# Ecommerce Cosmetics Retail Hive Case Study



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# PROBLEM STATEMENT

With online sales gaining popularity, tech companies are exploring ways to improve their sales by analysing customer behaviour and gaining insights about product trends. Furthermore, the websites make it easier for customers to find the products they require without much scavenging.

One of the most popular use cases of Big Data is in ecommerce companies such as Amazon or Flipkart. So, before we get into the details of the dataset, let us understand how ecommerce companies make use of these concepts to give customers product recommendations. This is done by tracking your clicks on their website and searching for patterns within them. This kind of data is called a clickstream data.

The clickstream data contains all the logs as to how you navigated through the website. It also contains other details such as time spent on every page, etc.

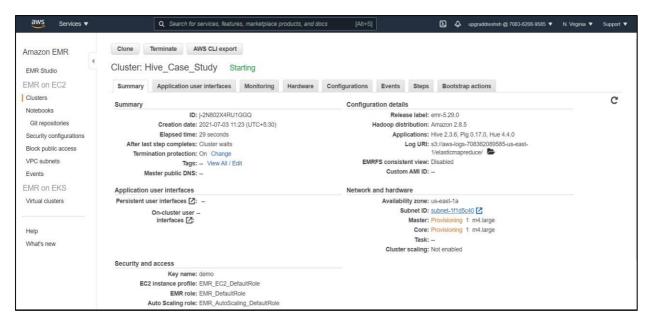
For this assignment, you will be working with a public clickstream dataset of a cosmetics store. Using this dataset, your job is to extract valuable insights.

# **DATA SOURCE**

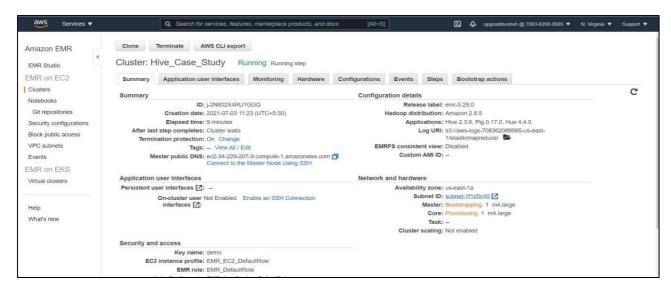
https://e-commerce-events-ml.s3.amazonaws.com/2019-Oct.csv https://e-commerce-events-ml.s3.amazonaws.com/2019-Nov.csv

### **SOLUTION**

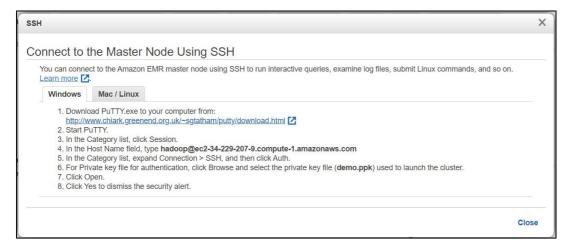
To proceed first we need create an EMR cluster. So, here we have launched an EMR cluster and it is starting as you can see it is in starting state.



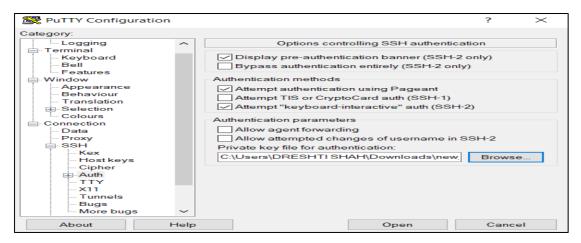
Now the cluster has started and is in running state so now we can proceed further.



Proceeding further we will now connect to our master node using ssh. So, we can perform operation on the case.



Here we are making the connection using putty, as you can see, we have pasted the cluster hostname and also browsed the required key-pairs.



