

Online Shop Analysis

Specifying The Question

To assist the sales team in identifying characteristics of consumer groups, do cluster analysis on customer behavior data obtained by Kira Plastinina, a Russian company.

Metrics of success

Distinction of customer groups and their differentiating characteristics.

Understanding the context

We will be using data collected from an E-Commerce site. E-commerce is the buying and selling of goods and services, or the transmitting of funds or data, over an electronic network, primarily the internet.

Kira Plastinina is a Russian brand that is sold through a defunct chain of retail stores in Russia, Ukraine, Kazakhstan, Belarus, China, Philippines, and Armenia. The brand's Sales and Marketing team would like to understand their customer's behavior from data that they have collected over the past year. More specifically, they would like to learn the characteristics of customer groups.

Recording the experimental design

- Loading the data
- Check the Data
- Perform Data Cleaning
- Perform Exploratory Data Analysis (Univariate, Bivariate & Multivariate)
- Implement the Solution
- Conclusion

Loading libraries

```
# Importing the necessary R libraries  
library(tidyverse)
```

```
## -- Attaching packages ----- tidyverse 1.3.1 --
```

```
## v ggplot2 3.3.5      v purrr   0.3.4  
## v tibble  3.1.4      v dplyr   1.0.7  
## v tidyr   1.1.3      v stringr 1.4.0  
## v readr   2.0.1      v forcats 0.5.1
```

```
## -- Conflicts ----- tidyverse_conflicts() --  
## x dplyr::filter() masks stats::filter()  
## x dplyr::lag() masks stats::lag()
```

```
library(magrittr)
```

```
##  
## Attaching package: 'magrittr'  
  
## The following object is masked from 'package:purrr':  
##  
## set_names  
  
## The following object is masked from 'package:tidyr':  
##  
## extract
```

```
library(corrplot)
```

```
## corrplot 0.90 loaded
```

```
library(caret)
```

```
## Loading required package: lattice  
  
##  
## Attaching package: 'caret'  
  
## The following object is masked from 'package:purrr':  
##  
## lift
```

```
library(readr)  
library(BBmisc)
```

```
##  
## Attaching package: 'BBmisc'  
  
## The following objects are masked from 'package:dplyr':  
##  
## coalesce, collapse  
  
## The following object is masked from 'package:base':  
##  
## isFALSE
```

```
library(psych)
```

```
##
## Attaching package: 'psych'

## The following objects are masked from 'package:ggplot2':
##
##      %+%, alpha
```

```
options(warn = -1)

library(grid)
```

```
##
## Attaching package: 'grid'

## The following object is masked from 'package:BBmisc':
##
##      explode
```

```
theme_set(theme_bw())
options(warn = -1)
```

```
library(ggplot2)
```

Loading data

```
shop = read.csv("http://bit.ly/EcommerceCustomersDataset")
```

Exploratory Analysis

Checking the data

```
# checking the head of our data
head(shop)
```

```
##      Administrative Administrative_Duration Informational Informational_Duration
## 1                0                      0                0                      0
## 2                0                      0                0                      0
## 3                0                      -1                0                      -1
## 4                0                      0                0                      0
## 5                0                      0                0                      0
## 6                0                      0                0                      0
##      ProductRelated ProductRelated_Duration BounceRates ExitRates PageValues
## 1                1          0.000000 0.20000000 0.2000000          0
## 2                2          64.000000 0.00000000 0.1000000          0
## 3                1          -1.000000 0.20000000 0.2000000          0
## 4                2           2.666667 0.05000000 0.1400000          0
## 5               10          627.500000 0.02000000 0.0500000          0
```

```
## 6          19          154.216667  0.01578947 0.0245614          0
##   SpecialDay Month OperatingSystems Browser Region TrafficType
## 1          0   Feb              1         1         1          1
## 2          0   Feb              2         2         1          2
## 3          0   Feb              4         1         9          3
## 4          0   Feb              3         2         2          4
## 5          0   Feb              3         3         1          4
## 6          0   Feb              2         2         1          3
##           VisitorType Weekend Revenue
## 1 Returning_Visitor   FALSE   FALSE
## 2 Returning_Visitor   FALSE   FALSE
## 3 Returning_Visitor   FALSE   FALSE
## 4 Returning_Visitor   FALSE   FALSE
## 5 Returning_Visitor    TRUE   FALSE
## 6 Returning_Visitor   FALSE   FALSE
```

```
# checking the tail of our data
tail(shop)
```

```
##           Administrative Administrative_Duration Informational
## 12325              0              0              1
## 12326              3             145              0
## 12327              0              0              0
## 12328              0              0              0
## 12329              4              75              0
## 12330              0              0              0
##           Informational_Duration ProductRelated ProductRelated_Duration BounceRates
## 12325              0              16             503.000 0.000000000
## 12326              0              53            1783.792 0.007142857
## 12327              0              5             465.750 0.000000000
## 12328              0              6             184.250 0.083333333
## 12329              0              15            346.000 0.000000000
## 12330              0              3             21.250 0.000000000
##           ExitRates PageValues SpecialDay Month OperatingSystems Browser Region
## 12325 0.03764706   0.00000          0   Nov              2         2         1
## 12326 0.02903061  12.24172          0   Dec              4         6         1
## 12327 0.02133333   0.00000          0   Nov              3         2         1
## 12328 0.08666667   0.00000          0   Nov              3         2         1
## 12329 0.02105263   0.00000          0   Nov              2         2         3
## 12330 0.06666667   0.00000          0   Nov              3         2         1
##           TrafficType VisitorType Weekend Revenue
## 12325          1 Returning_Visitor   FALSE   FALSE
## 12326          1 Returning_Visitor    TRUE   FALSE
## 12327          8 Returning_Visitor    TRUE   FALSE
## 12328         13 Returning_Visitor    TRUE   FALSE
## 12329         11 Returning_Visitor   FALSE   FALSE
## 12330          2      New_Visitor    TRUE   FALSE
```

```
# checking the structure of the data
str(shop)
```

```
## 'data.frame':   12330 obs. of  18 variables:
## $ Administrative      : int  0 0 0 0 0 0 0 1 0 0 ...
```

```
## $ Administrative_Duration: num 0 0 -1 0 0 0 -1 -1 0 0 ...
## $ Informational          : int 0 0 0 0 0 0 0 0 0 0 ...
## $ Informational_Duration : num 0 0 -1 0 0 0 -1 -1 0 0 ...
## $ ProductRelated        : int 1 2 1 2 10 19 1 1 2 3 ...
## $ ProductRelated_Duration: num 0 64 -1 2.67 627.5 ...
## $ BounceRates           : num 0.2 0 0.2 0.05 0.02 ...
## $ ExitRates             : num 0.2 0.1 0.2 0.14 0.05 ...
## $ PageValues            : num 0 0 0 0 0 0 0 0 0 0 ...
## $ SpecialDay            : num 0 0 0 0 0 0 0.4 0 0.8 0.4 ...
## $ Month                 : chr "Feb" "Feb" "Feb" "Feb" ...
## $ OperatingSystems      : int 1 2 4 3 3 2 2 1 2 2 ...
## $ Browser               : int 1 2 1 2 3 2 4 2 2 4 ...
## $ Region                : int 1 1 9 2 1 1 3 1 2 1 ...
## $ TrafficType           : int 1 2 3 4 4 3 3 5 3 2 ...
## $ VisitorType           : chr "Returning_Visitor" "Returning_Visitor" "Returning_Visitor" "Return
## $ Weekend               : logi FALSE FALSE FALSE FALSE TRUE FALSE ...
## $ Revenue               : logi FALSE FALSE FALSE FALSE FALSE FALSE ...
```

The dataset consists of 10 numerical and 8 categorical attributes

```
# checking the number of observations and features
dim(shop)
```

```
## [1] 12330    18
```

Our data set has 12330 observations and 18 variables.

Tidying the data

```
# Checking for missing values
colSums(is.na(shop))
```

```
##      Administrative Administrative_Duration      Informational
##      14                      14                      14
## Informational_Duration      ProductRelated ProductRelated_Duration
##      14                      14                      14
##      BounceRates           ExitRates           PageValues
##      14                      14                      0
##      SpecialDay           Month           OperatingSystems
##      0                      0                      0
##      Browser             Region           TrafficType
##      0                      0                      0
##      VisitorType         Weekend           Revenue
##      0                      0                      0
```

There are missing values in the columns: Administrative, Administrative_Duration, Informational, Informational_Duration, ProductRelated, ProductRelated_Duration, BounceRates, ExitRates, PageValues, SpecialDay, Month, OperatingSystems, Browser, Region, TrafficType, VisitorType, Weekend, Revenue

Let's check whether the features (columns) and samples (rows) have more than 5% of the data missing using a function.

```
pMiss <- function(x){sum(is.na(x))/length(x)*100}
apply(shop,2,pMiss)
```

```
##      Administrative Administrative_Duration      Informational
##      0.1135442      0.1135442      0.1135442
## Informational_Duration      ProductRelated ProductRelated_Duration
##      0.1135442      0.1135442      0.1135442
##      BounceRates      ExitRates      PageValues
##      0.1135442      0.1135442      0.0000000
##      SpecialDay      Month      OperatingSystems
##      0.0000000      0.0000000      0.0000000
##      Browser      Region      TrafficType
##      0.0000000      0.0000000      0.0000000
##      VisitorType      Weekend      Revenue
##      0.0000000      0.0000000      0.0000000
```

```
apply(shop,1,pMiss)
```

```
##      [1] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##      [9] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [17] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [25] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [33] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [41] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [49] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [57] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [65] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [73] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [81] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [89] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##     [97] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [105] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [113] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [121] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [129] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [137] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [145] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [153] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [161] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [169] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [177] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [185] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [193] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [201] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [209] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [217] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [225] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [233] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [241] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [249] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [257] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
##    [265] 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000 0.00000
```

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

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[illegible]

The columns have more than 5% of missing data, we will still drop the rows as they are just 14 and our data has 12330 rows.

```
# Omitting missing values
```

```
shop = na.omit(shop)
```

```
# Checking for missing values
```

```
colSums(is.na(shop))
```

```
##      Administrative Administrative_Duration      Informational
##      0                      0                      0
## Informational_Duration      ProductRelated ProductRelated_Duration
##      0                      0                      0
##      BounceRates           ExitRates           PageValues
##      0                      0                      0
##      SpecialDay           Month           OperatingSystems
##      0                      0                      0
##      Browser           Region           TrafficType
##      0                      0                      0
##      VisitorType       Weekend           Revenue
##      0                      0                      0
```

```
# Check for number of remaining columns
```

```
print("The number of rows is:",quote=FALSE)
```

```
## [1] The number of rows is:
```

```
nrow(shop)
```

```
## [1] 12316
```

The missing values have been omitted and we now have 12316 observations which is enough for our analysis.

```
# Checking for duplicates
```

```
duplicates <- shop[duplicated(shop),]
dim(duplicates)
```

```
## [1] 117  18
```

There are 117 duplicates rows. We will remove the duplicates so as to have reliable data.

```
# removing duplicates
```

```
shop <- shop[!duplicated(shop),]
dim(shop)
```

```
## [1] 12199  18
```

We now have 12199 observations and 18 variables. Our data set seems to still be enough for the analysis.

```
# Check for unique values in month and visitor type columns
```

```
unique(shop$Month);
```

```
## [1] "Feb" "Mar" "May" "Oct" "June" "Jul" "Aug" "Nov" "Sep" "Dec"
```

```
unique(shop$VisitorType);
```

```
## [1] "Returning_Visitor" "New_Visitor"      "Other"
```

- The unique values seem okay.
- The visitor type has 3 unique values; Returning visitor, New visitor and other.
- The months; Jan and April have no record.

```
# Check the number of records with this anomaly
```

```
anomaly <- shop %>% select(c(Administrative_Duration, Administrative, Informational_Duration, Informational))
```

```
anomaly
```

There appears to be anomalies in the ProductRelated_Duration, Administrative_Duration and Informational_Duration columns with some observations having a value of -1. Duration cannot be negative.

##	Administrative_Duration	Administrative	Informational_Duration	Informational
## 1	-1	0	-1	0
## 2	-1	0	-1	0
## 3	-1	1	-1	0
## 4	-1	0	-1	0
## 5	-1	0	-1	0
## 6	-1	0	-1	0
## 7	-1	0	-1	0
## 8	-1	0	-1	0
## 9	-1	0	-1	0
## 10	-1	0	-1	0
## 11	-1	0	-1	0
## 12	-1	0	-1	0
## 13	-1	0	-1	0
## 14	-1	0	-1	0
## 15	-1	0	-1	0
## 16	-1	0	-1	0
## 17	-1	0	-1	0
## 18	-1	0	-1	0
## 19	-1	0	-1	0
## 20	-1	0	-1	0
## 21	-1	0	-1	0
## 22	-1	0	-1	0
## 23	-1	0	-1	0
## 24	-1	0	-1	0
## 25	-1	0	-1	0
## 26	-1	0	-1	0
## 27	-1	0	-1	0
## 28	-1	0	-1	0
## 29	-1	1	-1	0

## 30	-1	0	-1	0
## 31	-1	0	-1	0
## 32	-1	0	-1	0
## 33	-1	0	-1	0
##	ProductRelated_Duration	ProductRelated		
## 1	-1	1		
## 2	-1	1		
## 3	-1	1		
## 4	-1	1		
## 5	-1	1		
## 6	-1	1		
## 7	-1	1		
## 8	-1	1		
## 9	-1	1		
## 10	-1	1		
## 11	-1	1		
## 12	-1	1		
## 13	-1	1		
## 14	-1	1		
## 15	-1	1		
## 16	-1	1		
## 17	-1	1		
## 18	-1	1		
## 19	-1	1		
## 20	-1	1		
## 21	-1	1		
## 22	-1	1		
## 23	-1	1		
## 24	-1	1		
## 25	-1	1		
## 26	-1	1		
## 27	-1	1		
## 28	-1	1		
## 29	-1	1		
## 30	-1	1		
## 31	-1	1		
## 32	-1	1		
## 33	-1	1		

There are 33 records with this anomaly. We will drop this records.

```
# Dropping the 33 records
```

```
shop <- shop %>% filter(Administrative_Duration != -1, Informational_Duration != -1, ProductRelated_Duration != -1)
```

```
# checking the remaining observations in our data
```

```
dim(shop)
```

```
## [1] 12164    18
```

Our data has 12164 observations now. This is still good for our analysis.

```
# Creating a function to check for the number of outliers in each column
```

```
outlier_detector <- function(x){
  out <- boxplot.stats(x)$out
  return((length(out)/ 12164)*100)
}
```

```
# Get outlier count per column
```

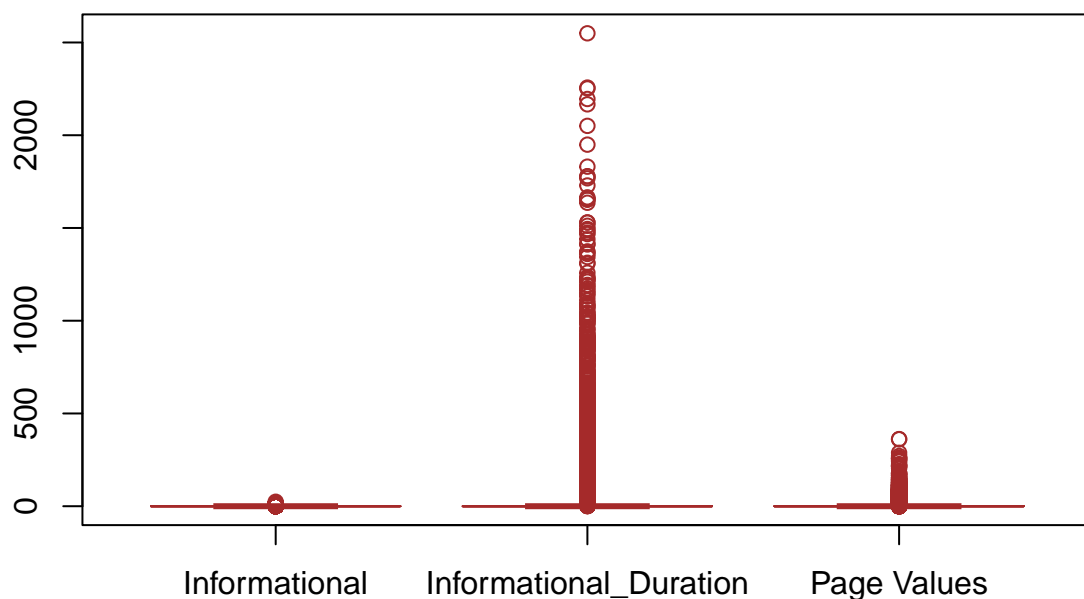
```
sapply(shop[,c(1:9)], outlier_detector)
```

```
##      Administrative Administrative_Duration      Informational
##      3.321276      9.363696      21.621177
## Informational_Duration ProductRelated ProductRelated_Duration
##      19.763236      8.278527      7.809931
##      BounceRates      ExitRates      PageValues
##      11.649129      10.637948      22.443275
```

```
# Plot boxplots of columns with high % of outliers
```

```
boxplot(shop$Informational, shop$Informational_Duration, shop$PageValues,
  main = "Columns with high values of outliers",
  names = c("Informational", "Informational_Duration", "Page Values"),
  col = c("orange", "blue"),
  border = "brown",
  notch = TRUE)
```

Columns with high values of outliers



- All outliers are found above the third quantile, implying that they are all found in the higher ranges of the above variables. Given the nature of the data, it's quite possible for customers to spend extended periods of time on informational pages or browsing pages containing high-value items. As a result, we will keep the outliers.
- The other outliers will not be removed because they may reveal information about certain special days or consumers.

