Retail clickstream analysis prediction

May 12, 2022

0.1 Retai Clickstream Analysis and Prediction

```
[]: #Install Pyspark and circlify
     !pip install pyspark
     !pip install circlify
    Requirement already satisfied: pyspark in /usr/local/lib/python3.7/dist-packages
    (3.2.1)
    Requirement already satisfied: py4j==0.10.9.3 in /usr/local/lib/python3.7/dist-
    packages (from pyspark) (0.10.9.3)
    Requirement already satisfied: circlify in /usr/local/lib/python3.7/dist-
    packages (0.14.0)
[]:  # path = "../input/2019-oct/2019-Oct.csv"
     # !unzip "/content/drive/MyDrive/Awesom_Big_Data_Project/nk_data.zip"
     !unzip "/content/drive/MyDrive/Awesom_Big_Data_Project/2019_Oct.zip"
    Archive: /content/drive/MyDrive/Awesom_Big_Data_Project/2019_Oct.zip
    replace 2019-Oct.csv? [y]es, [n]o, [A]ll, [N]one, [r]ename:
[]: from google.colab import drive
     drive.mount('/content/drive')
    Mounted at /content/drive
[]: import pyspark
     from pyspark.sql.functions import *
     from pyspark.sql.types import StructType, StructField, StringType, FloatType,

→IntegerType

     from pyspark.sql.window import Window
     from pyspark.sql.functions import element_at, split, col
     import pandas as pd
     import os
     import plotly.express as px
[]: conf = pyspark.SparkConf()
     conf.set('spark.sql.repl.eagerEval.enabled', True)
     sc = pyspark.SparkContext(conf=conf)
```

```
spark = pyspark.SQLContext.getOrCreate(sc)
    /usr/local/lib/python3.7/dist-packages/pyspark/sql/context.py:127:
    FutureWarning: Deprecated in 3.0.0. Use SparkSession.builder.getOrCreate()
    instead.
      FutureWarning
[]: #Creating a subset of
     # def read_with_pandas(input_filepath):
        raw data = pd.read csv(input filepath, nrows = 500000)
     # output_filepath = "small_oct_2019.csv"
     # raw_data.to_csv(output_filepath)
     # return output_filepath
     # input_filepath = "/content/2019-Oct.csv"
     # input_filepath = read_with_pandas(input_filepath)
[]: # for v local machine
     path_file_2019 = "/content/2019-Oct.csv"
     output show = True # it makes .show() on/off
     small_data_testing = False # make it false when testing on whole dataset
     if small_data_testing:
      raw_data = pd.read_csv(path_file_2019, nrows = 5000)
      raw data.head(2)
      raw_data.to_csv("small_oct_2019.csv")
      path_file_2019 = "/content/drive/MyDrive/Awesom_Big_Data_Project/
      ⇒small_oct_2019.csv"
     print("the file chosen is ", path_file_2019)
     print("small data testing is ", small_data_testing)
    the file chosen is /content/2019-Oct.csv
    small data testing is False
[]: # For final we will take the full dataset
     # path file 2019 = "/content/drive/MyDrive/Awesom Big Data Project/
     \rightarrow small_oct_2019.csv"
     original_df = spark.read\
             .option("InferSchema","true")\
             .option("header","true")\
             .format("csv")\
             .load(path_file_2019)
[]: # Just keeping original_df in case we do some operation on df and loose track_
     \hookrightarrow of original df
     # add hyperloglog. Thats faster(Daniel)
     # https://mungingdata.com/apache-spark/hyperloglog-count-distinct/
```

```
preprocessed_df = original_df
```

1 Dataset Overview

[]: preprocessed_df.printSchema()

```
root
|-- event_time: string (nullable = true)
|-- event_type: string (nullable = true)
|-- product_id: integer (nullable = true)
|-- category_id: long (nullable = true)
|-- category_code: string (nullable = true)
|-- brand: string (nullable = true)
|-- price: double (nullable = true)
|-- user_id: integer (nullable = true)
|-- user_session: string (nullable = true)
```

- 1) **event_time**: denotes the date and time of the user session.
- 2) event_type: There are 3 events in this dataset (viewing, adding to cart, and purchase).
- 3) *product_id*: indicates the specific product id.
- 4) category_id: indicates the specific category id.
- 5) user_id: pertains to the specific user.
- 6) **user session**: a single user can have multiple sessions indicating various events like view, purchase, add to cart.
- 7) brand: indicates the brand associated with the product and category.
- 8) *cateogry*: indicates a nested string having a structure liek electronics.smartphone.andorid which helps us in specifying the range of purchased item.

2 Data Summary and Pre-processing

```
[]: #Dropping NULL values in event_type is any preprocessed_df = preprocessed_df.dropna(subset=["event_type"])
```

