

# 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]

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[illegible]

[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_Duration))
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
```

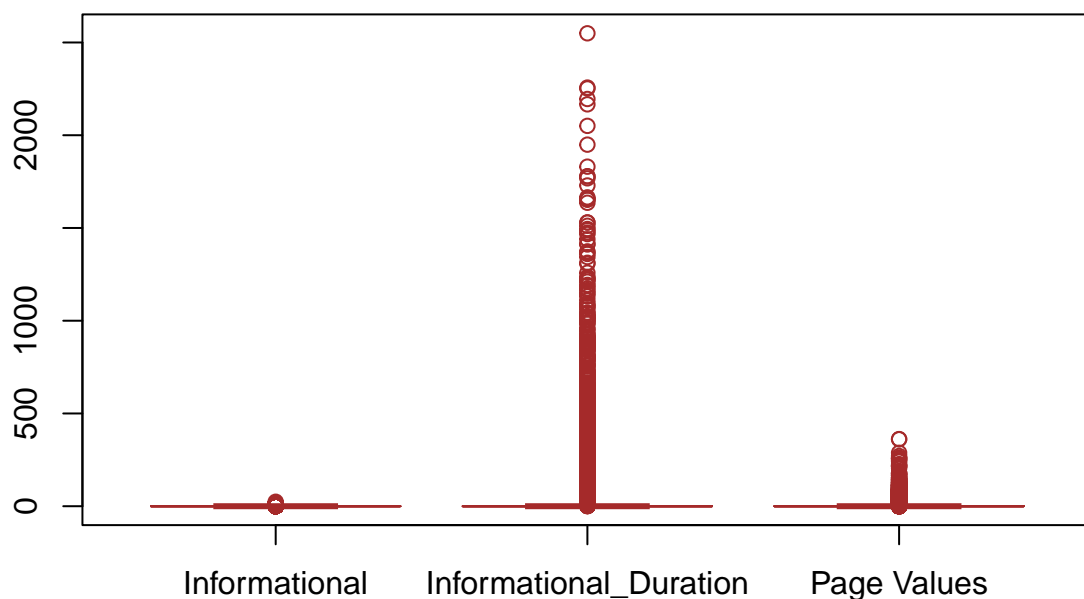
```
sapply(shop[,c(1:9)], outlier_detector)
```

```
##           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
```

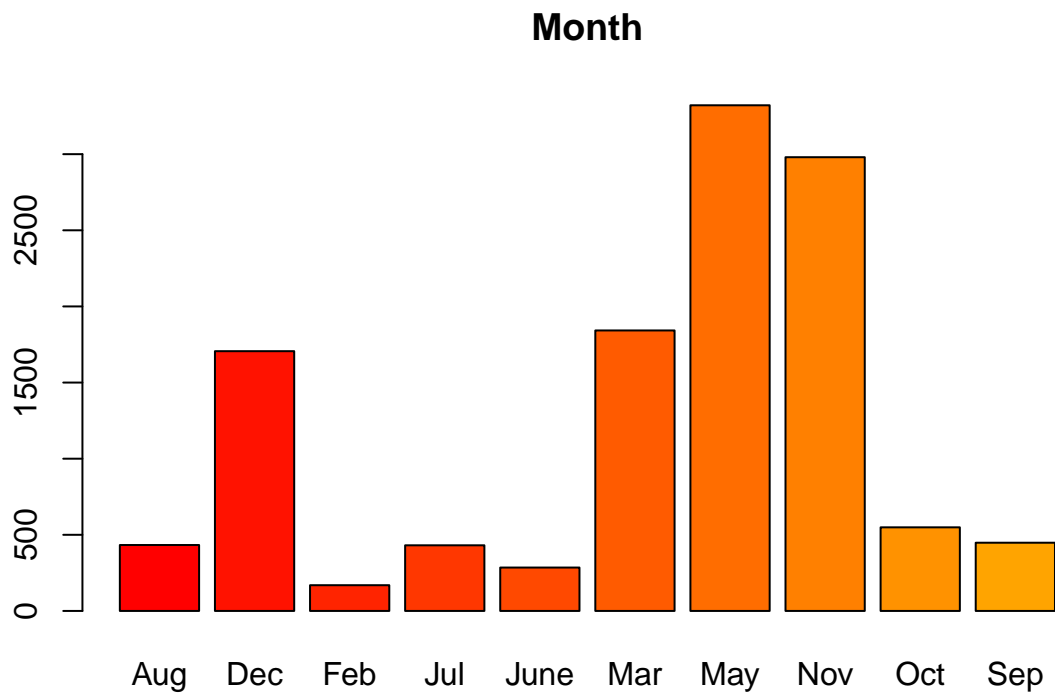
Informational Duration, ProductRelated Duration, and PageValues are the most positively skewed variables, having high kurtosis values.

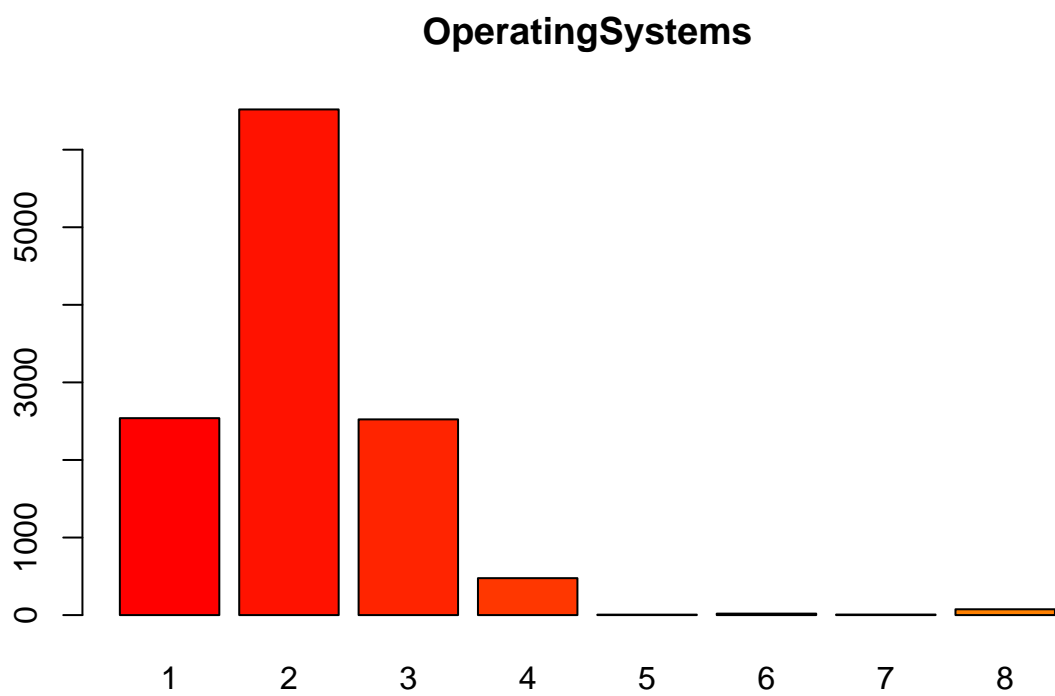
```
# Frequency distribution of the categorical variables
sapply(shop[, c(11:18)], table)
```

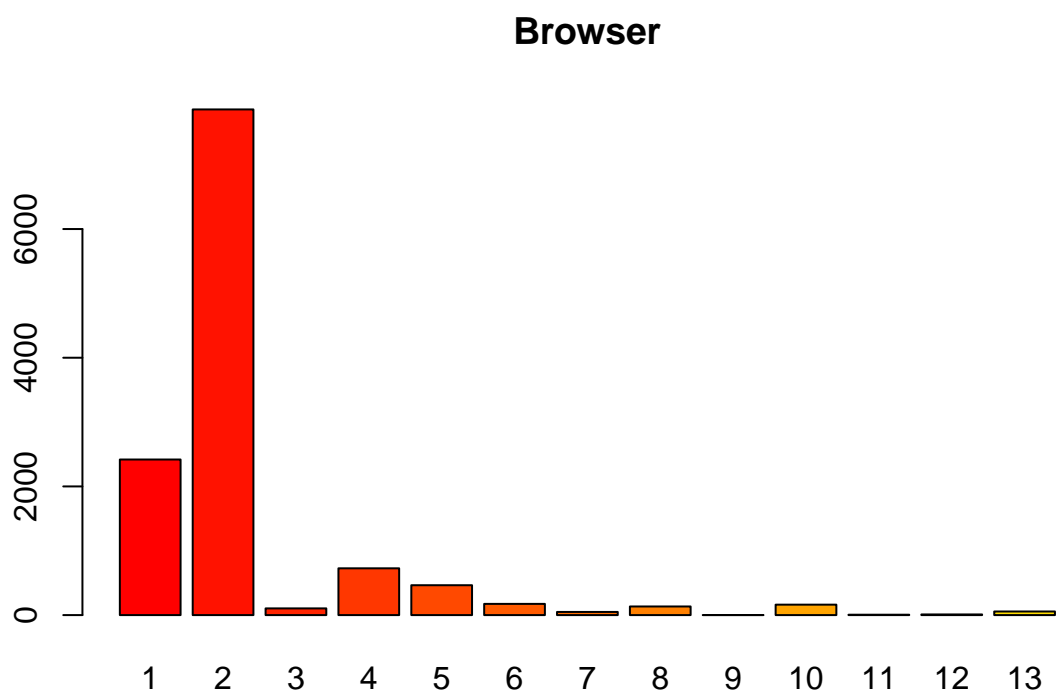
```
## $Month
##
## Aug Dec Feb Jul June Mar May Nov Oct Sep
## 433 1706 169 431 285 1842 3321 2980 549 448
##
## $OperatingSystems
##
## 1 2 3 4 5 6 7 8
## 2539 6519 2523 476 6 19 7 75
##
## $Browser
##
## 1 2 3 4 5 6 7 8 9 10 11 12 13
## 2418 7859 104 727 464 174 49 134 1 162 6 10 56
##
## $Region
##
## 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
```

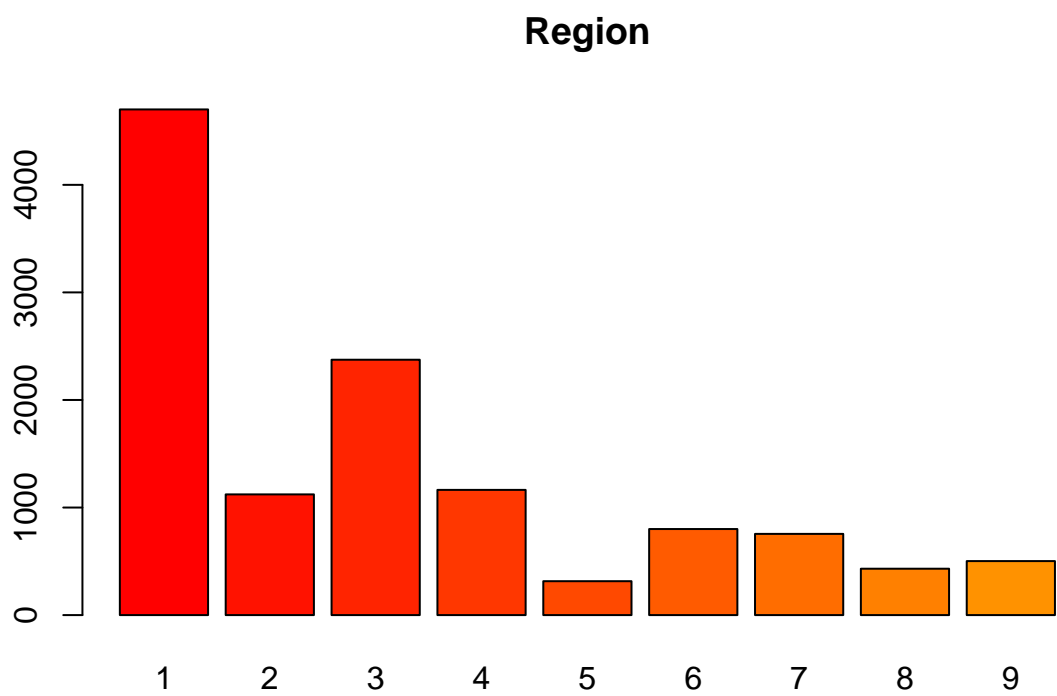
```
##
## FALSE TRUE
## 10256 1908

