Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)

<u>Data Mining - E-commerce Dataset for Predictive</u> <u>Marketing EDA and Clustering Analysis</u>

Project Team

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Team Members' Roles

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Problem Statement – Method Evaluation & Visualization	مروان طارق امبابي رزق ابراهيم
Dataset Deployment - Data Preprocessing	أدهم معتز محمد عبدالمنعم
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Introduction & Problem Statement

In this project, we will use unsupervised machine learning to categorize clients based on features of their purchase behavior. Predictive marketing may help businesses by finding clients that have similar demands or respond similarly to marketing activity. We can also help businesses in determining suitable categories to direct their targeted marketing campaigns.

Hunter's e-grocery is a well-known online shopping brand. Unexpected events such as Covid-19, the Ukraine crisis, and the gas scarcity have all had an influence on the purchasing behavior of clients. Therefore, using Clustering techniques and Principal Component Analysis (PCA) for dimensionality reduction, we will develop propositions for predictive marketing to target customers more accurately.

Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)

Importing Libraries

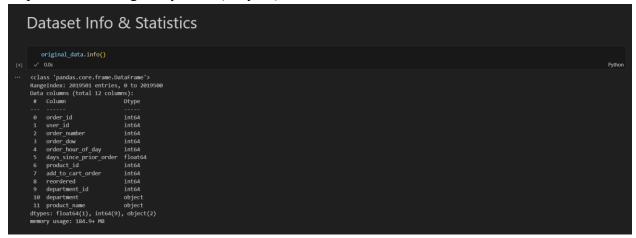
- "numpy" for numerical computations.
- "Pandas" for data manipulation and analysis.
- "sklearn_extra.cluster.KMedoids" for K-Medoids clustering.
- "scipy.cluster.hierarchy" for hierarchical clustering.
- "sklearn.preprocessing.StandardScaler" for standardizing features.
- "sklearn.decomposition.PCA" for principal component analysis (PCA).
- "sklearn.metrics" for evaluation metrics such as silhouette score and Davies-Bouldin score.
- "Seaborn" and "matplotlib.pyplot" for data visualization.

Dataset importing and description

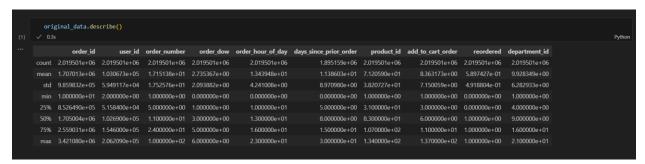


Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)



Print information about data like (data type, index range,.....) using "info"



Print statistical information about data like (mean, standard deviation, minimum, maximum,....) using "describe"

Data Preprocessing

Handling Duplicates



Check for duplicate values by founding sum of duplicate values in data using "duplicated" and find sum of it using "sum"

Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)

Handling Missing Values

Check for missing values by checking if there are null values in data using "isnull" and find sum of the values using "sum", then find percentage of missing values in every column in data by finding sum of null values divided by data length and multiplying by 100, finally print column with the most percentage of missing values using "idxmax" to get maximum value.

As we can see only "days_since_prior_order" has missing values with a percentage of 6.157% so it is the column with the highest number of missing values.

```
Handling Missing values

original_data['days_since_prior_order']-original_data['days_since_prior_order'],fillna('-1')
original_data['days_since_prior_order']-original_data['days_since_prior_order'].astype(int)

# Sum of mult values
## missing values = original_data.isnull().values.sum()
print("Total number of missing values: ",missing_values)

# Percentage of mult values
## missing_percentage = (original_data.isnull().sum() / len(original_data)) * 100
print("Percentage of missing values for training data:')
print(missing percentage)

***Total number of missing values: 0
Percentage of missing values for training data:
order_ida

## One
order_number

## One
order_number

## One
order_nour_of_day

## One
order_nou
```

Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)

Next, we need to handle missing values in "days_since_prior_order" so, we will replace null values with any other value like -1 using "fillna" and make sure that our column's data type is integer using "astype" and check again if there are any missing values left, since there are no more left so we will go to next step.

