

# **Luxury Beauty**

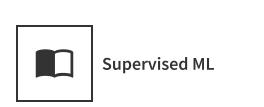






## Agenda







NLP: High | Low Rating Prediction





NMF: Semantic Product Analysis



**Business Use Cases** 

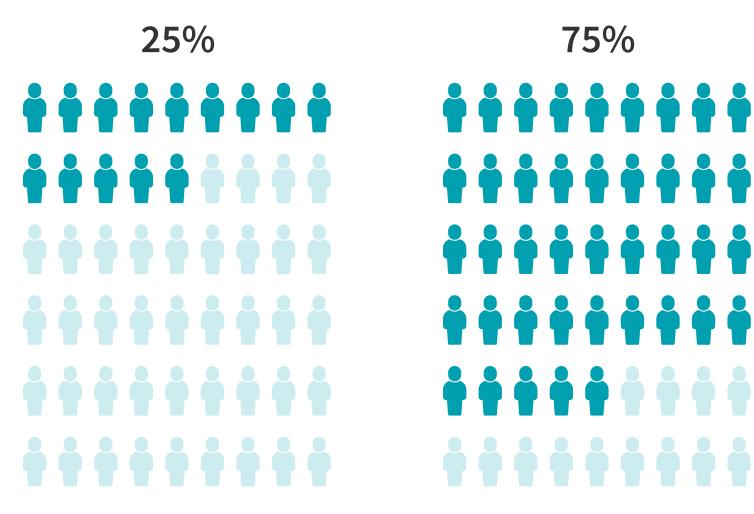
# **Data Overview**

### **Data Overview**

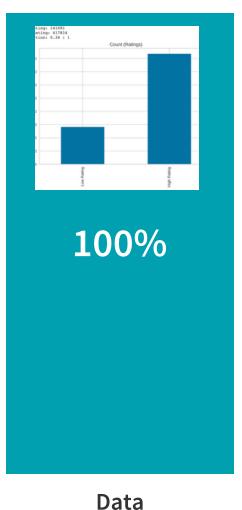


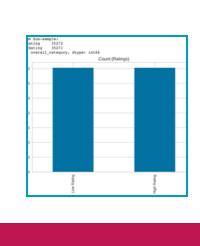
# NLP: High | Low Rating Prediction

### Ratings Distribution (558,924 Reviews)

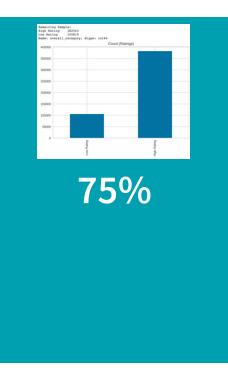


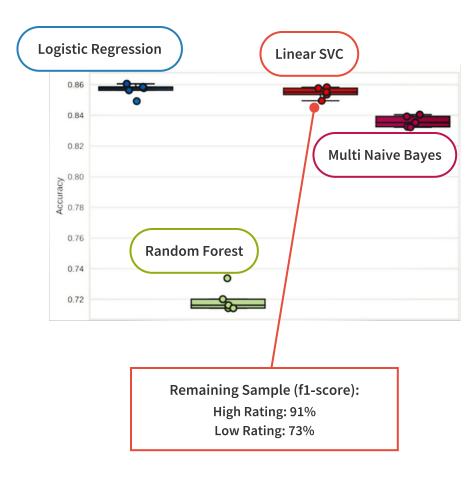
### NLP: High | Low Rating Prediction





25%





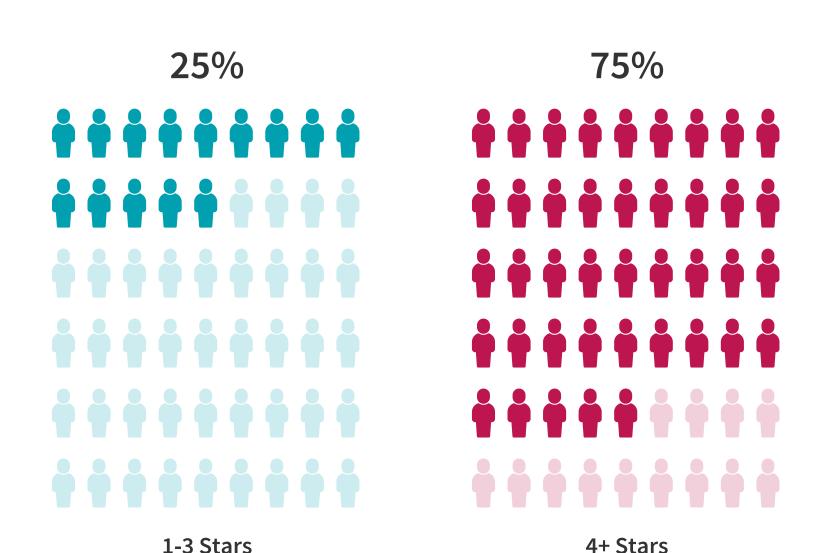
Subsample

**Remaining Sample** 

# NMF: Semantic Product Analysis

### High Ratings (417,834 Reviews)





### NMF Components: High Rating Groupings

#### 1 Product Feels Great

['stuff great', 'great good', 'feels', 'great stuff', 'great works', 'great price', 'feels great', 'great great', 'works great', 'great']