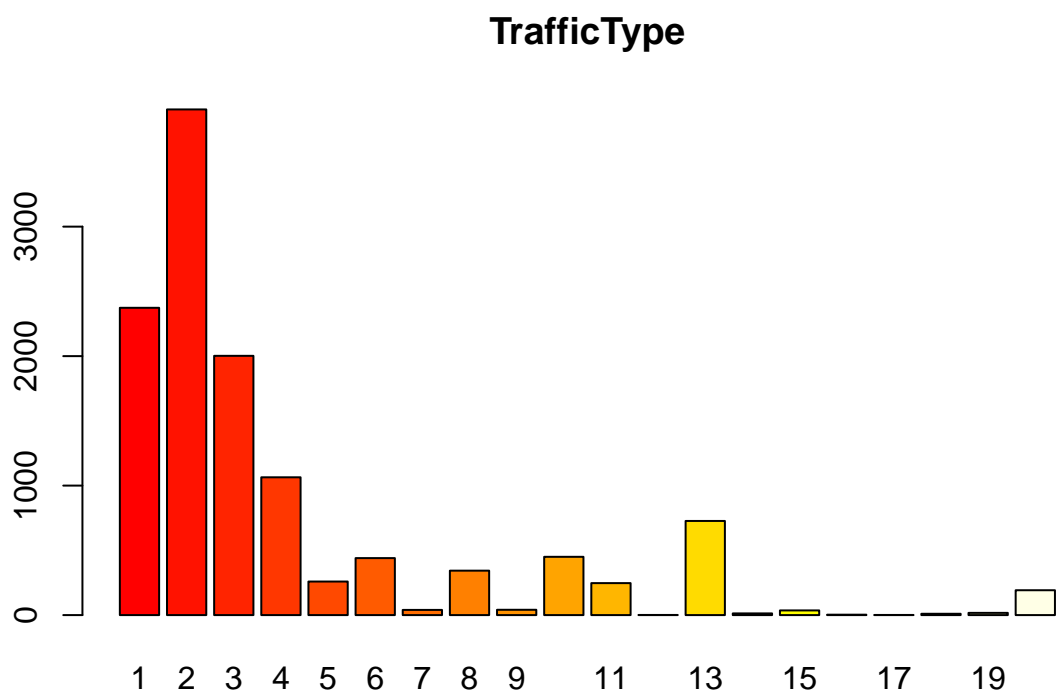
# Creating histogram plots to visually view the categorical variables
#par(mfrow=c(4,1))
for(i in 11:18) {
  counts <- table(shop[,i])
  name <- names(shop)[i]
  barplot(counts, main=name, col = heat.colors(20))}
```

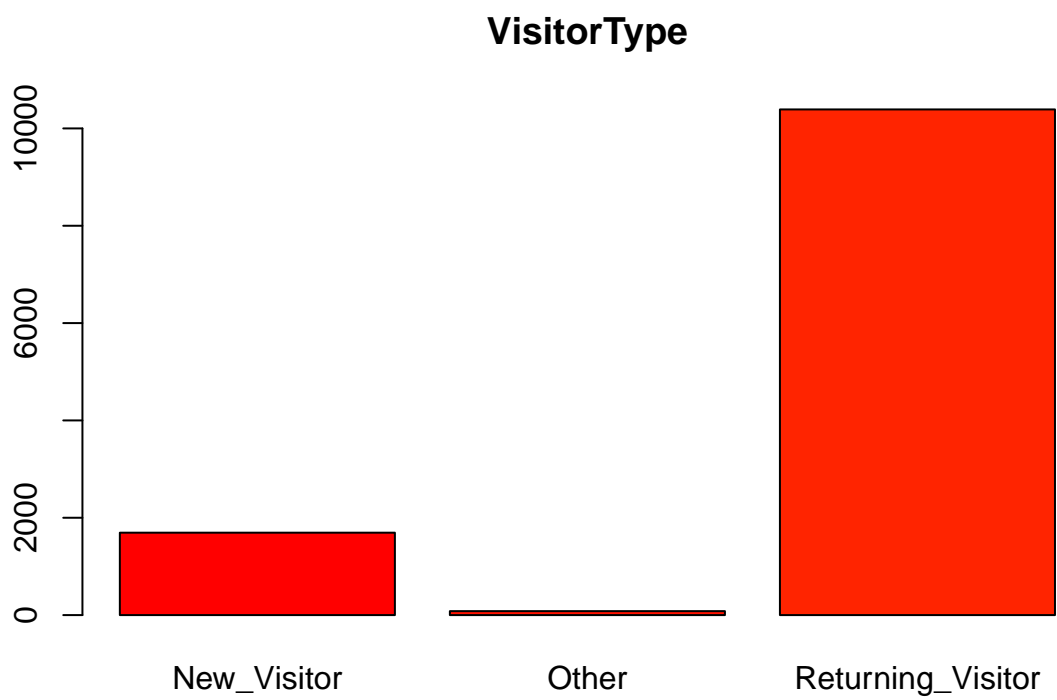


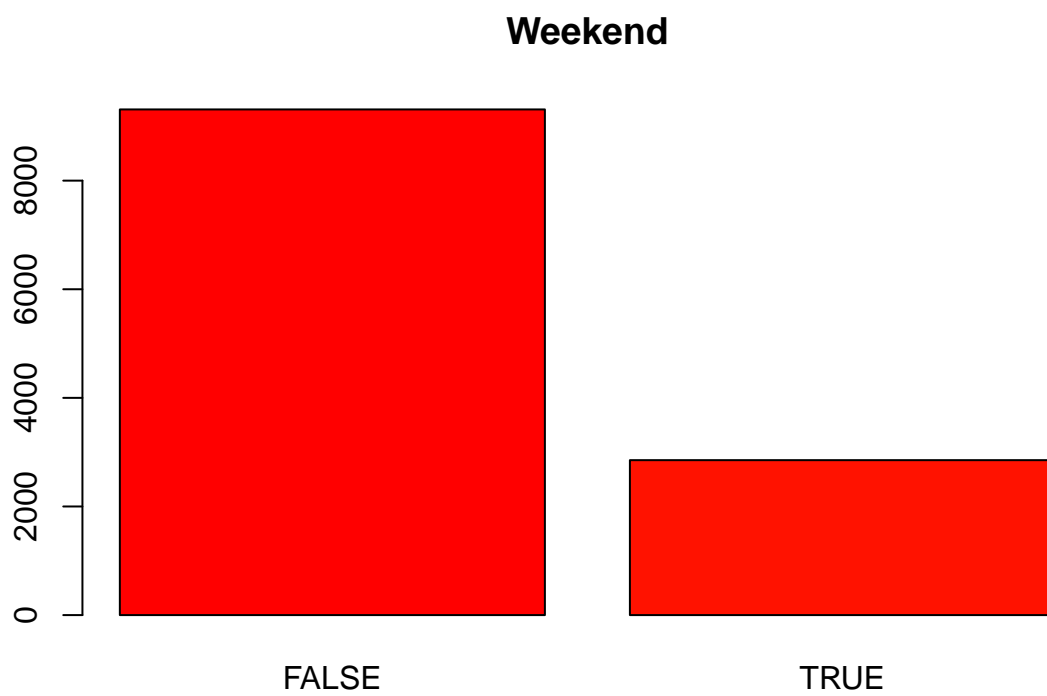




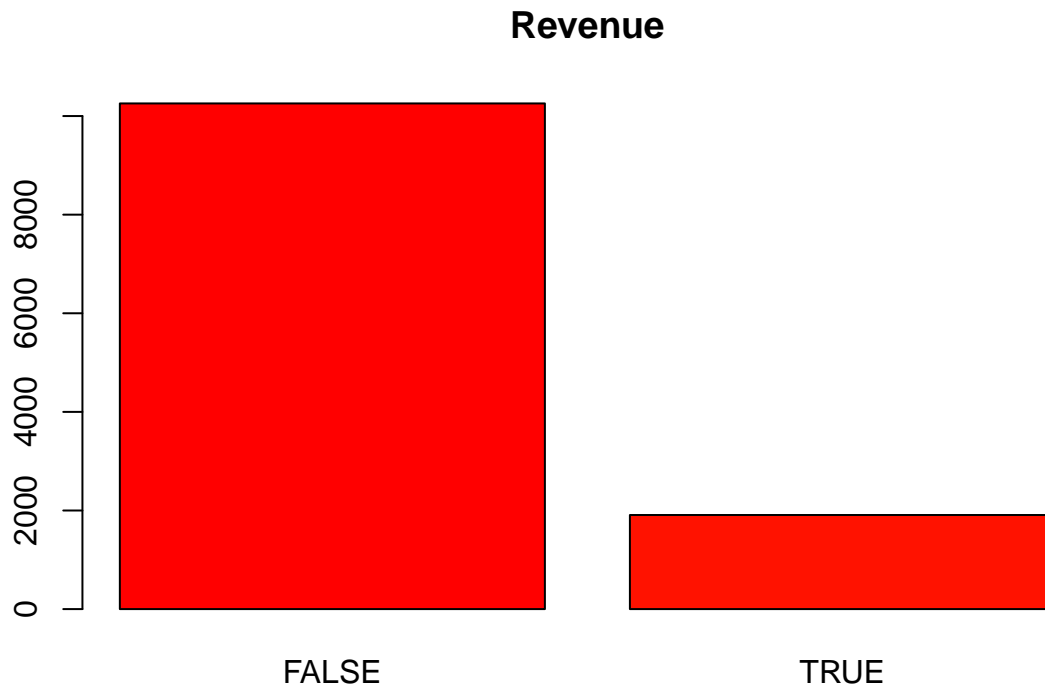