Univariate Analysis

When using univariate approaches, you just look at one variable at a time.

The following are examples of univariate analysis:

- Mean, Median, and Mode are three measures of central tendency.
- Dispersion measures include the minimum, maximum, range, quartiles, variance, and standard deviation.
- Other factors to consider are skewness and kurtosis.
- Histogram, Box plots, Bar plots, and Kernel density plots are examples of univariate graphs.

```
# checking the summary statistics of each column
summary(shop)
```

```
## Administrative    Administrative_Duration Informational
## Min.   : 0.000    Min.   :  0.00      Min.   : 0.0000
## 1st Qu.: 0.000    1st Qu.:  0.00      1st Qu.: 0.0000
## Median : 1.000    Median : 10.00      Median : 0.0000
## Mean   : 2.347    Mean   : 81.92      Mean   : 0.5103
## 3rd Qu.: 4.000    3rd Qu.: 95.00      3rd Qu.: 0.0000
## Max.   :27.000    Max.   :3398.75     Max.   :24.0000
## Informational_Duration ProductRelated    ProductRelated_Duration
## Min.   :  0.00      Min.   :  0.00    Min.   :  0.0
## 1st Qu.:  0.00      1st Qu.:  8.00    1st Qu.: 196.5
## Median :  0.00      Median : 18.00    Median : 613.2
## Mean   : 34.94      Mean   : 32.15    Mean   :1211.0
## 3rd Qu.:  0.00      3rd Qu.: 38.00    3rd Qu.:1482.0
## Max.   :2549.38     Max.   :705.00    Max.   :63973.5
## BounceRates        ExitRates        PageValues        SpecialDay
## Min.   :0.000000    Min.   :0.00000    Min.   :  0.00    Min.   :0.00000
## 1st Qu.:0.000000    1st Qu.:0.01417    1st Qu.:  0.00    1st Qu.:0.00000
## Median :0.002865    Median :0.02500    Median :  0.00    Median :0.00000
## Mean   :0.020001    Mean   :0.04108    Mean   :  5.97    Mean   :0.06202
## 3rd Qu.:0.016318    3rd Qu.:0.04804    3rd Qu.:  0.00    3rd Qu.:0.00000
## Max.   :0.200000    Max.   :0.20000    Max.   :361.76    Max.   :1.00000
## Month              OperatingSystems    Browser            Region
## Length:12164       Min.   :1.000      Min.   : 1.000     Min.   :1.000
## Class :character    1st Qu.:2.000      1st Qu.: 2.000     1st Qu.:1.000
## Mode  :character    Median :2.000      Median : 2.000     Median :3.000
##                      Mean   :2.125      Mean   : 2.358     Mean   :3.153
##                      3rd Qu.:3.000      3rd Qu.: 2.000     3rd Qu.:4.000
##                      Max.   :8.000      Max.   :13.000     Max.   :9.000
```

```
## TrafficType VisitorType Weekend Revenue
## Min. : 1.000 Length:12164 Mode :logical Mode :logical
## 1st Qu.: 2.000 Class :character FALSE:9311 FALSE:10256
## Median : 2.000 Mode :character TRUE :2853 TRUE :1908
## Mean : 4.076
## 3rd Qu.: 4.000
## Max. :20.000
```

The method `describe()` gives more measures of dispersion compared to the `summary()`

The `describe()` function which is part of the `Hmisc` package displays the following additional statistics:

- Number of rows
- Standard deviation
- Trimmed mean
- Mean absolute deviation
- Skewness
- Kurtosis
- Standard error

```
# describing our columns
describe(shop)
```

```
## vars n mean sd median trimmed mad min
## Administrative 1 12164 2.35 3.33 1.00 1.66 1.48 0
## Administrative_Duration 2 12164 81.92 177.73 10.00 43.06 14.83 0
## Informational 3 12164 0.51 1.28 0.00 0.18 0.00 0
## Informational_Duration 4 12164 34.94 141.65 0.00 3.76 0.00 0
## ProductRelated 5 12164 32.15 44.63 18.00 23.14 19.27 0
## ProductRelated_Duration 6 12164 1210.99 1921.59 613.24 835.59 747.59 0
## BounceRates 7 12164 0.02 0.04 0.00 0.01 0.00 0
## ExitRates 8 12164 0.04 0.05 0.03 0.03 0.02 0
## PageValues 9 12164 5.97 18.68 0.00 1.34 0.00 0
## SpecialDay 10 12164 0.06 0.20 0.00 0.00 0.00 0
## Month* 11 12164 6.17 2.38 7.00 6.36 1.48 1
## OperatingSystems 12 12164 2.12 0.91 2.00 2.06 0.00 1
## Browser 13 12164 2.36 1.71 2.00 2.00 0.00 1
## Region 14 12164 3.15 2.40 3.00 2.79 2.97 1
## TrafficType 15 12164 4.08 4.02 2.00 3.23 1.48 1
## VisitorType* 16 12164 2.71 0.69 3.00 2.89 0.00 1
## Weekend 17 12164 NaN NA NA NaN NA Inf
## Revenue 18 12164 NaN NA NA NaN NA Inf
## max range skew kurtosis se
## Administrative 27.00 27.00 1.94 4.62 0.03
## Administrative_Duration 3398.75 3398.75 5.58 49.97 1.61
## Informational 24.00 24.00 4.01 26.56 0.01
## Informational_Duration 2549.38 2549.38 7.53 75.23 1.28
## ProductRelated 705.00 705.00 4.33 31.01 0.40
## ProductRelated_Duration 63973.52 63973.52 7.25 136.43 17.42
## BounceRates 0.20 0.20 3.21 9.71 0.00
## ExitRates 0.20 0.20 2.26 4.79 0.00
## PageValues 361.76 361.76 6.34 64.75 0.17
## SpecialDay 1.00 1.00 3.28 9.78 0.00
```



```
## Month*                10.00      9.00 -0.83      -0.37  0.02
## OperatingSystems       8.00      7.00  2.03      10.29  0.01
## Browser                13.00     12.00  3.22      12.56  0.02
## Region                 9.00      8.00  0.98      -0.16  0.02
## TrafficType            20.00     19.00  1.96       3.45  0.04
## VisitorType*           3.00      2.00 -2.04       2.21  0.01
## Weekend                -Inf     -Inf    NA         NA    NA
## Revenue                -Inf     -Inf    NA         NA    NA
```

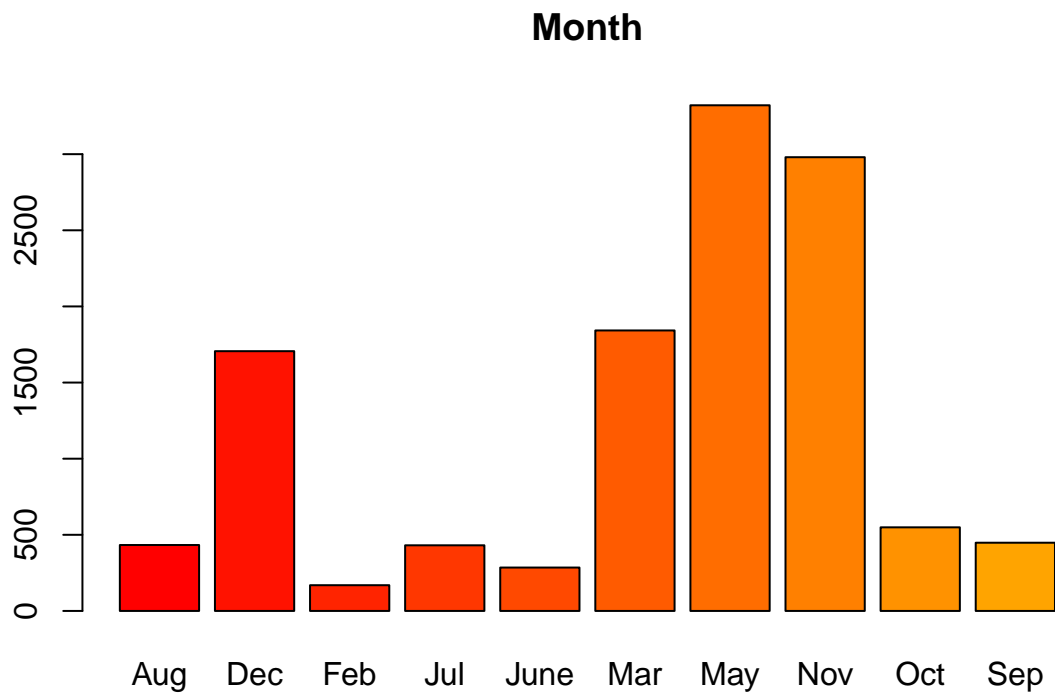
Informational Duration, ProductRelated Duration, and PageValues are the most positively skewed variables, having high kurtosis values.

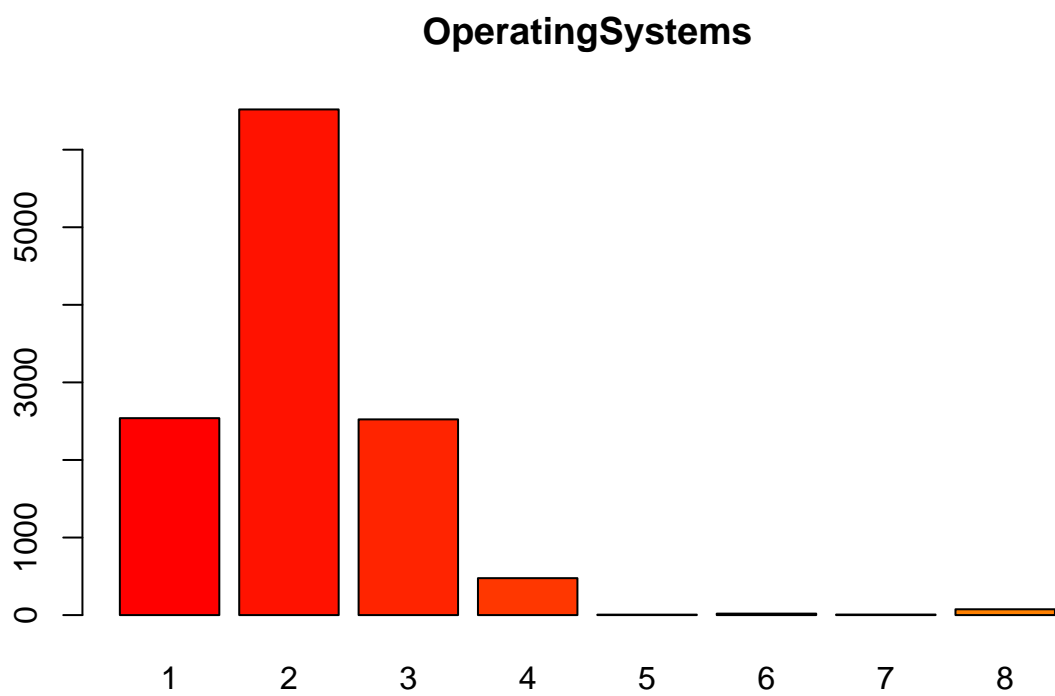
```
# Frequency distribution of the categorical variables
sapply(shop[, c(11:18)], table)
```

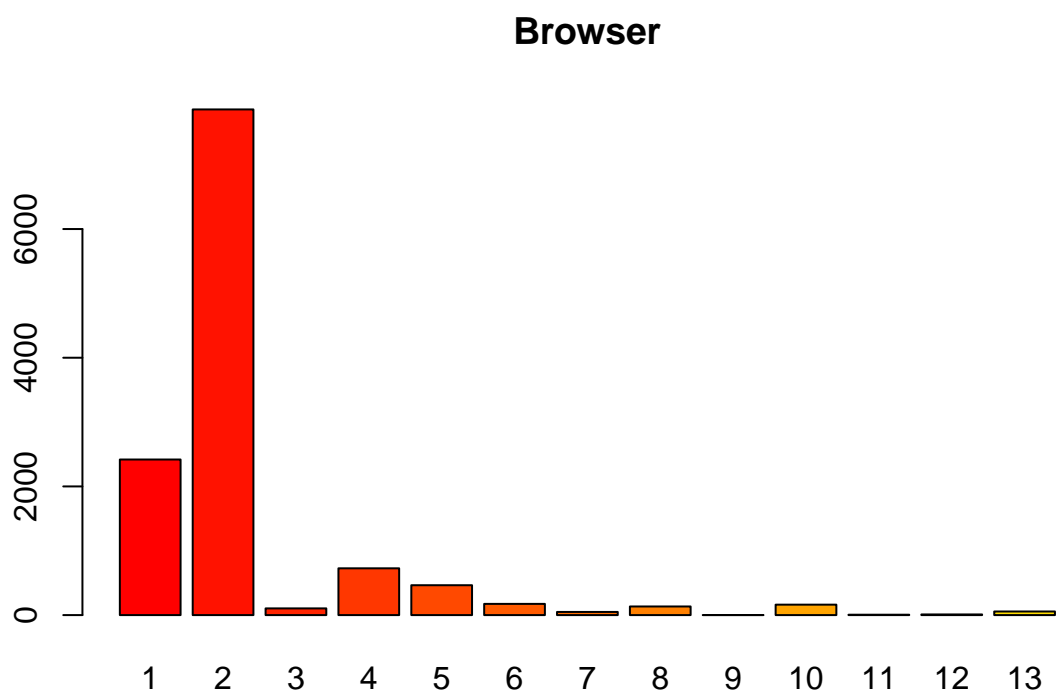
```
## $Month
##
##   Aug  Dec  Feb  Jul  June  Mar  May  Nov  Oct  Sep
##  433 1706  169  431  285 1842 3321 2980  549  448
##
## $OperatingSystems
##
##    1    2    3    4    5    6    7    8
## 2539 6519 2523  476    6   19    7   75
##
## $Browser
##
##    1    2    3    4    5    6    7    8    9   10   11   12   13
## 2418 7859  104  727  464  174   49  134    1  162    6   10   56
##
## $Region
##
##    1    2    3    4    5    6    7    8    9
## 4701 1122 2374 1164  315  800  755  431  502
##
## $TrafficType
##
##    1    2    3    4    5    6    7    8    9   10   11   12   13   14   15   16
## 2373 3905 2002 1064  259  440   40  343   41  450  247    1  727   13   36    3
##   17   18   19   20
##    1   10   17  192
##
## $VisitorType
##
##      New_Visitor      Other Returning_Visitor
##           1693           81           10390
##
## $Weekend
##
## FALSE  TRUE
##  9311  2853
##
## $Revenue
```

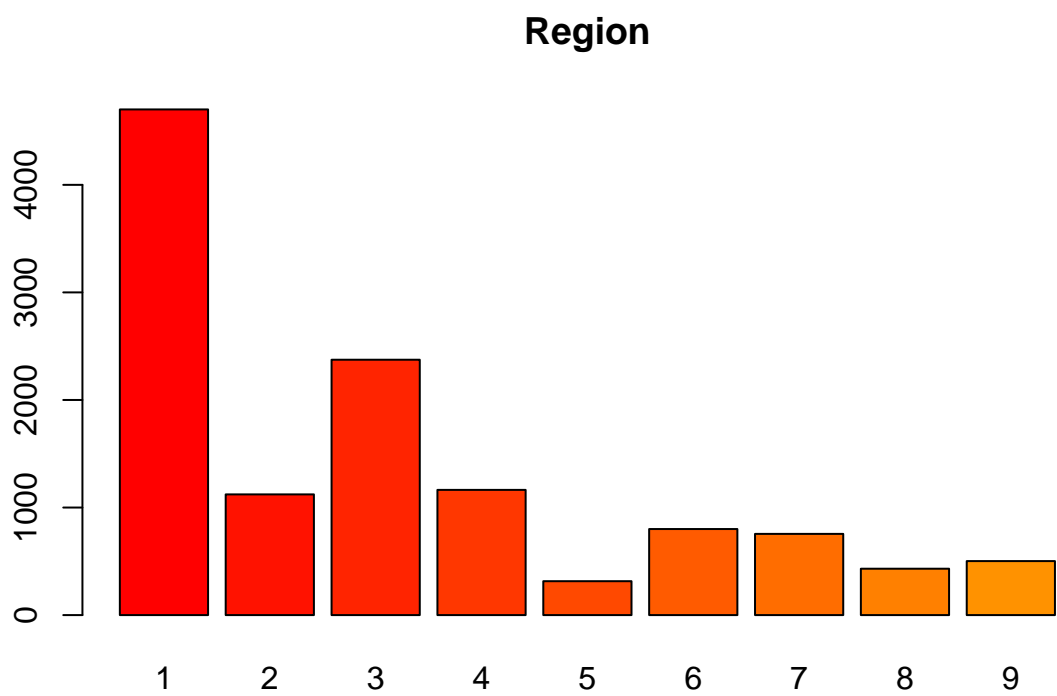
```
##
## FALSE TRUE
## 10256 1908

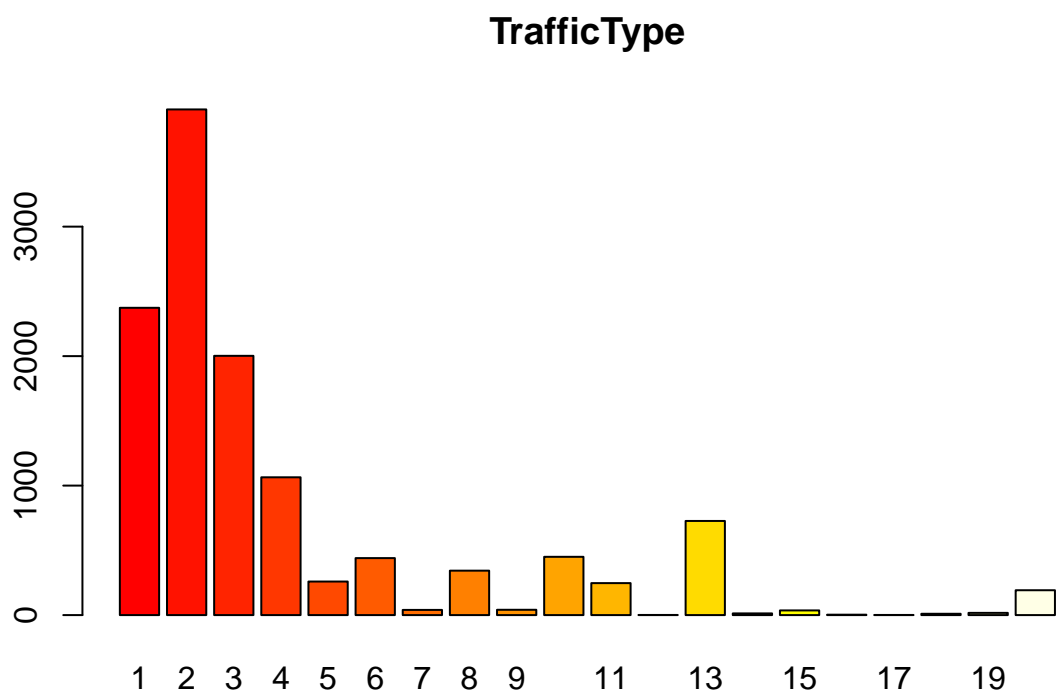
# Creating histogram plots to visually view the categorical variables
#par(mfrow=c(4,1))
for(i in 11:18) {
  counts <- table(shop[,i])
  name <- names(shop)[i]
  barplot(counts, main=name, col = heat.colors(20))}
```