3 Data Imputation

3.1 Extracting Catgeory and Product

```
[]: # Imputing Category code and brand might have null values with the string

→ "empty", instead of removing it.

preprocessed_df = preprocessed_df.na.fill(value = "empty", subset = 

→ ["category_code", "brand"])
```

```
[]: if output_show:
     preprocessed_df.show(5)
    -+-----
            event_time|event_type|product_id|
                                             category_id|
   category_code| brand| price| user_id| user_session|
   +-----
   ---+----+
   |2019-10-01 00:00:...|
                       view| 44600062|2103807459595387724|
   empty|shiseido| 35.79|541312140|72d76fde-8bb3-4e0...|
   |2019-10-01 00:00:...|
                       viewl
   3900821 | 2053013552326770905 | appliances.enviro... |
                                            aqua
   33.2|554748717|9333dfbd-b87a-470...|
   |2019-10-01 00:00:...|
                        viewl
   17200506|2053013559792632471|furniture.living ...|
   543.1|519107250|566511c2-e2e3-422...|
   |2019-10-01 00:00:...|
                        viewl
                              1307067 | 2053013558920217191 |
   computers.notebook | lenovo | 251.74 | 550050854 | 7c90fc70 - 0e80 - 459... |
   |2019-10-01 00:00:...|
                        viewl
   1004237 | 2053013555631882655 | electronics.smart... |
   apple | 1081.98 | 535871217 | c6bd7419-2748-4c5... |
   +-----
   ---+----+
   only showing top 5 rows
[]: #Deriving category and product names from the category_code column using UDF.
    def extract_category(category, brand):
       newlist = str(category).split('.')
       if newlist[0] == "empty":
        if brand == "empty":
          return "unknown"
        return brand
       return newlist[0]
    @udf
    def extract_product(category, brand):
       newlist = str(category).split('.')
       if newlist[-1] == "empty":
        if brand == "empty":
          return "unknown"
        return brand
       return newlist[-1]
```

```
event_time|event_type|product_id|
                                          category id
price| user_id|
                   user_session| category|
                                            product
+----+
|2019-10-01 00:00:...|
                    view | 44600062 | 2103807459595387724 | shiseido |
35.79|541312140|72d76fde-8bb3-4e0...|
                               shiseido
                                         shiseido
|2019-10-01 00:00:...|
                    viewl
                          3900821 | 2053013552326770905 |
                                                      aqua|
33.2|554748717|9333dfbd-b87a-470...| appliances|water_heater|
|2019-10-01 00:00:...| view| 17200506|2053013559792632471|
                                                     empty|
543.1|519107250|566511c2-e2e3-422...| furniture|
|2019-10-01 00:00:...|
                     view| 1307067|2053013558920217191|
251.74|550050854|7c90fc70-0e80-459...| computers|
                                          notebook
                           1004237 | 2053013555631882655 |
|2019-10-01 00:00:...|
                    view
apple | 1081.98 | 535871217 | c6bd7419-2748-4c5... | electronics | smartphone |
   +----+
only showing top 5 rows
```

3.2 Extracting Time features like Day, Time, Hour from Timestamp

```
+-----
|2019-10-01 00:00:...|
                         view | 44600062 | 2103807459595387724 | shiseido |
35.79 | 541312140 | 72d76fde-8bb3-4e0... |
                                                  shiseido|00:00:00| 01| 00|
                                     shiseido
|2019-10-01 00:00:...|
                         viewl
                                 3900821 | 2053013552326770905 |
33.2|554748717|9333dfbd-b87a-470...| appliances|water_heater|00:00:00| 01|
|2019-10-01 00:00:...|
                         view | 17200506 | 2053013559792632471 |
543.1|519107250|566511c2-e2e3-422...|
                                    furniture
                                                      sofa|00:00:01| 01|
|2019-10-01 00:00:...|
                                 1307067 2053013558920217191 lenovo
                         view|
251.74|550050854|7c90fc70-0e80-459...|
                                    computers
                                                   notebook | 00:00:01 | 01 |
001
                                 1004237 | 2053013555631882655 |
|2019-10-01 00:00:...|
                         view|
apple | 1081.98 | 535871217 | c6bd7419-2748-4c5... | electronics | smartphone | 00:00:04 |
only showing top 5 rows
```

[]: df = df time

4 Unique visitors in October

```
[]: unique_visitors = df.select(countDistinct("user_id"))
    unique_visitors
[]: +------+
    lcount(DISTINCT_user_id)|
```

|count(DISTINCT user_id)| +-----+ | 3022290| +-----+

Analysis: The e-commerce site has a footfall of X unique visitors in the month of October

Future scope: If latitude/longitude is captured, we can also obtain demographic insights about potential customers.

5 Journey of a user in one session

2019-10-01 05:08:44 UTC

```
[]: df.filter(df.user_session=='b37abd25-7672-4dd7-a098-40e50e314388').

→orderBy("event_time").toPandas()

[]: event_time event_type product_id category_id \
0 2019-10-01 05:08:10 UTC view 1005115 2053013555631882655
1 2019-10-01 05:08:24 UTC view 1005115 2053013555631882655
```

