

BELLABEAT

**Presented by
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Analyze user behavior and identify what are the trends in smart device usage. The insight gained will help Bellabeat to understand how customers are using one of its wellness products and how the company can improve their marketing strategies and product features based on these patterns.

Calories Burned

Weight (Kg)

1- Removed zeros and missing values to ensure accurate averages.

3- Created a “people table” with average calories, average sleep hours, and average weight per user.

| A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | T | U | V | W |
|----|-----------|---------------|----------------------|-------------|----------------|-------------------|------------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 1 | Accession | Date of Birth | Community | Total Reads | Total Variants | Transcript Counts | Log2(TPM) | Log2(RPK) | Log2(FPK) | Log2(TPM) | Log2(RPK) | Log2(FPK) | Log2(TPM) | Log2(RPK) | Log2(FPK) | Log2(TPM) | Log2(RPK) | Log2(FPK) | Log2(TPM) | Log2(RPK) | Log2(FPK) | Log2(TPM) |
| 1 | 153396306 | 04-12-2016 | 153396306_04-12-2016 | 1162 | 8.5 | 8.5 | 0.18799999 | 6.55000119 | 6.55000193 | 0 | 25 | 13 | 535 | 728 | 1983 | | 327 | 345 | 1805 | | | |
| 2 | 153396306 | 04-13-2016 | 153396306_04-13-2016 | 1075 | 6.89999979 | 6.89999979 | 0.57500002 | 6.89999978 | 6.71000038 | 0 | 21 | 19 | 217 | 778 | 1787 | | 384 | 407 | 1797 | | | |
| 3 | 153396306 | 04-14-2016 | 153396306_04-14-2016 | 1460 | 8.73999971 | 8.73999971 | 0.44000001 | 8.73999971 | 8.45000029 | 0 | 18 | 17 | 181 | 729 | 1611 | | 357 | 381 | 1716 | | | |
| 4 | 153396306 | 04-15-2016 | 153396306_04-15-2016 | 9762 | 6.28000021 | 6.28000021 | 0.24000015 | 6.28000019 | 6.28999981 | 0 | 29 | 34 | 290 | 726 | 1743 | | 412 | 442 | 1743 | | | |
| 5 | 153396306 | 04-16-2016 | 153396306_04-16-2016 | 1266 | 6.15999987 | 6.15999987 | 0.71000038 | 6.49999984 | 6.33999982 | 0 | 36 | 10 | 221 | 773 | 1865 | | 330 | 367 | 1865 | | | |
| 6 | 153396306 | 04-17-2016 | 153396306_04-17-2016 | 9375 | 6.48000018 | 6.48000018 | 0.50000000 | 6.48000018 | 6.77999974 | 0 | 24 | 19 | 146 | 790 | 1712 | | 392 | 412 | 1712 | | | |
| 7 | 153396306 | 04-18-2016 | 153396306_04-18-2016 | 1120 | 6.59000103 | 6.59000103 | 0.32 | 6.63999987 | 6.71000038 | 0 | 42 | 16 | 233 | 1149 | 1601 | | | | 1601 | | | |
| 8 | 153396306 | 04-19-2016 | 153396306_04-19-2016 | 1026 | 6.80000000 | 6.80000000 | 0.20000000 | 6.80000000 | 6.80000000 | 0 | 20 | 19 | 181 | 729 | 1611 | | 357 | 381 | 1716 | | | |
| 9 | 153396306 | 04-20-2016 | 153396306_04-20-2016 | 1054 | 6.87999985 | 6.87999985 | 0.96000000 | 6.47999983 | 6.23999971 | 0 | 25 | 12 | 205 | 618 | 1786 | | | | 1786 | | | |
| 10 | 153396306 | 04-21-2016 | 153396306_04-21-2016 | 8519 | 6.34000113 | 6.34000113 | 0.34000003 | 6.34999984 | 6.65000006 | 0 | 19 | 8 | 211 | 838 | 1738 | | 325 | 364 | 1778 | | | |
| 11 | 153396306 | 04-22-2016 | 153396306_04-22-2016 | 1278 | 6.13000116 | 6.13000116 | 0.20000000 | 6.13000116 | 6.13000116 | 0 | 21 | 19 | 181 | 729 | 1611 | | 357 | 381 | 1716 | | | |
| 12 | 153396306 | 04-23-2016 | 153396306_04-23-2016 | 14371 | 6.03999992 | 6.03999992 | 0.34000003 | 6.34999984 | 6.36000114 | 0 | 41 | 21 | 267 | 752 | 1949 | | 361 | 384 | 1949 | | | |
| 13 | 153396306 | 04-24-2016 | 153396306_04-24-2016 | 10339 | 6.45999987 | 6.45999987 | 0.92000018 | 6.29999934 | 6.27999971 | 0 | 34 | 5 | 238 | 709 | 1780 | | 430 | 449 | 1780 | | | |
| 14 | 153396306 | 04-25-2016 | 153396306_04-25-2016 | 1535 | 6.30000191 | 6.30000191 | 0.20000000 | 6.30000191 | 6.46000002 | 0 | 23 | 19 | 181 | 729 | 1611 | | 357 | 381 | 1716 | | | |
| 15 | 153396306 | 04-26-2016 | 153396306_04-26-2016 | 12758 | 6.78999982 | 6.78999982 | 0.32999924 | 6.82000167 | 6.53999982 | 0 | 31 | 23 | 279 | 833 | 1907 | | 415 | 444 | 1907 | | | |
| 16 | 153396306 | 04-27-2016 | 153396306_04-27-2016 | 9134 | 6.27000004 | 6.27000004 | 0.60000000 | 6.40999984 | 6.40999987 | 0 | 28 | 11 | 243 | 1108 | 2158 | | | | 2158 | | | |
| 17 | 153396306 | 04-28-2016 | 153396306_04-28-2016 | 11 | | | | | | | | | | | | | | | | | | |