So, here we have successfully established a connection as we can see the EMR log appear in our putty terminal.

```
hadoop@ip-172-31-35-109:~
Using username "hadoop".
Authenticating with public key "imported-openssh-key"
Last login: Sat Jul 3 06:02:43 2021
                      Amazon Linux AMI
https://aws.amazon.com/amazon-linux-ami/2018.03-release-notes/
60 package(s) needed for security, out of 106 available Run "sudo yum update" to apply all updates.
EEEEEEEEEEEEEEEEE MMMMMMMM
EE:::::EEEEEEEEE:::E M:::::::M
                                       E::::E
  E::::EEEEEEEEE
                              M:::M M:::M
                                                      R:::RRRRRR::::R
  E:::::EEEEEEEEE
                                                     R:::::::::RR
R:::RRRRRR:::R
M:::::M
                                  MMM
                                                                 R::::R
                                           M:::::M
                                                     R:::R
                                           M:::::M RR::::R
                                                                 R::::R
EEEEEEEEEEEEEEEE MMMMMMM
                                           MMMMMMM RRRRRRR
[hadoop@ip-172-31-35-109 ~]$
```

We were provided with these two links given below which contains the data required for analysis.

https://e-commerce-events-ml.s3.amazonaws.com/2019-Oct.csv https://e-commerce-events-ml.s3.amazonaws.com/2019-Nov.csv

Proceeding further, since the data was stored in s3 bucket, we will go ahead and load the data into our HDFS using the Hadoop distcp command as shown below.

[hadoop@ip-172-31-35-109 ~]\$ hadoop distcp s3://e-commerce-events-ml/2019-Oct.csv /tmp/studydirectory/October

[hadoop@ip-172-31-35-109 ~]\$ hadoop distcp s3://e-commerce-events-m1/2019-Nov.csv /tmp/studydirectory/November

So, as we can see our data is successfully loaded in the directory we had created. Also, we can see that both the files have been loaded in the same directory.

Let us proceed and begin with our analysis. So, we enter into hive to perform querying on data as shown below. Also, we created a data base and we will perform the analysis in this data base.

```
[hadoop@ip-172-31-35-109 ~]$ hive

Logging initialized using configuration in file:/etc/hive/conf.dist/hive-log4j2.properties Async: false hive> create database if not exists ecommerce_casestudy;

OK

Time taken: 0.758 seconds
hive> use ecommerce_casestudy;

OK

Time taken: 0.043 seconds
```

❖ Here we have created a main table called store in which we have loaded both the files in the same table as both the columns and datatypes are same. Also, we have displayed 10 rows to see if the data is loaded correctly or not as shown below.

```
hive> create table if not exists store(event time timestamp, event type string, product id string, category id string, category_code string, brand string, price decimal(10,3), user_id string, price decimal(10,3), user_id string, grown of the string, grown of the string of the strin
   ON'/tmp/studydirectory/' TBLPROPERTIES("skip.header.line.count"="1");
  lime taken: 0.073 seconds
   ive> SELECT * FROM store LIMIT 7;
 store.event_time store.event_type store.product
2019-11-01 00:00:02 UTC view 5802432 1487580009286598681
2019-11-01 00:00:09 UTC cart 5844397 1487580006317032337
                                                                                                                                  store.product id
                                                                                                                                                                                                      store.category_id
                                                                                                                                                                                                                                                                       store.category_code store.brand store.price store.user_id store.user_session
                                                                                                                                                                                                                         0.32 562076640
2.38 553329724
                                                                                                                                                                                                                                                                                              09fafd6c-6c99-46b1-834f-33527f4de241
                                                                                                                                                                                                                                                                                                2067216c-31b5-455d-a1cc-af0575a34ffb
                                                                                                                                                                                                     pnb 22.22 556138645
                                                                                                                                                                                                                                                                                               57ed222e-a54a-4907-9944-5a875c2d7f4f
  2019-11-01 00:00:11 UTC cart 5876812 1487580010100293687
                                                                                                                                                                                                                                                   3.16 564506666 186c1951-8052-4b37-adce-dd9644b1d5f7
                                                                                                                                                                                                       jessnail
2019-11-01 00:00:24 UTC remove from cart 5826182 1487580007483048900 2019-11-01 00:00:24 UTC remove from cart 5826182 1487580007483048900
                                                                                                                                                                                                                                                                        3.33 553329724 2067216c-31b5-455d-a1cc-af0575a34ffb
                                                                                                                                                                                                                                                                                                                                            2067216c-31b5-455d-a1cc-af0575a34ffb
                                                                                                                                                                                                                                                                                                09fafd6c-6c99-46b1-834f-33527f4de241
Time taken: 0.18 seconds, Fetched: 7 row(s)
```