view

1005115

2053013555631882655

```
2019-10-01 05:13:03 UTC
                                                      2053013555631882655
3
                                   view
                                             1005115
4
    2019-10-01 05:17:22 UTC
                                             1003317
                                                      2053013555631882655
                                   view
5
    2019-10-01 05:18:23 UTC
                                   view
                                             1002524
                                                      2053013555631882655
    2019-10-01 05:19:50 UTC
                                             1005104
6
                                   view
                                                      2053013555631882655
7
    2019-10-01 05:20:05 UTC
                                             1002629
                                                      2053013555631882655
                                   view
    2019-10-01 05:20:31 UTC
8
                                   view
                                             1003310
                                                      2053013555631882655
9
    2019-10-01 05:21:10 UTC
                                             1005121
                                   view
                                                      2053013555631882655
    2019-10-01 05:22:55 UTC
10
                                   view
                                             1004246
                                                      2053013555631882655
11
    2019-10-01 05:23:51 UTC
                                             1004249
                                                      2053013555631882655
                                   view
12
    2019-10-01 05:26:30 UTC
                                             1004249
                                                      2053013555631882655
                                   cart
    2019-10-01 05:28:10 UTC
13
                                             1005122
                                   view
                                                      2053013555631882655
    2019-10-01 05:30:00 UTC
                                             1004255
                                                      2053013555631882655
                                   view
15
    2019-10-01 05:30:12 UTC
                                   view
                                             1004252
                                                      2053013555631882655
    2019-10-01 05:31:39 UTC
16
                                   view
                                             1004253
                                                      2053013555631882655
17
    2019-10-01 05:34:23 UTC
                                             1004253
                                                      2053013555631882655
                                   cart
    2019-10-01 05:34:32 UTC
18
                                   cart
                                             1004253
                                                      2053013555631882655
19
    2019-10-01 05:36:23 UTC
                                   view
                                             1004253
                                                      2053013555631882655
20
    2019-10-01 05:39:31 UTC
                                             1004253
                                                      2053013555631882655
                               purchase
    2019-10-01 05:40:10 UTC
21
                                   view
                                             1004253
                                                      2053013555631882655
22
    2019-10-01 05:40:47 UTC
                                   view
                                             1004249
                                                      2053013555631882655
23
    2019-10-01 05:41:04 UTC
                                             1004249
                                   cart
                                                      2053013555631882655
24
    2019-10-01 05:41:14 UTC
                                             1004249
                                                      2053013555631882655
                               purchase
25
    2019-10-01 05:41:39 UTC
                                             1004249
                                                      2053013555631882655
                                   view
26
    2019-10-01 05:41:59 UTC
                                             1004249
                                                      2053013555631882655
                                   cart
27
    2019-10-01 05:42:04 UTC
                                             1004249
                                                      2053013555631882655
                                   view
28
    2019-10-01 05:42:21 UTC
                               purchase
                                             1004249
                                                      2053013555631882655
    2019-10-01 05:42:41 UTC
29
                                   view
                                             1004249
                                                      2053013555631882655
30
    2019-10-01 05:42:43 UTC
                                             1004249
                                                      2053013555631882655
                                   view
    2019-10-01 05:42:50 UTC
31
                                   view
                                             1004249
                                                      2053013555631882655
32
    2019-10-01 05:42:53 UTC
                                             1004249
                                                      2053013555631882655
                                   view
33
    2019-10-01 05:42:55 UTC
                                             1004249
                                                      2053013555631882655
                                   view
34
    2019-10-01 05:43:10 UTC
                                             1002524
                                                      2053013555631882655
                                   view
35
    2019-10-01 05:43:42 UTC
                                             1002524
                                                      2053013555631882655
                                   cart
36
    2019-10-01 05:43:52 UTC
                               purchase
                                             1002524
                                                      2053013555631882655
37
    2019-10-01 05:44:18 UTC
                                             1002524
                                                      2053013555631882655
                                   view
38
    2019-10-01 05:45:08 UTC
                                   cart
                                             1002524
                                                      2053013555631882655
39
    2019-10-01 05:45:51 UTC
                                             1002524
                                                      2053013555631882655
                               purchase
40
    2019-10-01 05:46:16 UTC
                                             1002524
                                                      2053013555631882655
                                   view
    2019-10-01 05:46:29 UTC
41
                                   view
                                             1002524
                                                      2053013555631882655
42
    2019-10-01 05:46:37 UTC
                                             1002524
                                                      2053013555631882655
                                   view
43
    2019-10-01 05:46:43 UTC
                                   view
                                             1002524
                                                      2053013555631882655
    brand
             price
                      user_id
                                                         user session
0
    apple
            975.57
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
1
    apple
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
            975.57
2
                                b37abd25-7672-4dd7-a098-40e50e314388
    apple
                     526823608
            975.57
3
                                b37abd25-7672-4dd7-a098-40e50e314388
    apple
            975.57
                     526823608
```

```
4
    apple
            957.53
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
5
    apple
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
6
    apple
            975.57
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
7
    apple
            377.14
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
8
    apple
            746.29
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
9
    apple
            949.83
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
10
    apple
            735.01
                                b37abd25-7672-4dd7-a098-40e50e314388
                    526823608
    apple
11
            738.61
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
12
    apple
            738.61
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
13
    apple
           1027.05
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
    apple
14
            744.39
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
15
    apple
            759.06
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
16
    apple
            816.52
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
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    apple
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            816.52
                    526823608
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19
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20
    apple
            816.52
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
21
    apple
            816.52
                                b37abd25-7672-4dd7-a098-40e50e314388
                    526823608
    apple
22
            738.61
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                                b37abd25-7672-4dd7-a098-40e50e314388
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    apple
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25
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26
    apple
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27
    apple
            738.61
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
28
    apple
            738.61
                                b37abd25-7672-4dd7-a098-40e50e314388
                    526823608
29
    apple
            738.61
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
    apple
            738.61
                                b37abd25-7672-4dd7-a098-40e50e314388
30
                    526823608
31
    apple
                                b37abd25-7672-4dd7-a098-40e50e314388
            738.61
                    526823608
32
    apple
            738.61
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
    apple
33
            738.61
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
    apple
            514.76
                                b37abd25-7672-4dd7-a098-40e50e314388
34
                    526823608
    apple
35
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
36
    apple
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
    apple
37
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
38
    apple
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
39
    apple
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
40
    apple
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
41
    apple
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
42
    apple
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
43
    apple
            514.76
                    526823608
                                b37abd25-7672-4dd7-a098-40e50e314388
       category
                    product
                                  Time Day Hour
0
    electronics
                 smartphone
                              05:08:10
                                        01
                                              05
1
    electronics
                 smartphone
                              05:08:24
                                        01
                                             05
2
                 smartphone
                              05:08:44
                                             05
    electronics
                                        01
3
                 smartphone
                                              05
    electronics
                              05:13:03
                                        01
4
    electronics
                 smartphone
                              05:17:22
                                        01
                                              05
```

```
5
    electronics
                  smartphone
                               05:18:23
                                               05
6
                  smartphone
                               05:19:50
                                               05
    electronics
                                         01
7
    electronics
                  smartphone
                               05:20:05
                                               05
                  smartphone
8
    electronics
                               05:20:31
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                                               05
9
                  smartphone
                               05:21:10
    electronics
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10
    electronics
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15
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16
    electronics
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17
    electronics
                  smartphone
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                                         01
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18
    electronics
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                               05:34:32
                                         01
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                  smartphone
19
    electronics
                               05:36:23
                                         01
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20
    electronics
                  smartphone
                               05:39:31
                                         01
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                  smartphone
21
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22
                  smartphone
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    electronics
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23
    electronics
                  smartphone
                               05:41:04
                                               05
24
                  smartphone
                               05:41:14
    electronics
                                         01
                                               05
                  smartphone
25
    electronics
                               05:41:39
                                         01
                                               05
                  smartphone
                               05:41:59
26
    electronics
                                         01
                                               05
27
                  smartphone
                               05:42:04
    electronics
                                         01
                                               05
28
                  smartphone
    electronics
                               05:42:21
                                               05
29
    electronics
                  smartphone
                               05:42:41
                                               05
30
    electronics
                  smartphone
                               05:42:43
                                               05
                  smartphone
31
    electronics
                               05:42:50
                                               05
                  smartphone
                               05:42:53
32
    electronics
                                         01
                                               05
33
    electronics
                  smartphone
                               05:42:55
                                         01
                                               05
                  smartphone
                               05:43:10
34
    electronics
                                         01
                                               05
                  smartphone
                               05:43:42
35
    electronics
                                         01
                                               05
                  smartphone
36
                               05:43:52
    electronics
                                         01
                                               05
37
                  smartphone
    electronics
                               05:44:18
                                               05
                  smartphone
38
    electronics
                               05:45:08
                                               05
39
                  smartphone
                               05:45:51
    electronics
                                         01
                                               05
40
    electronics
                  smartphone
                               05:46:16
                                         01
                                               05
41
                  smartphone
                               05:46:29
    electronics
                                         01
                                               05
42
    electronics
                  smartphone
                               05:46:37
                                               05
43
    electronics
                  smartphone
                               05:46:43
                                         01
                                               05
```