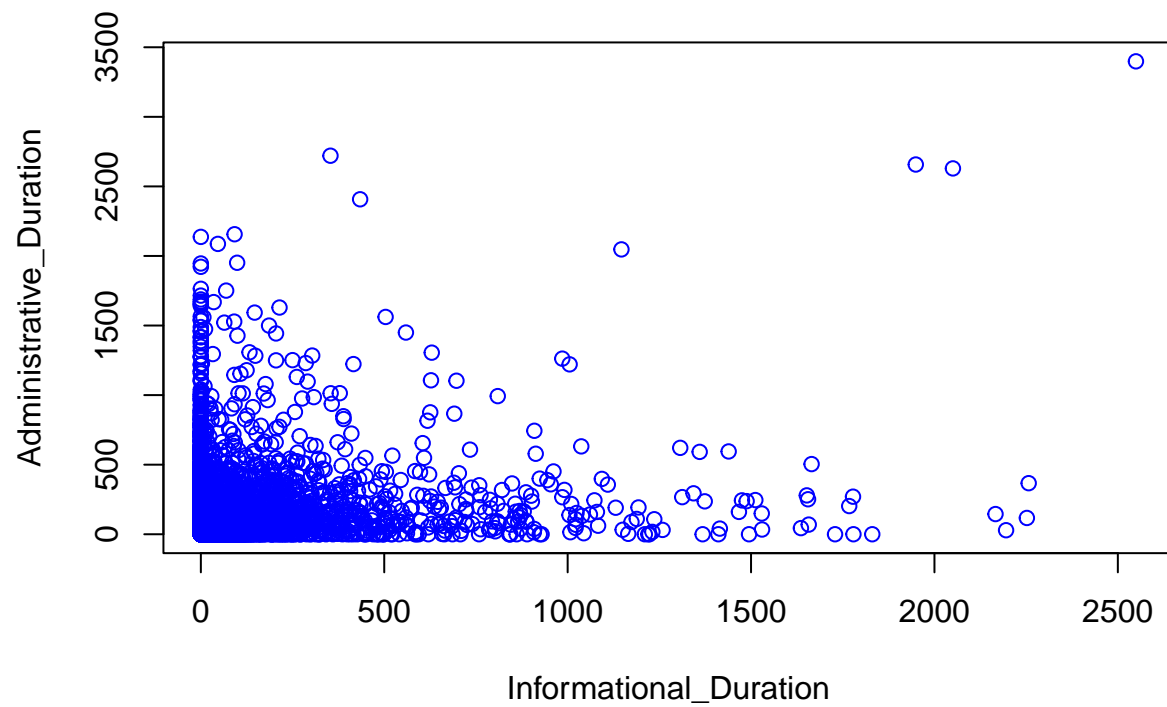
- Months with the highest activity are May, November, March and December.
- Most visitors have a type 2 operating system followed by type 3 and 1.
- Most visitors have a type 2 browser.
- Most visitors to the site are located in region 1 and 3.
- Most of the traffic to the website is of type 2 and 1
- 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")
```

