

## Write up of Findings for Relax Challenge

The user engagement file was used to determine user\_id whom fulfilled the criteria for adopted user. Those users were mapped onto the users dataframe. For feature engineering, month and year of the creation time was mapped to two new features. Null values in invited\_by\_user\_id were mapped to not\_invited column as Boolean values. Same method was conducted for last\_session\_creation\_time to never\_on column. It was found that 13.6% of users are adopted users.

The heatmap based on the Kendall correlation was performed (fig1). Kendall in general do perform well on data with ranks. The data generally shows weak correlation between feature variable and the target variable ('adopt'). However, 'never on' shows some correlation to 'adopt' at 0.24. Year and org\_id shows very weak correlation at -0.082 and 0.064 respectively. It should be noted that org\_id is randomized number for organization that user belongs to and may not play a role. A more thorough examination of the 400+ organizations and its relationship with adopted users should be done to establish relationship.

The dataframe was then grouped by 'creation\_source' and 'adopt' features and counted. Count values were normalized using the percent of adopted user and unadopted users to get a relative count. The bar graph of the relative count and its relationship to creation source and adopted users are shown (fig2). Fundamentally for some creation source, it proves to show little correlation like ORG\_INVITE but people that signs up based on PERSONAL\_PROJECTS, tends to not adopt the product

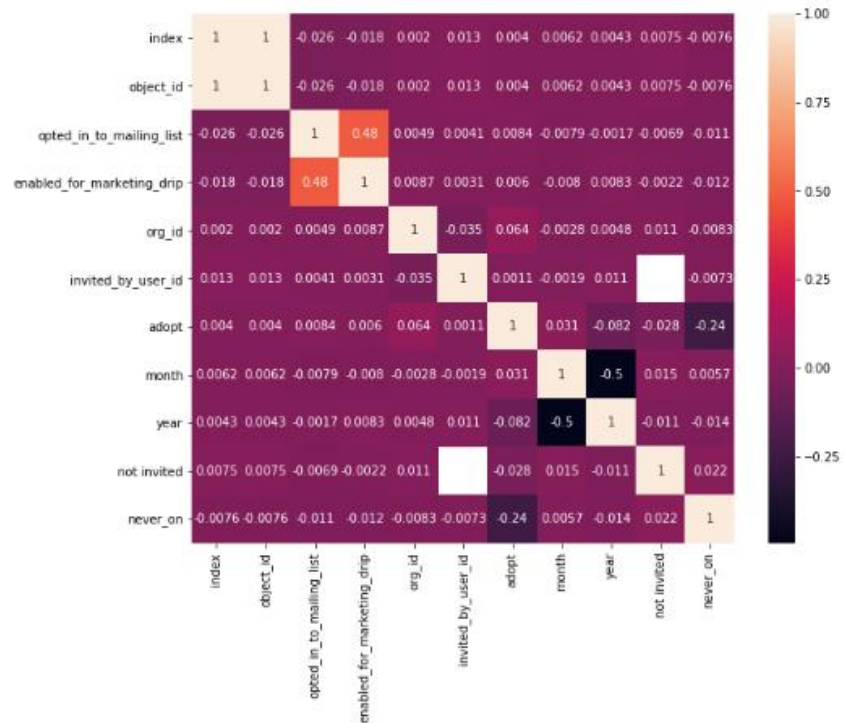


Figure 1: Heatmap based on Kendall Correlation

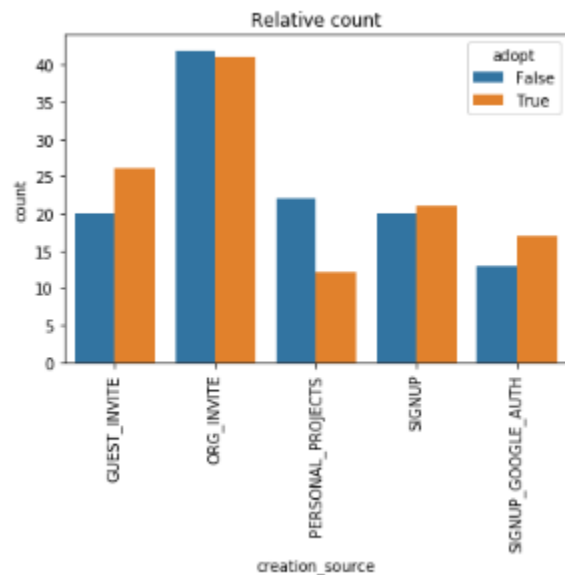


Figure 2: Bar Plot of Relative Count of Creation Source grouped by Adopted