## 11935 0 1 0 0.2  
## 11939 0 1 0 0.2  
## 12160 0 1 0 0.2  
## 12181 0 1 0 0.2  
## 12186 0 1 0 0.2  
## ExitRates PageValues SpecialDay Month OperatingSystems Browser Region  
## 159 0.2 0 0.0 Feb 1 1 1  
## 179 0.2 0 0.0 Feb 3 2 3  
## 419 0.2 0 0.0 Mar 1 1 1  
## 457 0.2 0 0.0 Mar 2 2 4  
## 484 0.2 0 0.0 Mar 3 2 3  
## 513 0.2 0 0.0 Mar 2 2 1  
## 555 0.2 0 0.0 Mar 2 2 1  
## 590 0.2 0 0.0 Mar 2 2 1  
## 660 0.2 0 0.0 Mar 2 5 1  
## 775 0.2 0 0.0 Mar 2 2 4  
## 873 0.2 0 0.0 Mar 3 2 3  
## 890 0.2 0 0.0 Mar 1 1 2  
## 923 0.2 0 0.0 Mar 3 2 2  
## 948 0.2 0 0.0 Mar 2 2 1  
## 975 0.2 0 0.0 Mar 2 2 1  
## 1035 0.2 0 0.0 Mar 2 2 1  
## 1120 0.2 0 0.0 Mar 2 2 1  
## 1171 0.2 0 0.0 Mar 3 2 1  
## 1177 0.2 0 0.0 Mar 2 4 1  
## 1214 0.2 0 0.0 Mar 3 2 3  
## 1215 0.2 0 0.0 Mar 1 1 1  
## 1292 0.2 0 0.0 Mar 2 2 1  
## 1326 0.2 0 0.0 Mar 1 1 3  
## 1357 0.2 0 0.0 Mar 1 1 1  
## 1367 0.2 0 0.0 Mar 1 1 8  
## 1382 0.2 0 0.0 Mar 1 1 4  
## 1391 0.2 0 0.0 Mar 2 2 1  
## 1395 0.2 0 0.0 Mar 2 2 1  
## 1437 0.2 0 0.0 Mar 3 2 3  
## 1454 0.2 0 0.0 Mar 2 2 1  
## 1516 0.2 0 0.0 Mar 1 1 1  
## 1574 0.2 0 0.0 Mar 2 2 1  
## 1609 0.2 0 0.0 Mar 2 2 7  
## 1698 0.2 0 0.0 Mar 2 2 2  
## 1776 0.2 0 0.0 Mar 3 2 1  
## 1805 0.2 0 0.0 Mar 1 1 8  
## 1840 0.2 0 0.0 Mar 2 2 1  
## 1867 0.2 0 0.0 Mar 1 1 1  
## 1926 0.2 0 0.0 Mar 3 2 1  
## 1934 0.2 0 0.0 Mar 2 2 1  
## 1950 0.2 0 0.0 Mar 2 2 1  
## 2057 0.2 0 0.0 Mar 3 2 3  
## 2058 0.2 0 0.0 Mar 2 4 1  
## 2236 0.2 0 0.0 May 1 1 4  
## 2622 0.2 0 0.0 May 1 1 1  
## 2740 0.2 0 0.0 May 2 2 1  
## 3232 0.2 0 0.0 May 2 4 1  
## 3273 0.2 0 0.0 May 1 1 3  
## 3282 0.2 0 0.0 May 1 1 1  
## 3578 0.2 0 0.0 May 2 2 1  
## 3651 0.2 0 0.0 May 2 2 4  
## 3664 0.2 0 0.0 May 1 1 1  
## 3722 0.2 0 0.0 May 1 1 4  
## 3892 0.2 0 0.0 May 2 2 7  
## 4164 0.2 0 0.0 May 1 1 4  
## 4183 0.2 0 0.0 May 1 1 1  
## 4232 0.2 0 0.0 May 2 2 2  
## 4344 0.2 0 0.0 May 3 2 1  
## 4375 0.2 0 0.0 May 2 2 1  
## 4404 0.2 0 0.0 May 2 2 1  
## 4427 0.2 0 0.0 May 2 2 1  
## 4464 0.2 0 0.0 May 1 1 1  
## 4490 0.2 0 0.0 May 3 2 9  
## 4553 0.2 0 0.0 May 2 2 2  
## 4818 0.2 0 0.0 May 2 2 1  
## 4884 0.2 0 0.0 May 2 2 1  
## 4914 0.2 0 0.8 May 2 2 1  
## 5039 0.2 0 0.0 May 3 2 3  
## 5044 0.2 0 0.0 May 2 2 1  
## 5057 0.2 0 0.0 May 2 2 6  
## 5119 0.2 0 0.0 May 1 1 6  
## 5199 0.2 0 0.0 May 2 2 1  
## 5200 0.2 0 0.0 May 2 2 2  
## 5255 0.2 0 0.6 May 2 2 1  
## 5277 0.2 0 0.0 May 3 2 3  
## 5287 0.2 0 0.0 May 1 1 3  
## 5356 0.2 0 0.0 May 1 1 3  
## 5408 0.2 0 0.0 May 2 4 1  
## 6930 0.2 0 0.0 June 2 2 1  
## 7152 0.2 0 0.0 June 2 2 1  
## 7636 0.2 0 0.0 June 3 2 3  
## 8545 0.2 0 0.0 Nov 3 2 3  
## 9307 0.2 0 0.0 Dec 3 2 3  
## 9495 0.2 0 0.0 Dec 2 2 1  
## 9552 0.2 0 0.0 Nov 3 2 4  
## 9569 0.2 0 0.0 Dec 2 2 8  
## 9582 0.2 0 0.0 Nov 2 2 1  
## 9719 0.2 0 0.0 Nov 3 2 7  
## 9770 0.2 0 0.0 Dec 2 2 2  
## 9879 0.2 0 0.0 Dec 2 2 6  
## 9908 0.2 0 0.0 Dec 2 2 1  
## 10147 0.2 0 0.0 Dec 8 13 9  
## 10223 0.2 0 0.0 Nov 1 1 1  
## 10270 0.2 0 0.0 Nov 1 1 3  
## 10573 0.2 0 0.0 Nov 2 2 3  
## 10632 0.2 0 0.0 Nov 2 2 1  
## 10752 0.2 0 0.0 Dec 1 1 1  
## 10796 0.2 0 0.0 Nov 1 1 4  
## 10842 0.2 0 0.0 Nov 2 2 3  
## 10989 0.2 0 0.0 Nov 2 4 3  
## 11044 0.2 0 0.0 Dec 3 2 6  
## 11206 0.2 0 0.0 Dec 8 13 9  
## 11405 0.2 0 0.0 Nov 3 2 1  
## 11524 0.2 0 0.0 Dec 2 2 1  
## 11582 0.2 0 0.0 Dec 8 13 9  
## 11625 0.2 0 0.0 Nov 3 2 1  
## 11659 0.2 0 0.0 Dec 1 1 1  
## 11734 0.2 0 0.0 Nov 2 2 1  
## 11748 0.2 0 0.0 Nov 1 1 3  
## 11802 0.2 0 0.0 Dec 1 1 4  
## 11814 0.2 0 0.0 Dec 2 2 1  
## 11828 0.2 0 0.0 Dec 2 2 1  
## 11935 0.2 0 0.0 Dec 1 1 1  
## 11939 0.2 0 0.0 Dec 1 1 4  
## 12160 0.2 0 0.0 Dec 1 1 1  
## 12181 0.2 0 0.0 Dec 1 13 9  
## 12186 0.2 0 0.0 Dec 8 13 9  
## TrafficType VisitorType Weekend Revenue  
## 159 3 Returning\_Visitor FALSE FALSE  
## 179 3 Returning\_Visitor FALSE FALSE  
## 419 1 Returning\_Visitor TRUE FALSE  
## 457 1 Returning\_Visitor FALSE FALSE  
## 484 1 Returning\_Visitor FALSE FALSE  
## 513 1 Returning\_Visitor FALSE FALSE  
## 555 1 Returning\_Visitor FALSE FALSE  
## 590 1 Returning\_Visitor FALSE FALSE  
## 660 1 Returning\_Visitor FALSE FALSE  
## 775 1 Returning\_Visitor FALSE FALSE  
## 873 1 Returning\_Visitor FALSE FALSE  
## 890 1 Returning\_Visitor FALSE FALSE  
## 923 1 Returning\_Visitor FALSE FALSE  
## 948 1 Returning\_Visitor FALSE FALSE  
## 975 1 Returning\_Visitor FALSE FALSE  
## 1035 1 Returning\_Visitor FALSE FALSE  
## 1120 1 Returning\_Visitor FALSE FALSE  
## 1171 1 Returning\_Visitor FALSE FALSE  
## 1177 1 Returning\_Visitor FALSE FALSE  
## 1214 1 Returning\_Visitor FALSE FALSE  
## 1215 3 Returning\_Visitor FALSE FALSE  
## 1292 1 Returning\_Visitor FALSE FALSE  
## 1326 3 Returning\_Visitor FALSE FALSE  
## 1357 1 Returning\_Visitor FALSE FALSE  
## 1367 1 Returning\_Visitor FALSE FALSE  
## 1382 1 Returning\_Visitor FALSE FALSE  
## 1391 1 Returning\_Visitor FALSE FALSE  
## 1395 1 Returning\_Visitor FALSE FALSE  
## 1437 1 Returning\_Visitor FALSE FALSE  
## 1454 1 Returning\_Visitor FALSE FALSE  
## 1516 3 Returning\_Visitor TRUE FALSE  
## 1574 1 Returning\_Visitor FALSE FALSE  
## 1609 1 Returning\_Visitor FALSE FALSE  
## 1698 1 Returning\_Visitor FALSE FALSE  
## 1776 1 Returning\_Visitor FALSE FALSE  
## 1805 1 Returning\_Visitor FALSE FALSE  
## 1840 3 Returning\_Visitor FALSE FALSE  
## 1867 9 Returning\_Visitor TRUE FALSE  
## 1926 1 Returning\_Visitor FALSE FALSE  
## 1934 1 Returning\_Visitor FALSE FALSE  
## 1950 1 Returning\_Visitor FALSE FALSE  
## 2057 1 Returning\_Visitor FALSE FALSE  
## 2058 1 Returning\_Visitor FALSE FALSE  
## 2236 3 Returning\_Visitor FALSE FALSE  
## 2622 3 Returning\_Visitor FALSE FALSE  
## 2740 1 Returning\_Visitor FALSE FALSE  
## 3232 3 Returning\_Visitor FALSE FALSE  
## 3273 3 Returning\_Visitor FALSE FALSE  
## 3282 3 Returning\_Visitor FALSE FALSE  
## 3578 4 Returning\_Visitor FALSE FALSE  
## 3651 1 Returning\_Visitor FALSE FALSE  
## 3664 3 Returning\_Visitor FALSE FALSE  
## 3722 3 Returning\_Visitor FALSE FALSE  
## 3892 4 Returning\_Visitor FALSE FALSE  
## 4164 3 Returning\_Visitor FALSE FALSE  
## 4183 3 Returning\_Visitor FALSE FALSE  
## 4232 1 Returning\_Visitor FALSE FALSE  
## 4344 13 Returning\_Visitor FALSE FALSE  
## 4375 3 Returning\_Visitor FALSE FALSE  
## 4404 3 Returning\_Visitor FALSE FALSE  
## 4427 3 Returning\_Visitor FALSE FALSE  
## 4464 3 Returning\_Visitor FALSE FALSE  
## 4490 3 Returning\_Visitor FALSE FALSE  
## 4553 3 Returning\_Visitor FALSE FALSE  
## 4818 3 Returning\_Visitor FALSE FALSE  
## 4884 3 Returning\_Visitor FALSE FALSE  
## 4914 1 Returning\_Visitor FALSE FALSE  
## 5039 3 Returning\_Visitor FALSE FALSE  
## 5044 3 Returning\_Visitor FALSE FALSE  
## 5057 3 Returning\_Visitor FALSE FALSE  
## 5119 4 Returning\_Visitor TRUE FALSE  
## 5199 13 Returning\_Visitor FALSE FALSE  
## 5200 3 Returning\_Visitor FALSE FALSE  
## 5255 1 Returning\_Visitor FALSE FALSE  
## 5277 13 Returning\_Visitor FALSE FALSE  
## 5287 15 Returning\_Visitor FALSE FALSE  
## 5356 3 Returning\_Visitor FALSE FALSE  
## 5408 6 Returning\_Visitor FALSE FALSE  
## 6930 1 Returning\_Visitor FALSE FALSE  
## 7152 1 Returning\_Visitor FALSE FALSE  
## 7636 13 Returning\_Visitor FALSE FALSE  
## 8545 3 Returning\_Visitor FALSE FALSE  
## 9307 1 Returning\_Visitor TRUE FALSE  
## 9495 3 Returning\_Visitor FALSE FALSE  
## 9552 3 Returning\_Visitor FALSE FALSE  
## 9569 1 Returning\_Visitor FALSE FALSE  
## 9582 1 Returning\_Visitor FALSE FALSE  
## 9719 13 Returning\_Visitor FALSE FALSE  
## 9770 1 Returning\_Visitor FALSE FALSE  
## 9879 13 Returning\_Visitor FALSE FALSE  
## 9908 13 Returning\_Visitor FALSE FALSE  
## 10147 20 Other FALSE FALSE  
## 10223 1 Returning\_Visitor FALSE FALSE  
## 10270 2 Returning\_Visitor FALSE FALSE  
## 10573 1 Returning\_Visitor FALSE FALSE  
## 10632 1 Returning\_Visitor FALSE FALSE  
## 10752 1 Returning\_Visitor TRUE FALSE  
## 10796 1 Returning\_Visitor FALSE FALSE  
## 10842 1 Returning\_Visitor FALSE FALSE  
## 10989 3 Returning\_Visitor FALSE FALSE  
## 11044 1 Returning\_Visitor FALSE FALSE  
## 11206 20 Other FALSE FALSE  
## 11405 13 Returning\_Visitor FALSE FALSE  
## 11524 13 Returning\_Visitor FALSE FALSE  
## 11582 20 Other FALSE FALSE  
## 11625 1 Returning\_Visitor FALSE FALSE  
## 11659 1 Returning\_Visitor TRUE FALSE  
## 11734 1 Returning\_Visitor FALSE FALSE  
## 11748 3 Returning\_Visitor FALSE FALSE  
## 11802 1 Returning\_Visitor TRUE FALSE  
## 11814 1 Returning\_Visitor FALSE FALSE  
## 11828 1 Returning\_Visitor FALSE FALSE  
## 11935 2 New\_Visitor FALSE FALSE  
## 11939 1 Returning\_Visitor TRUE FALSE  
## 12160 3 Returning\_Visitor FALSE FALSE  
## 12181 20 Returning\_Visitor FALSE FALSE  
## 12186 20 Other FALSE FALSE