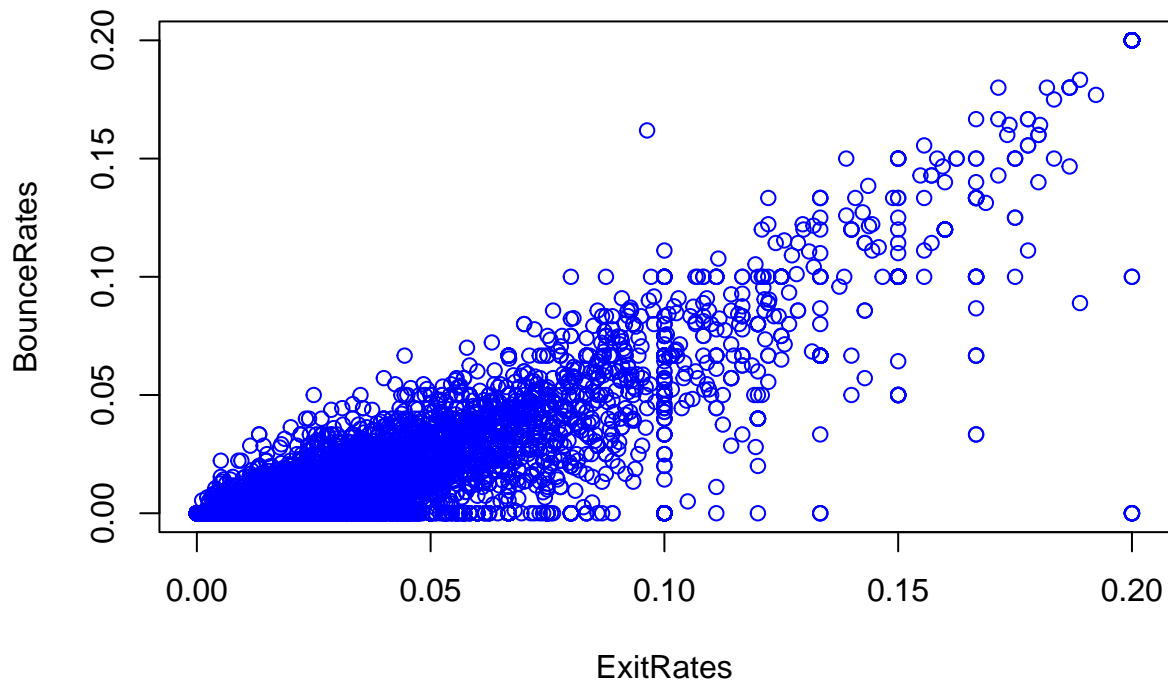
## Admin vs Information Scatter Plot



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.

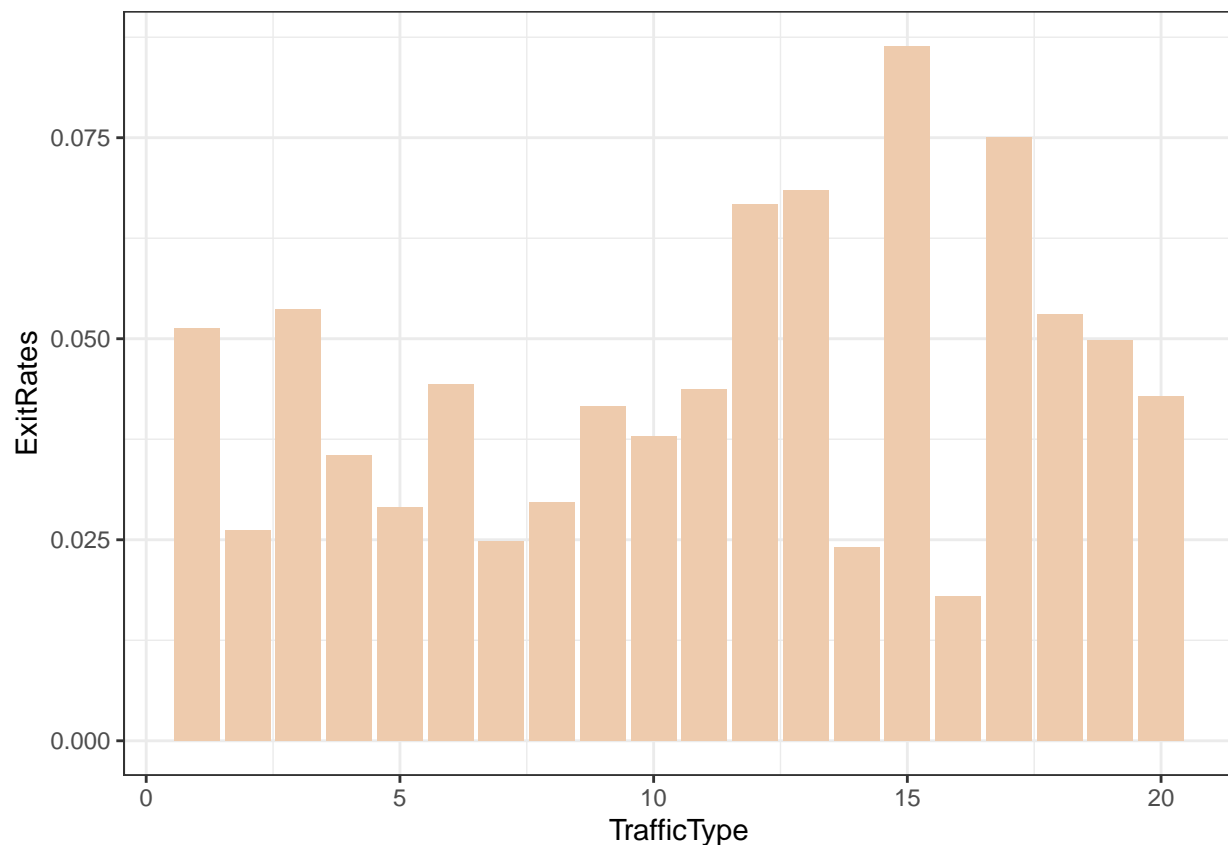
```
# Getting the bounce rates and exit rates among visitor groups
visitor <- shop %>% select(VisitorType, ExitRates, BounceRates)%>% group_by(VisitorType)%>%summarise_al

visitor
```

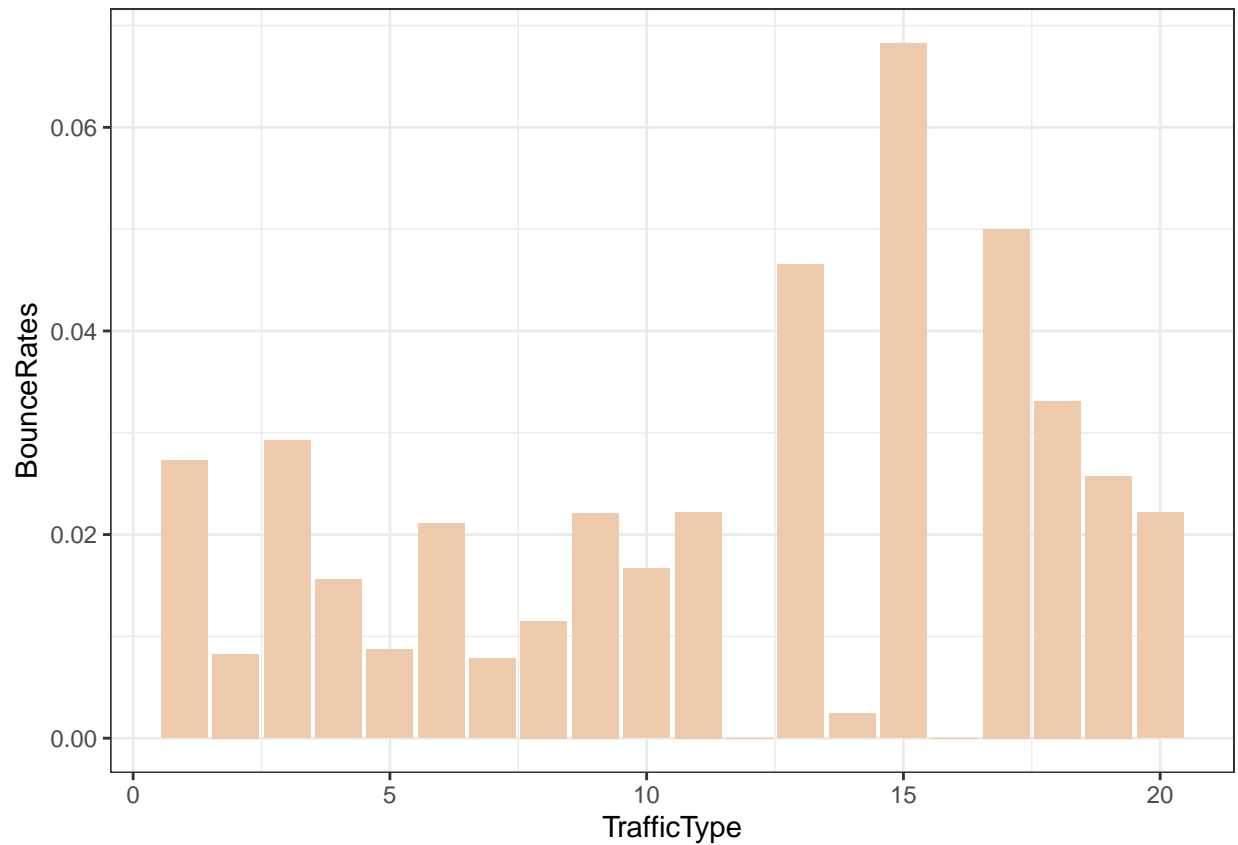
```
## # A tibble: 3 x 3
##   VisitorType      ExitRates BounceRates
##   <chr>          <dbl>      <dbl>
## 1 New_Visitor      0.0206      0.00515
## 2 Other            0.0566      0.0306
## 3 Returning_Visitor 0.0443      0.0223
```