+ = **Activity** ▾ Calories ▾ Weight ▾ Sleep ▾

1. *Journal of Management Studies*, 1996, 33, 1, 1-14.

Analysis Summary

After cleaning the data, the following analyses were performed:

- Calculated average calories burned per user.
- Calculated average total hours of sleep per user.
- Calculated average weight per user.
- Observed general trends and patterns across users.
- I used a scatter plot between calories and hours of sleep and the same with calories and weight(kg) revealed that most users burned between 2000 and 4000 calories per day and slept between 2.8 and 3.5 hours on average. The points were highly clustered, indicating no strong correlation similarly between weight and calories burned.
- The results might be influenced by limitations in the data set like the amount of participants were not enough, short tracking period and a lot of missing data specially for sleep and weight. While no correlation was observed, this analysis highlights the importance of collecting more comprehensive and diverse user data

| DateCleaned | AVERAGE of WeightKg_Cleaned |
|-------------|-----------------------------|
| 04-12-2016 | 4.49 |
| 04-13-2016 | 8.50 |
| 04-14-2016 | 4.43 |
| 04-15-2016 | 1.86 |
| 04-16-2016 | 4.61 |
| 04-17-2016 | 7.02 |
| 04-18-2016 | 6.77 |
| 04-19-2016 | 4.58 |
| 04-20-2016 | 4.58 |
| 04-21-2016 | 6.33 |
| 04-22-2016 | 1.92 |
| 04-23-2016 | 4.59 |
| 04-24-2016 | 4.59 |
| 04-25-2016 | 6.79 |
| 04-26-2016 | 2.66 |
| 04-27-2016 | 4.58 |
| 04-28-2016 | 4.57 |
| 04-29-2016 | 4.57 |
| 04-30-2016 | 4.73 |
| 05-01-2016 | 7.23 |
| 05-02-2016 | 6.32 |
| 05-03-2016 | 6.84 |
| 05-04-2016 | 7.51 |
| 05-05-2016 | 2.11 |
| 05-06-2016 | 5.05 |
| 05-07-2016 | 2.11 |
| 05-08-2016 | 5.43 |
| 05-09-2016 | 8.04 |
| 05-10-2016 | 2.39 |
| 05-11-2016 | 6.14 |
| 05-12-2016 | 9.68 |
| Grand Total | 5.13 |