#### Describing the table

```
hive> describe store;
OK
col name
                data type
                                 comment
event time
                         string
                                                  from deserializer
                                                  from deserializer
event type
                         string
                                                  from deserializer
product id
                         string
                                                  from deserializer
category id
                         string
category_code
                                                  from deserializer
                         string
                                                  from deserializer
brand
                         string
price
                                                  from deserializer
                         string
user id
                                                  from deserializer
                         string
user session
                                                  from deserializer
                         string
Time taken: 0.052 seconds, Fetched: 9 row(s)
```

To optimise we have created a table store\_partitioned. This table contains the partitioned version of the main table store. Here we have partitioned on date column.

Here we are inserting the data into the partitioned table we had created, basically we coppying data from main table as shown below and we can see it has successfully created the partitions.

```
nive> insert into store_partitioned partition(event_date)
   > select *, to date(event time) from store;
Query ID = hadoop_{20210703070301_{295c714d-1697-4fa3-b60e-a35a979ba383}
Launching Job 1 out of 1
Status: Running (Executing on YARN cluster with App id application 1625291994888 0007)
                              STATUS TOTAL COMPLETED RUNNING PENDING FAILED KILLED
       VERTICES
                   MODE
Map 1 ..... container SUCCEEDED 2
Reducer 2 ..... container
                          SUCCEEDED
Loading data to table ecommerce casestudy.store partitioned partition (event date=null)
Loaded: 61/61 partitions.
        Time taken to load dynamic partitions: 4.82 seconds
        Time taken for adding to write entity: 0.024 seconds
OK
_col0 _col1 _col2 _col3 _col4 _col5 _col6 _col7 _col8 _col9 
Time taken: 198.21 seconds
```

Describing the table

```
hive> describe store_partitioned;
OK
col name
                  data_type
                                     comment
event_time
event_type
product_id
                          timestamp
                           string
                           string
category id
                           string
category_code
                           string
brand
                           string
price
                           decimal(10,3)
user_id
user_session
event_date
                           bigint
                           string
                           date
# Partition Information
# col name
                           data type
                                                       comment
event date
                           date
Time taken: 0.134 seconds, Fetched: 15 row(s)
```

Displaying 7 rows of the table

```
nive> SELECT * FROM store partitioned LIMIT 7;
store partitioned.event time store partitioned.event type store partitioned.product id store partitioned.category id store partitioned.category code store partitioned.brand store
partitioned.price store partitioned.user id store partitioned.user session store partitioned.event date
NULL cart 5773203 1487580005134238553 runail 2.620 463240011 26dd6e6e-4dac-4778-8d2c-92e14
                                                                                             26dd6e6e-4dac-4778-8d2c-92e149dab885
                                                                                                                                         2019-10-01
                                                     runail 2.620 463240011
NULL cart 5773353 1487580005134238553
                                                                                             26dd6e6e-4dac-4778-8d2c-92e149dab885
                                                                                                                                         2019-10-01
                                                    runail 2.620 463240011
lovely 0.560 429681830
                                                                                             49e8d843-adf3-428b-a2c3-fe8bc6a307c9
      cart 5723490 1487580005134238553
cart 5881449 1487580013522845895
                                                                                             26dd6e6e-4dac-4778-8d2c-92e149dab885
                                                                                                                                        2019-10-01
MULL
                                                                                             49e8d843-adf3-428b-a2c3-fe8bc6a307c9
                                                                                                                                         2019-10-01
       cart 5857269 1487580005134238553
                                                                                              73dea1e7-664e-43f4-8b30-d32b9d5af04f
                                                                                                                                        2019-10-01
NULL
                                                                                             81326ac6-daa4-4f0a-b488-fd0956a78733 2019-10-01
Time taken: 0.432 seconds, Fetched: 7 row(s)
```

Now we will further optimise and create buckets on user id. As shown below we have successfully further clustered the data into 27 buckets and copied the data form the partitioned table.