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")
```

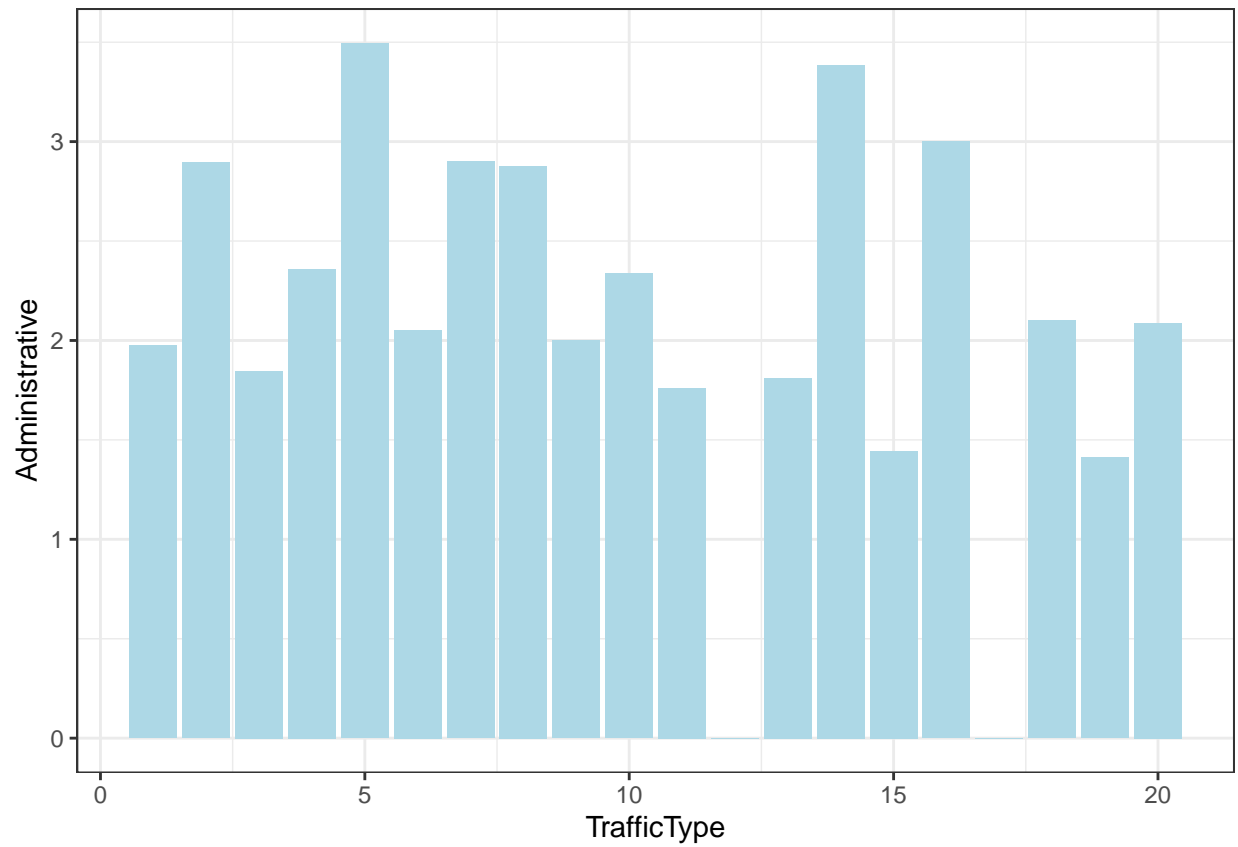


```
ggplot(traffic, aes(x=TrafficType, y = BounceRates))+
  geom_bar(stat = "identity", fill="peachpuff2")
```

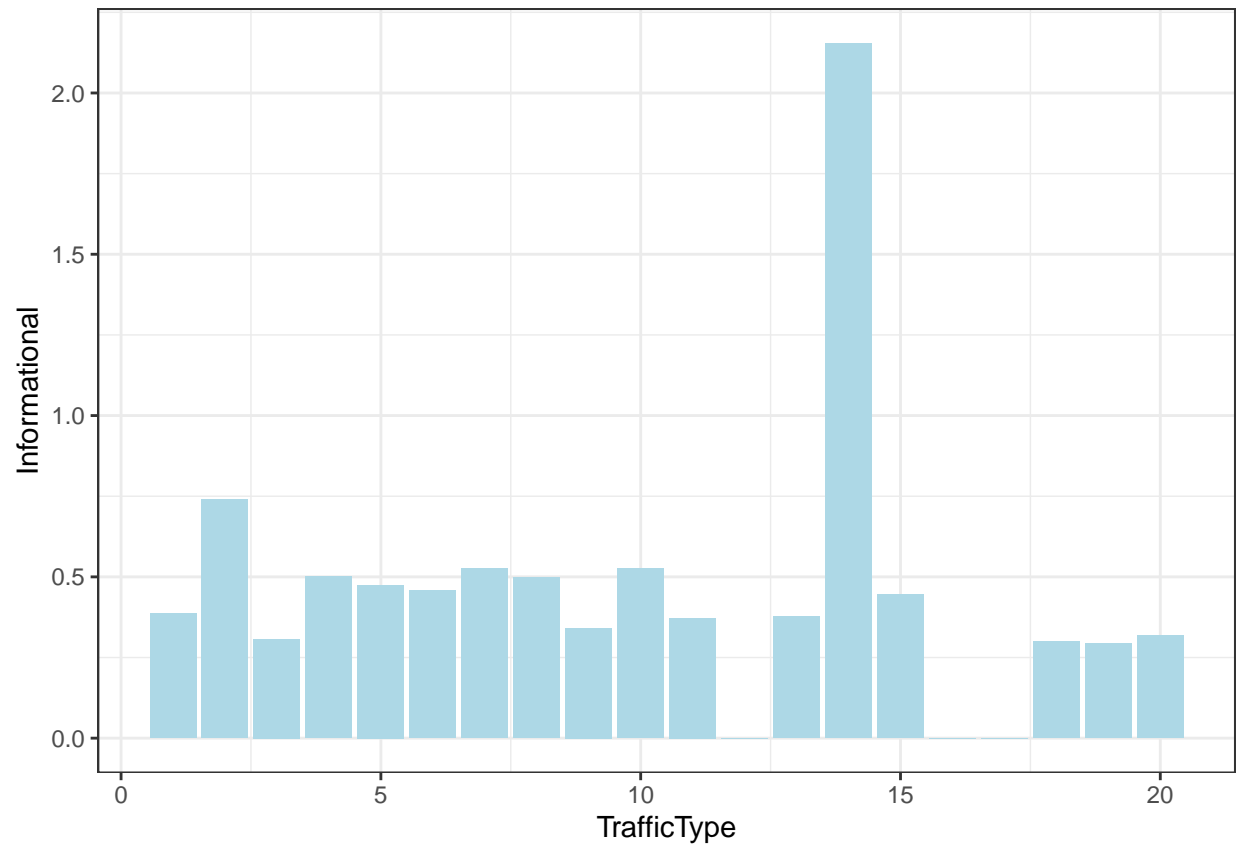


The traffic types 15 and 17 have the highest Exit and Bounce Rates.

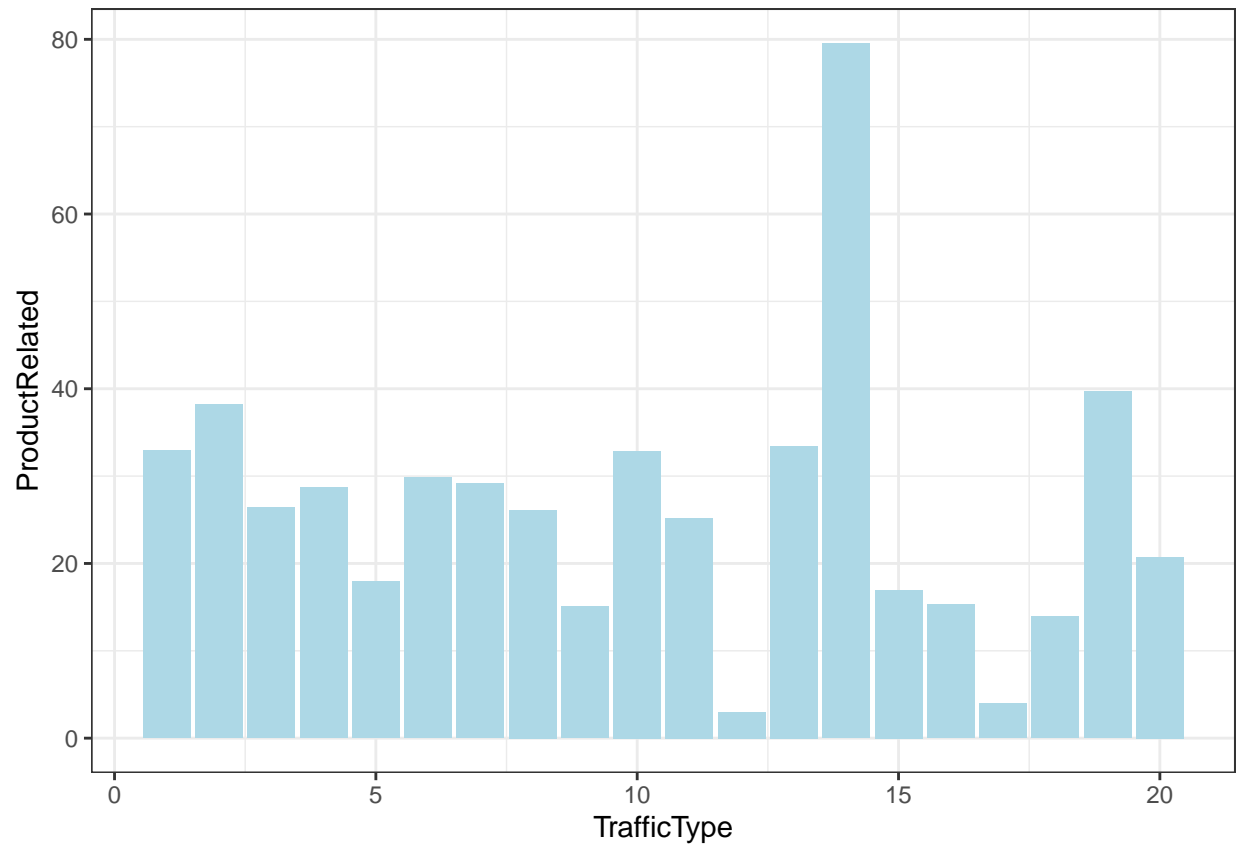
```
# Creating a plot to show the Administrative, ProductRelated and Informational relation to the traffic
traffic_page<- shop %>% select(TrafficType, Administrative,Informational,ProductRelated)%>% group_by(TrafficType)
par(mfrow = c(1,3))
ggplot(traffic_page, aes(x=TrafficType, y = Administrative))+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