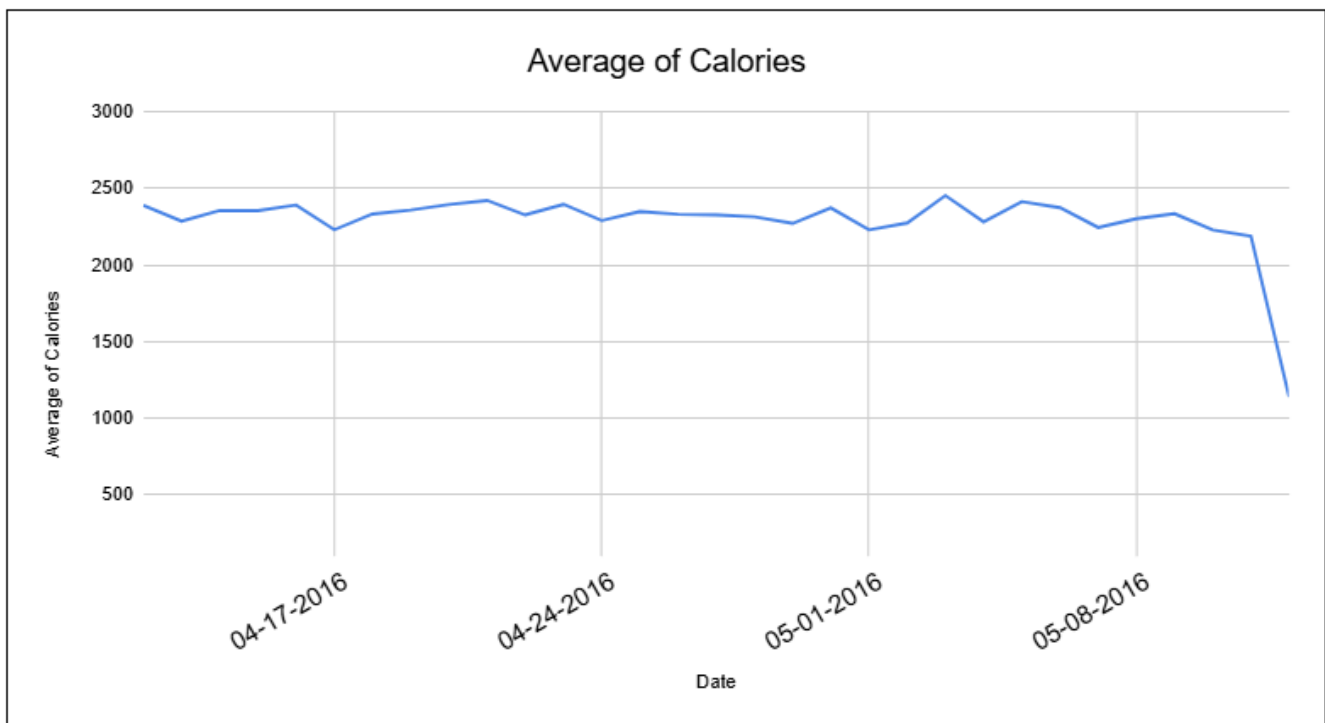
| DateCleaned | AVERAGE of TotalHoursAsleep |
|-------------|-----------------------------|
| 04-12-2016 | 2.90 |
| 04-13-2016 | 3.04 |
| 04-14-2016 | 2.92 |
| 04-15-2016 | 3.67 |
| 04-16-2016 | 2.86 |
| 04-17-2016 | 2.90 |
| 04-18-2016 | 2.19 |
| 04-19-2016 | 2.98 |
| 04-20-2016 | 3.49 |
| 04-21-2016 | 2.94 |
| 04-22-2016 | 2.66 |
| 04-23-2016 | 3.36 |
| 04-24-2016 | 3.30 |
| 04-25-2016 | 2.48 |
| 04-26-2016 | 2.69 |
| 04-27-2016 | 3.12 |
| 04-28-2016 | 3.32 |
| 04-29-2016 | 3.02 |
| 04-30-2016 | 3.58 |
| 05-01-2016 | 3.78 |
| 05-02-2016 | 3.31 |
| 05-03-2016 | 2.74 |
| 05-04-2016 | 2.97 |
| 05-05-2016 | 2.49 |
| 05-06-2016 | 2.84 |
| 05-07-2016 | 3.03 |
| 05-08-2016 | 3.83 |
| 05-09-2016 | 2.83 |
| 05-10-2016 | 3.13 |
| 05-11-2016 | 3.35 |
| 05-12-2016 | 2.81 |
| Grand Total | 3.05 |