#### Best Product

['owned', 'best far', 'best best', 'best price', 'best stuff', 'best market', 'far best', 'far', 'market', 'best']

#### **3** Excellent Quality

['excellent works', 'excellent excellent', 'excellent quality', 'excellent service', 'delivery', 'quality', 'excellent great', 'service', 'excellent price', 'excellent']

#### 4 Amazing Product

['great amazing', 'absolutely amazing', 'absolutely', 'feels', 'amazing great', 'amazing works', 'feels amazing', 'works amazing', 'stuff amazing', 'amazing']

#### (5) Family Loves Product

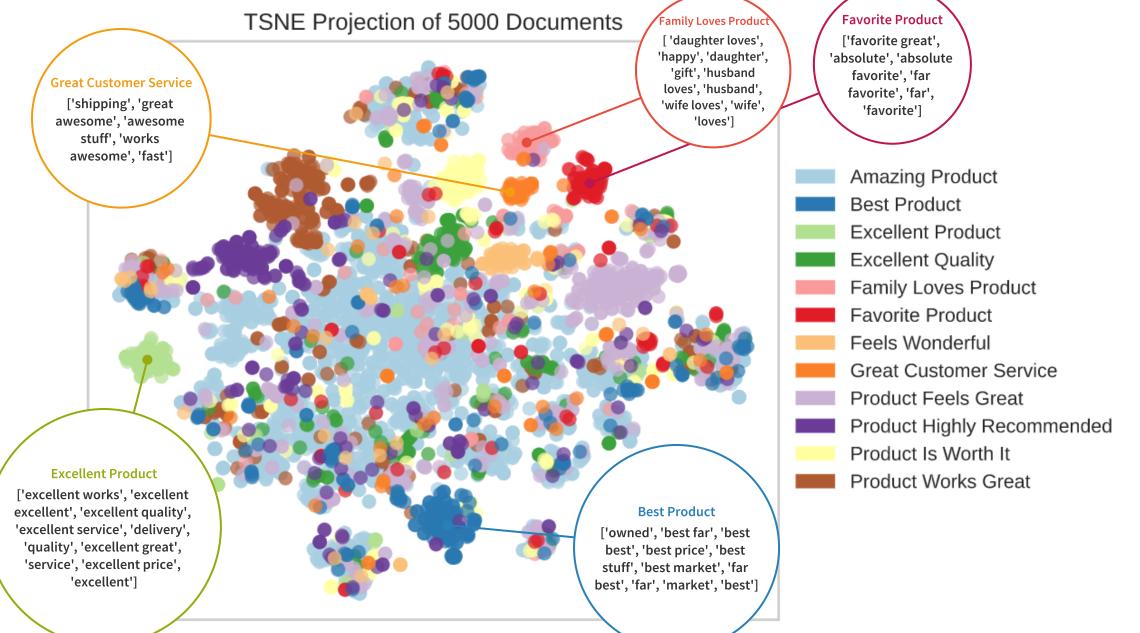
['loved', 'daughter loves', 'happy', 'daughter', 'gift', 'husband loves', 'husband', 'wife loves', 'wife', 'loves']