Handling Outliers

Next is removing outliers, first we need to select numerical columns from our data using "select_dtype" and choose data type (int) for integers, then we will make function to identify and removing outliers that will take three arguments (data, selected numerical columns from data and threshold=1.5 as default).

For each numerical column, the function will calculate the first quartile (q1), third quartile (q3), and interquartile range (IQR).

Then, we will defines lower and upper bounds based on the IQR and the threshold value.

Using these bounds, we will create a mask (outliers_mask) to identify rows where the data values are considered outliers (unneeded data).

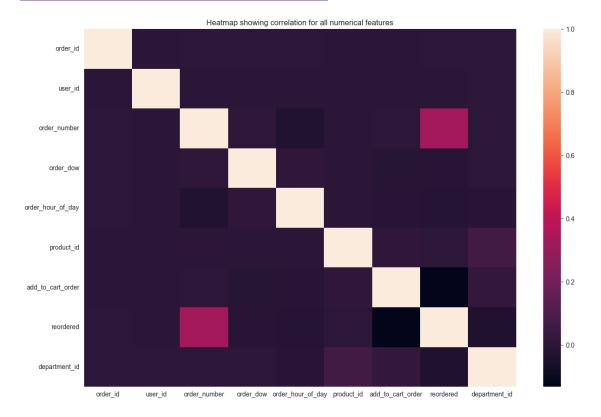
Then, update data by removing outliers from it and reset index using "reset_index" to drop outlier index from data and return our updated data

Then, applying function and display outlier rows that removed from data.

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Exploratory Data Analysis (EDA)



Next is computing correlation between numerical features using "corr" and plot result using "heatmap".

Identifying Hidden Patterns

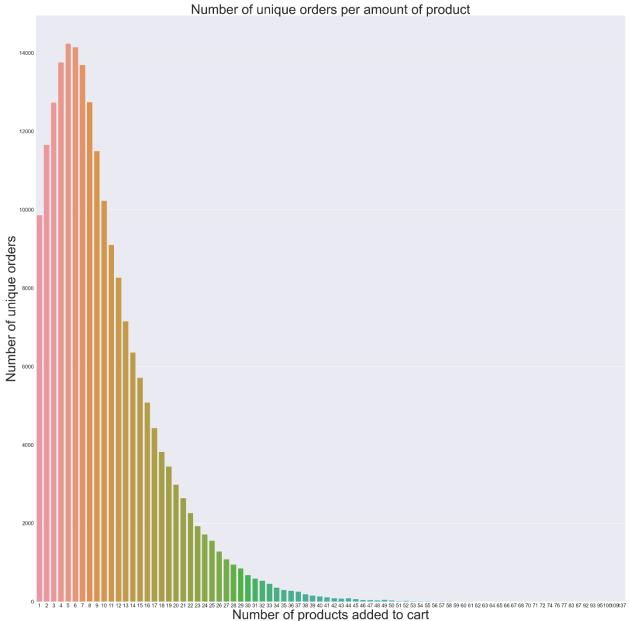
```
In [9]: # Number of orders for each number of products added to cart
grouped = original_data.groupby("order_id")["add_to_cart_order"].aggregate("max").reset_index()
grouped = grouped.add_to_cart_order.value_counts()

plt.subplots(figsize=(40, 40))
sns.barplot(x=grouped.index, y=grouped.values)

plt.title("Number of unique orders per amount of product", fontsize=50)
plt.ylabel('Number of unique orders', fontsize=50)
plt.xlabel('Number of products added to cart', fontsize=50)
plt.yticks(fontsize=20)
plt.xticks(fontsize=20)
plt.show()
```

Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)