6 Analysis of User Behaviour on the e-commerce site

```
[]: df_view = df[df['event_type'] == "view"]
    df_cart = df[df['event_type'] == "cart"]
    df_purchase = df[df['event_type'] == "purchase"]
```

7 Part 1: Determine best performing categories based on purchases

7.1 Top 10 Categories Browsed and Purchased

7.1.1 Top 10 Categories browsed

```
[]: df_cat_browsed_count = df_cat_browsed.groupBy("category").count().

→orderBy(desc("count")).limit(10)

df_cat_browsed_count = df_cat_browsed_count.withColumnRenamed("count",

→"category_browsed_count")
```

```
[]: if output_show: df_cat_browsed_count.show(5)
```

```
| category|category_browsed_count|
+------+
|electronics| 15712595|
|appliances| 4892298|
|computers| 2296362|
|apparel| 1534922|
|furniture| 1238859|
+------+
only showing top 5 rows
```

7.1.2 Top 10 Categories Purchased

```
[]: df_cat_purchased_count = df_cat_purchased.groupBy("category").count().

→orderBy(desc("count")).limit(10)

df_cat_purchased_count = df_cat_purchased_count.withColumnRenamed("count",

→"category_purchase_count")
```

```
[]: if output_show: df_cat_purchased_count.show()
```

```
category|category_purchase_count|
| electronics|
                              4230281
 appliances
                              74996 l
   computers|
                              27855 l
     lucente
                               11578
        autol
                               10620
    cordiant|
                               10551
      xiaomi
                               10021
   furniture|
                                8301
                                8002
     apparel|
|construction|
                                7801
```

```
[]: purchase_category = [val.category for val in df_cat_purchased_count.

→select('category').collect()]

purchase_count = [val.category_purchase_count for val in df_cat_purchased_count.

→select('category_purchase_count').collect()]

d = {'purchase_category': purchase_category, 'purchase_count': purchase_count}

fig = px.bar(d, x="purchase_category", y="purchase_count", title="Top 10"

→Categories Purchased", text_auto='.2s')

fig.show()
```

Analysis: Top 10 for viewed and purchased differ

7.2 Carted vs Purchased - Top Performing Products

```
+----+
  category| product|cart_count|
+----+
|electronics|smartphone|
                  5497651
|electronics| headphone|
                   51143
lelectronics
                   36224
             tvl
   xiaomi| xiaomi|
                   22246
| appliances| washer|
                  21977
+----+
only showing top 5 rows
```

```
[]: df_cp_purchase_count = df_cat_purchased.groupBy("category","product").count().

→orderBy(desc("count"))

df_cp_purchase_count = df_cp_purchase_count.withColumnRenamed("count",

→"purchase_count")

if output_show:

df_cp_purchase_count.show()
```

+	product	 purchase_count
+		++
electronics	smartphone	338018
electronics	headphone	30503
electronics	tv	21565
electronics	clocks	17906
appliances	washer	16148
computers	notebook	15590
appliances	vacuum	12378
lucente	lucente	11578
appliances	refrigerators	11218
cordiant	cordiant	10551
xiaomi	xiaomi	10021
triangle	triangle	5835
electronics	tablet	5603
nokian	nokian	4907
auto	player	4647
sony	sony	4496
apparel	shoes	4255

```
[]: df_product = df_cp_cart_count.join(df_cp_purchase_count, ["category", □ 
→"product"], "left").orderBy(desc("purchase_count")).limit(20)

if output_show:
    df_product.show()
```

				L
(category	product	cart_count	 purchase_count
elec	ctronics	smartphone	549765	338018
ele	ctronics	headphone	51143	30503
ele	ctronics	tv	36224	21565
ele	ctronics	clocks	20344	17906
app	pliances	washer	21977	16148
c	omputers	notebook	15627	15590
app	pliances	vacuum	17263	12378
app	pliances	refrigerators	13126	11218
(cordiant	cordiant	5730	10551
1	xiaomi	xiaomi	22246	10021
1	triangle	triangle	557	5835
ele	ctronics	tablet	9140	5603
1	nokian	nokian	4906	4907
1	auto	player	1289	4647
1	sonyl	sony	6997	4496
ele	ctronics	telephone	5342	3738
app	pliances	microwave	4717	3709
app	pliances	iron	4095	3653
ele	ctronics	subwoofer	356	3348
c	omputers	desktop	3231	3232
+	+	·	+	+

```
[]: #Getting values for x-axis and y-axis

product = [val.product for val in df_product.select('product').collect()]

cart_count = [val.cart_count for val in df_product.select('cart_count').

→collect()]

purchase_count = [val.purchase_count for val in df_product.

→select('purchase_count').collect()]
```

```
[]: import plotly.graph_objects as go
```