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

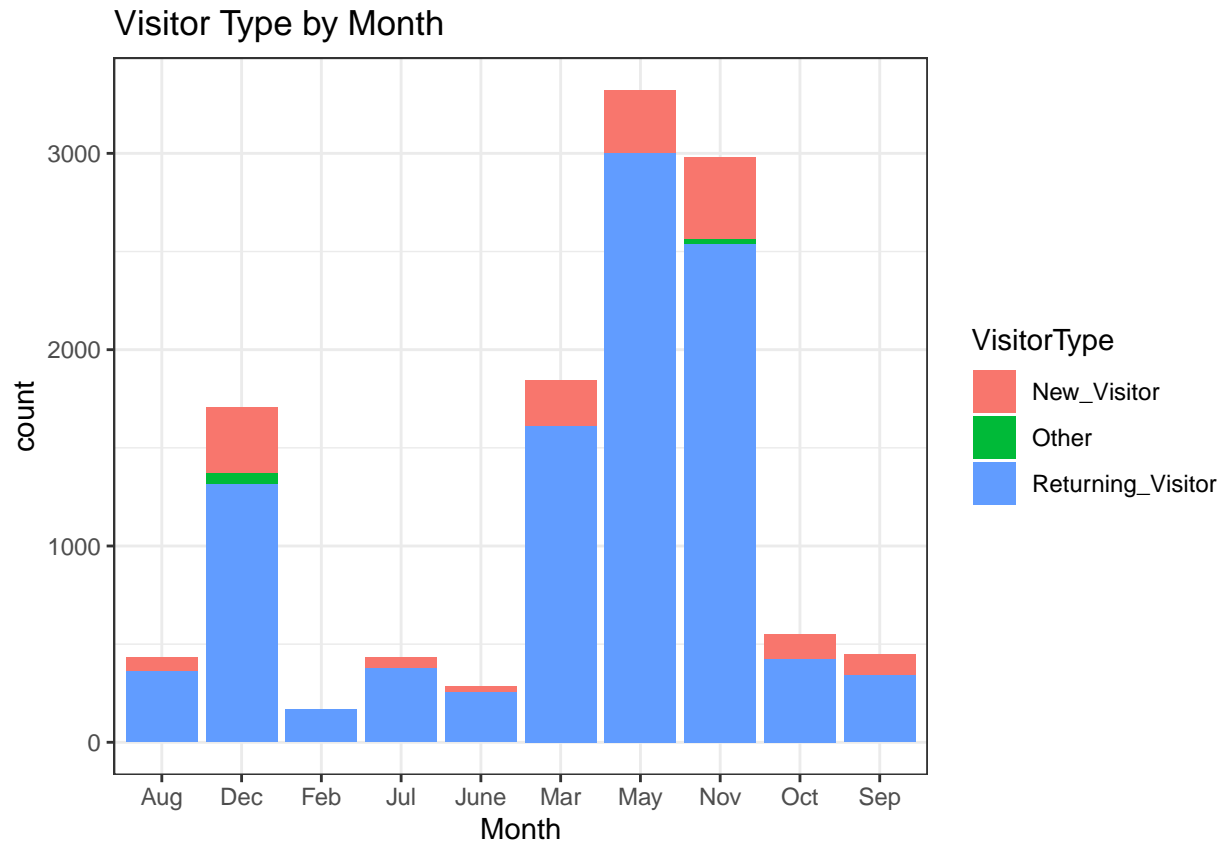


```
ggplot(traffic_page, aes(x=TrafficType, y = ProductRelated))+  
  geom_bar(stat = "identity", fill="lightblue")
```



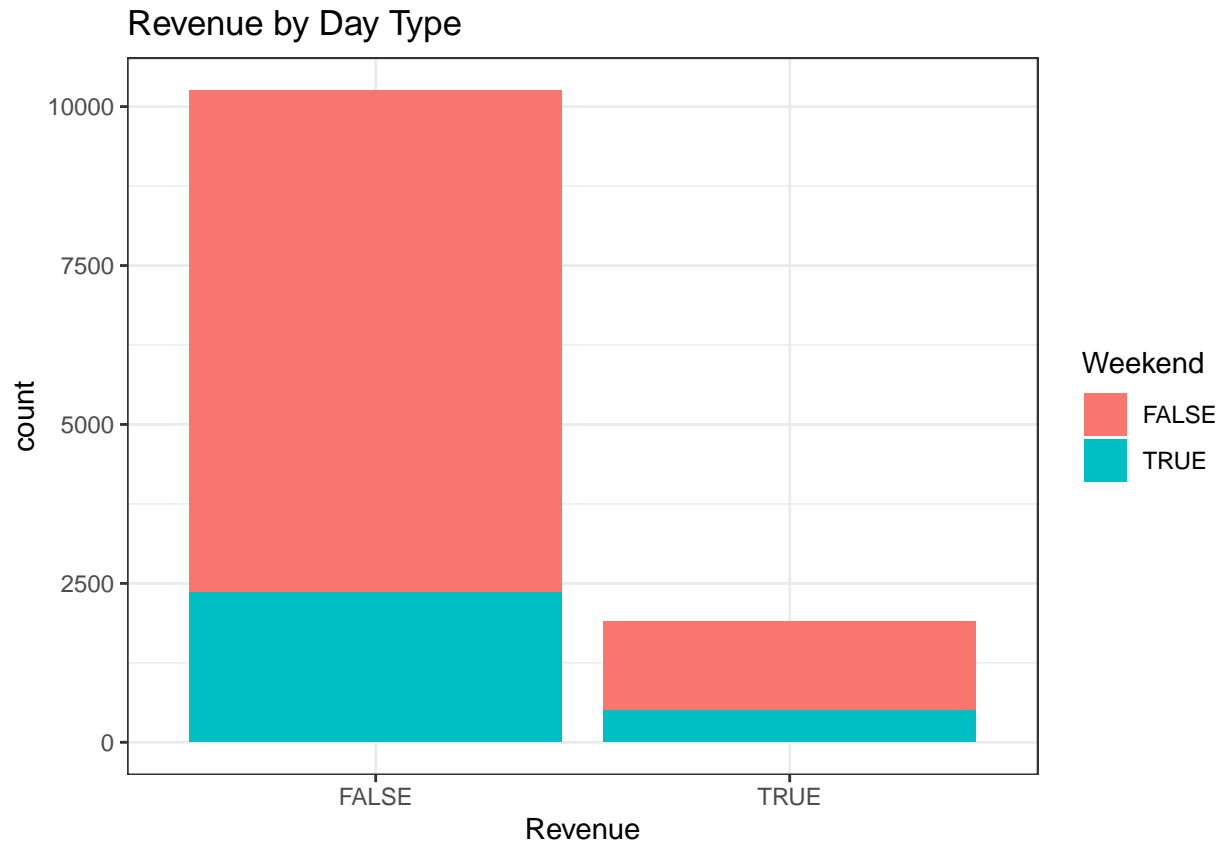
```
# Stacked bar chart: Visitor Type vs Month
shop %>%
  ggplot(aes(Month)) +
  geom_bar(aes(fill = VisitorType))+
  labs(title = "Visitor Type by Month")
```