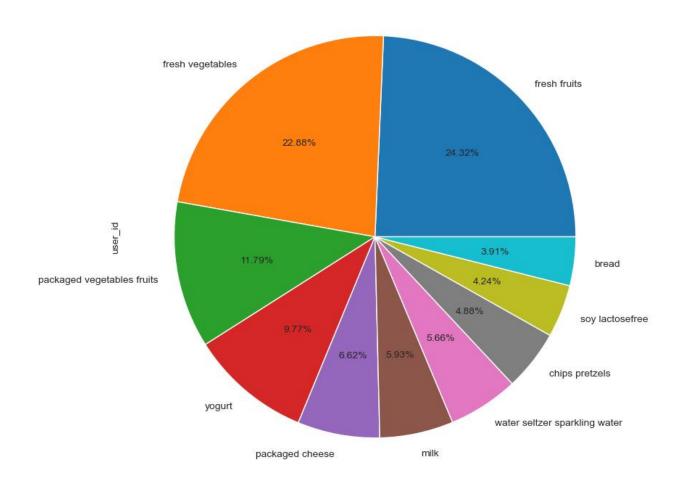
We plot a relationship between the number of products added and the number of unique orders. We first group the data by order ID and find the maximum number of products added to cart in each order. After that, we create a bar plot showing the count of orders for each unique number of products added to cart.

```
In [10]: # Pie Chart of the top 10 most purchased products
product_counts = original_data.groupby('product_name')['user_id'].count()
top_10_products = product_counts.sort_values(ascending=False).head(10)
top_10_products.plot(kind='pie', autopct='%1.2f%%', subplots=True, title='Top 10 products', figsize=(9, 9))
```

Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)

Top 10 products



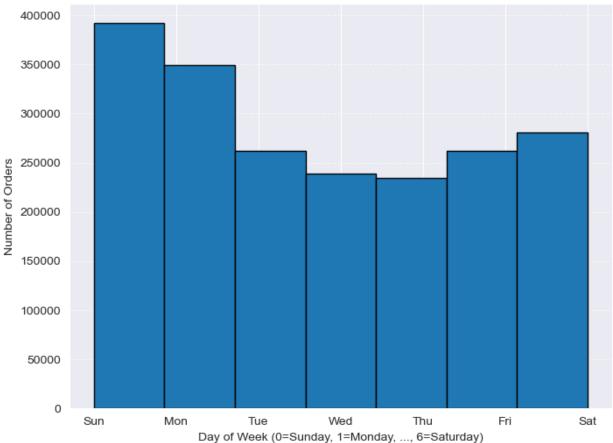
Here, we graph the top 10 most purchased products using a pie chart to show the portions of each category. We notice that fresh fruits and vegetables are at the top of the list.

```
In [11]: # Number of orders by day of the week
    plt.figure(figsize=(8, 6))
    plt.hist(original_data['order_dow'], bins=7, edgecolor='black')
    plt.title('Distribution of Orders by Day of Week')
    plt.xlabel('Day of Week (0=Sunday, 1=Monday, ..., 6=Saturday)')
    plt.ylabel('Number of Orders')
    plt.xticks(range(7), ['Sun', 'Mon', 'Tue', 'Wed', 'Thu', 'Fri', 'Sat'])
    plt.grid(axis='y', linestyle='--', alpha=0.7)
    plt.show()
```

Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)



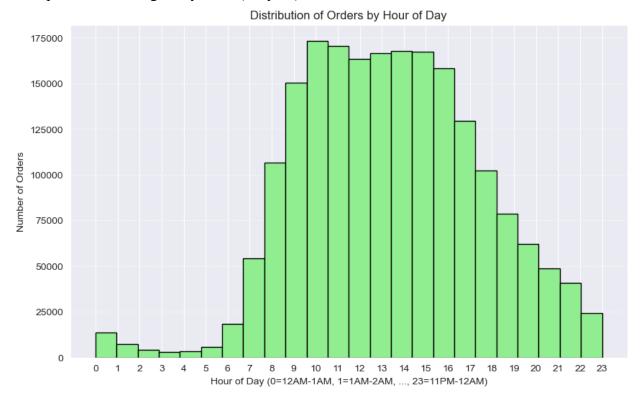


Here, we plot a histogram distribution of the number of orders per day of the week, we notice that peak days are on the weekends (Saturday, Sunday) and low days are in the middle of the workweek (Tuesday, Wednesday, etc.)

```
In [12]: # Number of orders by hour of day
plt.figure(figsize=(10, 6))
plt.hist(original_data['order_hour_of_day'], bins=24, color='lightgreen', edgecolor='black')
plt.title('Distribution of Orders by Hour of Day')
plt.xlabel('Hour of Day (0=12AM-1AM, 1=1AM-2AM, ..., 23=11PM-12AM)')
plt.ylabel('Number of Orders')
plt.xticks(range(0, 24))
plt.grid(axis='y', linestyle='--', alpha=0.7)
plt.show()
```

Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)



Similarly, we plot the distribution of the number of orders per hour of the day, we also notice that peak hours are in the morning through noon (9AM-4PM) and fall drastically at midnight and through the night as we'd expect.

Scaling Numerical Features

```
Performing Standard Scaler

scaler = StandardScaler()
features_to_scale = [column for column in new_data[numerical_columns]]
new_data[features_to_scale] = pd.DataFrame(scaler.fit_transform(new_data[features_to_scale]), columns=features_to_scale)

v 0.2s

Python
```

Then, we need to scale numerical columns to standardize features by using "StandardScaler" that removes the mean and scaling to unit variance.

So, we need to select scaler (StandardScaler) and select only numerical columns from data and transform features using scaler and update data.

Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)

Encoding Categorical Features

Encoding Categorical Features new_data=pd.get_dummies(new_data) v 0.3s Python

Next is encoding using "get_dummies" that use One-hot encoding technique that used to convert categorical variables into binary vectors. Each category becomes a new binary column (dummy variable), where 1 indicates the presence of that category and 0 indicates absence.

Sample Selection

```
Taking a sample from the dataset

# Set a random seed for reproducibility
np.random.seed(42)
new_data=new_data.sample(n=100)

Python
```

Taking a sample of 100 rows out of the dataset.

Dimensionality Reduction

```
Performing PCA

pca = PCA(n_components=2) # Choosing 2D for visualization
new_data = pca.fit_transform(new_data)

v 0.0s

Python
```

PCA is technique that used to reduce the dimensionality by finding the principal components (linear combinations of the original features) that capture the most variance in the data

So, if we choose "n_components"=2 then it will reduce the dimensionality of data to 2 dimensions which will allow us to visualize the data in a 2D plot.

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Department: Intelligent Systems (2nd year)

K-medoids Clustering

Next is applying K_medoids Algorithm, first we need to select number of clusters(K), 2 is chosen based on the findings of the evaluations performed.

Then fit our algorithm our data using "KMedoids" that take number of cluster(K).

After fitting data we will retrieve the cluster centers using

"K_medoids.cluster_centers_" and cluster labels using "K_medoids.labels_" and print them, then evaluate clustering performance using "silhouette_score" that measures how similar an object is to its own cluster compared to other clusters. Higher silhouette scores indicate better clustering and using "davies_bouldin_score" that quantifies the average "similarity" between clusters and the "dissimilarity" between clusters. Lower Davies-Bouldin scores indicate better clustering.

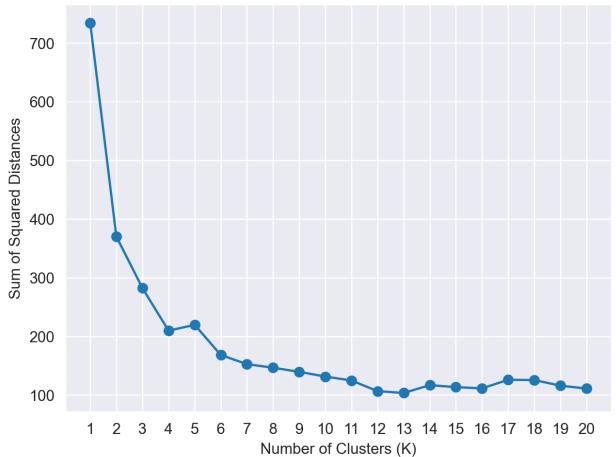
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Department: Intelligent Systems (2nd year)