**There are 117 duplicated rows in the data**

# Checking for total duplicates values.  
  
sum(duplicated(ecom))

## [1] 117

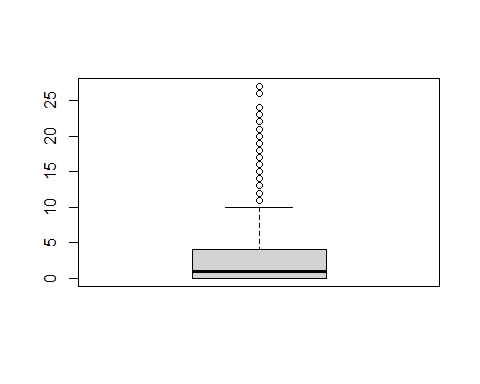
**I will be dropping the duplicates since there no significant change in the data**

# Selecting the non-duplicates using the unique function  
  
ecom <- unique(ecom)  
  
# Checking to confirm they have been removed  
  
sum(duplicated(ecom))

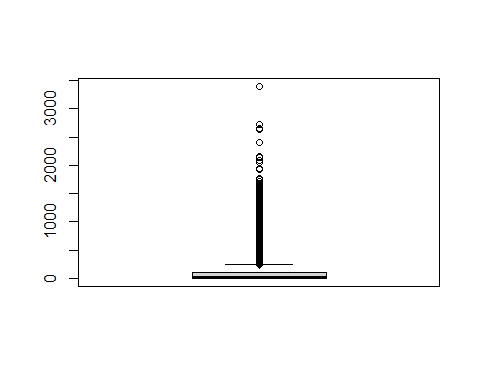
## [1] 0

**Checking and Dealing With Outliers**

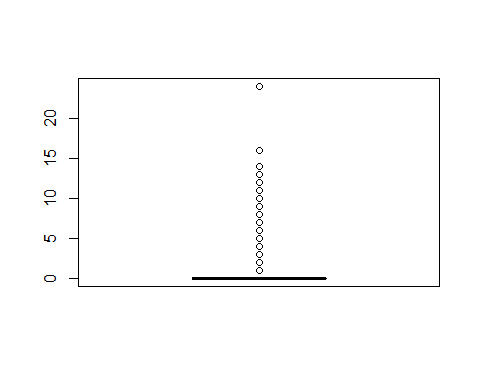
# Checking for outliers using boxplots  
  
boxplot(ecom$Administrative)



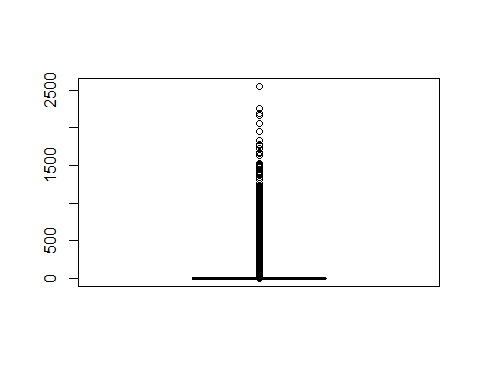
# Checking for outliers using boxplots  
  
boxplot(ecom$Administrative\_Duration)



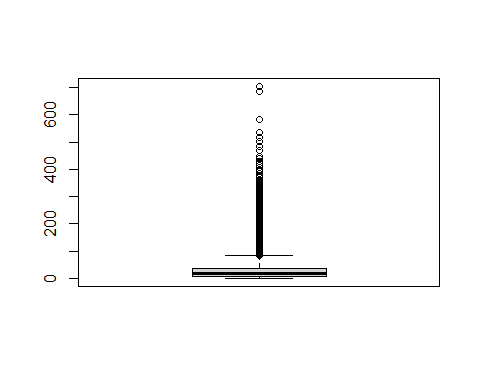
# Checking for outliers using boxplots  
  
boxplot(ecom$Informational)



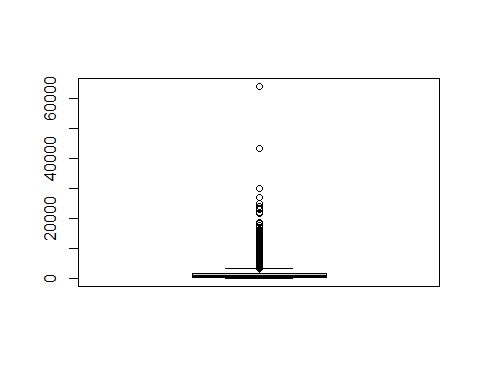
# Checking for outliers using boxplots  
  
boxplot(ecom$Informational\_Duration)