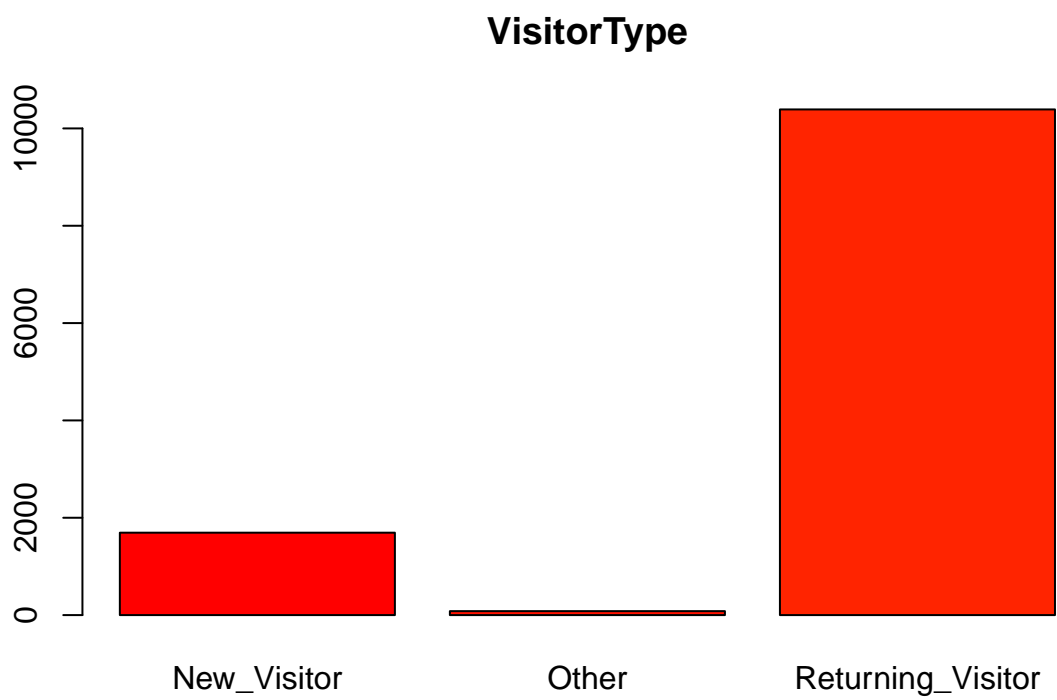


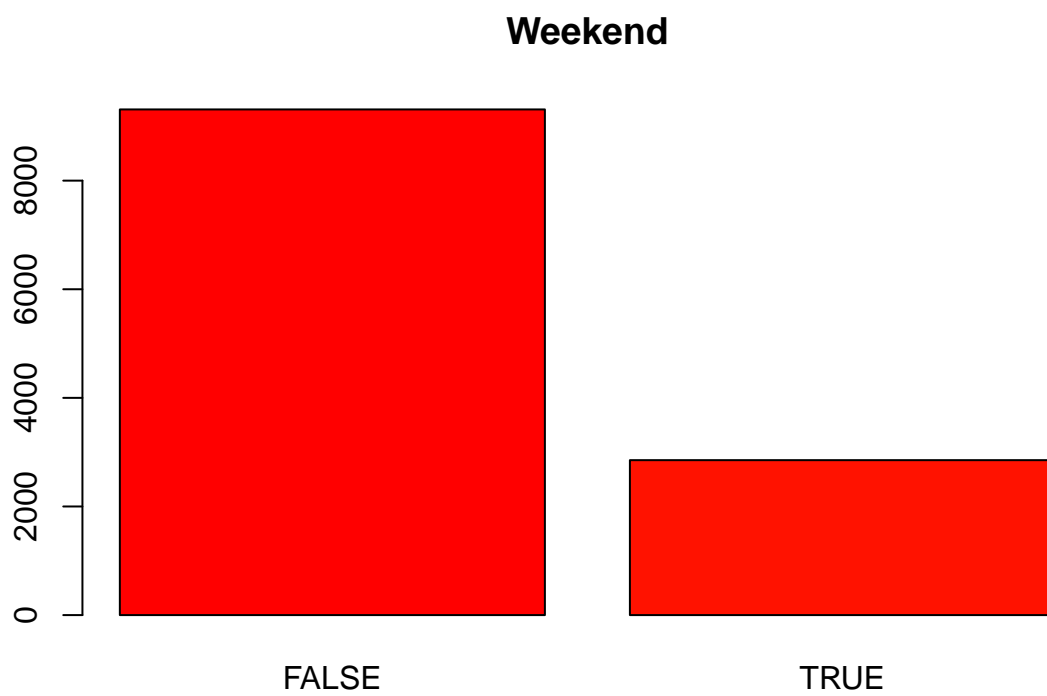


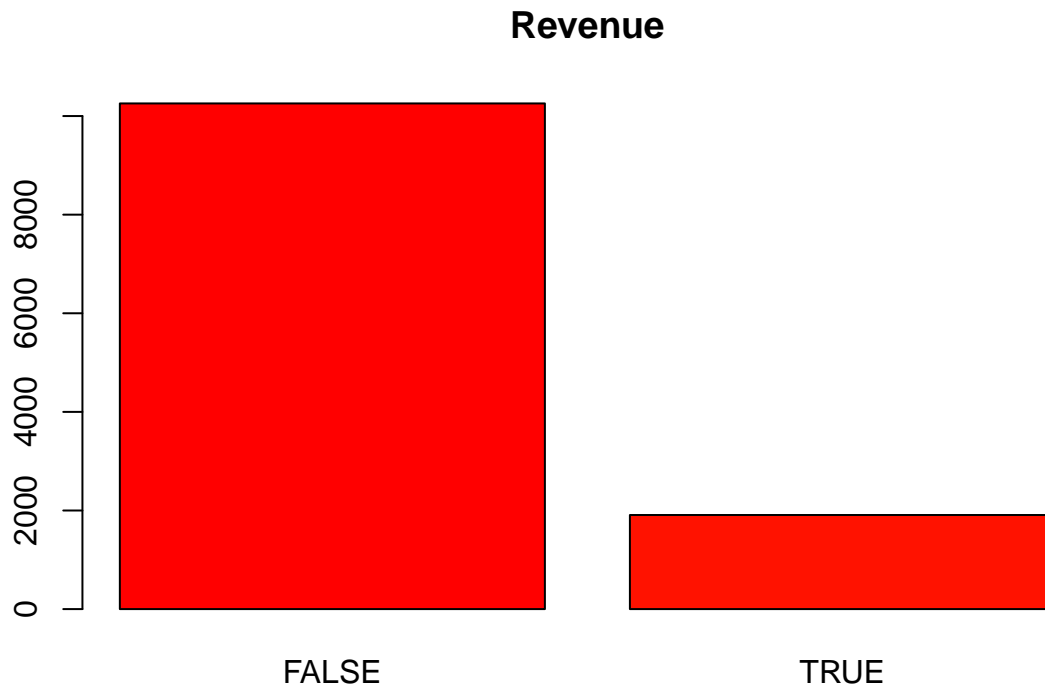












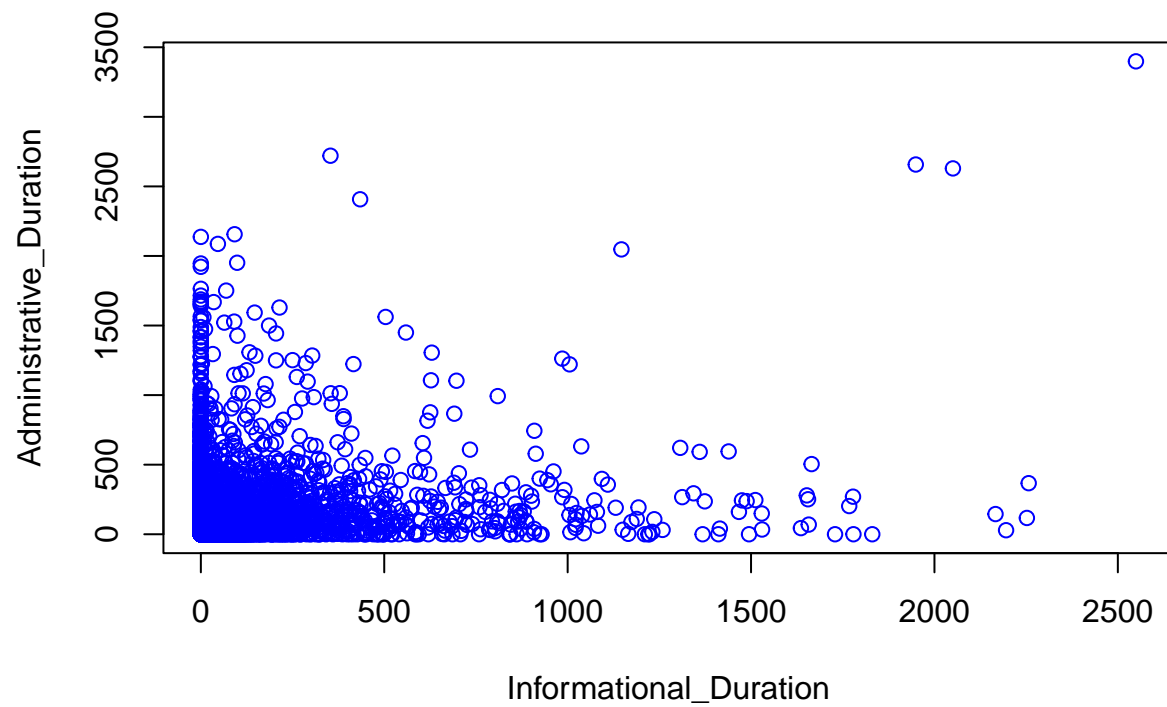
- Months with the highest activity are May, November, March and December.
- Most visitors have a type 2 operating system followed by type 3 and 1.
- Most visitors have a type 2 browser.
- Most visitors to the site are located in region 1 and 3.
- Most of the traffic to the website is of type 2 and 1
- Visitors to the site are mostly returning visitors.
- Most of the traffic happens on weekdays rather than on weekends.
- Most visits to the site do not earn revenue.

Bivariate Analysis

Two variables are analyzed to see if there is a relationship between them.

```
# Let's plot scatter plots  
plot(Administrative_Duration ~ Informational_Duration, dat = shop,  
     col = "blue",  
     main = "Admin vs Information Scatter Plot")
```

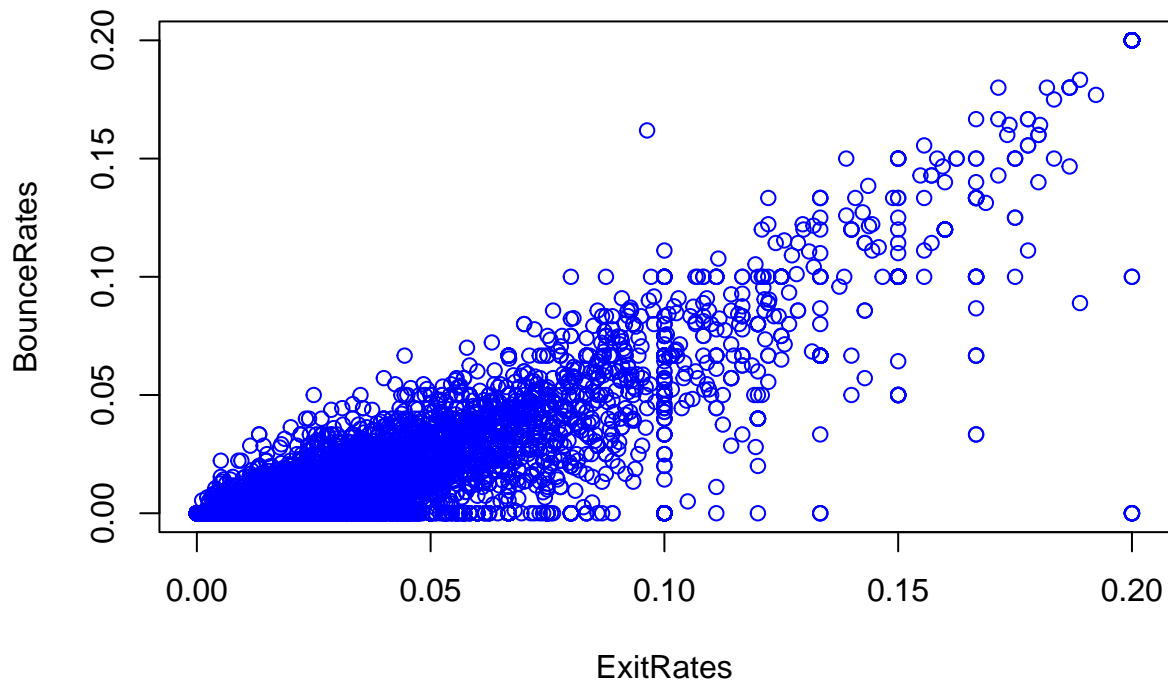
Admin vs Information Scatter Plot



The Administration duration and Information duration seem to have a weak relationship.

```
# Let's plot scatter plots
plot(BounceRates ~ ExitRates, dat = shop,
     col = "blue",
     main = "BounceRates vs ExitRates Scatter Plot")
```

BounceRates vs ExitRates Scatter Plot



There is a high positive correlation between Bounce and exit rates. This shows that users who bounce from one page to another are most likely to exit the site quicker.

```
# Number of visits to product related pages per month
```

```
product_stats <- shop %>% select(ProductRelated, ProductRelated_Duration, Month)%>%group_by(Month)%>% s  
product_stats[order(product_stats$ProductRelated, decreasing = TRUE),]
```

```
## # A tibble: 10 x 3  
##   Month ProductRelated ProductRelated_Duration  
##   <chr>          <dbl>          <dbl>  
## 1 Nov           46.3          1769.  
## 2 Aug           38.3          1273.  
## 3 Jul           36.5          1220.  
## 4 June          36.4          1226.  
## 5 Oct           33.6          1117.  
## 6 Sep           33.1          1253.  
## 7 Dec           28.3          1125.  
## 8 May           26.8           995.  
## 9 Mar           20.5           841.  
## 10 Feb          12.1           513.
```

It seems that there is more activity in November as it has the highest product related visits and the product related duration is high as well.