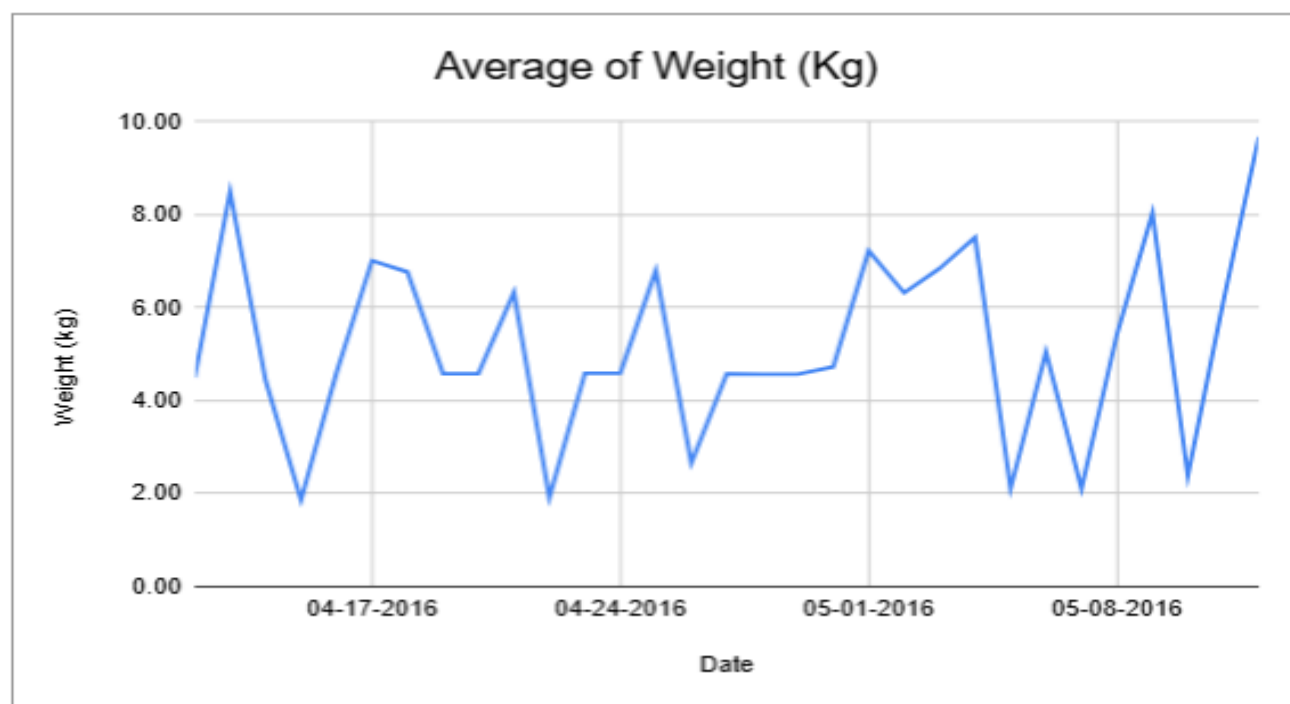
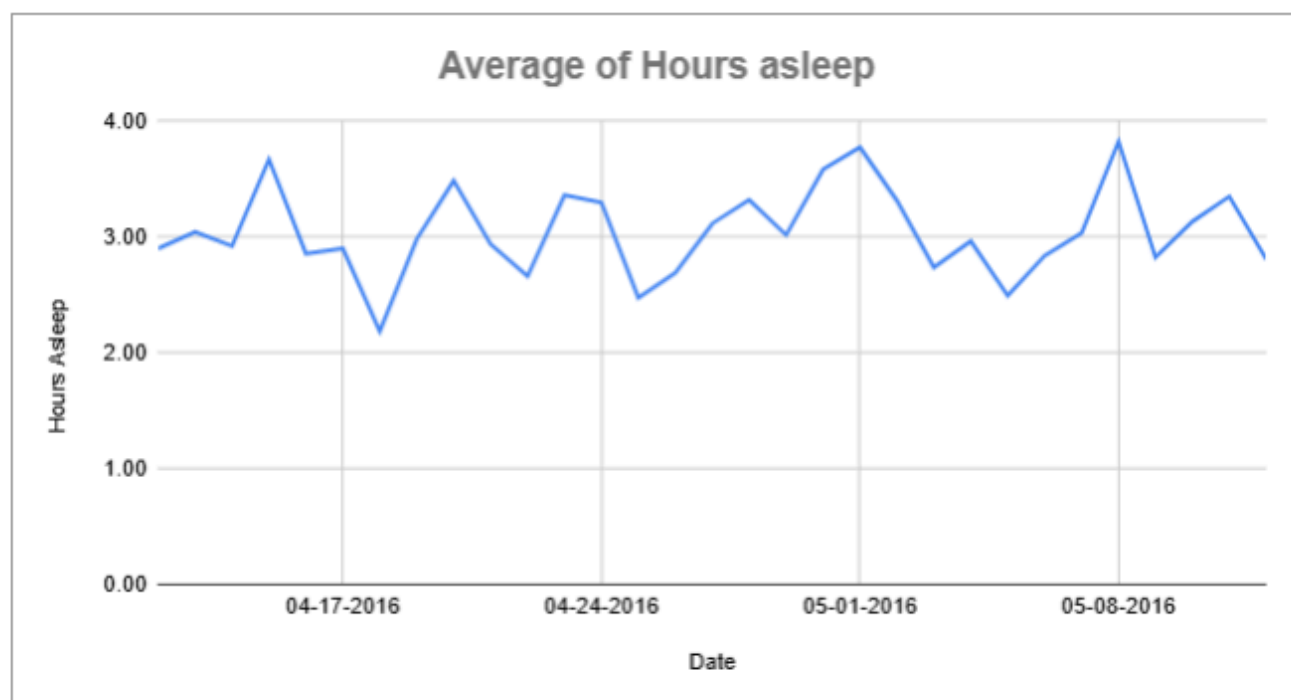
| DateCleaned | AVERAGE of Calories |
|-------------|---------------------|
| 04-12-2016 | 2390.69697 |
| 04-13-2016 | 2286.636364 |
| 04-14-2016 | 2356.393939 |
| 04-15-2016 | 2355.181818 |
| 04-16-2016 | 2392.9375 |
| 04-17-2016 | 2230.96875 |
| 04-18-2016 | 2333.375 |
| 04-19-2016 | 2359.09375 |
| 04-20-2016 | 2395.21875 |
| 04-21-2016 | 2421.875 |
| 04-22-2016 | 2327.65625 |
| 04-23-2016 | 2397.15625 |
| 04-24-2016 | 2291.4375 |
| 04-25-2016 | 2349.5625 |
| 04-26-2016 | 2331.375 |
| 04-27-2016 | 2328.5625 |
| 04-28-2016 | 2316.0625 |
| 04-29-2016 | 2272.5625 |
| 04-30-2016 | 2373.935484 |
| 05-01-2016 | 2230.433333 |
| 05-02-2016 | 2275.448276 |
| 05-03-2016 | 2453.896552 |
| 05-04-2016 | 2283.137931 |
| 05-05-2016 | 2415.068966 |
| 05-06-2016 | 2375.068966 |
| 05-07-2016 | 2246.241379 |
| 05-08-2016 | 2303.444444 |
| 05-09-2016 | 2335.666667 |
| 05-10-2016 | 2229.346154 |
| 05-11-2016 | 2190.083333 |
| 05-12-2016 | 1139.285714 |
| Grand Total | 2303.609574 |