7.2.1 Top 5 Products Purchased in each Category

electronics smartphone electronics headphone electronics tv electronics clocks appliances washer computers notebook appliances vacuum lucente lucente	338018 30503 21565 17906 16148 15590	2 3 4 1
electronics tv electronics clocks appliances washer computers notebook appliances vacuum lucente lucente	21565 17906 16148 15590	3 4 1
electronics clocks appliances washer computers notebook appliances vacuum lucente	17906 16148 15590	4 1
appliances washer computers notebook appliances vacuum lucente	16148 15590	1
computers notebook appliances vacuum lucente lucente	15590	
appliances vacuum lucente lucente		1 l
lucente lucente	10270	- 1
	12378	2
applianced refrigeratoral	11578	1
appliances refrigerators	11218	3
cordiant cordiant	10551	1
xiaomi xiaomi	10021	1
triangle triangle	5835	1
electronics tablet	5603	5
nokian nokian	4907	1
auto player	4647	1
sony sony	4496	1
apparel shoes	4255	1
appliances microwave	3709	4
appliances iron	3653	5
computers desktop	3232	2

only showing top 20 rows

Analysis: We can see that within electronics, smartphones are the most purchased products

7.2.2 Top 5 Brands Browsed within each category

```
[]: df_cb_browsed_count = df_cat_browsed.groupBy("category","brand").count().
     →orderBy(desc("count"))
    if output_show:
      df_cb_browsed_count.show(5)
   +----+
       category| brand| count|
   +----+
    |electronics|samsung|4356048|
    |electronics| apple|3847629|
   |electronics| xiaomi|2483135|
   |electronics| huawei|1066546|
    | furniture| empty| 703390|
   +----+
   only showing top 5 rows
[]: | window = Window.partitionBy(df_cb_browsed_count['category']).
    ranked = df_cb_browsed_count.select("*", rank().over(window).alias("rank")).

→filter(col('rank')<=5)</pre>
    if output show:
      ranked.orderBy(desc("count")).show(5)
   +----+
       category| brand| count|rank|
    |electronics|samsung|4356048|
   |electronics| apple|3847629|
                               21
   |electronics| xiaomi|2483135|
                               31
    |electronics| huawei|1066546|
                               4|
    | furniture| empty| 703390|
   +----+
   only showing top 5 rows
   Analysis: We can see that within electronics, samsung is most browsed brand
   7.2.3 Top 5 brands within each category Purchased
[]: df_cb_purchased_count = df_cat_purchased.groupBy("category","brand").count().
```

+----+

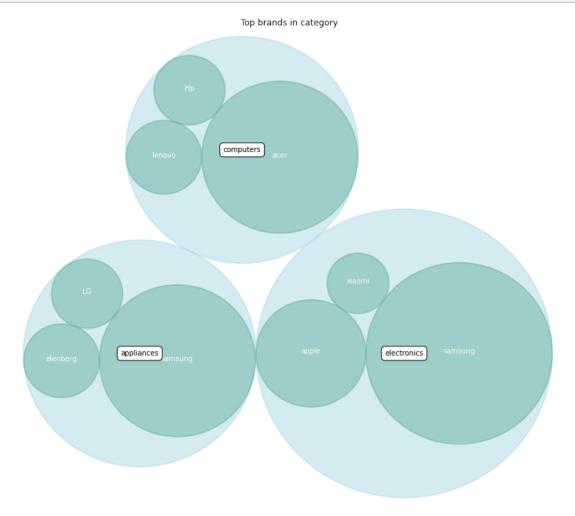
```
category| brand| count|
    +----+
    |electronics|samsung|159621|
    |electronics| apple|141394|
    |electronics| xiaomi| 44767|
    |electronics| huawei| 23220|
         lucente | lucente | 11578 |
    +----+
    only showing top 5 rows
[]: window = Window.partitionBy(df_cb_purchased_count['category']).
     →orderBy(df_cb_purchased_count['count'].desc())
    ranked = df_cb_purchased_count.select("*", rank().over(window).alias("rank")).

→filter(col('rank')<=5)</pre>
    if output_show:
      ranked.orderBy(desc("count")).show(5)
[]: import circlify
    data = [{'id': 'World', 'datum': 6964195249, 'children' : [
                  {'id' : "electronics", 'datum': 450448697,
                       'children' : [
                         {'id' : "samsung", 'datum' : 308865000},
                         {'id' : "apple", 'datum' : 107550697},
                         {'id' : "xiaomi", 'datum' : 34033000}
                  {'id' : "appliances", 'datum' : 278095425,
                       'children' : [
                         {'id' : "samsung", 'datum' : 192612000},
                         {'id' : "elenberg", 'datum' : 45349000},
                         {'id' : "LG", 'datum' : 40134425}
                       ]},
                  {'id' : "computers", 'datum' : 278095425,
                   'children' : [
                    {'id' : "acer", 'datum' : 192612000},
                    {'id': "lenovo", 'datum': 45349000},
                    {'id' : "Hp", 'datum' : 40134425}
                  ]},
        ]}]
[]:  # Compute circle positions thanks to the circlify() function
    circles = circlify.circlify(
        data,
        show enclosure=False,
        target_enclosure=circlify.Circle(x=0, y=0, r=1)
    )
```

```
[]: # import libraries
    import circlify
    import matplotlib.pyplot as plt
    import numpy as np
    # Create just a figure and only one subplot
    fig, ax = plt.subplots(figsize=(14,14))
    # Title
    ax.set_title('Top brands in category')
    # Remove axes
    ax.axis('off')
    # Find axis boundaries
    lim = -1
    for circle in circles:
      k = np.max([np.abs(circle.x) + circle.r, np.abs(circle.y) + circle.r])
      lim = np.max([lim, k])
    plt.xlim(-lim, lim)
    plt.ylim(-lim, lim)
    # Print circle the highest level (continents):
    for circle in circles:
        if circle.level != 2:
          continue
        x, y, r = circle
        ax.add_patch( plt.Circle((x, y), r, alpha=0.5, linewidth=2,__
     # Print circle and labels for the highest level:
    for circle in circles:
        if circle.level != 3:
          continue
        x, y, r = circle
        label = circle.ex["id"]
        ax.add_patch( plt.Circle((x, y), r, alpha=0.5, linewidth=2,__
     plt.annotate(label, (x,y), ha='center', color="white")
    # Print labels for the continents
    for circle in circles:
        if circle.level != 2:
          continue
        x, y, r = circle
        label = circle.ex["id"]
```

```
plt.annotate(label, (x,y ) ,va='center', ha='center',⊔

⇒bbox=dict(facecolor='white', edgecolor='black', boxstyle='round', pad=.5))
```