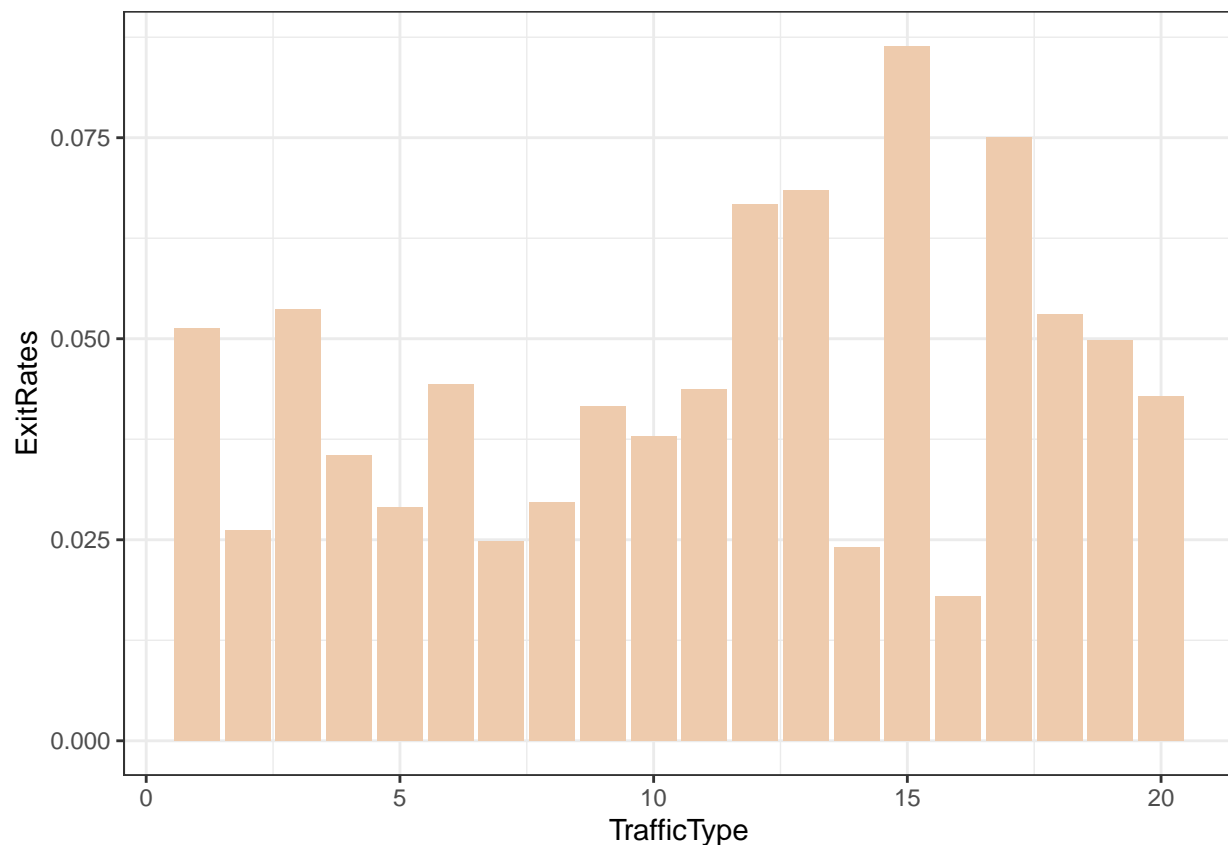
```
# Getting the bounce rates and exit rates among visitor groups
visitor <- shop %>% select(VisitorType, ExitRates, BounceRates)%>% group_by(VisitorType)%>%summarise_al

visitor
```

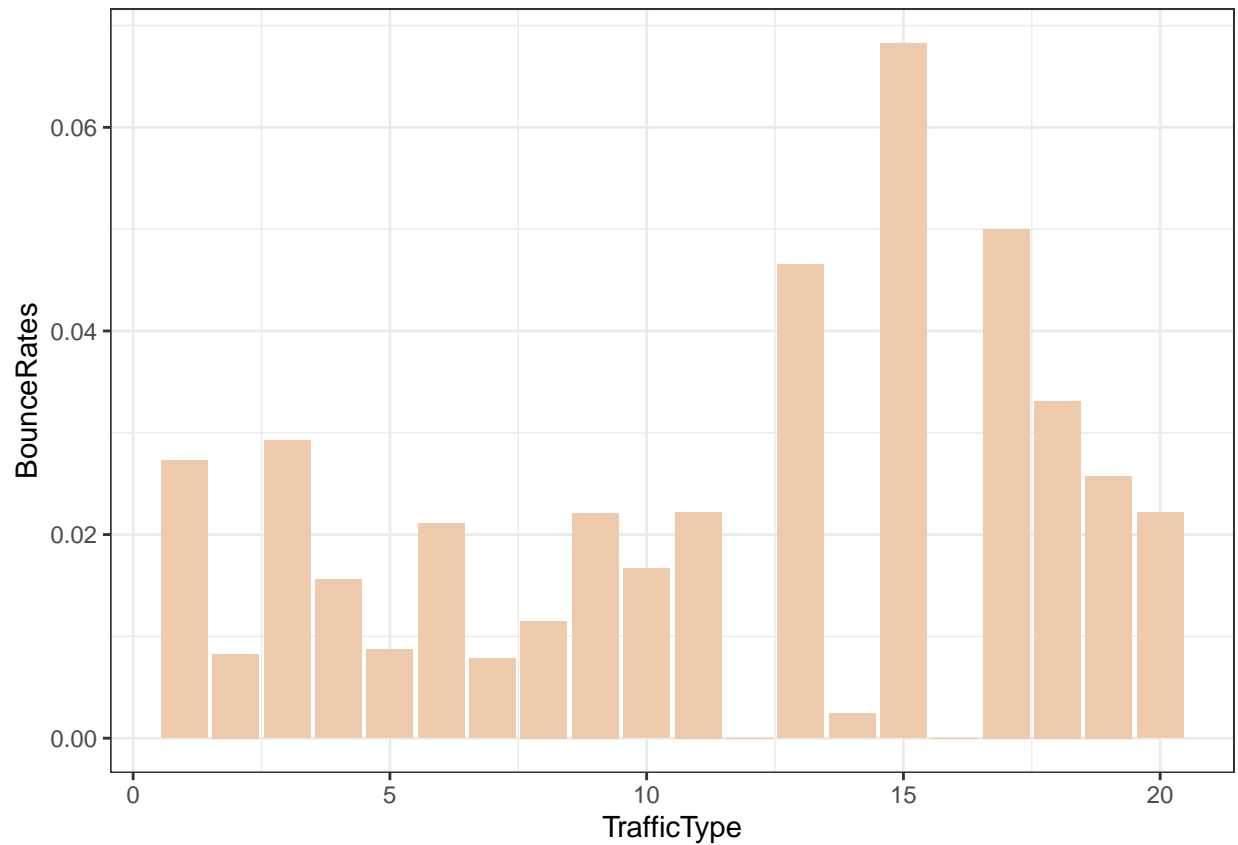
```
## # A tibble: 3 x 3
##   VisitorType      ExitRates BounceRates
##   <chr>          <dbl>      <dbl>
## 1 New_Visitor      0.0206      0.00515
## 2 Other            0.0566      0.0306
## 3 Returning_Visitor 0.0443      0.0223
```

Visitors of type other have a higher ExitRate and BounceRates followed by ReturningVisitors.

```
# Creating a plot to show the ExitRate and BounceRatesin relation to the traffic type.
traffic <- shop %>% select(TrafficType, ExitRates, BounceRates)%>% group_by(TrafficType)%>% summarise_a
par(mfrow = c(1,2))
ggplot(traffic, aes(x=TrafficType, y = ExitRates))+
  geom_bar(stat = "identity", fill="peachpuff2")
```

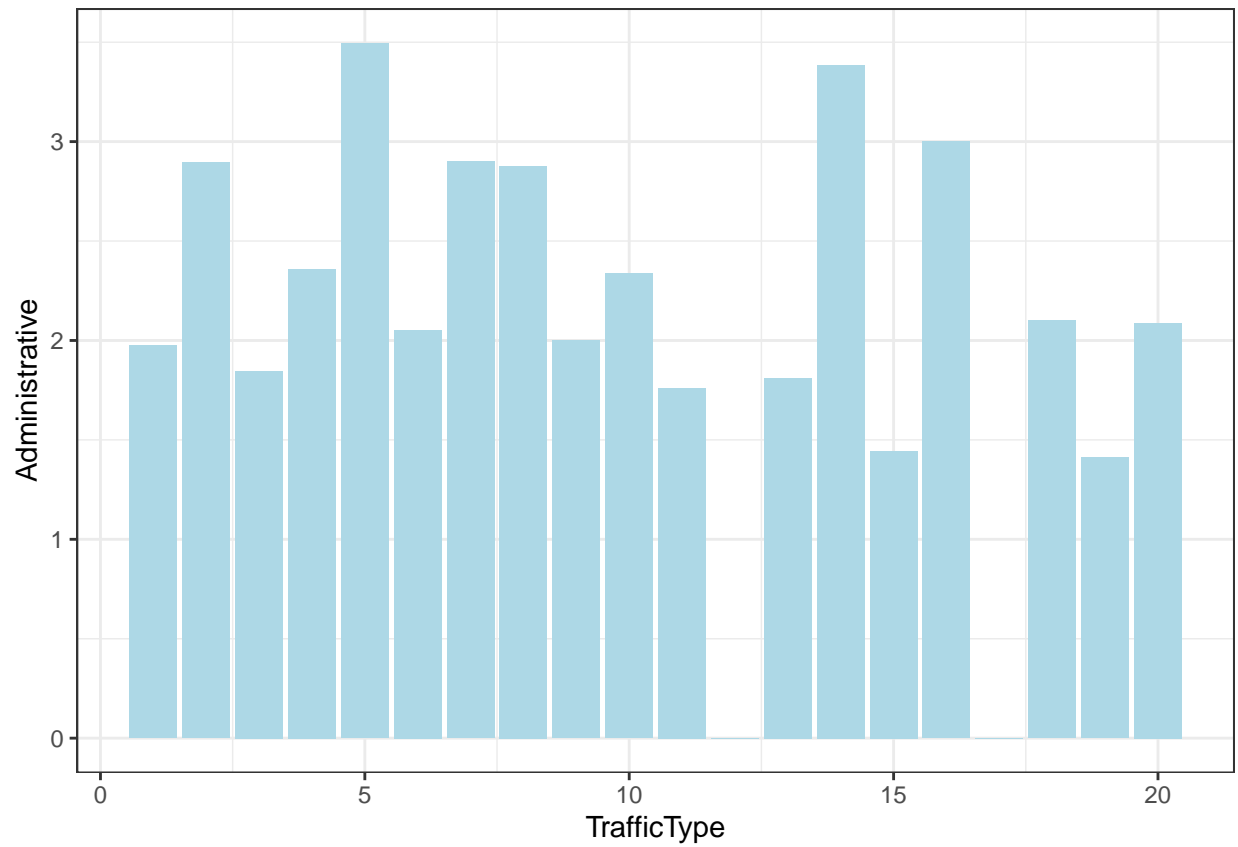


```
ggplot(traffic, aes(x=TrafficType, y = BounceRates))+
  geom_bar(stat = "identity", fill="peachpuff2")
```

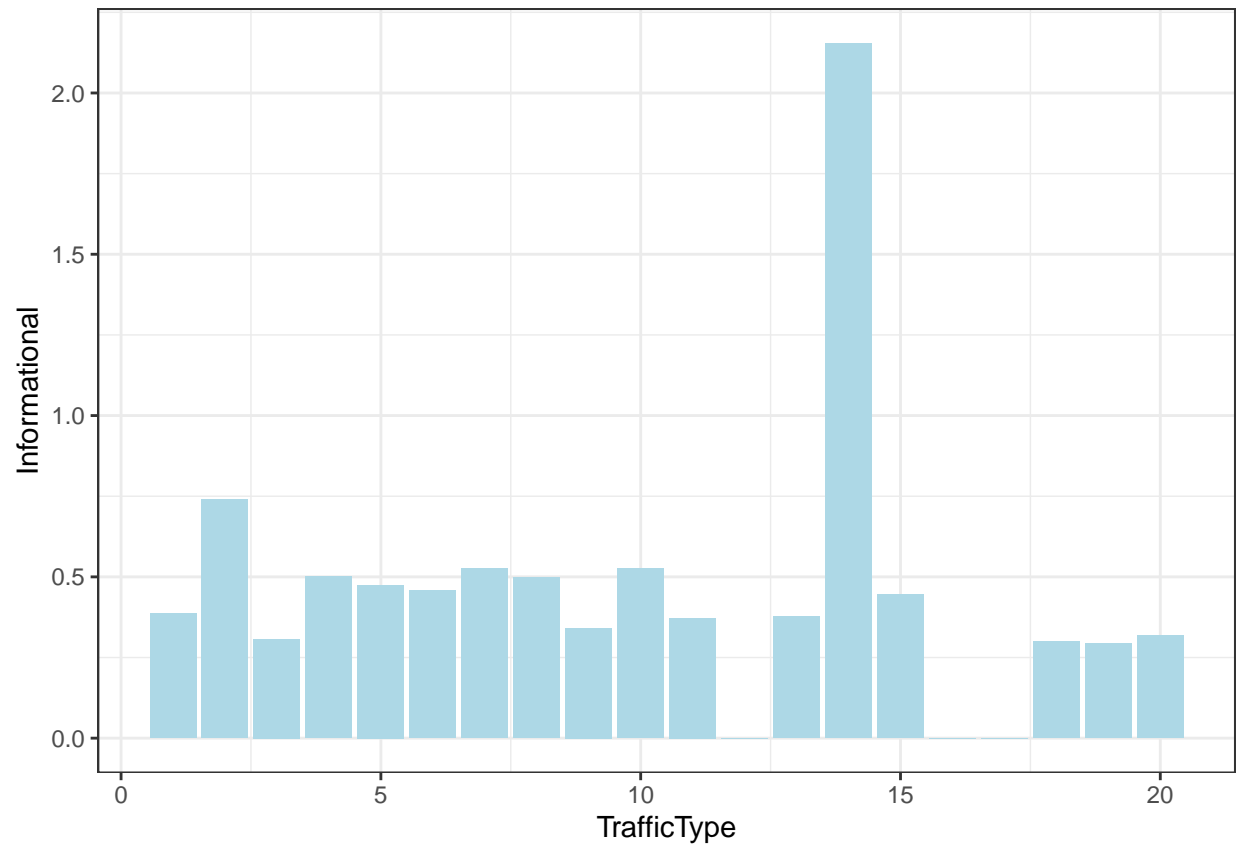


The traffic types 15 and 17 have the highest Exit and Bounce Rates.

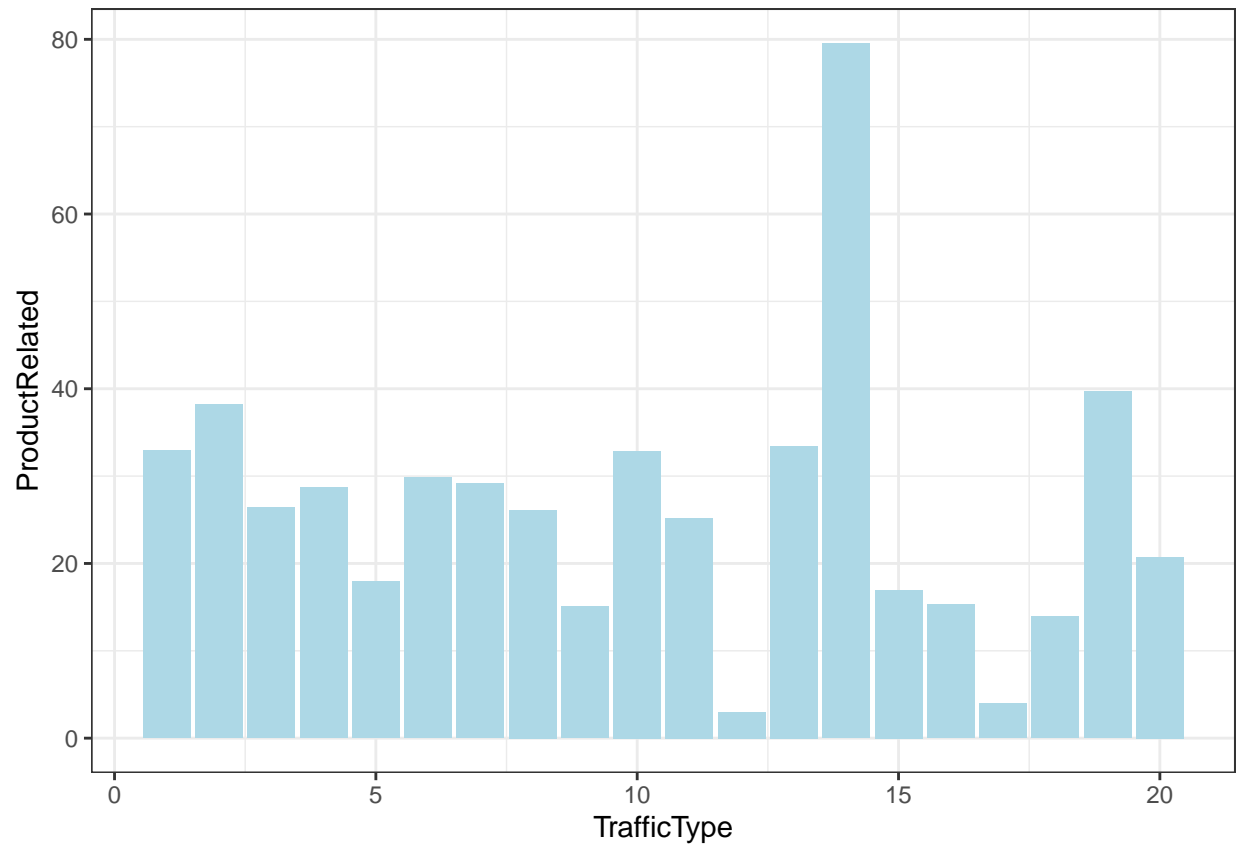
```
# Creating a plot to show the Administrative, ProductRelated and Informational relation to the traffic
traffic_page<- shop %>% select(TrafficType, Administrative,Informational,ProductRelated)%>% group_by(TrafficType)
par(mfrow = c(1,3))
ggplot(traffic_page, aes(x=TrafficType, y = Administrative))+
  geom_bar(stat = "identity", fill="lightblue")
```