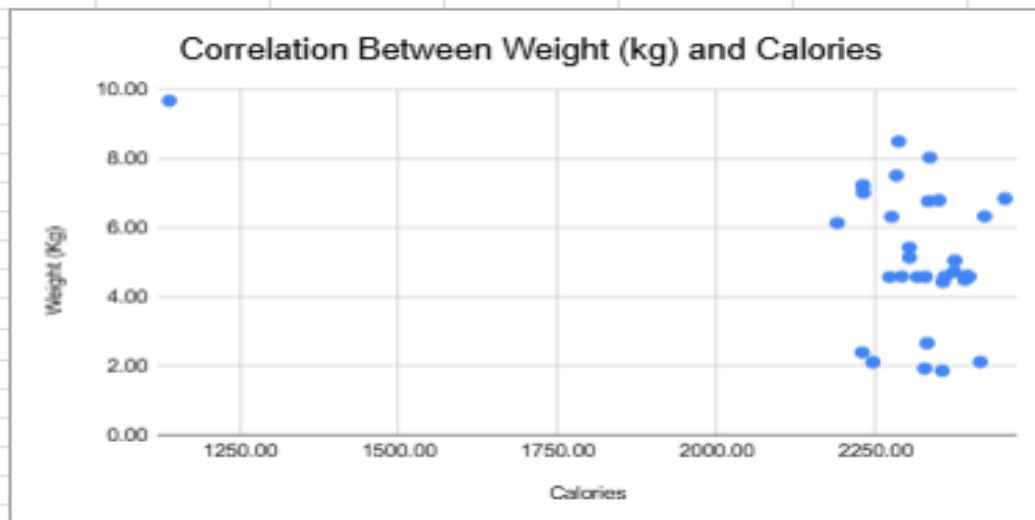
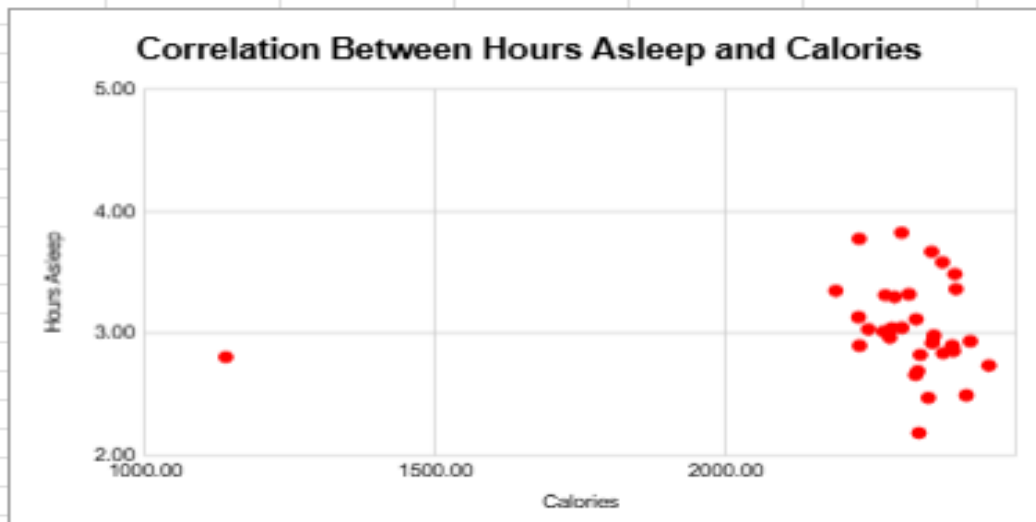
Visualizations