Elbow Method

Using the Elbow Method for finding the optimal number of clusters (K) k_values = range(1, 21) # Evaluate from 1 to 20 clusters # Calculate the Within-Clusters Sum of Squares (WCSS) for each value of K costs = [] for k in k_values: kmedoids = KNedoids(n_clusters=k, random_state=0) kmedoids = KNedoids(n_clusters=k, random_state=0) kmedoids.fit(new_data) costs.append(kmedoids.inertia_) # Plot the elbow curve plt.rcParams['figure.dpi'] = 227 plt.plot(k_values, costs, marker='o') plt.xlabel('Number of clusters (K)') plt.xlabel('Sum of Squared Distances') plt.title('Elbow Method for Optimal K') plt.xticks(k_values) plt.show() Python





Then, we need to make sure that 2 is the optimal number of clusters to train our data so we will use "Elbow method"

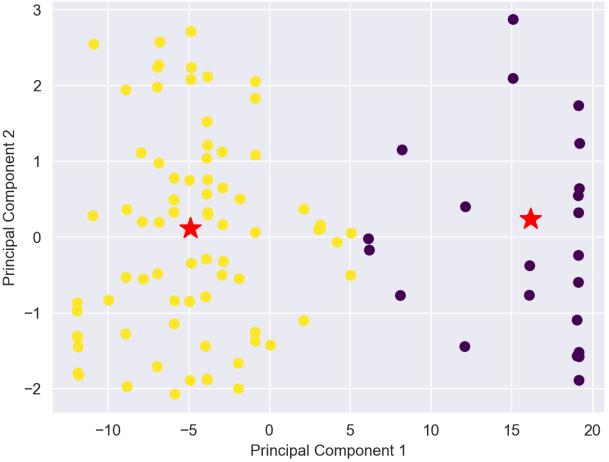
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Department: Intelligent Systems (2nd year)

First, we will choose range of K to try from 1 to 20 and make empty list to save costs then we will apply K_medoids Algorithm to every number of clusters in range add "inertia_" to cost list which is Within-Clusters Sum of Squares (WCSS) that is the value for the clustering result, which represents the sum of squared distances of samples to their closest cluster center then plot the result and as we can see the range of the elbow after which the slope has minimal change can be chosen from k=2, 3, 4.



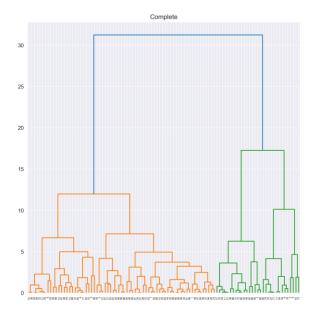


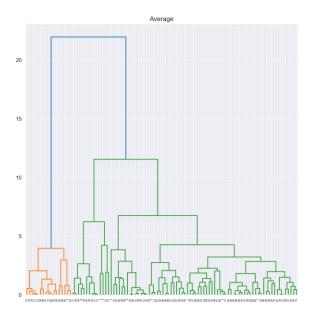


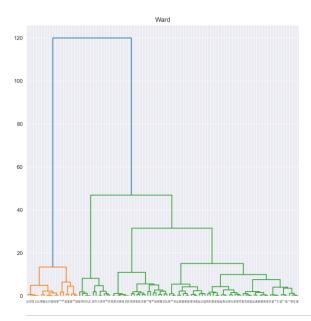
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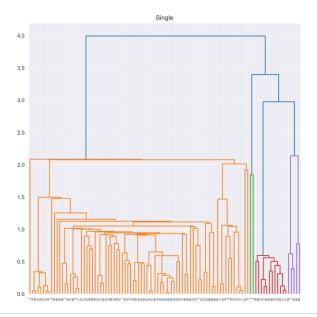
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Hierarchical Clustering









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Next is applying Hierarchical Clustering algorithm using "linkage" so we will put (data, method and metric), for method we will use "single" that considers the minimum distance between clusters when deciding how to merge them, "complete" that considers the maximum distance between clusters when deciding how to merge them, "average" that calculates the average distance between all pairs of points in different clusters and "ward" that minimizes the variance when merging clusters, aiming to minimize the increase in variance after merging and for metric we will use "Euclidean" distance then plot every dendrogram.