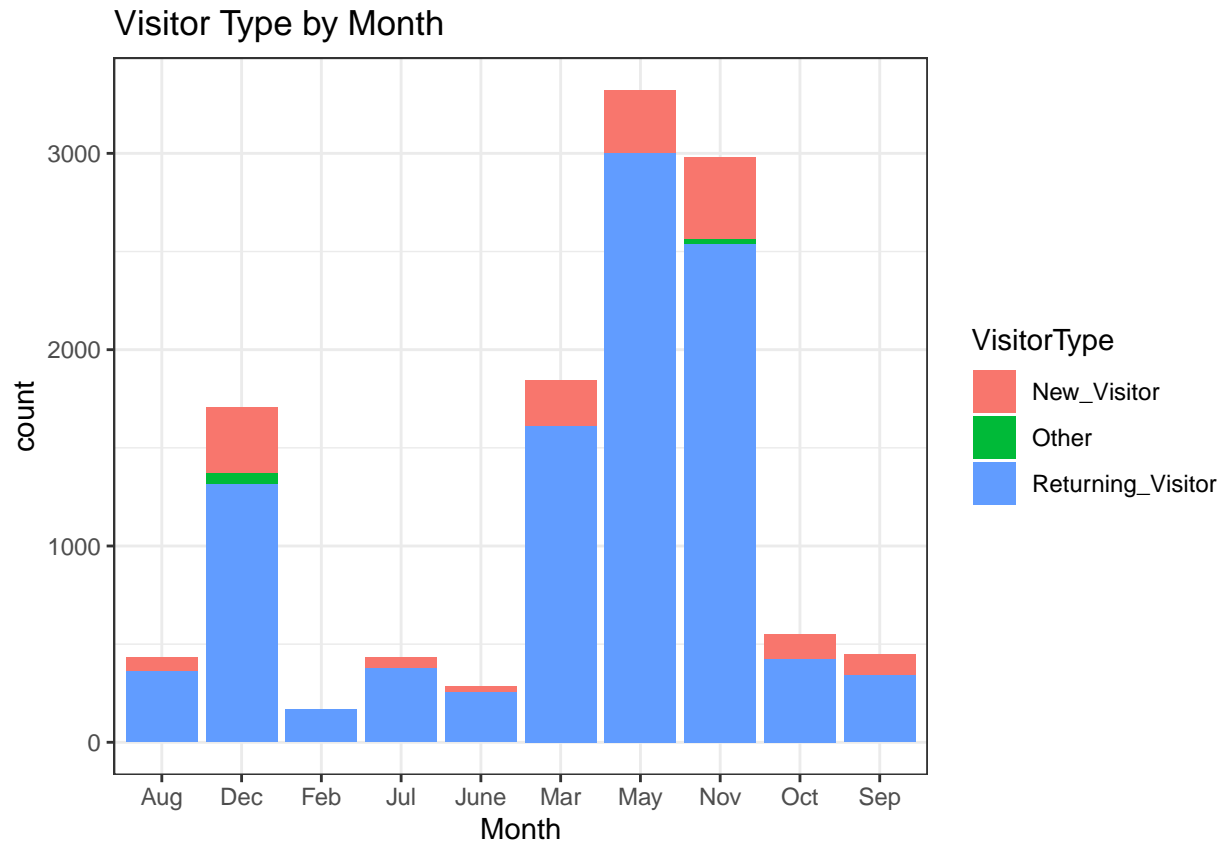
```
ggplot(traffic_page, aes(x=TrafficType, y = Informational))+  
  geom_bar(stat = "identity", fill="lightblue")
```



```
ggplot(traffic_page, aes(x=TrafficType, y = ProductRelated))+  
  geom_bar(stat = "identity", fill="lightblue")
```

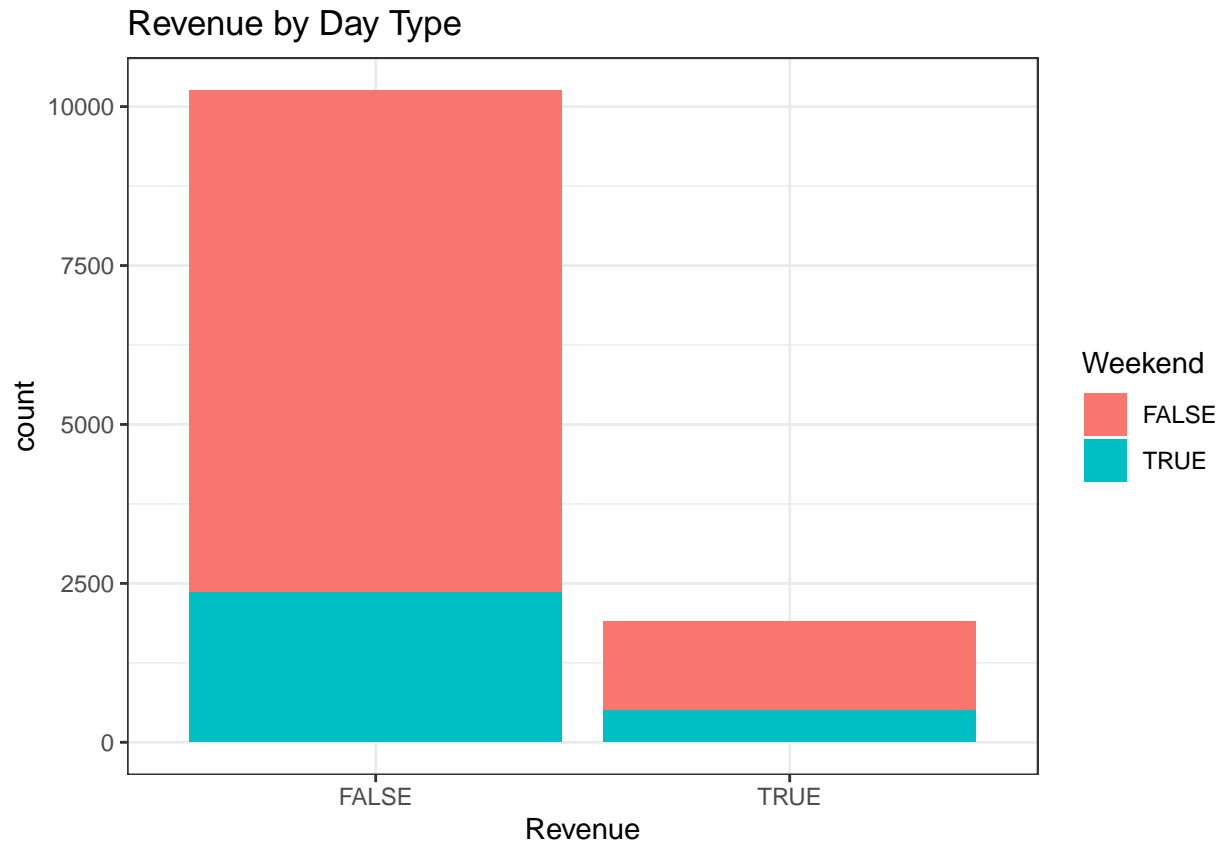


```
# Stacked bar chart: Visitor Type vs Month
shop %>%
  ggplot(aes(Month)) +
  geom_bar(aes(fill = VisitorType))+
  labs(title = "Visitor Type by Month")
```

- Feb and June are the least busy months.
- May, Nov, March, and December are the busy months.
- During these months there is a higher number of new visitors. This can be leveraged by the company to create advertisements that will attract the new users to register to the site.
- **Other** customer shops in November and December.

```
# Stacked bar chart: Revenue vs Day Type
shop %>%
  ggplot(aes(Revenue)) +
  geom_bar(aes(fill = Weekend)) +
  labs(title = "Revenue by Day Type")
```

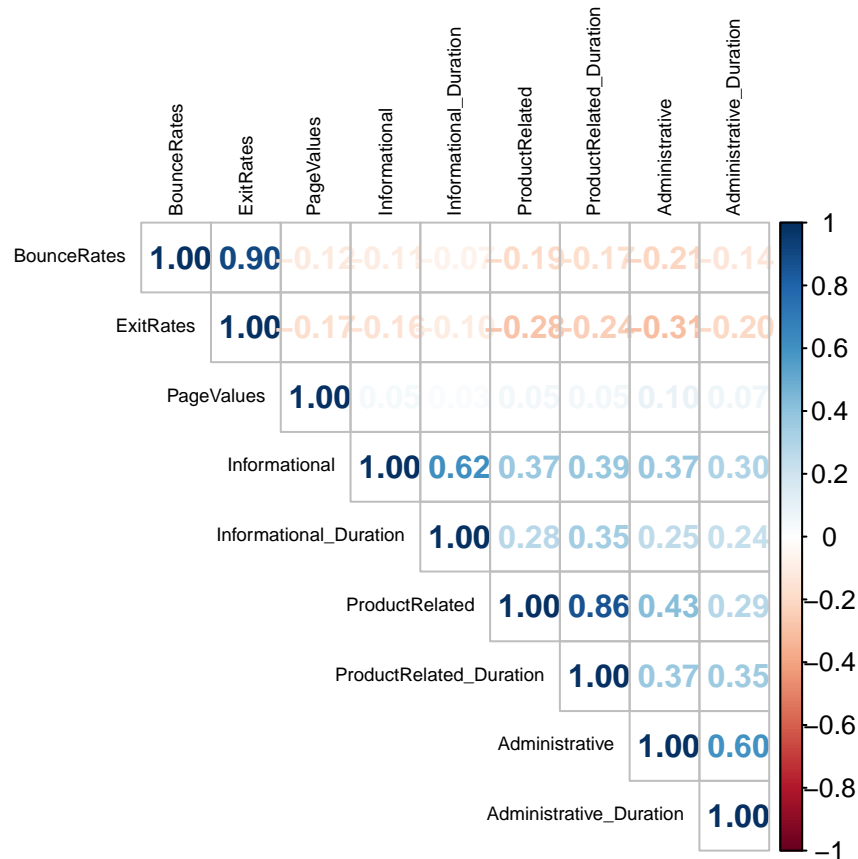


- Our data is imbalanced.
- Most of the data indicates that a client's visit to the page did not result in income for the company, i.e. the customer did not make a purchase.
- Of the remaining data, the company made revenue mostly during the weekdays.

Multivariate Analysis

Three or more variables are analyzed to derive conclusions and find relationships between them.

```
# calculating correlations and plotting a correlation plot
corrplot(corr = cor(shop[, c(1:9)]), method = "number", type = "upper", order = "hclust", tl.col = "black")
```



There is a high correlation between bounce rates and exit rates.

Implementing the solution

Encoding our categorical variables

```
# One hot encoding of the factor/categorical variables.
```

```
dummy_shop = dummyVars(" ~ .", data = shop)
```

```
df = data.frame(predict(dummy_shop, newdata = shop))
```

```
# checking the data types
```

```
sapply(df, class)
```

```
##      Administrative      Administrative_Duration
##      "numeric"          "numeric"
##      Informational      Informational_Duration
##      "numeric"          "numeric"
##      ProductRelated      ProductRelated_Duration
##      "numeric"          "numeric"
##      BounceRates         ExitRates
##      "numeric"          "numeric"
##      PageValues          SpecialDay
```

```
##          "numeric"          "numeric"
##      MonthAug          MonthDec
##      "numeric"          "numeric"
##      MonthFeb          MonthJul
##      "numeric"          "numeric"
##      MonthJune          MonthMar
##      "numeric"          "numeric"
##      MonthMay          MonthNov
##      "numeric"          "numeric"
##      MonthOct          MonthSep
##      "numeric"          "numeric"
##      OperatingSystems    Browser
##      "numeric"          "numeric"
##      Region              TrafficType
##      "numeric"          "numeric"
##      VisitorTypeNew_Visitor  VisitorTypeOther
##      "numeric"          "numeric"
##      VisitorTypeReturning_Visitor  WeekendFALSE
##      "numeric"          "numeric"
##      WeekendTRUE        RevenueFALSE
##      "numeric"          "numeric"
##      RevenueTRUE
##      "numeric"
```

```
glimpse(df)
```

```
## Rows: 12,164
## Columns: 31
## $ Administrative      <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 2, 0,~
## $ Administrative_Duration <dbl> 0.0, 0.0, 0.0, 0.0, 0.0, 0.0, 0.0, 0.0, 0.~
## $ Informational      <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ Informational_Duration <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ ProductRelated      <dbl> 1, 2, 2, 10, 19, 2, 3, 3, 16, 7, 6, 2, 23,~
## $ ProductRelated_Duration <dbl> 0.000000, 64.000000, 2.666667, 627.500000,~
## $ BounceRates         <dbl> 0.200000000, 0.000000000, 0.050000000, 0.~
## $ ExitRates           <dbl> 0.200000000, 0.100000000, 0.140000000, 0.~
## $ PageValues          <dbl> 0.00000, 0.00000, 0.00000, 0.00000, 0.000~
## $ SpecialDay          <dbl> 0.0, 0.0, 0.0, 0.0, 0.0, 0.8, 0.4, 0.0, 0~
## $ MonthAug            <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ MonthDec            <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ MonthFeb            <dbl> 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,~
## $ MonthJul            <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ MonthJune           <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ MonthMar            <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ MonthMay            <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ MonthNov            <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ MonthOct            <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ MonthSep            <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ OperatingSystems    <dbl> 1, 2, 3, 3, 2, 2, 2, 1, 1, 1, 2, 3, 1, 1,~
## $ Browser             <dbl> 1, 2, 2, 3, 2, 2, 4, 1, 1, 1, 5, 2, 1, 1,~
## $ Region              <dbl> 1, 1, 2, 1, 1, 2, 1, 3, 4, 1, 1, 3, 9, 1,~
## $ TrafficType         <dbl> 1, 2, 4, 4, 3, 3, 2, 3, 3, 3, 3, 3, 3, 4,~
## $ VisitorTypeNew_Visitor <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
## $ VisitorTypeOther    <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
```

```
## $ VisitorTypeReturning_Visitor <dbl> 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,~
## $ WeekendFALSE <dbl> 1, 1, 1, 0, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 0,~
## $ WeekendTRUE <dbl> 0, 0, 0, 1, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 1,~
## $ RevenueFALSE <dbl> 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,~
## $ RevenueTRUE <dbl> 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0, 0,~
```

```
# We will remove the Revenue column it is the class label, we will store it in another variable
df_copy <- df[, -c(30:31)]
df.class<- shop[, "Revenue"]

df_copy_copy <- df[, -c(30,31)]
```

```
# Previewing the dataset with dummies
head(df_copy)
```

```
## Administrative Administrative_Duration Informational Informational_Duration
## 1 0 0 0 0
## 2 0 0 0 0
## 3 0 0 0 0
## 4 0 0 0 0
## 5 0 0 0 0
## 6 0 0 0 0
## ProductRelated ProductRelated_Duration BounceRates ExitRates PageValues
## 1 1 0.000000 0.2000000 0.2000000 0
## 2 2 64.000000 0.0000000 0.1000000 0
## 3 2 2.666667 0.0500000 0.1400000 0
## 4 10 627.500000 0.0200000 0.0500000 0
## 5 19 154.216667 0.01578947 0.0245614 0
## 6 2 37.000000 0.0000000 0.1000000 0
## SpecialDay MonthAug MonthDec MonthFeb MonthJul MonthJune MonthMar MonthMay
## 1 0.0 0 0 1 0 0 0 0
## 2 0.0 0 0 1 0 0 0 0
## 3 0.0 0 0 1 0 0 0 0
## 4 0.0 0 0 1 0 0 0 0
## 5 0.0 0 0 1 0 0 0 0
## 6 0.8 0 0 1 0 0 0 0
## MonthNov MonthOct MonthSep OperatingSystems Browser Region TrafficType
## 1 0 0 0 1 1 1 1
## 2 0 0 0 2 2 1 2
## 3 0 0 0 3 2 2 4
## 4 0 0 0 3 3 1 4
## 5 0 0 0 2 2 1 3
## 6 0 0 0 2 2 2 3
## VisitorTypeNew_Visitor VisitorTypeOther VisitorTypeReturning_Visitor
## 1 0 0 1
## 2 0 0 1
## 3 0 0 1
## 4 0 0 1
## 5 0 0 1
## 6 0 0 1
## WeekendFALSE WeekendTRUE
## 1 1 0
## 2 1 0
```

```
## 3      1      0
## 4      0      1
## 5      1      0
## 6      1      0
```