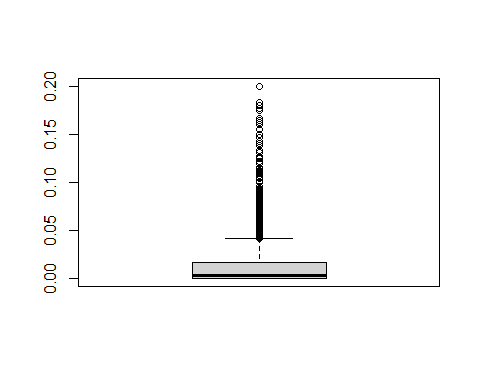
# Checking for outliers using boxplots  
  
boxplot(ecom$ProductRelated)



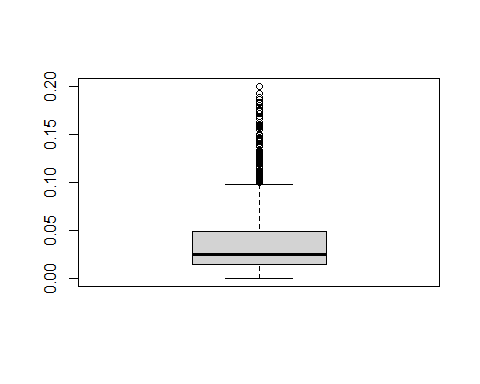
# Checking for outliers using boxplots  
  
boxplot(ecom$ProductRelated\_Duration)



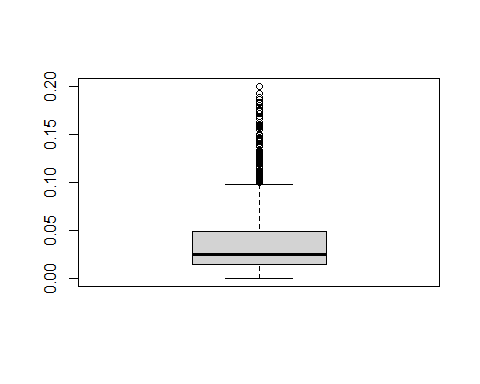
# Checking for outliers using boxplots  
  
boxplot(ecom$BounceRates)



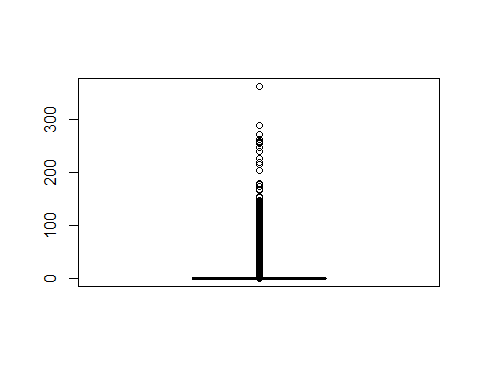
# Checking for outliers using boxplots  
  
boxplot(ecom$ExitRates)



# Checking for outliers using boxplots  
  
boxplot(ecom$ExitRates)



# Checking for outliers using boxplots  
  
boxplot(ecom$PageValues)



**There is a presence of a large number of outliers. I will not dropping them since they remain relevant for our analyis**

## 5. Eploratory Data Analysis

**Univaraiate Analysis**

library("psych")

# Finding the summary statistics  
  
describe(ecom)

## Warning in FUN(newX[, i], ...): no non-missing arguments to min; returning Inf  
  
## Warning in FUN(newX[, i], ...): no non-missing arguments to min; returning Inf

## Warning in FUN(newX[, i], ...): no non-missing arguments to max; returning -Inf  
  
## Warning in FUN(newX[, i], ...): no non-missing arguments to max; returning -Inf

## vars n mean sd median trimmed mad min  
## Administrative 1 12199 2.34 3.33 1.00 1.66 1.48 0  
## Administrative\_Duration 2 12199 81.68 177.53 9.00 42.87 13.34 -1  
## Informational 3 12199 0.51 1.28 0.00 0.18 0.00 0  
## Informational\_Duration 4 12199 34.84 141.46 0.00 3.73 0.00 -1  
## ProductRelated 5 12199 32.06 44.60 18.00 23.06 19.27 0  
## ProductRelated\_Duration 6 12199 1207.51 1919.93 609.54 832.36 745.12 -1  
## BounceRates 7 12199 0.02 0.05 0.00 0.01 0.00 0  
## ExitRates 8 12199 0.04 0.05 0.03 0.03 0.02 0  
## PageValues 9 12199 5.95 18.66 0.00 1.33 0.00 0  
## SpecialDay 10 12199 0.06 0.20 0.00 0.00 0.00 0  
## Month\* 11 12199 6.17 2.37 7.00 6.36 1.48 1  
## OperatingSystems 12 12199 2.12 0.91 2.00 2.06 0.00 1  
## Browser 13 12199 2.36 1.71 2.00 2.00 0.00 1  
## Region 14 12199 3.15 2.40 3.00 2.79 2.97 1  
## TrafficType 15 12199 4.07 4.02 2.00 3.22 1.48 1  
## VisitorType\* 16 12199 2.72 0.69 3.00 2.89 0.00 1  
## Weekend 17 12199 NaN NA NA NaN NA Inf  
## Revenue 18 12199 NaN NA NA NaN NA Inf  
## max range skew kurtosis se  
## Administrative 27.00 27.00 1.95 4.63 0.03  
## Administrative\_Duration 3398.75 3399.75 5.59 50.09 1.61  
## Informational 24.00 24.00 4.01 26.64 0.01  
## Informational\_Duration 2549.38 2550.38 7.54 75.45 1.28  
## ProductRelated 705.00 705.00 4.33 31.04 0.40  
## ProductRelated\_Duration 63973.52 63974.52 7.25 136.57 17.38  
## BounceRates 0.20 0.20 3.15 9.25 0.00  
## ExitRates 0.20 0.20 2.23 4.62 0.00  
## PageValues 361.76 361.76 6.35 64.93 0.17  
## SpecialDay 1.00 1.00 3.28 9.78 0.00  
## Month\* 10.00 9.00 -0.83 -0.37 0.02  
## OperatingSystems 8.00 7.00 2.03 10.27 0.01  
## Browser 13.00 12.00 3.22 12.53 0.02  
## Region 9.00 8.00 0.98 -0.16 0.02  
## TrafficType 20.00 19.00 1.96 3.47 0.04  
## VisitorType\* 3.00 2.00 -2.05 2.23 0.01  
## Weekend -Inf -Inf NA NA NA  
## Revenue -Inf -Inf NA NA NA

# computing the measures of central tendency and the measures of dispersion  
  
library(modeest)

## Registered S3 method overwritten by 'rmutil':  
## method from   
## plot.residuals psych

library(MASS)

library(moments)

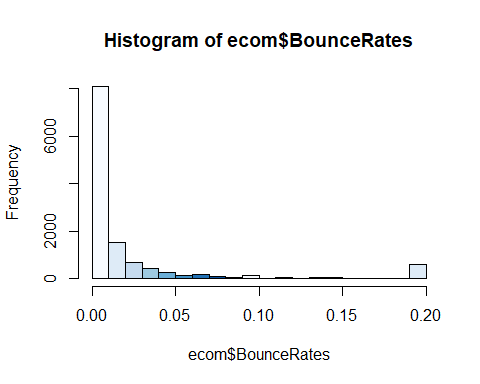
##   
## Attaching package: 'moments'

## The following object is masked from 'package:modeest':  
##   
## skewness

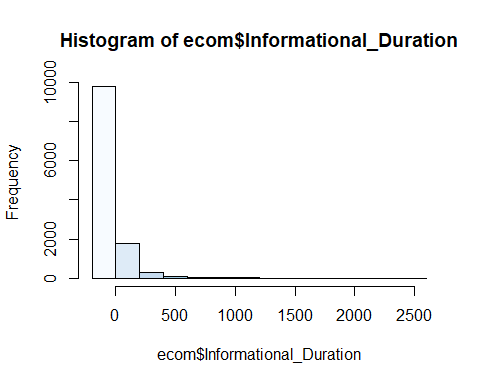
# computing the measures of central tendency and the measures of dispersion for numeric variables  
  
customer <- Filter(is.numeric, ecom)  
stats <- data.frame(  
 Mean = apply(customer, 2, mean),   
 Median = apply(customer, 2, median),   
 Mode = apply(customer, 2, mfv),   
 Min = apply(customer, 2, min),   
 Max = apply(customer, 2, max),   
 Variance= apply(customer, 2, var),   
 Std = apply(customer, 2, sd),  
 Skewness = apply(customer, 2, skewness),  
 Kurtosis = apply(customer, 2, kurtosis))  
   
  
# Round off the values to 2 decimal places and viewing the summary  
  
stats <- round(stats, 2)  
  
stats

## Mean Median Mode Min Max Variance Std  
## Administrative 2.34 1.00 0.0 0 27.00 11.09 3.33  
## Administrative\_Duration 81.68 9.00 0.0 -1 3398.75 31516.25 177.53  
## Informational 0.51 0.00 0.0 0 24.00 1.63 1.28  
## Informational\_Duration 34.84 0.00 0.0 -1 2549.38 20010.51 141.46  
## ProductRelated 32.06 18.00 1.0 0 705.00 1989.24 44.60  
## ProductRelated\_Duration 1207.51 609.54 0.0 -1 63973.52 3686121.50 1919.93  
## BounceRates 0.02 0.00 0.0 0 0.20 0.00 0.05  
## ExitRates 0.04 0.03 0.2 0 0.20 0.00 0.05  
## PageValues 5.95 0.00 0.0 0 361.76 348.11 18.66  
## SpecialDay 0.06 0.00 0.0 0 1.00 0.04 0.20  
## OperatingSystems 2.12 2.00 2.0 1 8.00 0.82 0.91  
## Browser 2.36 2.00 2.0 1 13.00 2.93 1.71  
## Region 3.15 3.00 1.0 1 9.00 5.77 2.40  
## TrafficType 4.07 2.00 2.0 1 20.00 16.13 4.02  
## Skewness Kurtosis  
## Administrative 1.95 7.64  
## Administrative\_Duration 5.59 53.09  
## Informational 4.01 29.64  
## Informational\_Duration 7.54 78.46  
## ProductRelated 4.33 34.05  
## ProductRelated\_Duration 7.25 139.59  
## BounceRates 3.15 12.26  
## ExitRates 2.23 7.62  
## PageValues 6.35 67.94  
## SpecialDay 3.28 12.79  
## OperatingSystems 2.03 13.27  
## Browser 3.22 15.54  
## Region 0.98 2.84  
## TrafficType 1.96 6.47

