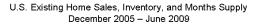
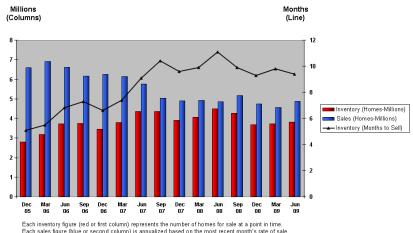
Data Mining Overview

Descriptive Analytics

- Aims to answer "What happened?"
- Goal is to provide insight into the past
- Uses data aggregation and data mining to make past data interpretable
- The vast majority of the statistics we use fall into this category



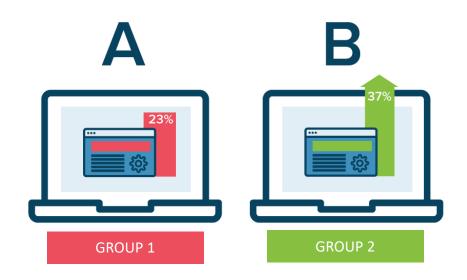


Each sales ligure (blue or second column) is annualized based on the most recent month's rate of sale.
The inventory months to sell (black line) is how many months it would take to sell the existing inventory most recent sales rate

Source Data: National Association of Realtors (NAR)

Diagnostic Analytics

- Aims to answer "Why did it happen?"
- Goal is to obtain in-depth insight to a particular problem
- Uses similar techniques as descriptive analytics, but involves measuring historical data against other data
- Many *comparison* studies fall into this category



But...be very careful about drawing ANY conclusions on cause-and-effect relationships!

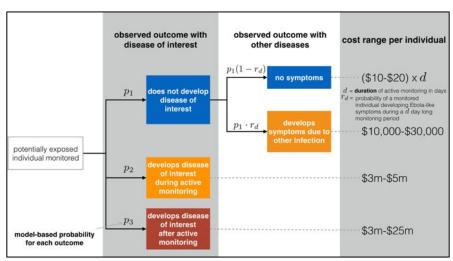
Predictive Analytics

- Aims to answer "What will happen?"
- Goal is to estimate the likelihood of a future outcome
 - Note that no statistical algorithm can "predict" the future with 100% certainty
- Uses statistical models and forecast techniques to identify trends in past data and infer the future



Prescriptive Analytics

- Aims to answer "What should we do?"
- Uses optimization and simulation algorithms to evaluate possible outcomes
- Goal is to provide guidance for future actions to obtain specified outcome
- Relatively new field that evaluates "multiple futures" so organizations can assess a number of possible outcomes based on actions

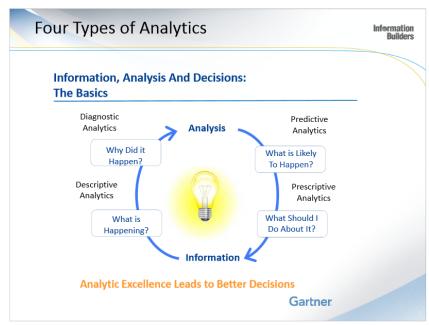


Reich, N. G., Lessler, J., Varma, J. K. & Vora, N. M. Quantifying the Risk and Cost of Active Monitoring for Infectious Diseases. Scientific Reports 8, 1093 (2018).

Types of Analytics

- No single type of analytics is better than another
 - Each answers a different set of questions
 - Each co-exists with and builds on top of the others
 - A robust analytic environment would require a mix of different types of analytics in order for businesses to gain a holistic view of the market and compete effectively

Regardless of type, the key goal of ALL analytics is to reduce complex datasets into actionable intelligence that supports decision-making and organizational processes



Source: Michael Corcoran, Sr. Vice President & CMO. "The Five Types of Analytics." http://docplayer.net/985643-The-five-types-of-analytics-michael-corcoran-sr-vice-president-cmo.html

Question

Where do you begin with analyzing data?

CRISP-DM: A Framework for Data Analysis

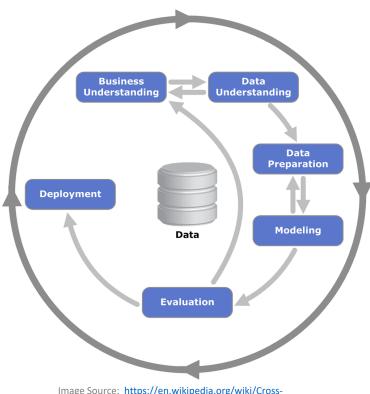


Image Source: https://en.wikipedia.org/wiki/Cross-industry standard process for data mining

- Acronym for <u>CR</u>oss-<u>Industry</u> <u>Standard Process for <u>Data Mining</u>
 </u>
- Provides a complete blueprint for conducting a data analysis project
- Breaks down data projects into six iterative phases
 - Note the cyclical nature of the framework
 - This is because what is learned leads to more focused business questions, which triggers the next round of analytics

Where Did CRISP-DM Come From?