Normalizing or Scaling the data. Lets see which gives the best: This is important to ensure that no particular attribute has more impact on clustering algorithm than others.

```
# scaling
df_scaled <- scale(df_copy)
# check the output
summary(df_scaled)
```

```
## Administrative      Administrative_Duration Informational
## Min.      :-0.704      Min.      :-0.4609      Min.      :-0.3995
## 1st Qu.:-0.704      1st Qu.:-0.4609      1st Qu.:-0.3995
## Median :-0.404      Median :-0.4047      Median :-0.3995
## Mean   : 0.000      Mean   : 0.0000      Mean   : 0.0000
## 3rd Qu.: 0.496      3rd Qu.: 0.0736      3rd Qu.:-0.3995
## Max.    : 7.396      Max.    :18.6624      Max.    :18.3893
## Informational_Duration ProductRelated      ProductRelated_Duration
## Min.      :-0.2467      Min.      :-0.7203      Min.      :-0.6302
## 1st Qu.:-0.2467      1st Qu.:-0.5410      1st Qu.:-0.5279
## Median :-0.2467      Median :-0.3170      Median :-0.3111
## Mean   : 0.0000      Mean   : 0.0000      Mean   : 0.0000
## 3rd Qu.:-0.2467      3rd Qu.: 0.1311      3rd Qu.: 0.1410
## Max.    :17.7512      Max.    :15.0749      Max.    :32.6617
## BounceRates      ExitRates      PageValues      SpecialDay
## Min.      :-0.44877      Min.      :-0.9005      Min.      :-0.3195      Min.      :-0.3104
## 1st Qu.:-0.44877      1st Qu.:-0.5899      1st Qu.:-0.3195      1st Qu.:-0.3104
## Median :-0.38448      Median :-0.3526      Median :-0.3195      Median :-0.3104
## Mean   : 0.00000      Mean   : 0.0000      Mean   : 0.0000      Mean   : 0.0000
## 3rd Qu.:-0.08264      3rd Qu.: 0.1524      3rd Qu.:-0.3195      3rd Qu.:-0.3104
## Max.    : 4.03863      Max.    : 3.4832      Max.    :19.0449      Max.    : 4.6939
## MonthAug      MonthDec      MonthFeb      MonthJul
## Min.      :-0.1921      Min.      :-0.4039      Min.      :-0.1187      Min.      :-0.1917
## 1st Qu.:-0.1921      1st Qu.:-0.4039      1st Qu.:-0.1187      1st Qu.:-0.1917
## Median :-0.1921      Median :-0.4039      Median :-0.1187      Median :-0.1917
## Mean   : 0.0000      Mean   : 0.0000      Mean   : 0.0000      Mean   : 0.0000
## 3rd Qu.:-0.1921      3rd Qu.:-0.4039      3rd Qu.:-0.1187      3rd Qu.:-0.1917
## Max.    : 5.2048      Max.    : 2.4758      Max.    : 8.4244      Max.    : 5.2173
## MonthJune      MonthMar      MonthMay      MonthNov
## Min.      :-0.1549      Min.      :-0.4224      Min.      :-0.6128      Min.      :-0.5696
## 1st Qu.:-0.1549      1st Qu.:-0.4224      1st Qu.:-0.6128      1st Qu.:-0.5696
## Median :-0.1549      Median :-0.4224      Median :-0.6128      Median :-0.5696
## Mean   : 0.0000      Mean   : 0.0000      Mean   : 0.0000      Mean   : 0.0000
## 3rd Qu.:-0.1549      3rd Qu.:-0.4224      3rd Qu.: 1.6317      3rd Qu.:-0.5696
## Max.    : 6.4558      Max.    : 2.3671      Max.    : 1.6317      Max.    : 1.7555
## MonthOct      MonthSep      OperatingSystems      Browser
## Min.      :-0.2174      Min.      :-0.1955      Min.      :-1.2396      Min.      :-0.7940
## 1st Qu.:-0.2174      1st Qu.:-0.1955      1st Qu.:-0.1373      1st Qu.:-0.2091
## Median :-0.2174      Median :-0.1955      Median :-0.1373      Median :-0.2091
## Mean   : 0.0000      Mean   : 0.0000      Mean   : 0.0000      Mean   : 0.0000
```

```
## 3rd Qu.: -0.2174 3rd Qu.: -0.1955 3rd Qu.: 0.9650 3rd Qu.: -0.2091
## Max. : 4.5994 Max. : 5.1137 Max. : 6.4765 Max. : 6.2239
## Region TrafficType VisitorTypeNew_Visitor
## Min. : -0.89608 Min. : -0.76583 Min. : -0.4021
## 1st Qu.: -0.89608 1st Qu.: -0.51688 1st Qu.: -0.4021
## Median : -0.06355 Median : -0.51688 Median : -0.4021
## Mean : 0.00000 Mean : 0.00000 Mean : 0.0000
## 3rd Qu.: 0.35272 3rd Qu.: -0.01897 3rd Qu.: -0.4021
## Max. : 2.43405 Max. : 3.96428 Max. : 2.4868
## VisitorTypeOther VisitorTypeReturning_Visitor WeekendFALSE
## Min. : -0.08187 Min. : -2.4200 Min. : -1.8065
## 1st Qu.: -0.08187 1st Qu.: 0.4132 1st Qu.: 0.5535
## Median : -0.08187 Median : 0.4132 Median : 0.5535
## Mean : 0.00000 Mean : 0.0000 Mean : 0.0000
## 3rd Qu.: -0.08187 3rd Qu.: 0.4132 3rd Qu.: 0.5535
## Max. : 12.21313 Max. : 0.4132 Max. : 0.5535
## WeekendTRUE
## Min. : -0.5535
## 1st Qu.: -0.5535
## Median : -0.5535
## Mean : 0.0000
## 3rd Qu.: -0.5535
## Max. : 1.8065
```

Some attributes continue to have high values when compared to others. The data is scaled to have a mean of 0 as a result of the scaling.

```
# Lets normalize the data and see if the results change.
# Normalize
df_norm <- as.data.frame(apply(df_copy, 2, function(x) (x - min(x))/(max(x)-min(x))))
# summary of normalized data
summary(df_norm)
```

```
## Administrative Administrative_Duration Informational
## Min. :0.00000 Min. :0.000000 Min. :0.00000
## 1st Qu.:0.00000 1st Qu.:0.000000 1st Qu.:0.00000
## Median :0.03704 Median :0.002942 Median :0.00000
## Mean :0.08691 Mean :0.024103 Mean :0.02126
## 3rd Qu.:0.14815 3rd Qu.:0.027952 3rd Qu.:0.00000
## Max. :1.00000 Max. :1.000000 Max. :1.00000
## Informational_Duration ProductRelated ProductRelated_Duration
## Min. :0.00000 Min. :0.00000 Min. :0.00000
## 1st Qu.:0.00000 1st Qu.:0.01135 1st Qu.:0.003072
## Median :0.00000 Median :0.02553 Median :0.009586
## Mean :0.01371 Mean :0.04560 Mean :0.018929
## 3rd Qu.:0.00000 3rd Qu.:0.05390 3rd Qu.:0.023165
## Max. :1.00000 Max. :1.00000 Max. :1.00000
## BounceRates ExitRates PageValues SpecialDay
## Min. :0.00000 Min. :0.00000 Min. :0.0000 Min. :0.00000
## 1st Qu.:0.00000 1st Qu.:0.07087 1st Qu.:0.0000 1st Qu.:0.00000
## Median :0.01433 Median :0.12500 Median :0.0000 Median :0.00000
## Mean :0.10001 Mean :0.20542 Mean :0.0165 Mean :0.06202
## 3rd Qu.:0.08159 3rd Qu.:0.24020 3rd Qu.:0.0000 3rd Qu.:0.00000
```

```
## Max. :1.00000 Max. :1.00000 Max. :1.00000 Max. :1.00000
## MonthAug      MonthDec      MonthFeb      MonthJul
## Min. :0.00000 Min. :0.00000 Min. :0.00000 Min. :0.00000
## 1st Qu.:0.00000 1st Qu.:0.00000 1st Qu.:0.00000 1st Qu.:0.00000
## Median :0.00000 Median :0.00000 Median :0.00000 Median :0.00000
## Mean :0.0356 Mean :0.1402 Mean :0.01389 Mean :0.03543
## 3rd Qu.:0.00000 3rd Qu.:0.00000 3rd Qu.:0.00000 3rd Qu.:0.00000
## Max. :1.00000 Max. :1.00000 Max. :1.00000 Max. :1.00000
## MonthJune      MonthMar      MonthMay      MonthNov
## Min. :0.00000 Min. :0.00000 Min. :0.00000 Min. :0.00000
## 1st Qu.:0.00000 1st Qu.:0.00000 1st Qu.:0.00000 1st Qu.:0.00000
## Median :0.00000 Median :0.00000 Median :0.00000 Median :0.00000
## Mean :0.02343 Mean :0.1514 Mean :0.273 Mean :0.245
## 3rd Qu.:0.00000 3rd Qu.:0.00000 3rd Qu.:1.00000 3rd Qu.:0.00000
## Max. :1.00000 Max. :1.00000 Max. :1.00000 Max. :1.00000
## MonthOct      MonthSep      OperatingSystems Browser
## Min. :0.00000 Min. :0.00000 Min. :0.00000 Min. :0.00000
## 1st Qu.:0.00000 1st Qu.:0.00000 1st Qu.:0.1429 1st Qu.:0.08333
## Median :0.00000 Median :0.00000 Median :0.1429 Median :0.08333
## Mean :0.04513 Mean :0.03683 Mean :0.1606 Mean :0.11313
## 3rd Qu.:0.00000 3rd Qu.:0.00000 3rd Qu.:0.2857 3rd Qu.:0.08333
## Max. :1.00000 Max. :1.00000 Max. :1.00000 Max. :1.00000
## Region      TrafficType      VisitorTypeNew_Visitor VisitorTypeOther
## Min. :0.00000 Min. :0.00000 Min. :0.00000 Min. :0.000000
## 1st Qu.:0.00000 1st Qu.:0.05263 1st Qu.:0.00000 1st Qu.:0.000000
## Median :0.25000 Median :0.05263 Median :0.00000 Median :0.000000
## Mean :0.2691 Mean :0.16191 Mean :0.1392 Mean :0.006659
## 3rd Qu.:0.3750 3rd Qu.:0.15789 3rd Qu.:0.00000 3rd Qu.:0.000000
## Max. :1.00000 Max. :1.00000 Max. :1.00000 Max. :1.000000
## VisitorTypeReturning_Visitor WeekendFALSE WeekendTRUE
## Min. :0.00000 Min. :0.00000 Min. :0.00000
## 1st Qu.:1.00000 1st Qu.:1.00000 1st Qu.:0.00000
## Median :1.00000 Median :1.00000 Median :0.00000
## Mean :0.8542 Mean :0.7655 Mean :0.2345
## 3rd Qu.:1.00000 3rd Qu.:1.00000 3rd Qu.:0.00000
## Max. :1.00000 Max. :1.00000 Max. :1.00000
```

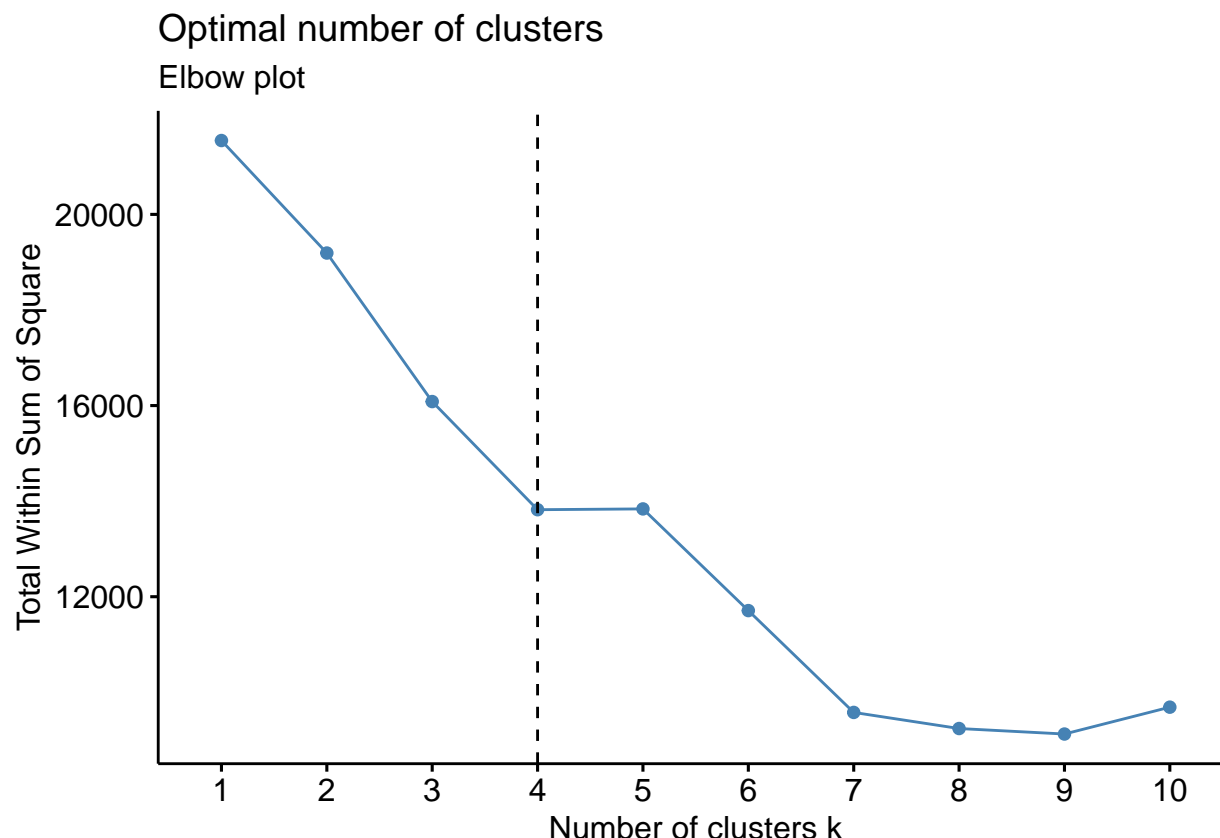
We have a maximum value of 1 and minimum value of 0s and mean of close to zero in all attributes. We will use the Normalized data set for clustering.

```
library(cluster) # clustering algorithms
library(factoextra) # clustering algorithms & visualization
```

```
## Welcome! Want to learn more? See two factoextra-related books at https://goo.gl/ve3WBa
```

KMeans Clustering

```
# Using Elbow plot method, Searching for the optimal number of clusters
fviz_nbclust(df_norm, kmeans, method = "wss") +
  geom_vline(xintercept = 4, linetype = 2) +
  labs(subtitle = "Elbow plot")
```

4 is the number of optimal clusters, we can use to perform the final analysis and extract the results using 4 clusters.

```
# Compute k-means clustering with k = 4
set.seed(123)
final <- kmeans(df_norm, 4, nstart = 25)
print(final)
```

```
## K-means clustering with 4 clusters of sizes 2607, 4515, 2189, 2853
##
## Cluster means:
##   Administrative Administrative_Duration Informational Informational_Duration
## 1    0.07038032          0.01988676    0.01681371          0.01004575
## 2    0.08817522          0.02443834    0.01989664          0.01355229
## 3    0.09720319          0.02683643    0.02512563          0.01536849
## 4    0.09211876          0.02532751    0.02452097          0.01601592
##   ProductRelated ProductRelated_Duration BounceRates ExitRates PageValues
## 1    0.03682230          0.01508009    0.13038712    0.2437403    0.01431690
## 2    0.04053282          0.01695680    0.09212228    0.2016800    0.01565459
## 3    0.06455877          0.02726596    0.09792094    0.1956149    0.01956196
## 4    0.04709140          0.01917252    0.08632375    0.1838577    0.01748962
##   SpecialDay  MonthAug  MonthDec  MonthFeb  MonthJul  MonthJune  MonthMar
## 1 0.216340621 0.00000000 0.0000000 0.000000000 0.00000000 0.00000000 0.0000000
## 2 0.006998893 0.07464009 0.2978959 0.031893688 0.07242525 0.05271318 0.3027685
## 3 0.000000000 0.00000000 0.0000000 0.000000000 0.00000000 0.00000000 0.0000000
## 4 0.055660708 0.03364879 0.1265335 0.008762706 0.03645286 0.01647389 0.1664914
```

```

##      MonthMay MonthNov   MonthOct   MonthSep OperatingSystems   Browser   Region
## 1 1.0000000 0.000000 0.00000000 0.00000000      0.1628582 0.1171525 0.2644323
## 2 0.0000000 0.000000 0.08970100 0.07796235      0.1602911 0.1214286 0.2801495
## 3 0.0000000 1.000000 0.00000000 0.00000000      0.1580630 0.1044236 0.2527981
## 4 0.2502629 0.277252 0.05047319 0.03364879      0.1611837 0.1030202 0.2683141
##      TrafficType VisitorTypeNew_Visitor VisitorTypeOther
## 1    0.1852099                0.08975834      0.000000000
## 2    0.1431486                0.15238095      0.011960133
## 3    0.1741242                0.13339424      0.009136592
## 4    0.1609202                0.16789345      0.002453558
##      VisitorTypeReturning_Visitor WeekendFALSE WeekendTRUE
## 1                0.9102417                1                0
## 2                0.8356589                1                0
## 3                0.8574692                1                0
## 4                0.8296530                0                1
##
## Clustering vector:
##      1      2      3      4      5      6      7      8      9     10     11     12     13
##      2      2      2      4      2      2      2      2      2      2      2      2      2
##     14     15     16     17     18     19     20     21     22     23     24     25     26
##      4      2      2      4      2      2      2      2      2      2      2      2      4
##     27     28     29     30     31     32     33     34     35     36     37     38     39
##      2      2      2      2      4      2      2      2      2      2      2      2      2
##     40     41     42     43     44     45     46     47     48     49     50     51     52
##      2      2      2      2      2      4      2      2      2      2      2      2      2
##     53     54     55     56     57     58     59     60     61     62     63     64     65
##      2      2      2      4      2      2      2      2      2      2      2      2      2
##     66     67     68     69     70     71     72     73     74     75     76     77     78
##      2      2      2      2      4      2      4      2      2      2      4      2      2
##     79     80     81     82     83     84     85     86     87     88     89     90     91
##      2      2      2      2      4      2      2      2      2      2      2      2      2
##     92     93     94     95     96     97     98     99    100    101    102    103    104
##      2      4      2      2      2      2      2      2      2      2      2      2      2
##    105    106    107    108    109    110    111    112    113    114    115    116    117
##      2      2      4      2      2      2      2      2      2      2      2      2      2
##    118    119    120    121    122    123    124    125    126    127    128    129    130
##      2      2      2      2      4      2      2      2      2      2      2      2      2
##    131    132    133    134    135    136    137    138    139    140    141    142    143
##      2      2      2      2      2      2      2      2      2      2      2      2      2
##    144    145    146    147    148    149    150    151    152    153    154    155    156
##      2      4      4      4      2      2      4      4      2      2      2      2      2
##    157    158    159    160    161    162    163    164    165    166    167    168    169
##      2      4      4      2      2      4      4      2      2      2      2      4      4
##    170    171    172    173    174    175    176    177    178    179    180    181    182
##      2      2      2      4      2      2      2      2      2      2      4      2      2
##    183    184    185    186    187    188    189    190    191    192    193    194    195
##      2      2      4      4      4      2      2      2      2      2      4      2      2
##    196    197    198    199    200    201    202    203    204    205    206    207    208
##      2      2      2      4      2      2      2      2      2      2      2      2      2
##    209    210    211    212    213    214    215    216    217    218    219    220    221
##      2      2      4      2      2      2      2      4      2      4      4      4      2
##    222    223    224    225    226    227    228    229    230    231    232    233    234
##      4      4      4      2      2      2      2      4      2      2      2      2      2
##    235    236    237    238    239    240    241    242    243    244    245    246    247