Analysis: TBD

8 Part 2: Evaluate Add to Cart and Cart Abandonment Rate

8.1 Cart Abandonment Rate

```
[]: df_only_cart = df.filter(df.event_type=="cart")
    df_only_purchase = df.filter(df.event_type=="purchase")
```

8.1.1 CAR by Category

```
[]: #Distinct category in cart
     df_only_cart_cat_dis = df_only_cart.groupBy("category").count()
     df_only_cart_cat_dis = df_only_cart_cat_dis.withColumnRenamed("count",_
     →"cart count")
     #Distinct category in purchase
     df_only_purchase_cat_dis = df_only_purchase.groupBy("category").count()
     df_only_purchase_cat_dis = df_only_purchase_cat_dis.withColumnRenamed("count",_
     →"purchase count")
     #Performing a left join
     columns_ = df.columns
     cart_purchase = df_only_cart_cat_dis.alias("cart_cat").
     →join(df_only_purchase_cat_dis.alias("purchase_cat"),

→df_only_cart_cat_dis["category"] == df_only_purchase_cat_dis["category"]).
     →select("cart_cat.category", "cart_cat.cart_count", "purchase_cat.
     →purchase_count")
     if output_show:
       cart_purchase.show(5)
```

```
| category|cart_count|purchase_count|
+----+
| vokohama|
              1758|
                           2735
versace
              270
                           465|
| philips|
              3337
                           24171
|energizer|
                 21
                            14 l
|microsoft|
               2981
                            2021
only showing top 5 rows
```

```
[]: #Creating a UDF for calculating Cart Abandonment Rate
    @udf(returnType=FloatType())
    def cart_miss_rate_udf(cart_count, purchase_count):
        rate = (1 - purchase_count/cart_count)*100
        #rate_string = "{:.2f}".format(rate)
        return rate
```

```
[]: df_cart_miss_rate = cart_purchase.select("*", cart_miss_rate_udf("cart_count",

→"purchase_count"))

df_cart_miss_rate = df_cart_miss_rate.

→withColumnRenamed("cart_miss_rate_udf(cart_count, purchase_count)",

→"cart_miss_rate")
```

```
df_cart_miss_rate = df_cart_miss_rate.filter("cart_miss_rate>0")
df_cart_miss_rate = df_cart_miss_rate.filter("cart_count>5000")
df_cart_miss_rate = df_cart_miss_rate.orderBy(desc("cart_miss_rate")).limit(10)
if output_show:
    df_cart_miss_rate.show(5)
```

```
+----+
  category|cart_count|purchase_count|cart_miss_rate|
+----+
    xiaomi|
           22246|
                    10021
                             54.9537|
                   423028 | 37.255287 |
| electronics| 674205|
           6997|
                            35.74389|
     sony|
                     4496|
|construction|
                     7801|
                            24.57701
          10343|
| appliances| 92362|
                     74996|
                            18.802105
```

```
[]: category = [val.category for val in df_cart_miss_rate.select('category').

⇒collect()]

cart_miss_rate_list = [val.cart_miss_rate for val in df_cart_miss_rate.

⇒select('cart_miss_rate').collect()]

d = {'category':category, 'cart_miss_rate': cart_miss_rate_list}

fig = px.pie(d, values='cart_miss_rate', names='category', title="Cart_u")

⇒Abandonment Rate for category")

fig.show()
```

Analysis: We can see that X category had the most cart abandonment rate with X%

8.1.2 CAR by Brands

```
⇒df_only_cart_brand_dis["brand"] ==df_only_purchase_brand_dis["brand"]).
     ⇒select("cart_cat.brand", "cart_cat.cart_count", "purchase_cat.
     →purchase_count")
    if output show:
      cart purchase brand.show(5)
       brand|cart_count|purchase_count|
    | philips|
                    835 l
                                  426 l
    |takamine|
                     1|
                                    6 I
       olmiol
                     41
                                  145 l
                    89|
       epson|
                                   33 l
       texet
                    592|
                                  554 l
    only showing top 5 rows
[]: df cart miss rate brand = cart purchase brand.select("*",,,
     df cart miss rate brand = df cart miss rate brand.
     →withColumnRenamed("cart_miss_rate_udf(cart_count, purchase_count)",
     df cart_miss_rate_brand = df_cart_miss_rate_brand.
     df_cart_miss_rate_brand = df_cart_miss_rate_brand.filter("cart_count>5000")
    df_cart_miss_rate_brand = df_cart_miss_rate_brand.
     →orderBy(desc("cart_miss_rate_brand")).limit(10)
    df_cart_miss_rate_brand.toPandas()
[]:
         brand cart_count purchase_count cart_miss_rate_brand
                                                    46.994694
          oppo
                    20547
                                   10891
    1
       huawei
                    41683
                                   23220
                                                    44.293839
    2 xiaomi
                    79299
                                   44767
                                                    43.546577
                                                    43.278133
    3 samsung
                   281410
                                  159621
         apple
                   207504
                                  141394
                                                    31.859627
[]: brand = [val.brand for val in df_cart_miss_rate_brand.select('brand').collect()]
    cart miss rate brand list = [val.cart miss rate brand for val in_

¬df_cart_miss_rate_brand.select('cart_miss_rate_brand').collect()]
    d = {'brand':brand, 'cart_miss_rate': cart_miss_rate_brand_list}
    fig = px.pie(d, values='cart_miss_rate', names='brand', title="Cart_Abandonment_"
     →Rate for brands")
    #fig.update traces(textinfo='value')
```

fig.show()

Analysis: Show brands with highest abandonment rate. Business users need to talk to brand people to work on their campaign.