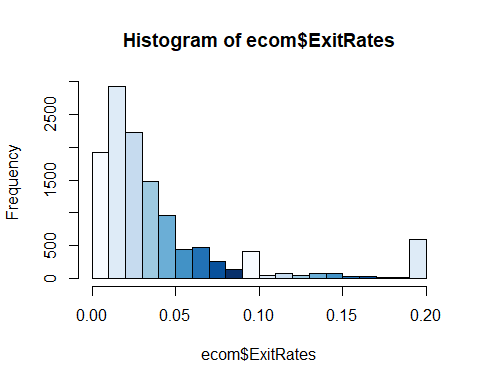
# BounceRates  
  
hist(ecom$BounceRates, col=blues9)



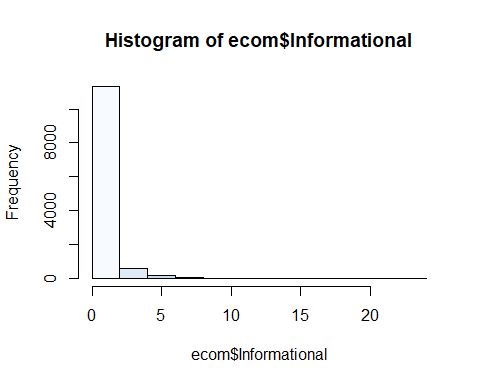
# Informational\_Duration  
  
hist(ecom$Informational\_Duration, col=blues9)



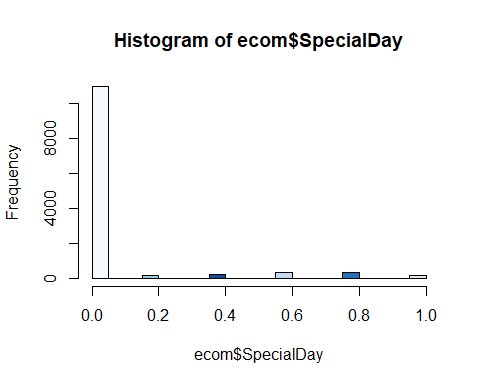
# Exit Rates  
  
hist(ecom$ExitRates, col=blues9)



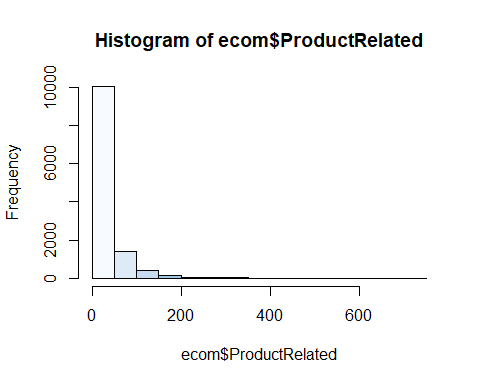
# Informational  
  
hist(ecom$Informational, col=blues9)



# Special Day  
  
hist(ecom$SpecialDay, col=blues9)



# Product Related  
  
hist(ecom$ProductRelated, col=blues9)



**Bivariate Analysis**

install.packages("corrplot")

install.packages("ggcorrplot")

# Compute a correlation matrix  
  
data(customer)

## Warning in data(customer): data set 'customer' not found

corr <- round(cor(customer), 1)  
  
head(corr)

## Administrative Administrative\_Duration Informational  
## Administrative 1.0 0.6 0.4  
## Administrative\_Duration 0.6 1.0 0.3  
## Informational 0.4 0.3 1.0  
## Informational\_Duration 0.3 0.2 0.6  
## ProductRelated 0.4 0.3 0.4  
## ProductRelated\_Duration 0.4 0.4 0.4  
## Informational\_Duration ProductRelated  
## Administrative 0.3 0.4  
## Administrative\_Duration 0.2 0.3  
## Informational 0.6 0.4  
## Informational\_Duration 1.0 0.3  
## ProductRelated 0.3 1.0  
## ProductRelated\_Duration 0.3 0.9  
## ProductRelated\_Duration BounceRates ExitRates  
## Administrative 0.4 -0.2 -0.3  
## Administrative\_Duration 0.4 -0.1 -0.2  
## Informational 0.4 -0.1 -0.2  
## Informational\_Duration 0.3 -0.1 -0.1  
## ProductRelated 0.9 -0.2 -0.3  
## ProductRelated\_Duration 1.0 -0.2 -0.2  
## PageValues SpecialDay OperatingSystems Browser Region  
## Administrative 0.1 -0.1 0 0 0  
## Administrative\_Duration 0.1 -0.1 0 0 0  
## Informational 0.0 0.0 0 0 0  
## Informational\_Duration 0.0 0.0 0 0 0  
## ProductRelated 0.1 0.0 0 0 0  
## ProductRelated\_Duration 0.1 0.0 0 0 0  
## TrafficType  
## Administrative 0  
## Administrative\_Duration 0  
## Informational 0  
## Informational\_Duration 0  
## ProductRelated 0  
## ProductRelated\_Duration 0

# Compute a matrix of correlation p-values  
  
library(ggcorrplot)

## Loading required package: ggplot2

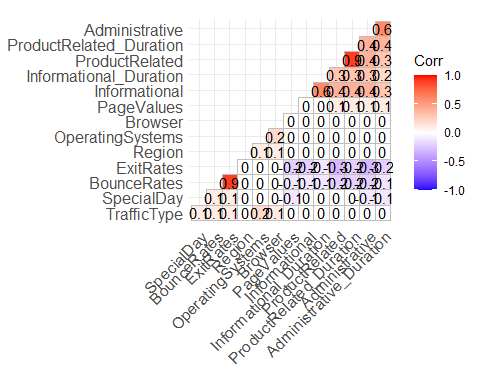
##   
## Attaching package: 'ggplot2'

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

p <- cor\_pmat(customer)  
  
head(p)

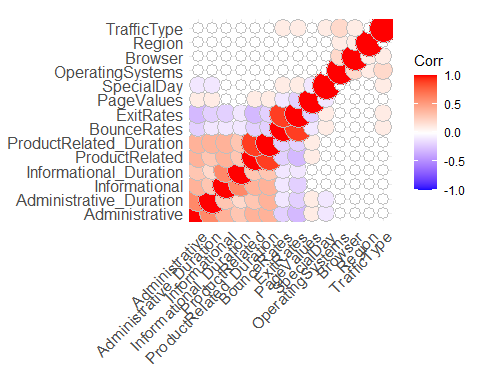
## Administrative Administrative\_Duration Informational  
## Administrative 0.000000e+00 0.000000e+00 0.000000e+00  
## Administrative\_Duration 0.000000e+00 0.000000e+00 1.196169e-254  
## Informational 0.000000e+00 1.196169e-254 0.000000e+00  
## Informational\_Duration 4.840576e-180 1.327306e-155 0.000000e+00  
## ProductRelated 0.000000e+00 1.230144e-229 0.000000e+00  
## ProductRelated\_Duration 0.000000e+00 0.000000e+00 0.000000e+00  
## Informational\_Duration ProductRelated  
## Administrative 4.840576e-180 0.000000e+00  
## Administrative\_Duration 1.327306e-155 1.230144e-229  
## Informational 0.000000e+00 0.000000e+00  
## Informational\_Duration 0.000000e+00 4.804163e-217  
## ProductRelated 4.804163e-217 0.000000e+00  
## ProductRelated\_Duration 0.000000e+00 0.000000e+00  
## ProductRelated\_Duration BounceRates ExitRates  
## Administrative 0 5.835502e-126 2.786390e-272  
## Administrative\_Duration 0 1.946889e-52 1.539281e-112  
## Informational 0 7.323808e-34 2.213256e-70  
## Informational\_Duration 0 8.640454e-15 4.281313e-30  
## ProductRelated 0 3.038727e-103 1.309204e-228  
## ProductRelated\_Duration 0 6.801250e-84 1.139607e-166  
## PageValues SpecialDay OperatingSystems Browser  
## Administrative 7.439622e-27 6.201512e-27 0.4594749 4.430652e-03  
## Administrative\_Duration 2.564172e-13 1.393027e-16 0.4006155 8.033505e-02  
## Informational 1.635574e-07 4.859156e-08 0.2877437 1.844486e-05  
## Informational\_Duration 8.970541e-04 5.466711e-04 0.2815732 3.032488e-02  
## ProductRelated 2.220762e-09 4.180620e-03 0.6514627 1.300881e-01  
## ProductRelated\_Duration 1.927805e-08 2.427460e-05 0.7591840 3.866760e-01  
## Region TrafficType  
## Administrative 4.225440e-01 1.217160e-04  
## Administrative\_Duration 4.577481e-01 9.592361e-02  
## Informational 7.609286e-04 1.014309e-04  
## Informational\_Duration 2.042140e-03 5.445127e-03  
## ProductRelated 9.377312e-06 9.598354e-07  
## ProductRelated\_Duration 1.174891e-04 3.418348e-05

# Plotting a heatmap   
# argument lab = TRUE  
  
ggcorrplot(corr,  
 hc.order = TRUE,  
 type = "lower",  
 lab = TRUE)



