#### DataFest 2017

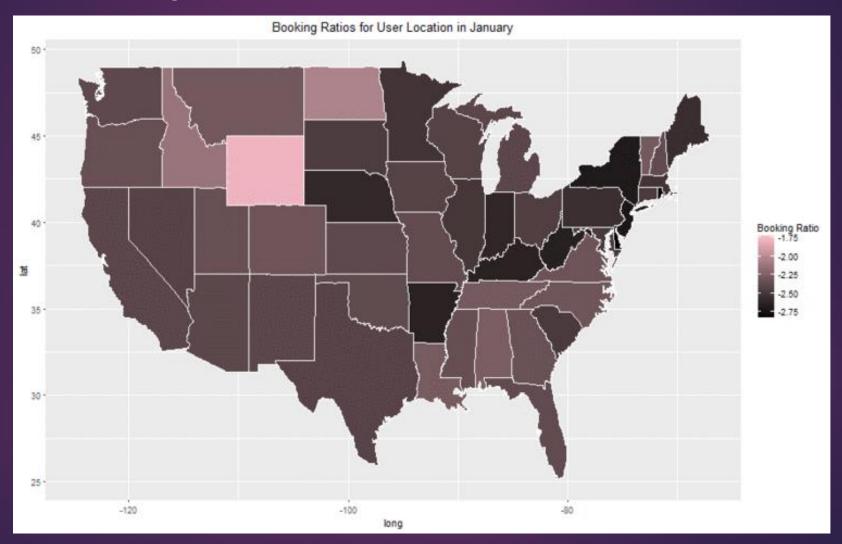
TEAM VICTORIOUS SECRET

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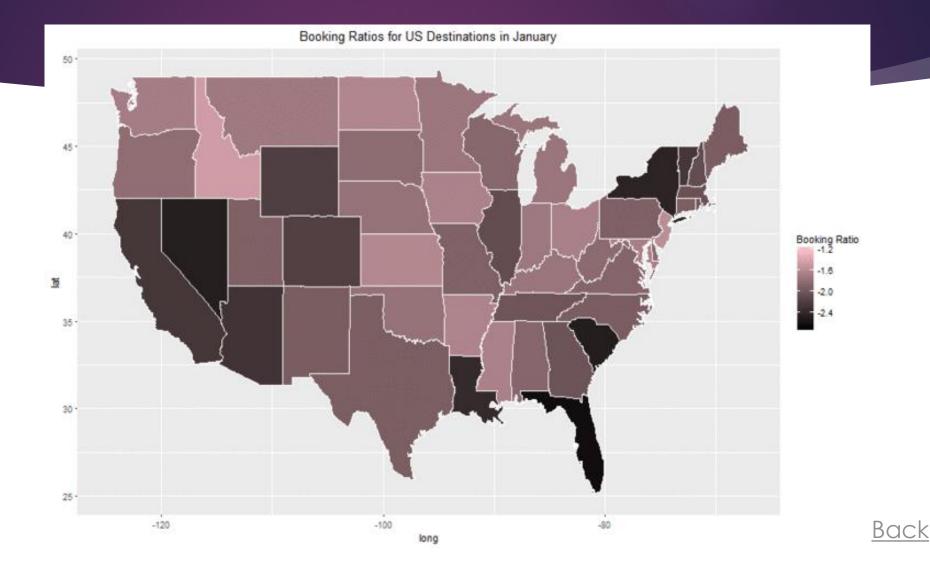
#### Our Findings

- ▶ 1. U.S. users of Expedia websites are more likely to book a reservation when the users are located in lighter colored states. <u>Slide 3</u>
- ▶ 2. U.S. users of Expedia websites are more likely to book a reservation for destinations existing in lighter colored states. <u>Slide 4</u>
- ▶ 3. Bar-plots of Expedia bookings on mobile/computer devices over a 24-hour window. <u>Slide 5</u>
- 4. In this dataset users with >12 clicks in a single user session never book a reservation. <u>Slide 6</u>
- ▶ 5. Expedia users are approximately twice as likely to book a reservation in their same country than in a different country. <u>Slide 7</u>

#### 1. Users of Expedia websites are more likely to book a reservation when the users are located in lighter colored states.

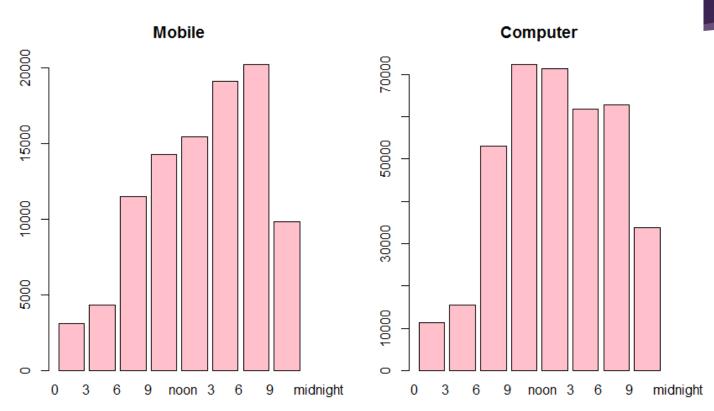


# 2. Users of Expedia websites are more likely to book a reservation for destinations existing in lighter colored states.



NOTE: This involved extracting state data from the longitudinal and latitudinal data in dest.txt

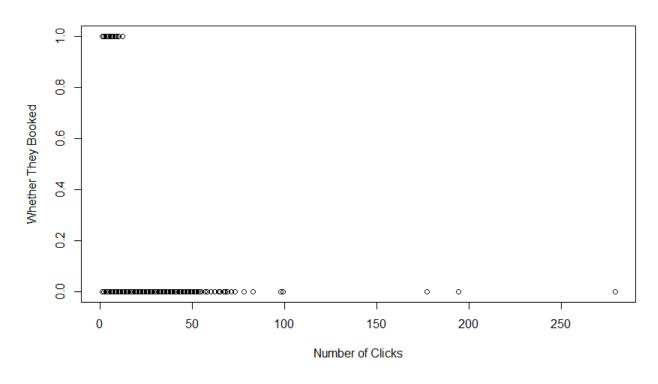
## 3. Bar-plots of Expedia bookings on mobile/computer devices over a 24-hour window.



Note: Mobile bookings only account for 20% of total bookings, with computer bookings taking the other 80%.

### 4. In this dataset users with greater than 12 clicks in a single user session never book a reservation.

Same-User-Session Clicks versus Books



# 5. Expedia users are approximately twice as likely to book a reservation in their same country than in a different country.

#### **Booking Ratios According to User Location and Destination**