Visual charts were created to help stakeholders quickly understand the data trends:

1. Average Calories per User – Bar chart showing calories burned across users.
2. Average Sleep Hours per User – Bar chart showing trends in sleep duration.
3. Average Weight per User – Bar chart showing weight distribution.
4. Scatter Plots – To illustrate relationships between sleep and weight, or calories and sleep.







8. Key Findings

- Sleep: Average sleep hours are lower than recommended, suggesting users may benefit from reminders or tips for better sleep habits, Users may be benefits from: bed time reminders, relaxation routines.
- Calories: Calories burned fluctuate daily, but averages are generally consistent across users.
- Weight: Weight remains mostly stable with minor variations, users either did not track weight frequently or the dataset contains incomplete or abbreviated weight information.
- Correlation: Weak correlation observed between calories, sleep, and weight.

Sleep and Calories: Users who sleep longer tend to burn slightly more calories the next day, indicating a weak but meaningful relationship between rest and activity levels.

Weight and calories: No strong correlation was detected, suggesting that weight data may be insufficient or recorded inconsistently.

Sleep and Weight: No meaningful relationship observed, likely due to limited weight entries.

9. Recommendations for Bellabeat product

Based on the observed trends, the following recommendations are proposed for the Bellabeat product:

1. Sleep Tracking: Provide users with reminders or tips to improve sleep duration.
2. Calories & Activity Engagement: Encourage wellness challenges and activity streaks based on calories burned trends.
3. Weight Monitoring: Display personalized insights on the app dashboard to help users track progress like weekly weight-insights summaries.
4. Marketing Strategies: Use insights on sleep and activity patterns to create targeted campaigns for engagement and retention

Conclusion & Next Steps

This analysis highlights general user behavior trends from non-Bellabeat smart device users. By applying these insights to the Bellabeat product, the company can enhance user engagement, improve product features, and inform marketing campaigns.

Next Steps:

- Include additional metrics, such as activity level and total time in bed, for a more comprehensive analysis.
- Explore longer periods of data to identify seasonal or long-term trends.
- Test recommendations with actual Bellabeat users to validate insights.