#### 6 Product Highly Recommended

['recommend highly', 'great recommend', 'definitely', 'highly recommended', 'recommended', 'definitely recommend', 'great highly', 'highly recommend', 'highly', 'recommend']

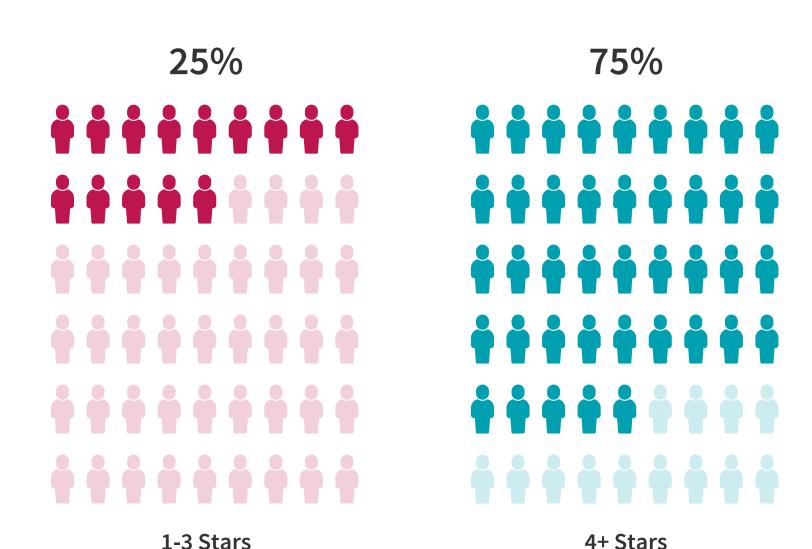
#### **7** Great Customer Service

['fast shipping', 'price great', 'great great', 'shipping', 'worth price', 'worth', 'fast', 'good price', 'great price', 'price']



### Low Ratings (141,091 Reviews)





### NMF Components: Low Rating Groupings

1 Decent Product

['ok great', 'expensive', 'ok good', 'ok doesn', 'ok didn', 'ok better', 'better', 'works ok', 'works', 'ok']

(2) Product Does Not Work

['didn results', 'care', 'didn care', 'notice', 'help', 'didn help', 'didn difference', 'didn notice', 'didn work', 'didn']

Complete Waste of Money

['absolutely', 'worth money', 'complete', 'save', 'save money', 'complete waste', 'work waste', 'waste money', 'money', 'waste']

4 Product Does Not Last

['doesn cover', 'great doesn', 'good doesn', 'doesn good', 'hold', 'doesn hold', 'stay', 'doesn stay', 'doesn work', 'doesn']

**5** Product Broke

['leaked', 'opened', 'seal broken', 'package', 'return', 'seal', 'item broken', 'item', 'box', 'broken']

