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title: "BA501HW_Xiangyu_Zeng"  
output: html_document  
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```

```
``{r setup, include=FALSE}  
knitr::opts_chunk$set(echo = TRUE)  
``
```

```
``{r}  
#Load packages that will be used later  
library(data.table)  
library(sqldf)  
library(dplyr)  
library(glmnet)  
library(caTools)  
library(ROCR)
```

```
#Read in the data ; I shorten the name as to be more concise  
customer<-fread("customer_table.csv")  
orders<- fread("order_table.csv")  
product<- fread("product_table.csv")  
category<- fread("category_table.csv")
```

```
##### to change from scientific notation to the actual number  
customer[,customer_id := as.character(customer$customer_id)]  
orders[,customer_id := as.character(orders$customer_id)]  
orders[,order_id := as.character(orders$order_id)]  
orders[,product_id := as.character(orders$product_id)]  
product[,product_id := as.character(product$product_id)]
```

```
...
```

```
``{r}  
#1.Select out customers in the customer table who  
#only made one purchase before 2016/12/22  
#I use filter function to select those customers,  
#mutate to add the new variables to the results
```

```
before = filter(order_table,order_date<20161222)  
purchase = mutate(group_by(before,customer_id),count=n())
```

```
onepurchase = filter(purchase,count==1)
```

```
#The head of the results
```

```
head(onepurchase)
```

```
...
```

```
``{r}
```

```
#1.
```

```
#Select customers who made only one purchase before 2016/12/22;
```

```
onepurchase<-orders %>%
```

```
  filter(order_date<20161222,order_amount>0) %>%
```

```
  group_by(customer_id) %>%
```

```
  mutate(count=n()) %>%
```

```
  filter(count==1)
```

```
#The head of the results
```

```
head(onepurchase)
```

```
...
```

```
``{r}
```

```
#2. For users in step 1, select users who did not purchase
```

```
#anything from 2016/12/12 and 2017/02/22
```

```
#aka elect users go dormant for 3 months in onepurchase
```

```
#Base on experiences from the previous homework, run sql
```

```
#code in r, where I make left joins between the two tables
```

```
#to choose the targeted dormant customer group.
```

```
dormant<-sqldf("select b.customer_id,b.product_id,b.order_amount  
  from onepurchase b
```

```
  left join orders o on o.customer_id=b.customer_id
```

```
  and o.order_date>=20161222
```

```
  and o.order_date<20170222
```

```
  where o.customer_id is NULL")
```

```
#The head of the results
```

```
head(dormant)
```

```
...
```

```
``{r}
```

```
#2. double check
```

```
#Select users go dormant for 3 months in onepurchase;
```

```
is_buyer<-orders %>%
```

```
  filter(order_date>=20161222,order_date<20170222,order_amount>0) %>%
```

```

      group_by(customer_id) %>%
      summarise(sum(order_amount))
dormant<-onepurchase[!(onepurchase$customer_id %in% is_buyer$customer_id),]

```

```

#The head of the results
head(dormant)

```

```

...

```

```

```{r}
#3.For users in step2, if they purchase anything between 2017
#02/22 amd 2017/05/22
#Flag users who come back as 1
back = sqldf("select distinct d.customer_id,d.product_id,d.order_amount
 from dormant d
 join orders o on o.customer_id=d.customer_id
 where d.order_date>=20170222 AND d.order_date<=20170522")
back$back = 1

```

```

#Flag users who do not come back as 0
notback = sqldf("select d.customer_id,d.product_id,d.order_amount
 from dormant d
 left join orders o on o.customer_id=d.customer_id
 and d.order_date>=20170222 and d.order_date<=20170522
 where o.customer_id is NULL")
notback$back = 0

```

```

sample = rbind(back,notback)
#The head of the results
head(sample)

```

```

...

```

```

```{r}
#4.Run a logistic regression using the rest of customer
#features in the customer table, plus anything related to
#their orders before 2016/12/22, including order amount,
#product they purchased, category they purchased.
#a. You have to remove the character type features
#(unless you know how to deal with them), as logistic
#regression could only run a numeric value
#b. You have to deal with missing values (users whose

```

```
#features have 'NA'. For now you could just simply  
#remove those customers
```

```
#Fill in features  
sample_features<-inner_join(sample,customer,by="customer_id")
```

```
#handle characters  
sample_features$country<-as.numeric(as.factor(sample_features$country))  
sample_features$gender<-as.numeric(as.factor(sample_features$gender))  
sample_features<-sample_features[,-c(1,11,12,16,117)]
```

```
#Delete NAs  
data<-sample_features[complete.cases(sample_features),]
```

```
#Prepare datasets  
set.seed(1234)  
split<-sample.split(data$back, SplitRatio = 0.6)  
train<-subset(data, split == TRUE)  
test<-subset(data, split == FALSE)
```

```
#logistic regression  
model<-glm(back~.,family=binomial, train)  
summary(model)
```