- 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")
```

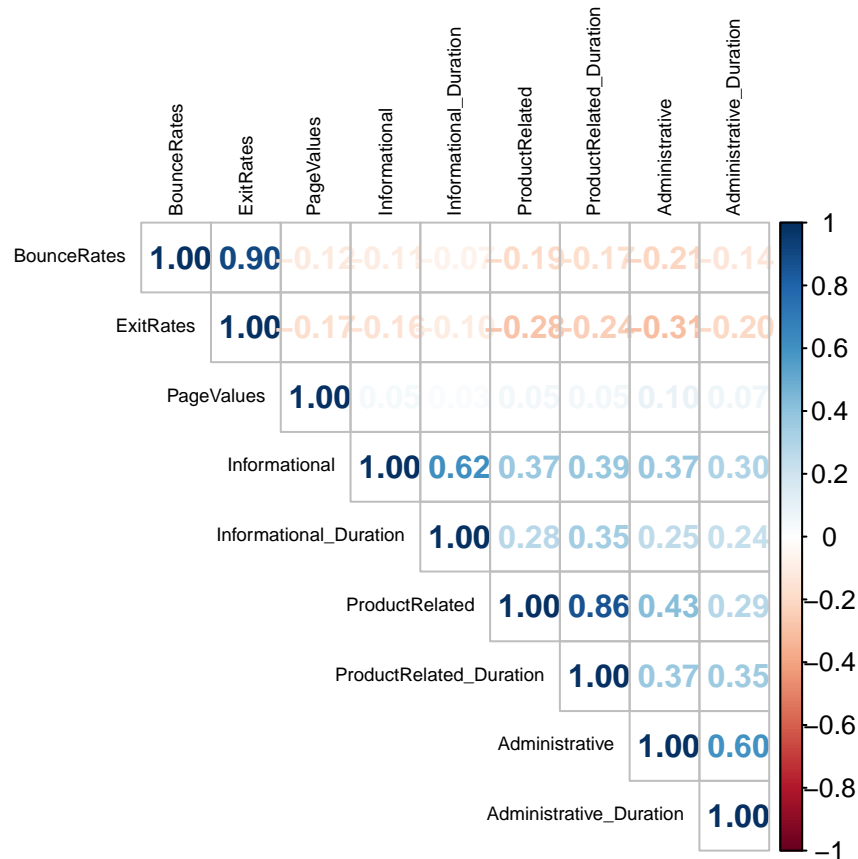


- Our data is imbalanced.
- Most of the data indicates that a client's visit to the page did not result in income for the company, i.e. the customer did not make a purchase.
- Of the remaining data, the company made revenue mostly during the weekdays.

## 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,~
## $ Informational_Duration <dbl> 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,~
## $ MonthDec             <dbl> 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,~
## $ 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,~
## $ MonthMar             <dbl> 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,~
## $ MonthNov             <dbl> 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,~
## $ MonthSep             <dbl> 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,~
## $ VisitorTypeOther     <dbl> 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.

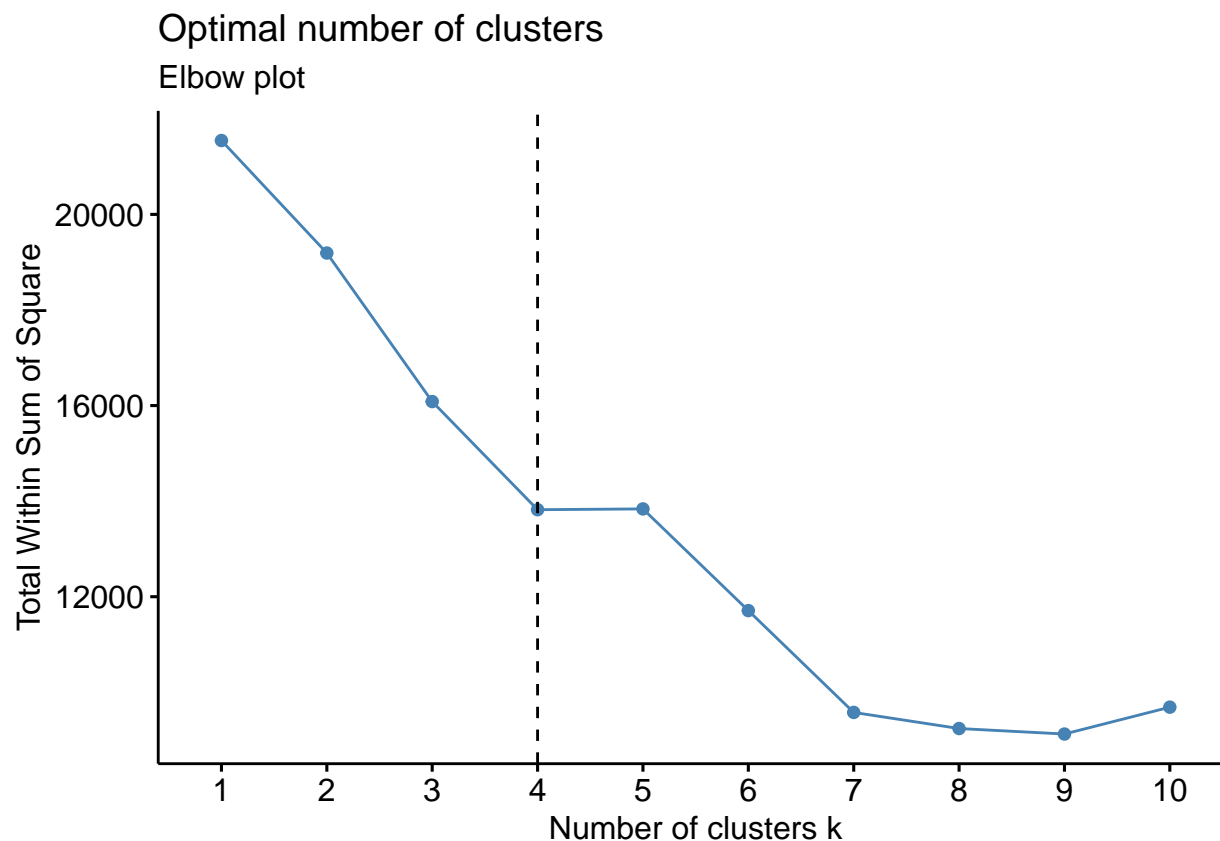
```
library(cluster) # clustering algorithms
library(factoextra) # clustering algorithms & visualization
```