**6** Product Seems Fake

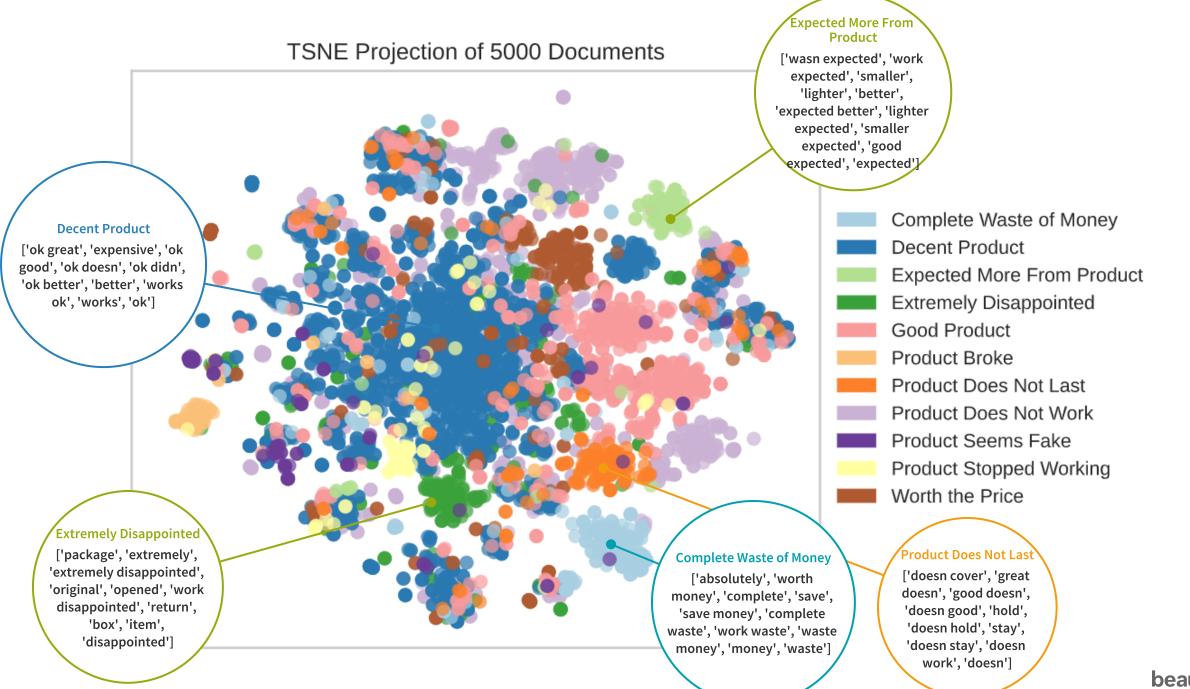
['believe fake', 'item', 'thing', 'label', 'authentic', 'beware', 'fake fake', 'original', 'different', 'fake']

(7) Expected More From Product

['wasn expected', 'work expected', 'smaller', 'lighter', 'better', 'expected better', 'lighter expected', 'smaller expected', 'good expected', 'expected']

**8** Extremely Disappointed

['package', 'extremely', 'extremely disappointed', 'original', 'opened', 'work disappointed', 'return', 'box', 'item', 'disappointed']



# **Business Use Case**

### NLP: High | Low Rating Prediction



"I love this... and more importantly they have beautiful colors. I'm getting more. I bought 2 previous to this but they weren't delivered so I sent this one to my office and voila!"

Classification: High Rating





"I do not understand the positive reviews... so clumpy and streaky and weird. its the least nice... and one of the most expensive."

Classification: Low Rating

 Sentiment Analysis for sites without ratings such as twitter

### **Product Analysis**

(1)

"The polish does not cover well... not matter what you do. Don't Spend your money on this."

Classification: Complete Waste of Money

**(2**)

"I had high hopes for this product. Unfortunately..."

Classification: Product Does Not Work

3

"I like the dark blue color. However even with a base coat it left a dark stain on my nails..."

Classification: Decent Product

4

"Sorta thin but works as expected for the price"

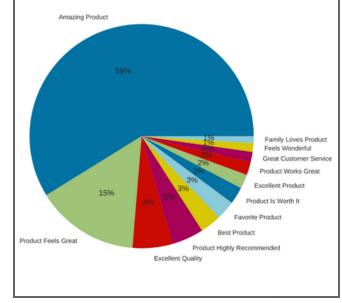
Classification: Product Is Worth It

**(5)** 

"wife loves this brand"

Classification: Family Loves Product





#### CND Vinylux Weekly Nail Polish .5 oz

4.1 Stars

\$10.50