# ggcorrplot: visualize correlation matrix using ggplot2  
# method = "circle"  
  
ggcorrplot(corr, method = "circle")

## Warning: `guides(<scale> = FALSE)` is deprecated. Please use `guides(<scale> =  
## "none")` instead.



**Multivariate Analysis**

# Scaling the dataset to reduce  
# Dimensionality reduction, or dimension reduction, is the transformation of data from a # high-dimensional space into a low-dimensional space so that the low-dimensional   
# representation retains some meaningful properties of the original data  
  
customers <- scale(customer)  
  
head(customers)

## Administrative Administrative\_Duration Informational Informational\_Duration  
## 1 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## 2 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## 3 -0.7025315 -0.4657410 -0.3988128 -0.2533417  
## 4 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## 5 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## 6 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## ProductRelated ProductRelated\_Duration BounceRates ExitRates PageValues  
## 1 -0.6963635 -0.6289343 3.954699721 3.4273070 -0.3190356  
## 2 -0.6739424 -0.5955997 -0.450343788 1.2650121 -0.3190356  
## 3 -0.6963635 -0.6294551 3.954699721 3.4273070 -0.3190356  
## 4 -0.6739424 -0.6275453 0.650917089 2.1299300 -0.3190356  
## 5 -0.4945739 -0.3020990 -0.009839437 0.1838646 -0.3190356  
## 6 -0.2927843 -0.5486101 -0.102577188 -0.3661929 -0.3190356  
## SpecialDay OperatingSystems Browser Region TrafficType  
## 1 -0.3103105 -1.2396607 -0.7939682 -0.8962939 -0.76562243  
## 2 -0.3103105 -0.1371074 -0.2093703 -0.8962939 -0.51660683  
## 3 -0.3103105 2.0679992 -0.7939682 2.4336556 -0.26759123  
## 4 -0.3103105 0.9654459 -0.2093703 -0.4800502 -0.01857564  
## 5 -0.3103105 0.9654459 0.3752276 -0.8962939 -0.01857564  
## 6 -0.3103105 -0.1371074 -0.2093703 -0.8962939 -0.26759123

# Performing PCA  
  
pca <- prcomp(customer, center = TRUE, scale = TRUE)  
  
print(pca)

## Standard deviations (1, .., p=14):  
## [1] 1.8401010 1.3030684 1.1743779 1.0377092 1.0059577 0.9856398 0.9736821  
## [8] 0.9576303 0.9298795 0.8729808 0.6502062 0.5935555 0.3519072 0.2929192  
##   
## Rotation (n x k) = (14 x 14):  
## PC1 PC2 PC3 PC4  
## Administrative 0.38174831 -0.05389571 0.034330189 -0.25483540  
## Administrative\_Duration 0.32880068 -0.10688051 0.040028236 -0.32113386  
## Informational 0.34868758 -0.27428680 -0.031715069 -0.17278982  
## Informational\_Duration 0.29716046 -0.29468954 -0.030178618 -0.16620112  
## ProductRelated 0.41138032 -0.15246032 0.031450889 0.40153735  
## ProductRelated\_Duration 0.41341349 -0.19218143 0.034406884 0.36600557  
## BounceRates -0.27252341 -0.60563878 -0.006891667 -0.12543730  
## ExitRates -0.32133883 -0.57439219 -0.020420692 -0.09487117  
## PageValues 0.09128055 0.18120380 0.144494992 -0.29646434  
## SpecialDay -0.07744055 -0.13106791 0.029171630 0.55300044  
## OperatingSystems -0.01521708 -0.03823080 0.598590850 0.06704353  
## Browser -0.01886564 0.03946340 0.551687097 0.02761936  
## Region -0.02413005 0.04449186 0.299485640 -0.23034894  
## TrafficType -0.05567707 -0.10808315 0.467518982 0.05006552  
## PC5 PC6 PC7 PC8  
## Administrative -0.33548530 -0.093624614 -0.27514185 0.010881536  
## Administrative\_Duration -0.39539550 -0.118330393 -0.35730724 0.021429673  
## Informational 0.46401823 0.010281210 -0.05953477 0.008275883  
## Informational\_Duration 0.59385784 0.026992696 -0.03482989 0.009724208  
## ProductRelated -0.21525638 0.103215220 0.28736923 -0.045568845  
## ProductRelated\_Duration -0.18237976 0.108437356 0.28724283 -0.039040092  
## BounceRates -0.18586853 -0.020254333 0.14957627 -0.082412434  
## ExitRates -0.12945291 0.002411283 0.11432435 -0.048848648  
## PageValues 0.02282527 -0.434564511 0.43439273 -0.678372112  
## SpecialDay 0.13021229 -0.124488654 -0.52617878 -0.522649405  
## OperatingSystems 0.06115479 -0.081747082 0.02277972 0.263466751  
## Browser 0.08773987 0.103576367 0.19544260 0.101423808  
## Region -0.05600937 0.773046363 -0.14673946 -0.413293138  
## TrafficType -0.01332820 -0.366353490 -0.25598440 0.051154709  
## PC9 PC10 PC11 PC12  
## Administrative -0.148423551 -0.0216837717 -0.581039341 0.4459814969  
## Administrative\_Duration -0.209230312 0.0090995860 0.564320475 -0.3050229330  
## Informational 0.010189907 -0.0081230047 -0.391745425 -0.6315161654  
## Informational\_Duration 0.013675715 0.0270082421 0.360362305 0.5519809657  
## ProductRelated 0.117233445 0.0105090305 -0.106591057 0.0340588806  
## ProductRelated\_Duration 0.114891620 0.0278295208 0.204962782 -0.0441297695  
## BounceRates -0.044816062 -0.0237803024 -0.069816899 0.0356549641  
## ExitRates -0.055931553 -0.0006497547 -0.005463743 -0.0029626397  
## PageValues -0.005223884 -0.0977300950 0.023122365 -0.0077459387  
## SpecialDay -0.286049152 -0.0720185436 -0.014605927 0.0037694621  
## OperatingSystems -0.061985699 -0.7422159237 0.018248164 0.0020656298  
## Browser -0.585019019 0.5314668040 -0.033401220 -0.0094935347  
## Region 0.244421092 -0.0423243224 0.004150026 -0.0031163072  
## TrafficType 0.643536423 0.3838360389 -0.010987911 0.0002231436  
## PC13 PC14  
## Administrative 0.167736543 -0.031063530  
## Administrative\_Duration -0.145890070 -0.025088993  
## Informational 0.028725269 0.004237148  
## Informational\_Duration -0.077827901 -0.009956400  
## ProductRelated -0.667734985 -0.177224718  
## ProductRelated\_Duration 0.672816489 0.131697721  
## BounceRates -0.151391960 0.668871622  
## ExitRates 0.148368300 -0.707104492  
## PageValues 0.006174431 -0.039985387  
## SpecialDay 0.010426029 0.018370927  
## OperatingSystems 0.004091795 -0.008009905  
## Browser -0.005462687 0.010699285  
## Region -0.003988623 -0.005353012  
## TrafficType -0.002044921 -0.002450879

## 6. Modeling

**K-Means clustering**

library(lattice)

library(caret)

ecom.new<- ecom[, 1:10]  
ecom.class<- ecom[, "Weekend"]  
  
head(ecom.new)

## 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  
## 1 0  
## 2 0  
## 3 0  
## 4 0  
## 5 0  
## 6 0

# Previewing the class column  
  
head(ecom.class)

## [1] FALSE FALSE FALSE FALSE TRUE FALSE

# Normalize the values   
  
normalize <- function(x){  
 return ((x-min(x)) / (max(x)-min(x)))  
}  
  
ecom.new$Administrative<- normalize(ecom.new$Administrative)  
ecom.new$Administrative\_Duration<- normalize(ecom.new$Administrative\_Duration)  
ecom.new$Informational<- normalize(ecom.new$Informational)  
ecom.new$Informational\_Duration<- normalize(ecom.new$Informational\_Duration)  
ecom.new$ProductRelated<- normalize(ecom.new$ProductRelated)  
ecom.new$ProductRelated\_Duration<- normalize(ecom.new$ProductRelated\_Duration)  
ecom.new$BounceRates<- normalize(ecom.new$BounceRates)  
ecom.new$ExitRates<- normalize(ecom.new$ExitRates)  
ecom.new$PageValues<- normalize(ecom.new$PageValues)  
ecom.new$SpecialDay<- normalize(ecom.new$SpecialDay)  
  
  
head(ecom.new)

## Administrative Administrative\_Duration Informational Informational\_Duration  
## 1 0 0.0002941393 0 0.0003920992  
## 2 0 0.0002941393 0 0.0003920992  
## 3 0 0.0000000000 0 0.0000000000  
## 4 0 0.0002941393 0 0.0003920992  
## 5 0 0.0002941393 0 0.0003920992  
## 6 0 0.0002941393 0 0.0003920992  
## ProductRelated ProductRelated\_Duration BounceRates ExitRates PageValues  
## 1 0.001418440 1.563122e-05 1.00000000 1.000000 0  
## 2 0.002836879 1.016029e-03 0.00000000 0.500000 0  
## 3 0.001418440 0.000000e+00 1.00000000 1.000000 0  
## 4 0.002836879 5.731448e-05 0.25000000 0.700000 0  
## 5 0.014184397 9.824223e-03 0.10000000 0.250000 0  
## 6 0.026950355 2.426226e-03 0.07894737 0.122807 0  
## SpecialDay  
## 1 0  
## 2 0  
## 3 0  
## 4 0  
## 5 0  
## 6 0