9 Part 3: Effect of day-time on purchase trends

9.1 Purchase trends across the month

```
[]: df_view = df[df['event_type'] == "view"]
    df_purchase = df[df['event_type'] == "purchase"]
    df_cart = df[df['event_type'] == "cart"]

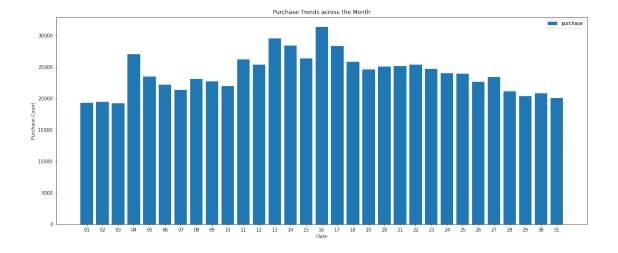
[]: df_purchase_date_count = df_purchase.groupby("Day").count()

[]: import pandas as pd
    import matplotlib.pyplot as plt

    count = [val[0] for val in df_purchase_date_count.select('count').collect()]
    date = [val.Day for val in df_purchase_date_count.select('Day').collect()]

    plt.figure(figsize=(20, 8))
    plt.bar(date, count)

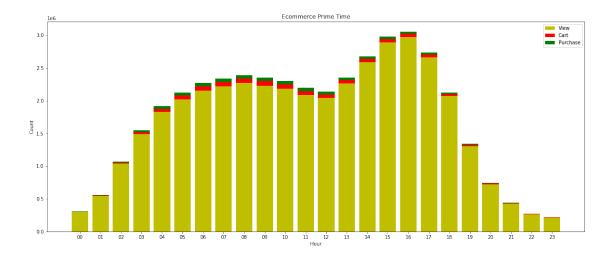
    plt.ylabel('Purchase Count')
    plt.xlabel('Date')
    plt.title('Purchase Trends across the Month')
    plt.legend(['purchase'], loc='upper right')
    plt.show()
```



Analysis: User's buying interest is gradually increasing in the middle of the month until day 16, therefore, to increase the sales we can offer mid-month sale/discount from day 11 until 16

9.2 E-Commerce Prime Time

```
[]: df view hour count = df view.groupby("Hour").count().
     df_cart_hour_count = df_cart.groupby("Hour").count().
     →withColumnRenamed("count", "cart_count")
    df purchase hour count = df purchase.groupby("Hour").count().
     →withColumnRenamed("count", "purchase_count")
[]: df_combined_type_hour = df_view_hour_count.join(df_cart_hour_count,_
     →["Hour"],"left")
    df_combined_type_hour = df_combined_type_hour.join(df_purchase_hour_count,__
     →["Hour"], "left")
    df_combined_type_hour = df_combined_type_hour.na.fill(value=0).orderBy('Hour')
[]: #purchase_count
    hour = [val.Hour for val in df_combined_type_hour.select('Hour').collect()]
    view_count = [val.view_count for val in df_combined_type_hour.
     ⇔select('view_count').collect()]
    cart count = [val.cart count for val in df combined type hour.
     purchase count = [val.purchase count for val in df combined type hour.
     []: #Data visualization of Ecommerce Prime Time
    import pandas as pd
    import matplotlib.pyplot as plt
    plt.figure(figsize=(20, 8))
    plt.bar(hour, view_count, color='y')
    plt.bar(hour, cart_count, bottom=view_count, color='r')
    plt.bar(hour, purchase_count, bottom=[view + cart for view, cart in_⊔
     ⇒zip(view_count, cart_count)], color='g')
    plt.xlabel("Hour")
    plt.ylabel("Count")
    plt.legend(["View", "Cart", "Purchase"])
    plt.title("Ecommerce Prime Time")
    plt.show()
```



Analysis: We can see from the graph that X number of users have already accessed our Ecommerce at 3:00 In the morning, it is increasing significantly in the afternoon and reached peak time at 16:00. Hence, a flash sale from 13:00 until 16:00 will help in increasing the impulsivity of the user for buying items

#Part 4: Predict whether the product added to cart is actually purchased?

