

## **Task 3: Customer Segmentation using Clustering techniques:**

### **Data Preprocessing:**

The segmentation was performed using the following key attributes:

- **Customer Profile Information:** Extracted from Customers.csv such as region and customer-related details.
- **Transaction Information:** Extracted from Transactions.csv such as total transaction value (TotalValue), quantity of items purchased (Quantity), and average price (Price).

These features were combined and aggregated as follows:

- **TotalValue:** The sum of all purchase values for each customer.
- **Quantity:** The total quantity of products bought by each customer.
- **Price:** The average price of products purchased by each customer.

The data was then scaled using **StandardScaler** for normalization and standardization to ensure that each feature contributes equally to the clustering process.

### **Clustering Algorithm:**

We used the **K-Means clustering** algorithm, which is well-suited for customer segmentation as it can identify natural groupings within the data.

- **Number of clusters (k):** 2 to 10 clusters were tested to ensure optimal value of db index.
- **Initialization:** K-Means was initialized with 10 different centroids (n\_init=10) to ensure robustness.

### **Clustering Results:**

- **Number of Clusters:** We chose **5 clusters** based on the performance and behavior of the clustering algorithm.
- **DB Index:** The Davies-Bouldin Index for the 5 clusters was calculated as **0.8381**, indicating that the clusters are reasonably well separated.
- **Inertia:** It is the sum of squared distances of samples to their closest cluster center. Lower inertia values indicate more compact clusters. Inertia=162.57