# Applying the K-means clustering algorithm with no. of centroids(k)=3  
# ---  
#   
result<- kmeans(ecom.new,3)   
  
# Previewing the no. of records in each cluster  
#   
result$size

## [1] 965 870 10364

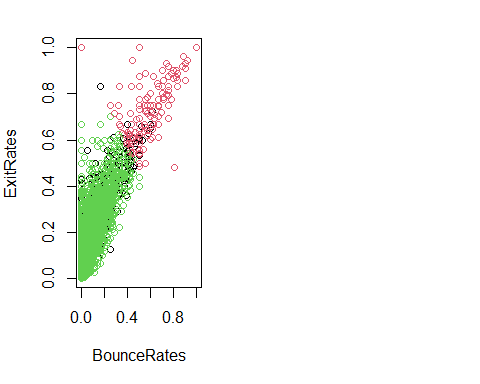
# Getting the value of cluster center datapoint value(3 centers for k=3)  
# ---  
#   
result$centers

## Administrative Administrative\_Duration Informational Informational\_Duration  
## 1 0.050969104 0.0125182290 0.0140759931 0.0097439774  
## 2 0.001915709 0.0007234699 0.0006704981 0.0004070621  
## 3 0.097106079 0.0273997464 0.0235872572 0.0155982937  
## ProductRelated ProductRelated\_Duration BounceRates ExitRates PageValues  
## 1 0.042977988 0.0164969839 0.09689759 0.2309766 0.006429399  
## 2 0.004004239 0.0008518737 0.83853446 0.9074223 0.000000000  
## 3 0.049186354 0.0206275578 0.04092218 0.1465406 0.018768748  
## SpecialDay  
## 1 0.678549223  
## 2 0.080459770  
## 3 0.003010421

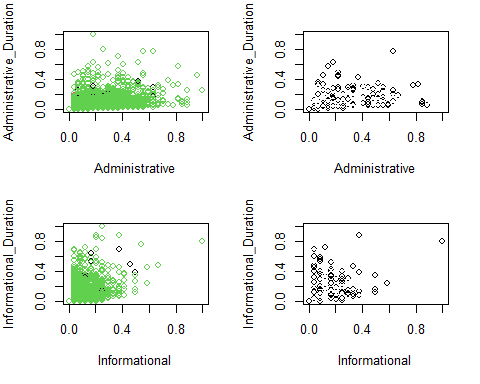
# Getting the cluster vector that shows the cluster where each record falls  
  