Then we will make a function that calculates silhouette scores for different numbers of clusters by iterating over unique heights in the linkage matrix Z. For each height, it extracts cluster labels based on that height using the "fcluster" function with the criterion='distance' parameter.

Silhouette scores are computed using "silhouette score"

Since silhouette scores are calculated for unique heights, the function interpolates the scores for all unique heights using "interp" This step ensures plot without missing values.

Then we will find the index and value of the maximum silhouette score among the interpolated scores to identify the optimal number of clusters or height for clustering.

Course Title: Data Mining & Analytics 02-24-00204

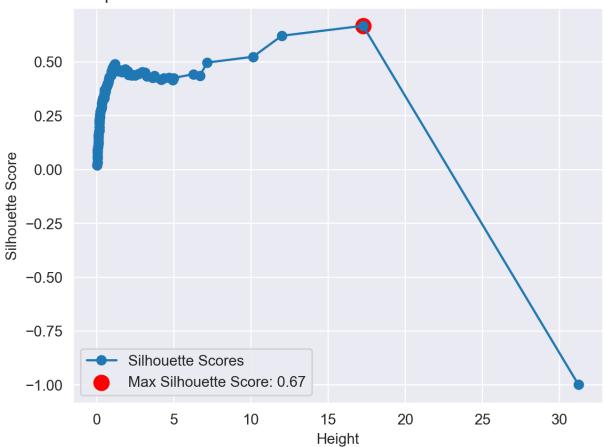
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Then plot the silhouette scores against heights, the maximum silhouette score is highlighted with a red dot and labeled with the corresponding height and score.

Evaluation Comparison across types of linkage

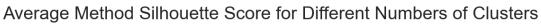


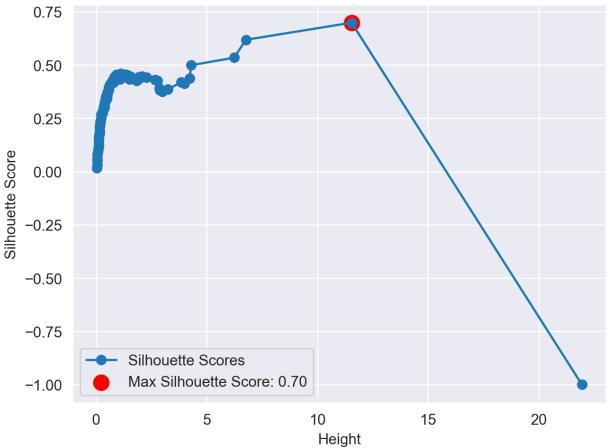
Complete Method Silhouette Score for Different Numbers of Clusters



Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)

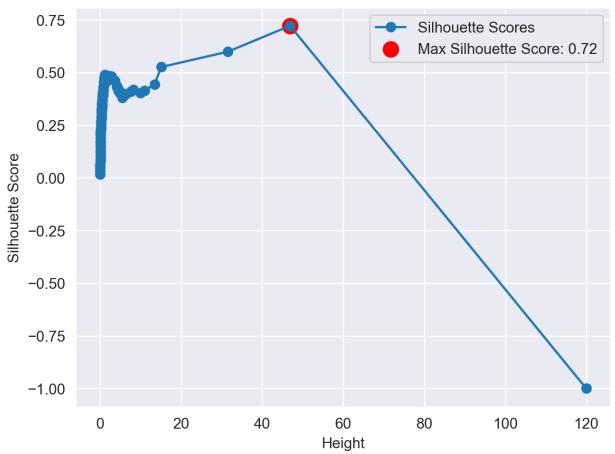




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Department: Intelligent Systems (2nd year)