```

##	4	4	2	2	4	2	2	2	2	2	4	2	4
##	248	249	250	251	252	253	254	255	256	257	258	259	260
##	2	2	4	2	2	2	4	4	2	2	2	4	2
##	261	262	263	264	265	266	267	268	269	270	271	272	273
##	4	2	2	2	4	4	2	2	2	2	2	2	2
##	274	275	276	277	278	279	280	281	282	283	284	285	286
##	2	2	2	2	4	2	2	2	2	2	2	4	4
##	287	288	289	290	291	292	293	294	295	296	297	298	299
##	2	2	2	2	4	2	2	4	2	4	2	2	2
##	300	301	302	303	304	305	306	307	308	309	310	311	312
##	2	2	2	2	2	2	2	2	2	2	2	2	4
##	313	314	315	316	317	318	319	320	321	322	323	324	325
##	2	2	2	2	2	2	2	2	2	2	2	2	2
##	326	327	328	329	330	331	332	333	334	335	336	337	338
##	2	2	2	2	2	2	2	2	4	2	2	4	2
##	339	340	341	342	343	344	345	346	347	348	349	350	351
##	2	2	2	2	2	2	2	4	2	2	4	2	4
##	352	353	354	355	356	357	358	359	360	361	362	363	364
##	2	2	4	2	2	4	2	2	2	2	4	2	2
##	365	366	367	368	369	370	371	372	373	374	375	376	377
##	2	2	2	2	2	2	2	2	2	2	2	4	2
##	378	379	380	381	382	383	384	385	386	387	388	389	390
##	4	2	2	2	2	2	2	2	2	2	2	2	2
##	391	392	393	394	395	396	397	398	399	400	401	402	403
##	2	4	2	2	4	4	4	4	2	4	4	2	4
##	404	405	406	407	408	409	410	411	412	413	414	415	416
##	2	2	4	2	4	4	2	2	2	2	4	2	4
##	417	418	419	420	421	422	423	424	425	426	427	428	429
##	4	4	2	2	2	2	4	2	2	2	2	4	2
##	430	431	432	433	434	435	436	437	438	439	440	441	442
##	2	2	4	2	2	2	4	4	4	4	2	2	4
##	443	444	445	446	447	448	449	450	451	452	453	454	455
##	2	4	2	2	4	2	2	2	4	2	2	2	4
##	456	457	458	459	460	461	462	463	464	465	466	467	468
##	2	4	4	2	2	2	2	2	2	2	2	2	2
##	469	470	471	472	473	474	475	476	477	478	479	480	481
##	4	2	4	4	2	2	4	4	4	4	4	2	2
##	482	483	484	485	486	487	488	489	490	491	492	493	494
##	2	2	2	2	4	2	2	2	2	2	2	4	2
##	495	496	497	498	499	500	501	502	503	504	505	506	507
##	2	2	4	2	4	2	2	4	4	2	2	4	2
##	508	509	510	511	512	513	514	515	516	517	518	519	520
##	2	2	2	2	4	4	2	2	2	2	2	2	2
##	521	522	523	524	525	526	527	528	529	530	531	532	533
##	4	2	4	4	2	2	2	2	2	2	2	2	2
##	534	535	536	537	538	539	540	541	542	543	544	545	546
##	4	2	2	2	2	2	2	4	4	2	2	4	4
##	547	548	549	550	551	552	553	554	555	556	557	558	559
##	2	2	4	2	4	2	4	4	2	2	4	2	2
##	560	561	562	563	564	565	566	567	568	569	570	571	572
##	2	2	2	2	2	2	2	2	2	2	2	2	2
##	573	574	575	576	577	578	579	580	581	582	583	584	585
##	2	4	2	2	4	2	2	4	2	4	2	4	2
##	586	587	588	589	590	591	592	593	594	595	596	597	598

##	2	2	4	2	2	2	2	2	2	2	2	2	2
##	599	600	601	602	603	604	605	606	607	608	609	610	611
##	4	2	2	2	2	2	2	2	4	2	2	2	2
##	612	613	614	615	616	617	618	619	620	621	622	623	624
##	2	4	2	2	2	2	2	2	4	2	2	4	2
##	625	626	627	628	629	630	631	632	633	634	635	636	637
##	2	4	2	2	2	2	2	4	2	4	2	4	2
##	638	639	640	641	642	643	644	645	646	647	648	649	650
##	2	2	4	2	2	2	2	4	2	2	2	4	4
##	651	652	653	654	655	656	657	658	659	660	661	662	663
##	2	2	2	4	2	2	4	2	4	2	2	2	2
##	664	665	666	667	668	669	670	671	672	673	674	675	676
##	4	2	2	4	4	4	2	4	2	2	2	2	2
##	677	678	679	680	681	682	683	684	685	686	687	688	689
##	2	4	2	2	2	2	2	2	2	2	2	2	2
##	690	691	692	693	694	695	696	697	698	699	700	701	702
##	2	2	2	2	4	4	2	2	2	2	4	2	4
##	703	704	705	706	707	708	709	710	711	712	713	714	715
##	2	4	2	4	2	2	2	2	4	2	4	2	2
##	716	717	718	719	720	721	722	723	724	725	726	727	728
##	2	2	2	2	2	2	4	2	2	4	4	2	2
##	729	730	731	732	733	734	735	736	737	738	739	740	741
##	2	2	2	2	2	2	2	2	4	2	2	2	2
##	742	743	744	745	746	747	748	749	750	751	752	753	754
##	4	4	2	4	2	2	4	4	2	2	4	2	2
##	755	756	757	758	759	760	761	762	763	764	765	766	767
##	2	2	2	4	4	2	2	2	4	2	2	4	2
##	768	769	770	771	772	773	774	775	776	777	778	779	780
##	2	2	2	2	2	4	2	2	2	2	2	4	2
##	781	782	783	784	785	786	787	788	789	790	791	792	793
##	4	4	4	2	2	2	4	2	2	2	2	2	2
##	794	795	796	797	798	799	800	801	802	803	804	805	806
##	2	2	2	2	2	4	4	2	2	2	4	4	4
##	807	808	809	810	811	812	813	814	815	816	817	818	819
##	4	2	4	2	4	2	4	2	2	2	2	4	2
##	820	821	822	823	824	825	826	827	828	829	830	831	832
##	2	2	2	4	2	2	2	2	4	2	4	2	2
##	833	834	835	836	837	838	839	840	841	842	843	844	845
##	2	4	2	2	4	2	2	2	4	2	4	4	2
##	846	847	848	849	850	851	852	853	854	855	856	857	858
##	4	2	4	2	2	2	2	4	2	2	2	4	2
##	859	860	861	862	863	864	865	866	867	868	869	870	871
##	2	2	2	2	4	2	4	2	2	2	2	2	2
##	872	873	874	875	876	877	878	879	880	881	882	883	884
##	4	2	4	2	4	4	2	2	4	2	2	4	4
##	885	886	887	888	889	890	891	892	893	894	895	896	897
##	2	4	2	2	2	2	4	2	2	2	2	2	2
##	898	899	900	901	902	903	904	905	906	907	908	909	910
##	2	2	2	2	2	4	2	2	2	2	2	2	4
##	911	912	913	914	915	916	917	918	919	920	921	922	923
##	2	2	4	2	2	4	2	2	2	2	2	2	2
##	924	925	926	927	928	929	930	931	932	933	934	935	936
##	4	2	2	4	2	4	2	2	2	2	4	4	2
##	937	938	939	940	941	942	943	944	945	946	947	948	949

##	2	2	2	2	2	4	2	2	2	2	2	2	2
##	950	951	952	953	954	955	956	957	958	959	960	961	962
##	4	2	4	4	2	2	4	4	2	4	2	2	2
##	963	964	965	966	967	968	969	970	971	972	973	974	975
##	2	2	2	2	2	4	2	2	2	4	2	2	4
##	976	977	978	979	980	981	982	983	984	985	986	987	988
##	4	2	2	2	2	4	2	2	2	4	2	2	4
##	989	990	991	992	993	994	995	996	997	998	999	1000	1001
##	2	2	2	2	2	2	2	2	2	4	4	2	2
##	1002	1003	1004	1005	1006	1007	1008	1009	1010	1011	1012	1013	1014
##	4	2	2	4	4	4	2	2	2	2	2	2	4
##	1015	1016	1017	1018	1019	1020	1021	1022	1023	1024	1025	1026	1027
##	4	2	2	4	4	2	2	2	4	2	2	2	4
##	1028	1029	1030	1031	1032	1033	1034	1035	1036	1037	1038	1039	1040
##	4	2	2	2	2	2	2	2	4	2	2	2	4
##	1041	1042	1043	1044	1045	1046	1047	1048	1049	1050	1051	1052	1053
##	2	2	2	2	2	4	2	2	2	4	2	4	2
##	1054	1055	1056	1057	1058	1059	1060	1061	1062	1063	1064	1065	1066
##	2	2	2	2	2	2	4	2	2	2	4	2	4
##	1067	1068	1069	1070	1071	1072	1073	1074	1075	1076	1077	1078	1079
##	4	2	4	4	4	2	2	2	2	2	2	2	4
##	1080	1081	1082	1083	1084	1085	1086	1087	1088	1089	1090	1091	1092
##	2	2	2	2	4	2	2	2	2	2	2	2	2
##	1093	1094	1095	1096	1097	1098	1099	1100	1101	1102	1103	1104	1105
##	2	2	2	2	2	4	4	2	2	2	2	2	2
##	1106	1107	1108	1109	1110	1111	1112	1113	1114	1115	1116	1117	1118
##	2	2	4	2	4	4	4	2	2	2	4	2	4
##	1119	1120	1121	1122	1123	1124	1125	1126	1127	1128	1129	1130	1131
##	2	2	2	2	2	2	2	2	2	2	2	4	2
##	1132	1133	1134	1135	1136	1137	1138	1139	1140	1141	1142	1143	1144
##	2	2	2	2	2	2	2	4	4	2	4	2	2
##	1145	1146	1147	1148	1149	1150	1151	1152	1153	1154	1155	1156	1157
##	4	2	2	2	2	2	2	2	4	2	2	2	2
##	1158	1159	1160	1161	1162	1163	1164	1165	1166	1167	1168	1169	1170
##	4	2	2	2	2	2	2	2	4	2	2	2	2
##	1171	1172	1173	1174	1175	1176	1177	1178	1179	1180	1181	1182	1183
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##	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002

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##	11558	11559	11560	11561	11562	11563	11564	11565	11566	11567	11568	11569	11570
##	2	3	2	2	3	3	3	2	4	4	3	3	2
##	11571	11572	11573	11574	11575	11576	11577	11578	11579	11580	11581	11582	11583
##	3	3	3	2	2	2	2	3	3	3	2	3	2
##	11584	11585	11586	11587	11588	11589	11590	11591	11592	11593	11594	11595	11596
##	3	3	4	2	2	4	4	4	4	3	3	3	4
##	11597	11598	11599	11600	11601	11602	11603	11604	11605	11606	11607	11608	11609
##	3	2	3	3	2	2	3	3	3	3	3	4	2
##	11610	11611	11612	11613	11614	11615	11616	11617	11618	11619	11620	11621	11622
##	2	4	3	3	4	2	3	3	3	2	2	3	4
##	11623	11624	11625	11626	11627	11628	11629	11630	11631	11632	11633	11634	11635
##	3	3	2	4	3	3	4	3	4	3	3	3	3
##	11636	11637	11638	11639	11640	11641	11642	11643	11644	11645	11646	11647	11648
##	2	3	2	3	3	3	2	2	4	3	3	2	4
##	11649	11650	11651	11652	11653	11654	11655	11656	11657	11658	11659	11660	11661
##	3	3	2	4	3	2	3	4	3	2	4	3	4
##	11662	11663	11664	11665	11666	11667	11668	11669	11670	11671	11672	11673	11674
##	4	3	2	3	2	4	3	3	3	2	4	2	4
##	11675	11676	11677	11678	11679	11680	11681	11682	11683	11684	11685	11686	11687
##	3	3	3	4	3	2	3	3	4	4	4	2	2
##	11688	11689	11690	11691	11692	11693	11694	11695	11696	11697	11698	11699	11700
##	2	3	2	3	4	4	4	2	3	3	3	3	4
##	11701	11702	11703	11704	11705	11706	11707	11708	11709	11710	11711	11712	11713
##	3	2	3	4	3	3	3	2	4	4	2	2	2
##	11714	11715	11716	11717	11718	11719	11720	11721	11722	11723	11724	11725	11726
##	3	3	4	2	4	2	3	3	3	3	4	4	3
##	11727	11728	11729	11730	11731	11732	11733	11734	11735	11736	11737	11738	11739
##	2	3	3	3	4	2	3	4	3	3	2	4	2
##	11740	11741	11742	11743	11744	11745	11746	11747	11748	11749	11750	11751	11752
##	4	2	4	4	3	2	3	2	3	3	2	4	4
##	11753	11754	11755	11756	11757	11758	11759	11760	11761	11762	11763	11764	11765
##	3	2	2	3	4	3	4	2	3	3	2	2	2
##	11766	11767	11768	11769	11770	11771	11772	11773	11774	11775	11776	11777	11778
##	4	4	4	2	3	2	2	2	4	3	4	3	2
##	11779	11780	11781	11782	11783	11784	11785	11786	11787	11788	11789	11790	11791
##	2	3	2	4	3	4	4	3	2	4	3	3	3
##	11792	11793	11794	11795	11796	11797	11798	11799	11800	11801	11802	11803	11804
##	3	2	3	3	3	3	3	3	2	3	3	3	4
##	11805	11806	11807	11808	11809	11810	11811	11812	11813	11814	11815	11816	11817
##	3	3	3	3	2	2	2	4	3	3	3	2	4
##	11818	11819	11820	11821	11822	11823	11824	11825	11826	11827	11828	11829	11830