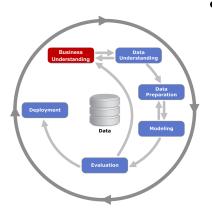
- In the early 1990's, data-mining (as the data science market was known) was still in its infancy
- As the 90's progressed, interest in data-mining and its capabilities to give companies a competitive advantage became rapidly grew
- In recognition of the need to have industry standards, in 1996, a consortium—funded by the European Commission—was formed
 - The consortium included four leading organizations in data-mining: Daimler-Benz, Integral Solutions Ltd. (ISL), NCR, and OHRA
 - Input from 200+ data-mining users and tool/service providers was gathered over the next several years
 - Hence why the first three letters of CRISP-DM stand for CRoss-Industry
 - The first version of CRISP-DM was released in 2000



Image Source: clipart-library.com

Phase 1: Business Understanding

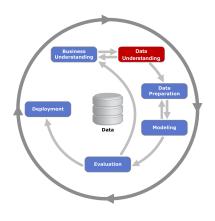
Most important phase of any data mining project



- Three major goals:
 - Establish project objectives
 - Understand background, or the "why" for the project
 - Clarify goals for the project
 - Establish criteria for measuring success
 - Assess needed resources, limitations, constraints, and risk of project
 - Define the data project
 - Translate project objectives into data science goals
 - Convert success criteria into data science terms
 - Develop preliminary plan to achieve the objectives
 - Outline specific steps and proposed timeline for project
 - Because not everything always goes perfectly (it would not be research if it did), have some "backup" ideas or strategies available

Phase 2: Data Understanding

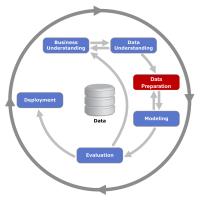
This phase consists of four major steps:



- Obtain data
 - May have to integrate if data coming from multiple sources
- Evaluate data
 - Determine if quality and features sufficient for meeting project objectives
- Conduct basic descriptive analysis
 - Summarize initial findings
 - Determine if there is a need to revisit Business Understanding phase to revise project definition
- Verify data quality
 - Identify issues with missing data, plausibility of values, consistency in meaning, etc.

Phase 3: Data Preparation

 This phase involves cleaning and organizing data to construct the final dataset that will be analyzed



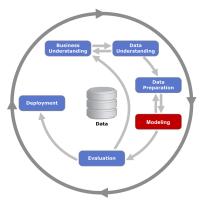
Major steps include:

- Selecting/filtering records and specific attributes, or features, to use for analysis
- Cleaning data to resolve data quality issues
- Converting or deriving new data attributes as needed
- Integrating data from multiple sources create a single input for analysis
- Formatting data

DO NOT SKIMP ON THE DATA PREPARATION WORK! Your results downstream are only as good as what you do here.

Phase 4: Modeling

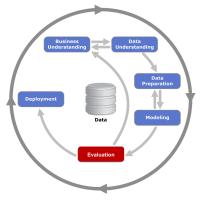
- This is the "fun" part
 - This is what everyone thinks about when you say "AI" or "predictive modeling"



- There are several major steps here:
 - Choose analytical model or technique to perform
 - Decision tree? Neural network? Chi-square test? T-Test? Regression?
 - Design test criteria for model
 - What measures will be used to evaluate performance and how?
 - Build the model
 - Exactly what it says...
 - Assess model performance
 - Based on domain knowledge, data mining success criteria, test design, etc.
- Note that this step is iterative with the previous phase; based on the results, it may be necessary to go back to the data preparation phase

Phase 5: Evaluation

 The goal of this phase is to make sure that the model meets business objectives prior to deployment

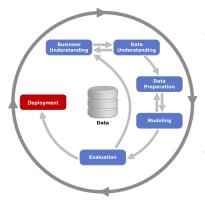


Key steps are:

- Evaluate results to determine degree to which the model meets business objectives
 - This is different from the evaluation done in the modeling phase, which focuses on accuracy of the results
- Review process to make sure that no important factor or step was missed during model development
- Determine whether to deploy, or go back and initiate further iterations

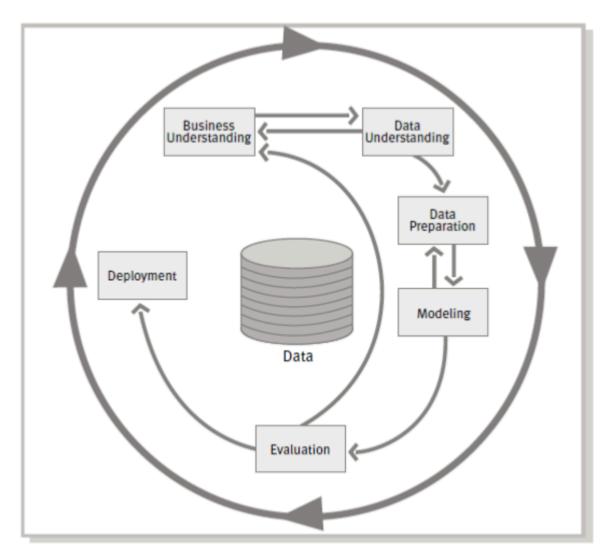
Phase 6: Deployment

- Model creation is generally <u>not</u> the end goal of a data project; need to figure out how to "deploy"
 - Remember...you're not creating the models just for yourself