result$cluster

## 1 2 3 4 5 6 7 8 9 10 11 12 13   
## 2 3 2 3 3 3 2 2 1 1 3 1 3   
## 14 15 16 17 18 19 20 21 22 23 24 25 26   
## 3 3 3 2 3 3 3 1 2 3 1 2 3   
## 27 28 29 30 31 32 33 34 35 36 37 38 39   
## 3 3 3 1 3 3 3 3 3 3 3 1 1   
## 40 41 42 43 44 45 46 47 48 49 50 51 52   
## 3 3 1 3 1 3 3 3 2 3 2 2 3   
## 53 54 55 56 57 58 59 60 61 62 63 64 65   
## 1 3 1 2 2 3 1 1 1 3 3 3 2   
## 66 67 68 69 70 71 72 73 74 75 76 77 78   
## 1 3 2 3 2 2 3 1 3 3 3 3 1   
## 79 80 81 82 83 84 85 86 87 88 89 90 91   
## 2 2 3 1 3 3 2 2 3 3 1 3 1   
## 92 93 94 95 96 97 98 99 100 101 102 103 104   
## 2 3 3 1 3 3 1 1 3 1 1 1 1   
## 105 106 107 108 109 110 111 112 113 114 115 116 117   
## 3 2 1 3 1 3 1 2 2 3 3 3 1   
## 118 119 120 121 122 123 124 125 126 127 128 129 130   
## 3 3 3 3 1 1 3 3 2 1 1 1 2   
## 131 132 133 134 135 136 137 138 139 140 141 142 143   
## 3 3 2 1 1 3 3 3 1 3 2 3 3   
## 144 145 146 147 148 149 150 151 152 153 154 155 156   
## 2 3 1 3 3 3 1 3 2 2 3 3 3   
## 157 158 160 161 162 163 164 165 166 167 168 169 170   
## 2 1 2 1 3 3 1 1 3 3 2 3 1   
## 171 172 173 174 175 176 177 178 180 181 182 183 184   
## 1 3 1 2 1 3 3 3 1 3 2 2 1   
## 185 186 187 188 189 190 191 192 193 194 195 196 197   
## 3 3 3 3 3 3 2 3 3 3 3 3 3   
## 198 199 200 201 202 203 204 205 206 207 208 209 210   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 211 212 213 214 215 216 217 218 219 220 221 222 223   
## 3 3 3 3 3 3 3 3 3 3 3 2 2   
## 224 225 226 227 228 229 230 231 232 233 234 235 236   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 237 238 239 240 241 242 243 244 245 246 247 248 249   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 250 251 252 253 254 255 256 257 258 259 260 261 262   
## 3 3 3 2 2 3 3 3 3 3 3 3 2   
## 263 264 265 266 267 268 269 270 271 272 273 274 275   
## 3 3 3 3 3 3 3 3 3 2 3 3 3   
## 276 277 278 279 280 281 282 283 284 285 286 287 288   
## 3 3 3 3 3 3 3 3 3 3 3 2 3   
## 289 290 291 292 293 294 295 296 297 298 299 300 301   
## 3 3 3 3 3 2 3 3 3 3 2 3 3   
## 302 303 304 305 306 307 308 309 310 311 312 313 314   
## 3 2 3 3 3 3 3 3 3 3 3 3 3   
## 315 316 317 318 319 320 321 322 323 324 325 326 327   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 328 329 330 331 332 333 334 335 336 337 338 339 340   
## 3 3 3 2 3 3 3 3 3 3 3 3 3   
## 341 342 343 344 345 346 347 348 349 350 351 352 353   
## 3 2 2 3 2 3 3 3 3 3 3 3 3   
## 354 355 356 357 358 359 360 361 362 363 364 365 366   
## 3 3 3 2 3 3 2 3 3 3 3 3 3   
## 367 368 369 370 371 372 373 374 375 376 377 378 379   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 380 381 382 383 384 385 386 387 388 389 390 391 392   
## 3 3 2 3 2 3 3 3 3 3 3 3 3   
## 393 394 395 396 397 398 399 400 401 402 403 404 405   
## 3 3 3 3 3 3 2 3 3 3 3 3 3   
## 406 407 408 409 410 411 412 413 414 415 416 417 418   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 420 421 422 423 424 425 426 427 428 429 430 431 432   
## 3 3 2 3 3 3 3 2 3 3 2 3 3   
## 433 434 435 436 437 438 439 440 441 442 443 444 445   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 446 447 448 449 450 451 452 453 454 455 456 458 459   
## 3 3 3 3 3 3 3 3 3 3 3 3 2   
## 460 461 462 463 464 465 466 467 468 469 470 471 472   
## 3 3 3 3 3 3 3 3 3 2 3 3 2   
## 473 474 475 476 477 478 479 480 481 482 483 485 486   
## 2 3 3 3 3 3 3 2 3 3 3 3 3   
## 487 488 489 490 491 492 493 494 495 496 497 498 499   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 500 501 502 503 504 505 506 507 508 509 510 511 512   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 514 515 516 517 518 519 520 521 522 523 524 525 526   
## 3 3 2 3 3 3 3 3 3 3 3 3 3   
## 527 528 529 530 531 532 533 534 535 536 537 538 539   
## 3 3 3 3 3 3 2 3 3 3 3 3 3   
## 540 541 542 543 544 545 546 547 548 549 550 551 552   
## 3 2 3 3 3 3 3 3 3 3 3 3 3   
## 553 554 556 557 558 559 560 561 562 563 564 565 566   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 567 568 569 570 571 572 573 574 575 576 577 578 579   
## 3 3 2 3 3 3 3 3 3 3 3 2 3   
## 580 581 582 583 584 585 586 587 588 589 591 592 593   
## 3 3 3 3 3 3 2 3 3 3 3 2 3   
## 594 595 596 597 598 599 600 601 602 603 604 605 606   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 607 608 609 610 611 612 613 614 615 616 617 618 619   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 620 621 622 623 624 625 626 627 628 629 630 631 632   
## 3 3 3 3 2 3 3 3 3 3 3 3 3   
## 633 634 635 636 637 638 639 640 641 642 643 644 645   
## 3 3 3 3 2 3 2 3 3 3 3 3 3   
## 646 647 648 649 650 651 652 653 654 655 656 657 658   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 659 661 662 663 664 665 666 667 668 669 670 671 672   
## 2 3 3 3 3 3 3 3 3 3 3 2 3   
## 673 674 675 676 677 678 679 680 681 682 683 684 685   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 686 687 688 689 690 691 692 693 694 695 696 697 698   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 699 700 701 702 703 704 705 706 707 708 709 710 711   
## 3 3 3 3 3 3 3 3 3 3 3 2 3   
## 712 713 714 715 716 717 718 719 720 721 722 723 724   
## 3 3 3 3 3 3 3 3 3 2 3 3 3   
## 725 726 727 728 729 730 731 732 733 734 735 736 737   
## 2 3 3 2 3 3 3 3 3 3 3 3 3   
## 738 739 740 741 742 743 744 745 746 747 748 749 750   
## 3 3 3 3 3 3 2 3 3 3 3 3 3   
## 751 752 753 754 755 756 757 758 759 760 761 762 763   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 764 765 766 767 768 769 770 771 772 773 774 776 777   
## 2 3 3 3 3 3 3 3 3 3 3 3 3   
## 778 779 780 781 782 783 784 785 786 787 788 789 790   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 791 792 793 794 795 796 797 798 799 800 801 802 803   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 804 805 806 807 808 809 810 811 812 813 814 815 816   
## 3 2 2 3 3 3 3 3 3 3 3 3 3   
## 817 818 819 820 821 822 823 824 825 826 827 828 829   
## 3 3 3 3 3 3 2 2 3 3 3 3 3   
## 830 831 832 833 834 835 836 837 838 839 840 841 842   
## 3 3 2 3 3 3 3 3 3 3 3 3 3   
## 843 844 845 846 847 848 849 850 851 852 853 854 855   
## 3 3 3 3 3 3 3 3 3 3 2 3 3   
## 856 857 858 859 860 861 862 863 864 865 866 867 868   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 869 870 871 872 874 875 876 877 878 879 880 881 882   
## 3 3 2 3 3 3 2 3 3 3 3 3 3   
## 883 884 885 886 887 888 889 891 892 893 894 895 896   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 897 898 899 900 901 902 903 904 905 906 907 908 909   
## 3 2 3 3 3 3 3 3 3 3 3 3 3   
## 910 911 912 913 914 915 916 917 918 919 920 921 922   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 924 925 926 927 928 929 930 931 932 933 934 935 936   
## 3 3 3 3 3 3 2 3 3 3 2 3 3   
## 937 938 939 940 941 942 943 944 945 946 947 949 950   
## 3 3 3 3 3 3 2 3 3 2 3 3 3   
## 951 952 953 954 955 956 957 958 959 960 961 962 963   
## 3 3 3 3 3 3 2 3 3 3 3 3 3   
## 964 965 966 967 968 969 970 971 972 973 974 976 977   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 978 979 980 981 982 983 984 985 986 987 988 989 990   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 991 992 993 994 995 996 997 998 999 1000 1001 1002 1003   
## 3 3 3 2 3 3 3 3 3 3 3 3 3   
## 1004 1005 1006 1007 1008 1009 1010 1011 1012 1013 1014 1015 1016   
## 3 2 3 3 3 3 3 3 3 3 3 3 3   
## 1017 1018 1019 1020 1021 1022 1023 1024 1025 1026 1027 1028 1029   
## 3 3 3 3 3 3 2 2 3 3 3 3 3   
## 1030 1031 1032 1033 1034 1036 1037 1038 1039 1040 1041 1042 1043   
## 3 3 3 3 3 2 3 3 3 3 3 3 3   
## 1044 1045 1046 1047 1048 1049 1050 1051 1052 1053 1054 1055 1056   
## 3 3 3 3 2 3 3 3 3 3 3 3 2   
## 1057 1058 1059 1060 1061 1062 1063 1064 1065 1067 1068 1069 1070   
## 3 3 3 2 3 3 3 3 3 3 3 3 3   
## 1071 1072 1073 1074 1075 1076 1077 1078 1079 1080 1081 1082 1083   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1084 1085 1086 1087 1088 1089 1090 1091 1092 1093 1094 1095 1096   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1097 1098 1099 1100 1101 1102 1103 1104 1105 1106 1107 1108 1109   
## 3 3 3 3 3 3 3 3 2 3 3 3 3   
## 1110 1111 1112 1113 1114 1115 1116 1117 1118 1119 1121 1122 1123   
## 3 3 3 3 3 3 3 3 3 2 3 3 3   
## 1124 1125 1126 1127 1128 1129 1130 1131 1132 1138 1139 1140 1141   
## 2 3 3 3 3 3 3 3 3 3 3 3 3   
## 1142 1143 1144 1145 1146 1147 1148 1149 1150 1151 1152 1153 1154   
## 3 2 2 3 3 3 3 3 3 3 3 3 3   
## 1155 1156 1157 1158 1159 1160 1161 1162 1163 1164 1165 1166 1167   
## 2 2 3 3 3 3 3 3 2 3 3 3 3   
## 1168 1169 1170 1172 1173 1174 1175 1176 1178 1179 1180 1181 1182   
## 3 3 2 3 2 3 3 3 3 3 3 2 3   
## 1183 1184 1185 1186 1187 1188 1189 1190 1191 1192 1193 1194 1195   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1196 1197 1198 1199 1200 1201 1202 1203 1204 1205 1206 1207 1208   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1209 1210 1211 1212 1213 1216 1217 1218 1219 1220 1221 1222 1223   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1224 1225 1226 1227 1228 1229 1230 1231 1232 1233 1234 1235 1236   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1237 1238 1239 1240 1241 1242 1243 1244 1245 1246 1247 1248 1249   
## 2 3 3 2 3 3 3 3 3 3 3 3 3   
## 1250 1251 1252 1253 1254 1255 1256 1257 1258 1259 1260 1261 1262   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1263 1264 1265 1266 1267 1268 1269 1270 1271 1272 1273 1274 1275   
## 3 3 3 2 3 3 3 3 3 3 3 3 3   
## 1276 1277 1278 1279 1280 1281 1282 1283 1284 1285 1286 1287 1288   
## 3 3 3 3 3 3 3 3 3 3 2 3 3   
## 1289 1290 1291 1293 1294 1295 1296 1297 1298 1299 1300 1301 1302   
## 3 2 3 3 3 3 2 3 3 3 3 3 3   
## 1303 1304 1305 1306 1307 1308 1309 1310 1311 1312 1313 1314 1315   
## 3 3 3 2 3 3 3 3 3 3 3 3 3   
## 1316 1317 1318 1319 1320 1321 1322 1323 1324 1325 1327 1328 1329   
## 3 3 2 3 3 3 3 3 3 3 3 3 3   
## 1330 1331 1332 1333 1334 1335 1336 1337 1338 1339 1340 1341 1342   
## 3 3 3 2 3 3 3 2 3 3 3 3 3   
## 1343 1344 1345 1346 1347 1348 1349 1350 1351 1352 1353 1354 1355   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1356 1358 1359 1360 1361 1362 1363 1364 1365 1366 1368 1369 1370   
## 3 3 3 3 3 3 3 2 2 3 3 3 3   
## 1371 1372 1373 1374 1375 1376 1377 1378 1379 1380 1381 1383 1384   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1385 1386 1387 1388 1389 1390 1392 1393 1394 1396 1397 1398 1399   
## 3 3 3 3 3 2 3 3 3 3 2 3 3   
## 1400 1401 1402 1403 1404 1405 1406 1407 1408 1409 1410 1411 1412   
## 3 2 3 3 3 3 3 3 3 2 2 3 3   
## 1413 1414 1415 1416 1417 1418 1419 1420 1421 1422 1423 1424 1425   
## 2 3 3 3 3 3 3 3 3 3 3 3 3   
## 1426 1427 1428 1429 1430 1431 1432 1433 1434 1435 1436 1438 1439   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1440 1441 1442 1443 1444 1445 1446 1447 1448 1449 1450 1451 1452   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1453 1455 1456 1457 1458 1459 1460 1461 1462 1463 1464 1465 1466   
## 2 3 3 3 3 3 3 3 3 3 3 3 3   
## 1467 1468 1469 1470 1471 1472 1473 1478 1479 1480 1481 1482 1483   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1484 1485 1486 1487 1488 1489 1490 1491 1492 1493 1494 1495 1496   
## 2 3 3 3 3 3 3 3 3 3 3 3 3   
## 1497 1498 1499 1500 1501 1502 1503 1504 1505 1506 1507 1508 1509   
## 3 3 2 3 3 2 2 3 3 3 3 3 3   
## 1510 1511 1512 1513 1514 1515 1517 1518 1519 1520 1521 1522 1523   
## 3 3 3 3 3 3 3 3 2 3 3 3 3   
## 1524 1525 1526 1527 1528 1529 1530 1531 1532 1533 1534 1535 1536   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1537 1538 1539 1540 1541 1542 1543 1544 1545 1546 1547 1548 1549   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1550 1551 1552 1553 1554 1555 1556 1557 1558 1559 1560 1561 1562   
## 3 3 3 3 3 3 3 3 3 3 3 2 3   
## 1563 1564 1565 1566 1567 1568 1569 1570 1571 1572 1573 1575 1576   
## 2 3 3 3 3 3 3 3 3 3 3 3 3   
## 1577 1578 1579 1580 1581 1582 1583 1584 1585 1586 1587 1588 1589   
## 2 3 3 3 3 3 3 3 3 3 3 3 3   
## 1590 1591 1592 1593 1594 1595 1596 1597 1598 1599 1600 1601 1602   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1603 1604 1605 1606 1607 1608 1610 1611 1612 1613 1614 1615 1616   
## 3 3 3 3 3 3 3 2 3 3 2 3 3   
## 1617 1618 1619 1620 1621 1622 1623 1624 1625 1626 1627 1628 1629   
## 3 3 3 3 3 2 3 3 3 3 3 2 3   
## 1630 1631 1632 1633 1634 1635 1636 1637 1638 1639 1640 1641 1642   
## 3 3 3 3 3 3 3 3 3 2 3 3 3   
## 1643 1644 1645 1646 1647 1648 1649 1650 1651 1652 1653 1654 1655   
## 3 3 3 3 3 3 3 3 3 3 3 2 3   
## 1656 1657 1658 1659 1660 1661 1662 1663 1664 1665 1666 1667 1668   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1669 1670 1671 1672 1673 1674 1675 1676 1677 1678 1679 1680 1681   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1682 1683 1684 1685 1686 1687 1688 1689 1690 1691 1692 1693 1694   
## 3 3 2 3 3 3 3 3 3 3 3 3 3   
## 1695 1696 1697 1699 1700 1701 1702 1703 1704 1705 1706 1707 1708   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1709 1710 1711 1712 1713 1714 1715 1716 1717 1718 1719 1720 1721   
## 3 3 3 3 2 3 3 3 3 3 3 3 3   
## 1722 1723 1724 1725 1726 1727 1728 1729 1730 1731 1732 1733 1734   
## 3 3 3 3 2 3 3 3 2 3 3 3 3   
## 1735 1736 1737 1738 1739 1740 1741 1742 1743 1744 1745 1746 1747   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1748 1749 1750 1751 1752 1753 1754 1755 1756 1757 1758 1759 1760   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1761 1762 1763 1764 1765 1766 1767 1768 1769 1770 1771 1772 1773   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1774 1775 1777 1778 1779 1780 1781 1782 1783 1784 1785 1786 1787   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1788 1789 1790 1791 1792 1793 1794 1795 1796 1797 1798 1799 1800   
## 3 3 3 3 3 3 3 3 2 3 3 3 3   
## 1801 1802 1803 1804 1806 1807 1808 1809 1810 1811 1812 1813 1814   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1815 1816 1817 1818 1819 1820 1821 1822 1823 1824 1825 1826 1827   
## 3 3 3 2 3 3 3 3 3 3 3 3 3   
## 1828 1829 1830 1831 1832 1833 1834 1835 1836 1837 1838 1839 1841   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1842 1843 1844 1845 1846 1847 1848 1849 1850 1851 1852 1853 1854   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1855 1856 1857 1858 1859 1860 1861 1862 1863 1864 1865 1866 1868   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1869 1870 1871 1872 1873 1874 1875 1876 1877 1878 1879 1880 1881   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1882 1883 1884 1885 1886 1887 1888 1889 1890 1891 1892 1893 1894   
## 3 3 3 3 3 2 3 3 2 3 3 3 3   
## 1895 1896 1897 1898 1899 1900 1901 1902 1903 1904 1905 1906 1907   
## 3 3 2 3 3 3 3 3 3 3 3 3 3   
## 1908 1909 1910 1911 1912 1913 1914 1915 1916 1917 1918 1919 1920   
## 3 3 3 2 3 3 3 3 2 3 3 3 3   
## 1921 1922 1923 1924 1925 1927 1928 1929 1930 1931 1932 1933 1935   
## 3 3 3 3 3 3 3 3 3 3 2 3 3   
## 1936 1937 1938 1939 1940 1941 1942 1943 1944 1945 1946 1947 1948   
## 3 3 3 3 3 3 3 3 2 3 3 3 3   
## 1949 1951 1952 1953 1954 1955 1956 1957 1958 1959 1960 1961 1962   
## 3 2 3 3 3 3 3 3 3 3 3 3 3   
## 1963 1964 1965 1966 1967 1968 1969 1970 1971 1972 1973 1974 1975   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1976 1977 1978 1979 1980 1981 1982 1983 1984 1985 1986 1987 1988   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
## 1989 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001   
## 3 3 3 3 3 2 3 3 3 3 3 3 3   
## 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014   
## 3 3 3 3 3 3 3 3 2 3 3 3 3   
## 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025 2026 2027   
## 3 3 3 3 3 3 3 3 3 3 3 3 3   
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## 12313 12314 12315 12316 12317 12318 12319 12320 12321 12322 12323 12324 12325   
## 3 3 3 3 3 3 3 3 3 2 3 3 3   
## 12326 12327 12328 12329 12330   
## 3 3 3 3 3