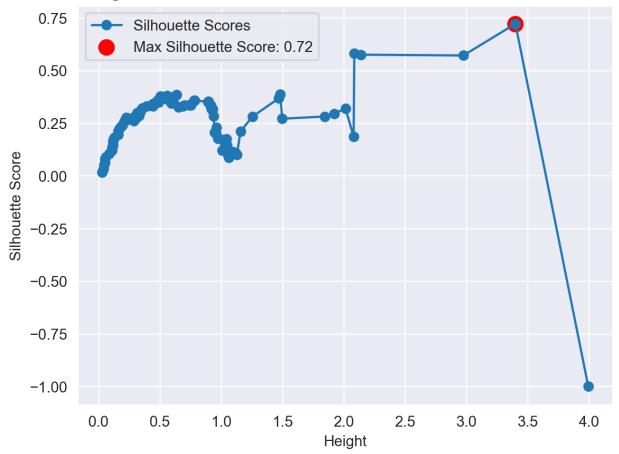
Ward Method Silhouette Score for Different Numbers of Clusters



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Single Method Silhouette Score for Different Numbers of Clusters



Plotting the Horizontal Line that best cuts the Dendrograms into Optimal Clusters (K)

```
def max_silhouette_height(2):
    silhouette_scores = []
    heights = np.unique(2[:, 2]):
    for height in np.unique(2[:, 2]):
    # Extract cluster labels based on current height
    labels = fcluster(2, height, criterion='distance')
    n_clusters = len(np.unique(labels))
    if n_clusters > 1: # Ensure at least two clusters
    # Compute silhouette score
    silhouette_scores.append(silhouette_score(new_data, labels))
    else:
        silhouette_scores.append(-1)

# Interpolate silhouette scores for all unique heights
    interp_silhouette_scores = np.interp(np.unique(Z[:, 2]), heights, silhouette_scores)

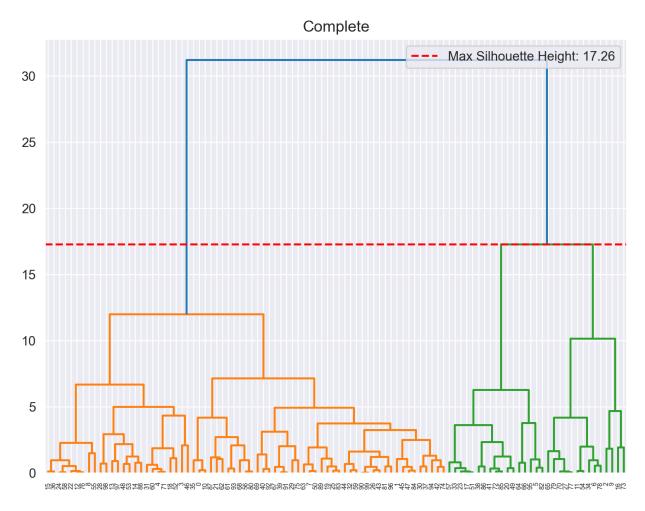
# Find the index of maximum silhouette score
max_silhouette_idx = np.argmax(interp_silhouette_scores)
max_silhouette_deight = np.unique(Z[:, 2])[max_silhouette_idx]
max_silhouette_score = interp_silhouette_scores[max_silhouette_idx]
    return max_silhouette_height, max_silhouette_score
```

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Best-fit horizontal line

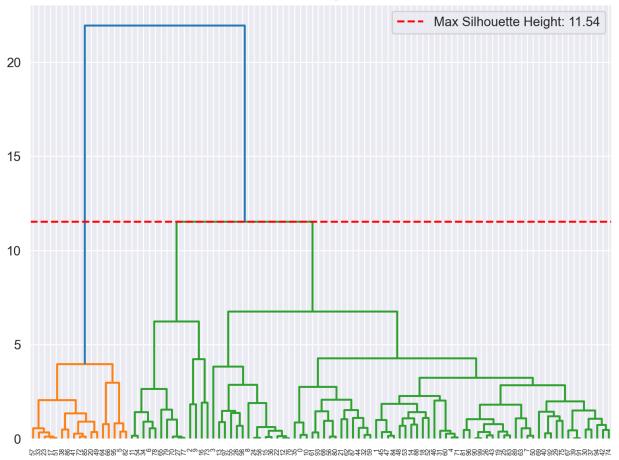
In this function we will do the same as the above function but this time we will need it to plot horizontal line that best cuts the dendrograms into optimal clusters (K) then plot dendrograms.