9.3 Data Processing

```
[]: df.groupBy("event_type").count()
     |event_type|
        purchase
                  742849
            view | 40779399 |
            cart
                   926516 l
[]: #Unique number of people who have added products to the cart or purchase
     cart_purchase_users = df.filter("event_type == 'cart' OR event_type ==__
     →'purchase' ")
     distinct_cart_purchase = cart_purchase_users.

¬drop_duplicates(subset=['event_type', 'product_id', 'price',
□

¬'user_id', 'user_session'])
     distinct_cart_purchase.groupby("event_type").count()
     |event_type| count|
     | purchase|690618|
```

```
cart | 628955 |
    +----+
[]: #All user activity for adding product to cart or purchased
    columns_ = df.columns
    cart_purchase_users_all_activity = df.alias("d").join(cart_purchase_users.
     →alias("c"), df["user_id"]==cart_purchase_users["user_id"]).select("d.

¬user_id", "d.event_time", "d.event_type", "d.product_id", "d.category_id",
□
     →"d.brand", "d.price", "d.user_session", "d.category", "d.product")
    cart_purchase_users_all_activity.groupBy("event_type").count()
    |event_type|
                 count
    +----+
    | purchase| 10733318|
          view|100913032|
          cart | 12799325 |
    +----+
    9.4 High Value Customers
[]: activity_in_session = cart_purchase_users_all_activity.

¬groupby(['user_session']).count()
    if output_show:
      activity_in_session.show(5)
    +----+
           user_session|count|
    +----+
    |ec82d195-6607-47a...|
                          7|
    |f6dd0b68-7280-495...|
                          4|
    |62b9a2b1-c85b-441...| 100|
    |bf56200c-93bc-4f0...|
    |6a996a01-2154-482...|
                          1 l
    +----+
    only showing top 5 rows
    9.5 Label Encoding Target Variable
[]: @udf(returnType=IntegerType())
    def is_purchased_label(purchase):
      if purchase == "purchase":
        return 1
      return 0
```

```
[]: df_targets = distinct_cart_purchase.select("*",_
     →is_purchased_label("event_type"))
    df_targets = df_targets.
     →withColumnRenamed("is purchased label(event type)", "is purchased")
[]: df_targets = df_targets.join(activity_in_session, on="user_session",how="left")
[]: from datetime import datetime
    @udf(returnType=IntegerType())
    def week(s):
      return datetime.strptime(str(s)[0:10], "%Y-%m-%d").weekday()
[]: df_targets_week = df_targets.select("*", week("event_time"))
    df_targets_week = df_targets_week.withColumnRenamed("week(event_time)", "week")
[]: df_targets_week.printSchema()
     |-- user_session: string (nullable = true)
     |-- event_time: string (nullable = true)
     |-- event_type: string (nullable = true)
     |-- product_id: integer (nullable = true)
     |-- category_id: long (nullable = true)
     |-- brand: string (nullable = false)
     |-- price: double (nullable = true)
     |-- user_id: integer (nullable = true)
     |-- category: string (nullable = true)
     |-- product: string (nullable = true)
     |-- Time: string (nullable = true)
     |-- Day: string (nullable = true)
     |-- Hour: string (nullable = true)
     |-- is purchased: integer (nullable = true)
     |-- count: long (nullable = true)
     |-- week: integer (nullable = true)
[]: df_targets_week = df_targets_week.dropDuplicates(["user_session"])
    9.6 Feature Selection
[]: features = df_targets_week.select("event_type", "brand", "price", []
     features.printSchema()
    root
     |-- event_type: string (nullable = true)
     |-- brand: string (nullable = false)
```

```
|-- price: double (nullable = true)
|-- count: long (nullable = true)
|-- week: integer (nullable = true)
|-- category: string (nullable = true)
|-- product: string (nullable = true)
|-- is_purchased: integer (nullable = true)
```

```
[]: features.count()
```

[]: 910797

9.7 Prediction Model - SparkML

```
[]: from pyspark.ml.feature import StringIndexer, OneHotEncoder
    from pyspark.ml.feature import VectorAssembler
    from pyspark.ml import Pipeline
    categotyIdxer = StringIndexer(inputCol='category',outputCol='category_idx')
    event_typeIdxer =
     →StringIndexer(inputCol='event_type',outputCol='event_type_idx')
    brandIdxer = StringIndexer(inputCol='brand',outputCol='brand idx')
    productIdxer = StringIndexer(inputCol='product',outputCol='product_idx')
    labelIndexer = StringIndexer(inputCol="is purchased", outputCol="label")
    one_hot_encoder_category = OneHotEncoder(inputCol="category_idx",_
     →outputCol="category_vec")
    one hot encoder product = OneHotEncoder(inputCol="product idx", |
     one_hot_encoder_brand = OneHotEncoder(inputCol="brand_idx",__
     one hot_encoder_event_type = OneHotEncoder(inputCol="event_type_idx",__
     stages_indexer = [categotyIdxer,
              event_typeIdxer,
              brandIdxer,
              productIdxer,
              labelIndexer]
    stages_one_hot = [
              one_hot_encoder_category,
              one_hot_encoder_event_type,
              one_hot_encoder_brand,
              one_hot_encoder_product]
```

```
assembler_cat = VectorAssembler(inputCols=[encoder.getOutputCol() for encoder_u
    →in stages_one_hot], outputCol="features_cat")
   num_cols = ["count", "week", "price"]
   assemblerNum = VectorAssembler(inputCols = num cols, outputCol = "features num")
   final_assembler = VectorAssembler(inputCols = ["features_cat", "features_num"],__
    →outputCol = "features")
   pipeline = Pipeline(stages = stages_indexer + stages_one_hot + [assembler_cat]_u
    →+ [assemblerNum]+ [final_assembler])
[]: features = features.na.drop()
   df_transformed = pipeline.fit(features).transform(features)
   if output show:
     df transformed.show(2)
   +-----
   _____+___
   _+_____
   ----+
   |event_type| brand| price|count|week|
                               category
   product|is purchased|category_idx|event_type_idx|brand_idx|product_idx|label|
   category_vec|event_type_vec|
                           brand_vec|
                                      product_vec|
   features_cat|
               features_num|
                                 features
   +----
   _____+___
   -+----+
       cart|samsung| 171.9| 165|
   1
                            4|electronics|smartphone|
   0.01
             0.01
                    0.0
                             0.0| 0.0|(1334,[0],[1.0])| (1,[0],[1.0])|(
   1971, [0], [1.0]) | (1439, [0], [1.0]) | (4745, [0, 1334, 133... | [165.0, 4.0, 171.9] | (4748, [0
   | purchase | xiaomi | 189.89 | 42 |
                            3|electronics|smartphone|
                                                      1|
                            0.0| 1.0|(1334,[0],[1.0])|
                                                   (1,[],[])|(
   1971, [2], [1.0]) | (1439, [0], [1.0]) | (4745, [0, 1337, 330... | [42.0, 3.0, 189.89] | (4748, [0
   ,1337,330...
   _____+___
   _+_____
   ----+
   only showing top 2 rows
[]: final_data = df_transformed.select("features", "label")
   final data = final data.na.drop()
   final_data.printSchema()
   |-- features: vector (nullable = true)
```

```
|-- label: double (nullable = false)
```

```
[]: (trainingData, testData) = final_data.randomSplit([0.7, 0.3])
```

Random Forest

Saving and loading model from file

```
[]: from pyspark.ml.classification import RandomForestClassificationModel
model_1 = RandomForestClassificationModel.load(path_to_model)
accuracy = rf_predictions.filter(rf_predictions.label == rf_predictions.

→prediction).count() / float(rf_predictions.count())
print("Accuracy : ",accuracy)
```

Accuracy: 0.7842197931186267