#### Describing the table

```
hive> describe store bucket;
OK
col_name
                 data_type
                                  comment
event_time
event_type
                          timestamp
                         string
product id
                         string
category_id
                         string
category_code
                         strina
brand
                          string
                         decimal(10,3)
price
user_id
                         bigint
                         string
user_session
event date
                         date
Time taken: 0.029 seconds, Fetched: 10 row(s)
```

Displaying 7 rows of the table

```
nive> SELECT * FROM store bucket LIMIT 7;
store bucket.event time store bucket.event type store bucket.product id store bucket.category id
                                                                                                                         store bucket.brand
                                                                                           store bucket.category code
                                                                                                                                               store bucket.price
bucket.user id store bucket.user session store bucket.event date
fcd5c51f-87d3-49e1-b5a3-717d0095936e
                                                                                                                                2019-10-23

      565/910 1487580008145748965
      4.440 562991067

      5657910 1487580008145748965
      4.440 562991067

     remove from cart
                                                                                            fcd5c51f-87d3-49e1-b5a3-717d0095936e
                                                                                                                                2019-10-23
    view 5649207 1487580013581566154 concept 2.940 563363532
                                                                             038363d3-5c74-4e91-88e9-a1da43f13c4a 2019-10-23
     remove from cart 5705000 1487580008145748965 irisk 1.110 562991067 fcd5c51f-87d3-49el-b5a3-717d0095936e 2019-10-23
                                                                              793791d9-1d89-41b4-83f5-4ed92f0a0e87 2019-10-23
     view 5817161 1487580008800059394 masura 5.540 524435310
                                                                              29965673-bad3-4f03-ad2b-4a6be22d54d4 2019-10-23
                           5688826 1487580008145748965
     remove from cart
                                                                                            fcd5c51f-87d3-49e1-b5a3-717d0095936e 2019-10-23
ime taken: 0.149 seconds, Fetched: 7 row(s)
```

Now we are done with all the table creation, data loading, partitioning, and bucketing. Let's proceed further with our analysis. We have been given 8 questions to solve. So, let's go ahead and solve them.

# **VALUABLE INSIGHTS**

#### Q1: Find the total revenue generated due to purchases made in October?

❖ We have the total revenue which came out to be 1211538.430 \$ for the month of October.

#### Q2: Write a query to yield the total sum of purchases per month in a single output.

❖ We have found the total no. of products as well as the revenue generated for both the months. So, we found out that 245624 products sold and revenue is 1211538 for the month of October, 322417 products sold and revenue is 1531016 for the month of November.

# Q3: Write a query to find the change in revenue generated due to purchases from October to November?

Here we are trying to find how much change was observed in the revenue generated from October to November. We can see an increase of 319478 \$

```
WITH revenue change as
      SELECT sum(case when month(event date)=10 then price else 0 end) as Oct Sales,
                      sum(case when month(event_date)=11 then price else 0 end) as Nov_Sales
                       from store bucket
                       where event_type='purchase'
> SELECT Oct_Sales, Nov_sales, Nov_Sales - Oct_Sales as CHANGE_IN_REVENUE from revenue_change; Query ID = hadoop_20210704103351_8c0f1238-8959-4df2-8502-ac3796afd4ed
Launching Job 1 out of 1
Tez session was closed. Reopening...
Status: Running (Executing on YARN cluster with App id application 1625391434489 0005)
                                    STATUS TOTAL COMPLETED RUNNING PENDING FAILED KILLED
        VERTICES
                       MODE
Map 1 ..... container
                                 SUCCEEDED
                                 SUCCEEDED
Reducer 2 ..... container
                                               =>>] 100% ELAPSED TIME: 28.44 s
/ERTICES: 02/02 [=:
                                  change_in_revenue
                1531016.900
1211538.430
                                  319478.470
    taken: 37.737 seconds, Fetched: 1 row(s)
```