##	2	2	2	3	4	3	3	4	3	2	3	3	4
##	11831	11832	11833	11834	11835	11836	11837	11838	11839	11840	11841	11842	11843
##	2	4	3	2	2	3	4	3	3	4	3	3	2
##	11844	11845	11846	11847	11848	11849	11850	11851	11852	11853	11854	11855	11856
##	3	2	2	3	2	4	4	2	4	4	4	3	3
##	11857	11858	11859	11860	11861	11862	11863	11864	11865	11866	11867	11868	11869
##	4	3	3	4	4	3	4	4	3	3	2	3	3
##	11870	11871	11872	11873	11874	11875	11876	11877	11878	11879	11880	11881	11882
##	2	4	3	4	3	3	4	4	3	2	4	2	4
##	11883	11884	11885	11886	11887	11888	11889	11890	11891	11892	11893	11894	11895
##	2	2	3	4	3	4	3	3	2	2	3	3	2
##	11896	11897	11898	11899	11900	11901	11902	11903	11904	11905	11906	11907	11908
##	2	3	3	3	3	2	3	4	2	2	3	2	4
##	11909	11910	11911	11912	11913	11914	11915	11916	11917	11918	11919	11920	11921
##	3	3	2	2	2	3	2	2	2	3	3	3	2
##	11922	11923	11924	11925	11926	11927	11928	11929	11930	11931	11932	11933	11934
##	2	2	3	2	3	3	3	2	3	3	2	3	3
##	11935	11936	11937	11938	11939	11940	11941	11942	11943	11944	11945	11946	11947
##	3	2	4	3	2	4	3	3	3	2	3	2	2
##	11948	11949	11950	11951	11952	11953	11954	11955	11956	11957	11958	11959	11960
##	3	2	2	3	2	2	3	2	2	2	4	3	4
##	11961	11962	11963	11964	11965	11966	11967	11968	11969	11970	11971	11972	11973
##	4	2	2	2	3	3	2	4	4	4	3	4	3
##	11974	11975	11976	11977	11978	11979	11980	11981	11982	11983	11984	11985	11986
##	3	3	4	3	4	3	4	4	2	3	4	2	3
##	11987	11988	11989	11990	11991	11992	11993	11994	11995	11996	11997	11998	11999
##	2	3	4	3	2	2	2	2	2	2	3	3	2
##	12000	12001	12002	12003	12004	12005	12006	12007	12008	12009	12010	12011	12012
##	3	3	3	3	3	2	4	4	4	3	3	4	2
##	12013	12014	12015	12016	12017	12018	12019	12020	12021	12022	12023	12024	12025
##	4	4	3	3	2	2	4	3	4	2	3	4	3
##	12026	12027	12028	12029	12030	12031	12032	12033	12034	12035	12036	12037	12038
##	4	4	3	4	3	4	3	3	2	4	2	4	4
##	12039	12040	12041	12042	12043	12044	12045	12046	12047	12048	12049	12050	12051
##	2	3	2	3	3	2	2	4	2	4	3	2	4
##	12052	12053	12054	12055	12056	12057	12058	12059	12060	12061	12062	12063	12064
##	2	4	2	3	4	4	3	4	2	2	2	2	2
##	12065	12066	12067	12068	12069	12070	12071	12072	12073	12074	12075	12076	12077
##	3	4	2	3	3	2	4	3	3	3	3	3	2
##	12078	12079	12080	12081	12082	12083	12084	12085	12086	12087	12088	12089	12090
##	2	3	3	2	2	2	2	3	4	2	3	4	4
##	12091	12092	12093	12094	12095	12096	12097	12098	12099	12100	12101	12102	12103
##	3	4	3	2	3	4	3	2	2	4	3	3	2
##	12104	12105	12106	12107	12108	12109	12110	12111	12112	12113	12114	12115	12116
##	2	4	2	4	4	3	3	2	2	3	4	3	3
##	12117	12118	12119	12120	12121	12122	12123	12124	12125	12126	12127	12128	12129
##	3	2	4	3	3	2	3	4	4	3	2	2	3
##	12130	12131	12132	12133	12134	12135	12136	12137	12138	12139	12140	12141	12142
##	2	2	3	3	3	3	3	4	2	4	3	2	2
##	12143	12144	12145	12146	12147	12148	12149	12150	12151	12152	12153	12154	12155
##	4	2	3	3	4	2	4	4	2	2	4	2	3
##	12156	12157	12158	12159	12160	12161	12162	12163	12164				
##	3	2	3	3	4	4	4	3	4				
##													

```
## Within cluster sum of squares by cluster:
## [1] 1441.297 6242.152 1251.533 4075.334
## (between_SS / total_SS = 39.6 %)
##
## Available components:
##
## [1] "cluster"      "centers"      "totss"        "withinss"     "tot.withinss"
## [6] "betweenss"    "size"         "iter"         "ifault"       "
```

```
# Previewing the number of records in each cluster
```

```
final$size
```

```
## [1] 2607 4515 2189 2853
```

cluster 1 has 2607 records

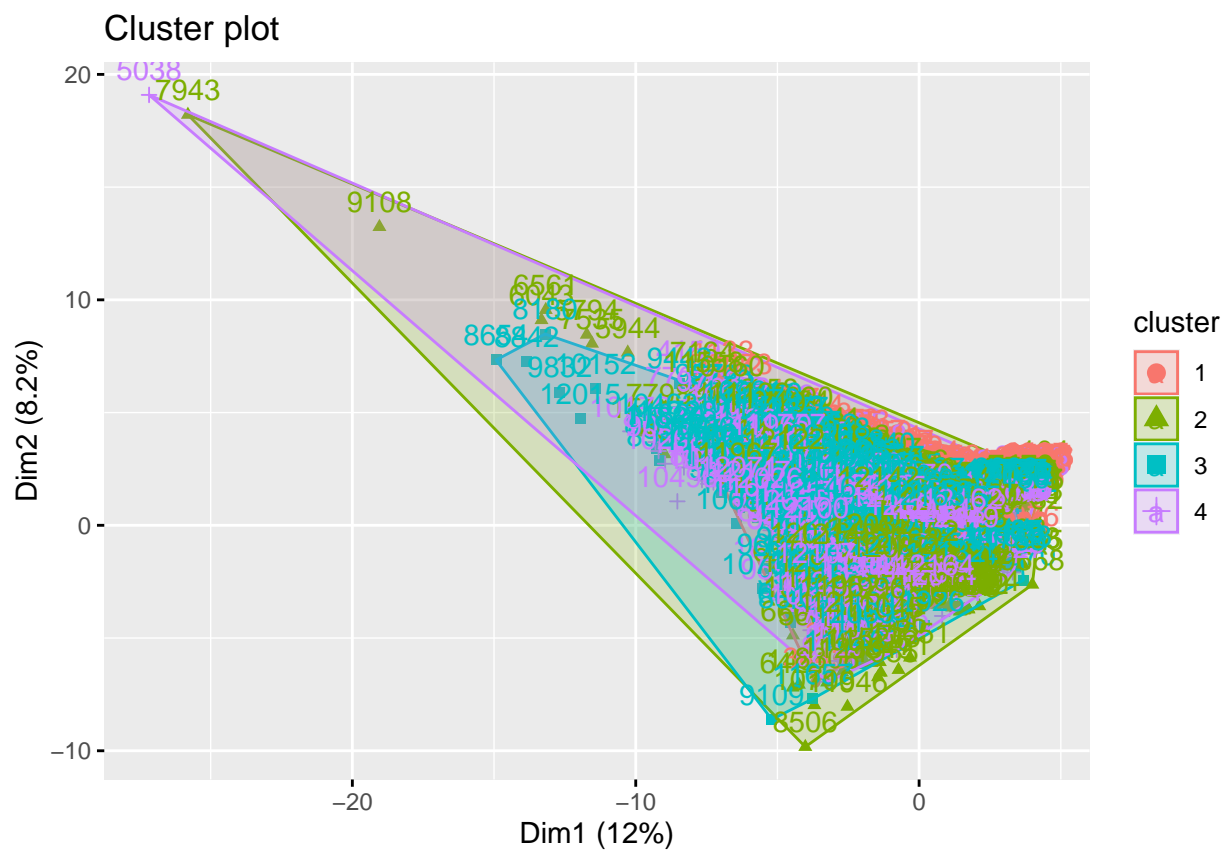
cluster 2: 4515 records

cluster 3: 2189 records

cluster 4: 2853 records

```
# visualize the results
```

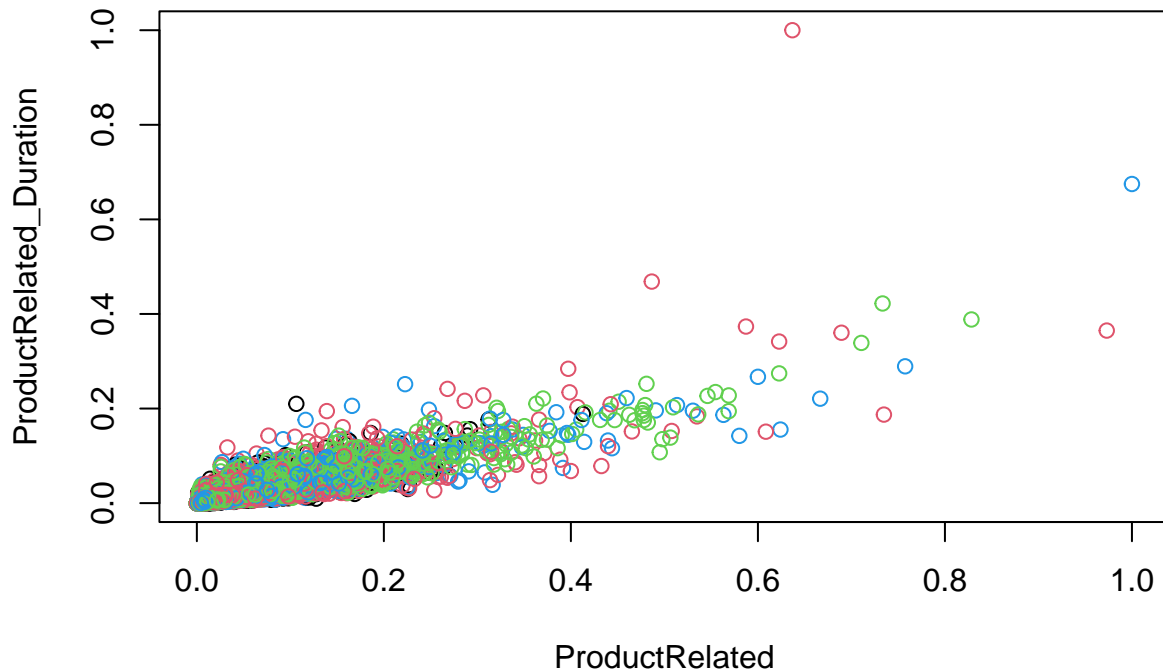
```
fviz_cluster(final, data = df)
```



The visualization isn't really clear.

```
# Plotting two variables to see how their data points have been distributed in the cluster
# Product Related, vs Product Related Duration
```

```
plot(df_norm[, 5:6], col = final$cluster)
```



Extract the clusters and add to our initial data to do some descriptive statistics at the cluster level

```
shop %>%
  mutate(Cluster = final$cluster) %>%
  group_by(Cluster) %>%
  summarise_all("mean")
```

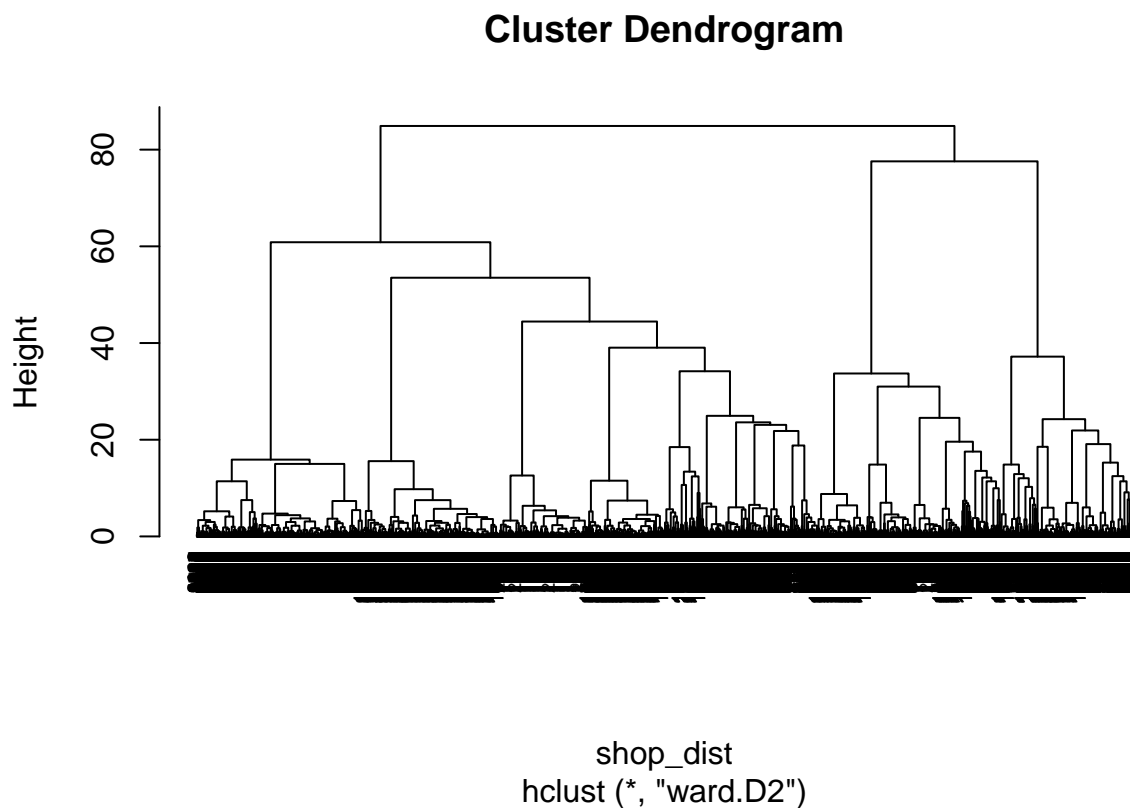
```
## # A tibble: 4 x 19
##   Cluster Administrative Administrative_Duration Informational Informational_Du~
##   <int>         <dbl>          <dbl>          <dbl>          <dbl>
## 1     1           1.90            67.6           0.404           25.6
## 2     2           2.38            83.1           0.478           34.5
## 3     3           2.62            91.2           0.603           39.2
## 4     4           2.49            86.1           0.589           40.8
## # ... with 14 more variables: ProductRelated <dbl>,
## #   ProductRelated_Duration <dbl>, BounceRates <dbl>, ExitRates <dbl>,
## #   PageValues <dbl>, SpecialDay <dbl>, Month <dbl>, OperatingSystems <dbl>,
## #   Browser <dbl>, Region <dbl>, TrafficType <dbl>, VisitorType <dbl>,
## #   Weekend <dbl>, Revenue <dbl>
```

Hierarchical Clustering

```
# First we use the dist() to compute the Euclidean distance between observation points
shop_dist = dist(df_norm, method = "euclidean")

# Set the hclust() dissimilarity matrix
# We then apply hierarchical clustering using the Ward's method
shop_hc = hclust(shop_dist, method = "ward.D2")

# Plot the obtained dendrogram
plot(shop_hc, cex = 0.6, hang = -1)
```



```
# cutting the clusters into 4 groups
group<-cutree(shop_hc,k=4)
# viewing the clustered groups
table(group)
```

```
## group
##    1    2    3    4
## 5920 2376 1709 2159
```

```
# creating a table
hclust<-dplyr::mutate(shop,clusters=group)
head(hclust)
```

```

##      Administrative Administrative_Duration Informational Informational_Duration
## 1              0              0              0              0
## 2              0              0              0              0
## 3              0              0              0              0
## 4              0              0              0              0
## 5              0              0              0              0
## 6              0              0              0              0
##      ProductRelated ProductRelated_Duration BounceRates ExitRates PageValues
## 1              1          0.000000 0.20000000 0.2000000      0
## 2              2          64.000000 0.00000000 0.1000000      0
## 3              2           2.666667 0.05000000 0.1400000      0
## 4             10          627.500000 0.02000000 0.0500000      0
## 5             19          154.216667 0.01578947 0.0245614      0
## 6              2          37.000000 0.00000000 0.1000000      0
##      SpecialDay Month OperatingSystems Browser Region TrafficType
## 1          0.0   Feb              1      1      1          1
## 2          0.0   Feb              2      2      1          2
## 3          0.0   Feb              3      2      2          4
## 4          0.0   Feb              3      3      1          4
## 5          0.0   Feb              2      2      1          3
## 6          0.8   Feb              2      2      2          3
##      VisitorType Weekend Revenue clusters
## 1 Returning_Visitor  FALSE  FALSE      1
## 2 Returning_Visitor  FALSE  FALSE      1
## 3 Returning_Visitor  FALSE  FALSE      1
## 4 Returning_Visitor   TRUE  FALSE      2
## 5 Returning_Visitor  FALSE  FALSE      1
## 6 Returning_Visitor  FALSE  FALSE      1

```

One potential disadvantage of K-means clustering is that it requires us to pre-specify the number of clusters. Hierarchical clustering is an alternative approach which does not require that we commit to a particular choice of clusters. Hierarchical clustering has an added advantage over K-means clustering in that it results in an attractive tree-based representation of the observations, called a dendrogram.

However from the above, The Kmeans clustering seems to have done better as compared to the hierarchical cluster method.

Conclusion

- Informational Duration, ProductRelated Duration, and PageValues are the most positively skewed variables, having high kurtosis values.
- Months with the highest activity are May, November, March and December. The company should consider psudhing more adverts or offers to increase sales on these months.
- Most visitors have a type 2 operating system followed by type 3 and 1. It would be better if we would further explore what these os are.
- Most visitors have a type 2 browser.
- Most visitors to the site are located in region 1 and 3. The company should also focus more on these two regions in order to drive more sales and traffic to their site.
- Most of the traffic to the website is of type 2 and 1.
- Visitors to the site are mostly returning visitors.

- Most of the traffic happens on weekdays rather than on weekends. Most adverts should be running on weekdays as well as offers.
- Most visits to the site do not earn revenue. We would further need to explore on this and get a reason as to why people do not purchase products.
- There is a high positive correlation between Bounce and exit rates. This shows that users who bounce from one page to another are most likely to exit the site quicker.
- It seems that there is more activity in November as it has the highest product related visits and the product related duration is high as well.
- Visitors of type other have a higher ExitRate and BounceRates followed by ReturningVisitors.

-The traffic types 15 and 17 have the highest Exit and Bounce Rates.

- During these months there is a higher number of new visitors. This can be leveraged by the company to create advertisements that will attract the new users to register to the site.
- **Other** customer shops in November and December.
- Most of the data indicates that a client's visit to the page did not result in income for the company, i.e. the customer did not make a purchase.