- Deployment can take many forms, depending on project requirements
 - Can be as simple as generating a report, or as complex as implementing a process across the organization
- More complex deployments will involve yet another set of processes related to the Project Management Life Cycle
 - Initiation: already completed
 - Planning: what will deployment look like?
 - Monitoring: ensure that processes are working and results are being used correctly
 - Report: document deliverables, and summarize/organize results
 - Review: Assess failures and successes; document lessons learned

Cross-Industry Standard Process for Data Mining (CRISP-DM)



Data Understanding

- Collecting the data.
- Describing the data.
- Exploring the data.
- Verifying the data quality.

This step is the classic case of

Extract, Transform, Load (ETL)

Data Preparation

- Selecting the data.
- Cleaning the data.
- Constructing the data.
- Integrating the data.
- Formatting the data.

Modeling

- Selecting a modeling technique.
- Generating a test design.
- Building a model.
- Assessing a model.

Evaluation

- Evaluating the results.
- Reviewing the process.
- Determining the next step

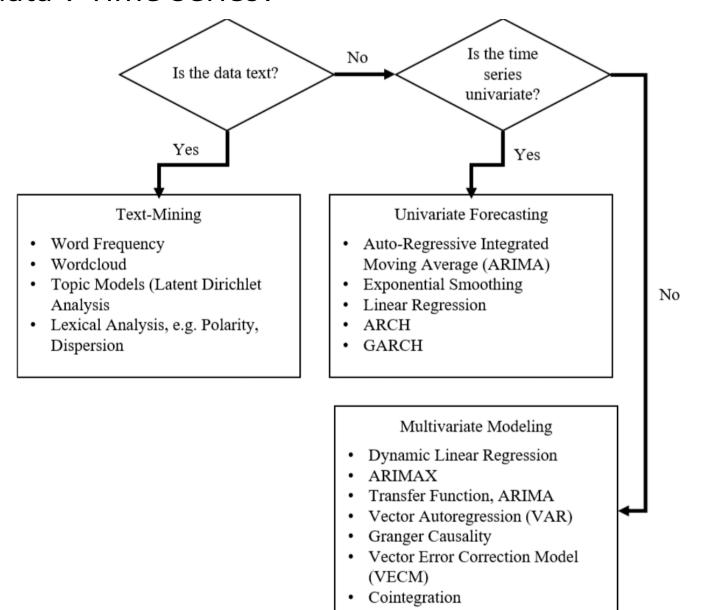
Deployment

- Deploying the plan.
- Monitoring and maintaining the plan.
- Producing the final report.
- Reviewing the project.

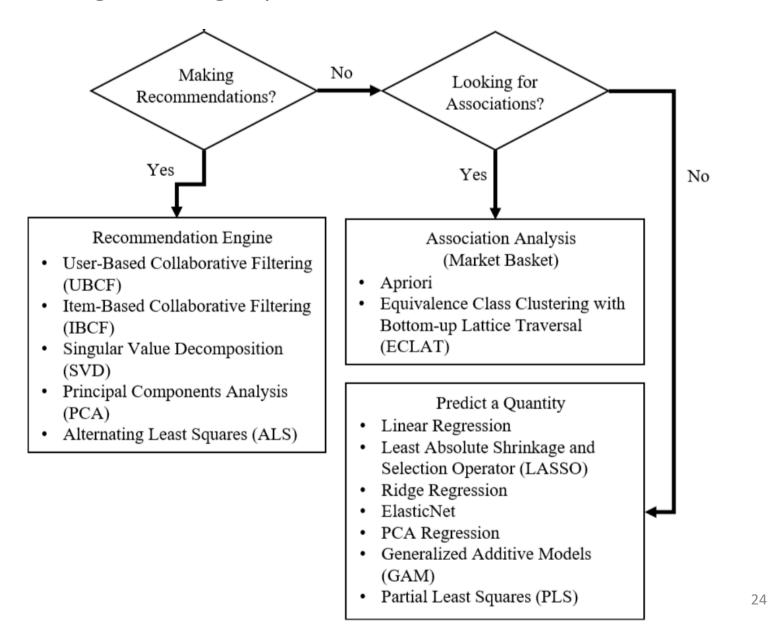
Question

Where do we begin with modeling?

Text data? Time Series?



Predicting a Category?



No labels?

Clustering

- Hierarchical
- K-Means
- Partition Around Medoids
- Self-Organizing Map (SOM)
- Fuzzy Clustering
- DBSCAN

Labeled data?

Classification

- Logistic Regression
- Linear Discriminant Analysis (LDA)
- K-Nearest Neighbors (KNN)
- Support Vector Machines (SVM)
- Neural Networks/Deep Learning
- Decision Trees
- Random Forest
- Gradient Boosting
- Naïve Bayes
- Survival Analysis