#### Q4: Find distinct categories of products. Categories with null category code can be ignored?

❖ We are just finding the unique categories of products here.

```
nive> select distinct category_code from store_bucket where category_codery ID = hadoop_20210703075511_00a6ba7b-b1b6-40b7-b1bb-973e47e55859
Total jobs = 1
Launching Job 1 out of 1
Status: Running (Executing on YARN cluster with App id application 1625291994888 0009)
          VERTICES
                                             STATUS TOTAL COMPLETED RUNNING PENDING FAILED KILLED
                             MODE
Map 1 ..... container Reducer 2 ..... container
                                         SUCCEEDED
OK
category_code
accessories.bag
appliances.personal.hair_cutter
sport.diving
apparel.glove
furniture.living_room.cabinet stationery.cartrige
accessories.cosmetic_bag
appliances.environment.air_conditioner
furniture.living room.chair
Time taken: 27.162 seconds, Fetched: 11 row(s)
```

#### Q5: Find the total number of products available under each category?

Here we are finding the how many products are there under each category

#### Q6: Which brand had the maximum sales in October and November combined?

So, we can see here the brand Runail had maximum sales in both the month October and November combined i.e., a total of 149297 \$ revenue generated.

```
hive> select brand, sum(price) as total sales from store bucket where event_type='purchase' and brand !='null' and brand !='' group by brand order by total_sales desc limit 1;

Query ID = hadoop_20210703080017_e3e3bb0f-8a2f-4cff-a8df-bf310ad9365c

Total jobs = 1

Launching Job 1 out of 1

Status: Running (Executing on YARN cluster with App id application_1625291994888_0009)

VERTICES MODE STATUS TOTAL COMPLETED RUNNING PENDING FAILED KILLED

Map 1 ...... container SUCCEEDED 6 6 0 0 0 0

Reducer 2 .... container SUCCEEDED 2 2 0 0 0 0

Reducer 3 .... container SUCCEEDED 1 1 0 0 0 0

VERTICES: 03/03 [=======>>] 100% ELAPSED TIME: 25.10 s

OK

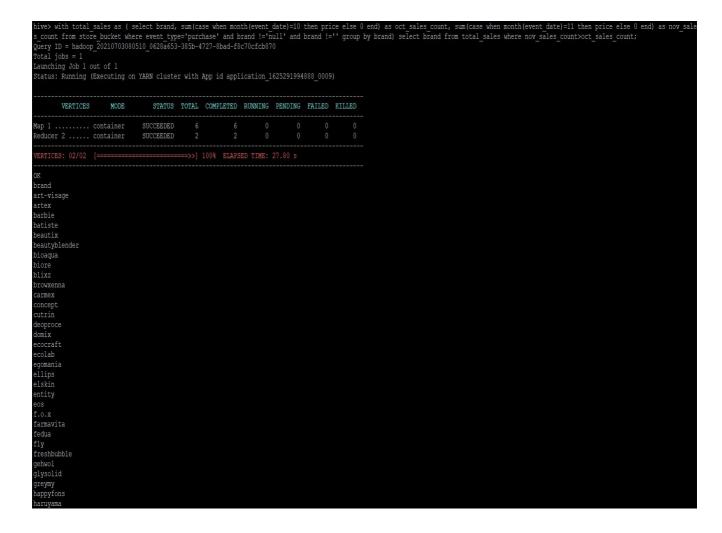
brand total_sales

runail 148297.940

Time taken: 25.758 seconds, Fetched: 1 row(s)
```

#### Q7: Which brands increased their sales from October to November?

Here is the list of brands that increased their sales from October to November i.e., a total of 160 brands have increased the revenue.