# Visualizing the clustering results  
# ---  
#   
par(mfrow = c(1,2), mar = c(5,4,2,2))  
  
# Plotting to see how exit rates and Bounce Rates data points have been distributed in clusters  
# ---  
#  
plot(ecom.new[,7:8], col = result$cluster)



# Verifying the results of clustering  
# ---  
#   
par(mfrow = c(2,2), mar = c(5,4,2,2))  
  
# Plotting to see how Administrative and Administrative\_Duration data points have been distributed in clusters  
  
plot(ecom.new[c(1,2)], col = result$cluster)  
  
# Plotting to see how Administrative and dministrative\_Duration data points have been distributed   
# originally as per "class" attribute in dataset  
  
plot(ecom.new[c(1,2)], col = ecom.class)  
  
# Plotting to see how information and informational duration data points have been distributed in clusters  
# ---  
#   
plot(ecom.new[c(3,4)], col = result$cluster)  
plot(ecom.new[c(3,4)], col = ecom.class)



# Result of table shows what corresponds to what   
  
table(result$cluster, ecom.class)

## ecom.class  
## FALSE TRUE  
## 1 813 152  
## 2 711 159  
## 3 7819 2545

**Hierarchical clustering**

# Before hierarchical clustering, we can compute some descriptive statistics  
# # We note that the variables have a large different means and variances.   
# This is explained by the fact that the variables are measured in different   
# They must be standardized (i.e., scaled) to make them comparable. Recall that,   
# standardization consists of transforming the variables such that   
# they have mean zero and standard deviation one.  
  
cust <- Filter(is.numeric, ecom)  
stats <- data.frame(  
 Mean = apply(cust, 2, mean),   
 Median = apply(cust, 2, median),   
 Mode = apply(cust, 2, mfv),   
 Min = apply(cust, 2, min),   
 Max = apply(cust, 2, max),   
 Variance= apply(cust, 2, var),   
 Std = apply(cust, 2, sd),  
 Skewness = apply(cust, 2, skewness),  
 Kurtosis = apply(cust, 2, kurtosis))  
   
  
# Round off the values to 2 decimal places and viewing the summary  
  
stats <- round(stats, 2)  
  
stats

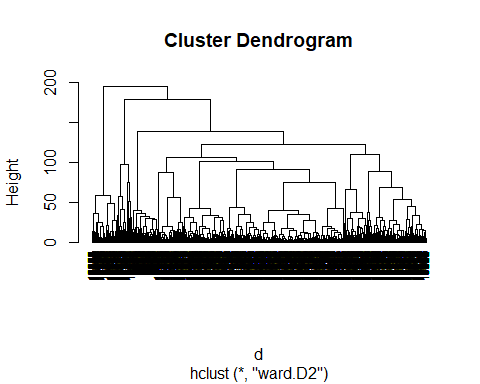
## Mean Median Mode Min Max Variance Std  
## Administrative 2.34 1.00 0.0 0 27.00 11.09 3.33  
## Administrative\_Duration 81.68 9.00 0.0 -1 3398.75 31516.25 177.53  
## Informational 0.51 0.00 0.0 0 24.00 1.63 1.28  
## Informational\_Duration 34.84 0.00 0.0 -1 2549.38 20010.51 141.46  
## ProductRelated 32.06 18.00 1.0 0 705.00 1989.24 44.60  
## ProductRelated\_Duration 1207.51 609.54 0.0 -1 63973.52 3686121.50 1919.93  
## BounceRates 0.02 0.00 0.0 0 0.20 0.00 0.05  
## ExitRates 0.04 0.03 0.2 0 0.20 0.00 0.05  
## PageValues 5.95 0.00 0.0 0 361.76 348.11 18.66  
## SpecialDay 0.06 0.00 0.0 0 1.00 0.04 0.20  
## OperatingSystems 2.12 2.00 2.0 1 8.00 0.82 0.91  
## Browser 2.36 2.00 2.0 1 13.00 2.93 1.71  
## Region 3.15 3.00 1.0 1 9.00 5.77 2.40  
## TrafficType 4.07 2.00 2.0 1 20.00 16.13 4.02  
## Skewness Kurtosis  
## Administrative 1.95 7.64  
## Administrative\_Duration 5.59 53.09  
## Informational 4.01 29.64  
## Informational\_Duration 7.54 78.46  
## ProductRelated 4.33 34.05  
## ProductRelated\_Duration 7.25 139.59  
## BounceRates 3.15 12.26  
## ExitRates 2.23 7.62  
## PageValues 6.35 67.94  
## SpecialDay 3.28 12.79  
## OperatingSystems 2.03 13.27  
## Browser 3.22 15.54  
## Region 0.98 2.84  
## TrafficType 1.96 6.47

# we start by scaling the data using the R function scale() as follows  
# we view the previous dataframe that had been scaled  
   
head(customers)

## Administrative Administrative\_Duration Informational Informational\_Duration  
## 1 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## 2 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## 3 -0.7025315 -0.4657410 -0.3988128 -0.2533417  
## 4 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## 5 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## 6 -0.7025315 -0.4601081 -0.3988128 -0.2462725  
## ProductRelated ProductRelated\_Duration BounceRates ExitRates PageValues  
## 1 -0.6963635 -0.6289343 3.954699721 3.4273070 -0.3190356  
## 2 -0.6739424 -0.5955997 -0.450343788 1.2650121 -0.3190356  
## 3 -0.6963635 -0.6294551 3.954699721 3.4273070 -0.3190356  
## 4 -0.6739424 -0.6275453 0.650917089 2.1299300 -0.3190356  
## 5 -0.4945739 -0.3020990 -0.009839437 0.1838646 -0.3190356  
## 6 -0.2927843 -0.5486101 -0.102577188 -0.3661929 -0.3190356  
## SpecialDay OperatingSystems Browser Region TrafficType  
## 1 -0.3103105 -1.2396607 -0.7939682 -0.8962939 -0.76562243  
## 2 -0.3103105 -0.1371074 -0.2093703 -0.8962939 -0.51660683  
## 3 -0.3103105 2.0679992 -0.7939682 2.4336556 -0.26759123  
## 4 -0.3103105 0.9654459 -0.2093703 -0.4800502 -0.01857564  
## 5 -0.3103105 0.9654459 0.3752276 -0.8962939 -0.01857564  
## 6 -0.3103105 -0.1371074 -0.2093703 -0.8962939 -0.26759123

# We now use the R function hclust() for hierarchical clustering  
# First we use the dist() function to compute the Euclidean distance between   
# observations,   
# d will be the first argument in the hclust() function dissimilarity matrix  
  
d <- dist(customers, method = "euclidean")  
  
# We then hierarchical clustering using the Ward's method  
  
res.hc <- hclust(d, method = "ward.D2" )

# Lastly, we plot the obtained dendrogram  
  
plot(res.hc, cex = 0.6, hang = -1)



# 7. Conclusion/Recommendations

**K Means clustering was difficult to implement. Hierarchial Clustering was easy to apply through it has very low accuracy. Assigning K another value, might improve it’s accuracy as scaling and dimension reduction**