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Average

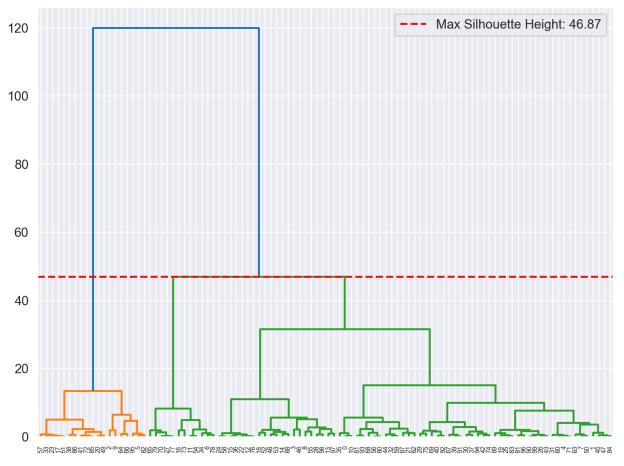


```
# Plot for Ward linkage
plt.figure(figsize=(8, 6))
dendrogram(z_ward)
plt.title('Ward')
max_sil_height_2 = max_silhouette_height(z_ward)[0]
plt.axhline(y=max_sil_height_2, color='red', linestyle='--', label='Max Silhouette Height: {:.2f}'.format(max_sil_height_2))
plt.legend()
plt.show()
[29] \( \square 12s \)
Python
```

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```
# Plot for Single linkage
plt.figure(figsize=(8, 6))
dendrogram(z single)
plt.title('Single')
max_sil_height_2 = max_silhouette_height(z_single)[0]
plt.axhline(y=max_sil_height_2, color='red', linestyle='--', label='Max_Silhouette_Height: {:.2f}'.format(max_sil_height_2))
plt.legend()
plt.show()

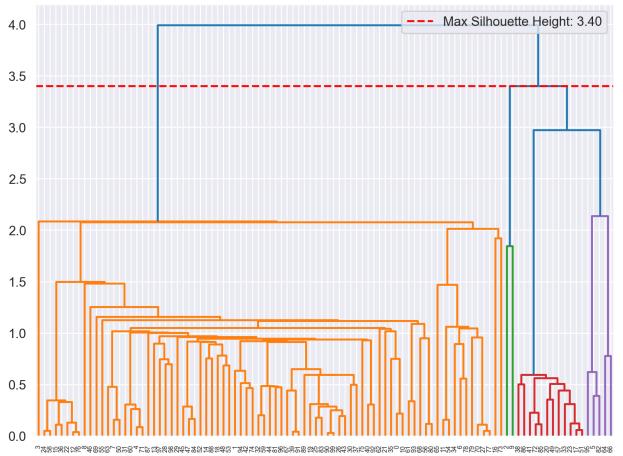
[38] 

Python
```

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Comparison between used clustering methods according to evaluation

Comparison between k_medoids and Hierarchical best_davies_bouldin_score=min([hierarchical_davies_bouldin,k_medoids_davies_bouldin]) best_silhouette score=max([hierarchical_silhouette, k_medoids_silhouette]) print('the best davies_bouldin_score', best_davies_bouldin_score) print('the best silhouette_score', best_silhouette_score) w the best davies_bouldin_score 0.3751872722533399 the best silhouette_score 0.7140696333428328

Next we will make small comparison between k_medoids and Hierarchical using "silhouette_score" and "davies_bouldin_score" so we will find minimum "davies_bouldin_score" between k_medoids and Hierarchical because minimum "davies_bouldin_score" is better and maximum "silhouette_score" between k medoids and Hierarchical because maximum "silhouette score" is better.

Course Title: Data Mining & Analytics 02-24-00204

Department: Intelligent Systems (2nd year)