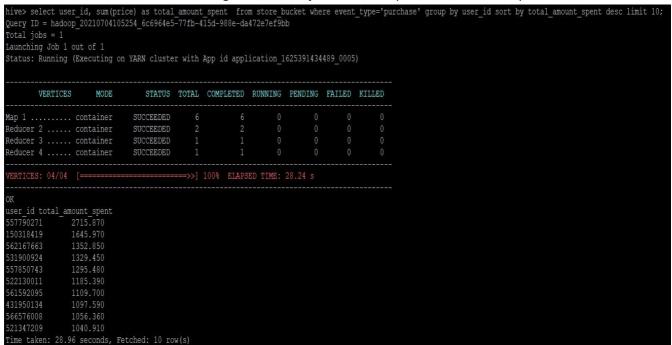
```
helloganic
inm
insight
insight
jaguar
joico
beauty-free
Joico
Joico
beauty-free
Joico
Joic
```

- Q8: Your Company wants to reward the top 10 users of its website with a Golden Customer plan. Write a query to generate a list of top 10 users who spend the most?
  - So, here is the list of top 10 users who have spent the most.

- Now, if you notice here the execution time is 58 seconds. Which is too high, let's optimise and reduce this.
- So as you can see below we executed the same query on the partitioned table (store\_partitioned) which we had created earlier. So, the query execution time has reduce to 31 seconds which is a drastic change.

```
hive> select user_id, sum(price) as total_amount_spent from store_partitioned where event_type='purchase' group by user_id sort by total_amount_spent desc limit 1
Query ID = hadoop_20210704105201_9da57b92-9da1-45af-96ed-b22d6c2cf3e0
Total jobs = 1
Launching Job 1 out of 1
Status: Running (Executing on YARN cluster with App id application_1625391434489_0005)
        VERTICES
                                     STATUS TOTAL COMPLETED RUNNING PENDING FAILED KILLED
                        MODE
Map 1 ..... container
 ERTICES: 04/04 [=====
 ser_id total_amount_spent
557790271
150318419
                 2715.870
1645.970
                  1352.850
                  1329.450
                  1109.700
                  1097.590
                  1056.360
```

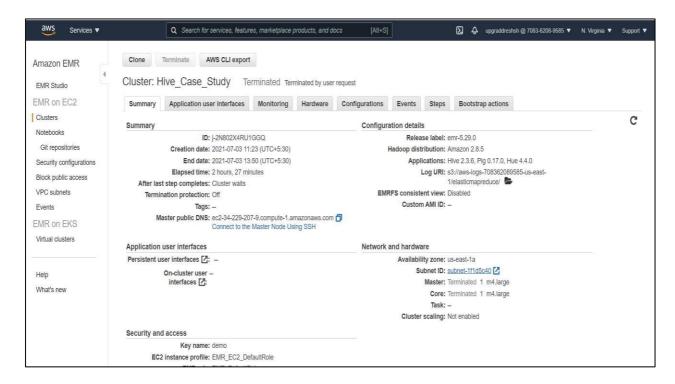
• We further tried to optimise it by executing the same query but on the bucketed table (store\_bucket) we had created. So, you can see the execution time has further reduced to 28 seconds. Not much of a change but still the job has been optimised as much as possible.



Now since all our work is done and the analysis is complete let's go ahead and drop the database and data associated to it.

```
hive> DROP DATABASE if exists ecommerce casestudy cascade;
Time taken: 0.87 seconds
hive> show databases;
OK
database name
default
Time taken: 0.024 seconds, Fetched: 1 row(s)
hive> exit;
[hadoop@ip-172-31-35-109 ~]$ hadoop fs -ls /tmp/studydirectory/
ls: `/tmp/studydirectory/': No such file or directory
[hadoop@ip-172-31-35-109 ~]$ hadoop fs -ls /tmp/
Found 2 items
drwxrwxrwx
                                      0 2021-07-03 05:58 /tmp/hadoop-yarn
             - mapred mapred
             - hive
                                      0 2021-07-03 06:16 /tmp/hive
drwx-wx-wx
                     hadoop
[hadoop@ip-172-31-35-109 ~]$
```

- So, as you can see above the data base was dropped. Also, we checked the HDFS the files have also been deleted and the directory as well.
- So now let's go ahead and terminate the cluster as our analysis is complete.



❖ As you can see the cluster has been terminated.

#### **THE END**