```
## 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")
```





```
# 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 0.00000000 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 0.00000000 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
##	4	2	4	2	4	4	2	4	2	2	2	2	2
##	1184	1185	1186	1187	1188	1189	1190	1191	1192	1193	1194	1195	1196
##	2	2	4	4	4	4	2	2	4	2	2	2	2
##	1197	1198	1199	1200	1201	1202	1203	1204	1205	1206	1207	1208	1209
##	2	4	2	2	2	2	2	2	2	2	2	2	4
##	1210	1211	1212	1213	1214	1215	1216	1217	1218	1219	1220	1221	1222
##	2	2	2	2	2	2	2	2	2	2	2	2	4
##	1223	1224	1225	1226	1227	1228	1229	1230	1231	1232	1233	1234	1235
##	4	2	2	2	2	2	2	2	2	4	4	4	2
##	1236	1237	1238	1239	1240	1241	1242	1243	1244	1245	1246	1247	1248
##	2	4	2	2	2	4	2	2	2	2	2	4	2
##	1249	1250	1251	1252	1253	1254	1255	1256	1257	1258	1259	1260	1261
##	2	2	4	2	2	4	4	2	2	2	2	2	2
##	1262	1263	1264	1265	1266	1267	1268	1269	1270	1271	1272	1273	1274
##	2	4	2	4	2	2	2	2	2	2	4	2	4
##	1275	1276	1277	1278	1279	1280	1281	1282	1283	1284	1285	1286	1287
##	4	2	4	2	4	2	2	2	2	4	2	2	2
##	1288	1289	1290	1291	1292	1293	1294	1295	1296	1297	1298	1299	1300
##	2	2	4	4	4	2	2	4	4	4	2	2	2
##	1301	1302	1303	1304	1305	1306	1307	1308	1309	1310	1311	1312	1313
##	2	2	4	2	4	2	2	4	2	2	2	2	2

##	1314	1315	1316	1317	1318	1319	1320	1321	1322	1323	1324	1325	1326
##	2	2	2	2	2	4	2	2	4	2	2	2	4
##	1327	1328	1329	1330	1331	1332	1333	1334	1335	1336	1337	1338	1339
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##	1340	1341	1342	1343	1344	1345	1346	1347	1348	1349	1350	1351	1352
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##	1379	1380	1381	1382	1383	1384	1385	1386	1387	1388	1389	1390	1391
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##	1548	1549	1550	1551	1552	1553	1554	1555	1556	1557	1558	1559	1560
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##	1574	1575	1576	1577	1578	1579	1580	1581	1582	1583	1584	1585	1586
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##	1600	1601	1602	1603	1604	1605	1606	1607	1608	1609	1610	1611	1612
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##	1899	1900	1901	1902	1903	1904	1905	1906	1907	1908	1909	1910	1911
##	4	2	4	4	2	2	2	4	2	2	2	4	2
##	1912	1913	1914	1915	1916	1917	1918	1919	1920	1921	1922	1923	1924
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##	1925	1926	1927	1928	1929	1930	1931	1932	1933	1934	1935	1936	1937
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##	1938	1939	1940	1941	1942	1943	1944	1945	1946	1947	1948	1949	1950
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##	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963
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##	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
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##	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
##	2	2	2	2	2	2	4	2	2	4	2	2	2
##	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
##	2	2	2	4	2	2	2	2	2	2	2	4	2
##	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
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##	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
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##	1	1	1	1	4	1	1	1	1	1	1	4	1
##	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054
##	1	1	4	1	1	4	1	1	1	1	4	4	4
##	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067
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##	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080
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##	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093
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##	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106
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##	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379
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##	2601	2602	2603	2604	2605	2606	2607	2608	2609	2610	2611	2612	2613
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##	4200	4201	4202	4203	4204	4205	4206	4207	4208	4209	4210	4211	4212
##	1	1	1	1	1	1	1	1	1	4	4	1	4
##	4213	4214	4215	4216	4217	4218	4219	4220	4221	4222	4223	4224	4225
##	1	1	4	4	1	1	1	1	4	1	1	1	1
##	4226	4227	4228	4229	4230	4231	4232	4233	4234	4235	4236	4237	4238
##	1	1	4	1	1	4	1	1	4	1	1	1	4
##	4239	4240	4241	4242	4243	4244	4245	4246	4247	4248	4249	4250	4251
##	1	1	1	1	1	1	1	1	1	1	4	1	1
##	4252	4253	4254	4255	4256	4257	4258	4259	4260	4261	4262	4263	4264
##	1	1	1	4	4	4	1	1	1	1	4	1	1
##	4265	4266	4267	4268	4269	4270	4271	4272	4273	4274	4275	4276	4277
##	1	1	1	1	1	1	4	1	1	1	1	1	1
##	4278	4279	4280	4281	4282	4283	4284	4285	4286	4287	4288	4289	4290
##	1	1	1	1	1	1	4	1	4	1	1	1	1
##	4291	4292	4293	4294	4295	4296	4297	4298	4299	4300	4301	4302	4303
##	1	1	1	1	1	1	1	1	1	1	4	1	1
##	4304	4305	4306	4307	4308	4309	4310	4311	4312	4313	4314	4315	4316
##	1	1	1	4	4	1	1	1	1	4	1	1	1
##	4317	4318	4319	4320	4321	4322	4323	4324	4325	4326	4327	4328	4329
##	1	1	4	1	1	1	1	1	1	1	1	4	1
##	4330	4331	4332	4333	4334	4335	4336	4337	4338	4339	4340	4341	4342
##	1	1	1	1	1	1	1	1	1	1	1	1	4
##	4343	4344	4345	4346	4347	4348	4349	4350	4351	4352	4353	4354	4355
##	1	4	1	1	1	4	1	1	1	4	1	1	1
##	4356	4357	4358	4359	4360	4361	4362	4363	4364	4365	4366	4367	4368
##	1	4	4	1	1	1	1	4	1	1	4	1	4
##	4369	4370	4371	4372	4373	4374	4375	4376	4377	4378	4379	4380	4381
##	4	1	4	1	4	4	1	1	1	1	4	1	1
##	4382	4383	4384	4385	4386	4387	4388	4389	4390	4391	4392	4393	4394
##	1	1	1	1	1	1	1	1	1	1	1	1	1
##	4395	4396	4397	4398	4399	4400	4401	4402	4403	4404	4405	4406	4407
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##	4	1	1	1	1	1	1	1	1	1	1	1	1
##	4421	4422	4423	4424	4425	4426	4427	4428	4429	4430	4431	4432	4433
##	1	1	1	1	1	1	4	1	1	1	4	1	1
##	4434	4435	4436	4437	4438	4439	4440	4441	4442	4443	4444	4445	4446
##	1	1	1	1	1	1	4	1	4	1	1	1	1
##	4447	4448	4449	4450	4451	4452	4453	4454	4455	4456	4457	4458	4459
##	1	1	1	1	1	1	1	1	4	4	1	1	4
##	4460	4461	4462	4463	4464	4465	4466	4467	4468	4469	4470	4471	4472
##	1	1	4	4	4	1	1	4	1	4	1	1	1

##	4473	4474	4475	4476	4477	4478	4479	4480	4481	4482	4483	4484	4485
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##	4486	4487	4488	4489	4490	4491	4492	4493	4494	4495	4496	4497	4498
##	1	4	1	1	1	1	1	4	1	1	1	1	1
##	4499	4500	4501	4502	4503	4504	4505	4506	4507	4508	4509	4510	4511
##	1	4	1	4	1	1	1	1	1	1	1	4	1
##	4512	4513	4514	4515	4516	4517	4518	4519	4520	4521	4522	4523	4524
##	1	1	4	1	1	1	1	1	1	4	4	1	1
##	4525	4526	4527	4528	4529	4530	4531	4532	4533	4534	4535	4536	4537
##	1	1	1	4	1	1	1	4	1	4	1	1	1
##	4538	4539	4540	4541	4542	4543	4544	4545	4546	4547	4548	4549	4550
##	4	4	1	1	4	1	1	4	4	1	1	4	1
##	4551	4552	4553	4554	4555	4556	4557	4558	4559	4560	4561	4562	4563
##	4	1	1	1	4	4	1	4	1	1	1	4	1
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##	1	4	1	1	1	4	1	1	1	4	1	1	1
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##	4629	4630	4631	4632	4633	4634	4635	4636	4637	4638	4639	4640	4641
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##	4707	4708	4709	4710	4711	4712	4713	4714	4715	4716	4717	4718	4719
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##	1	4	1	1	1	1	1	1	1	1	1	1	1
##	4733	4734	4735	4736	4737	4738	4739	4740	4741	4742	4743	4744	4745
##	4	1	1	1	1	1	1	4	4	1	4	1	1
##	4746	4747	4748	4749	4750	4751	4752	4753	4754	4755	4756	4757	4758
##	1	1	1	1	1	1	1	1	1	1	1	1	1
##	4759	4760	4761	4762	4763	4764	4765	4766	4767	4768	4769	4770	4771
##	1	1	1	1	4	4	1	1	1	4	1	1	4
##	4772	4773	4774	4775	4776	4777	4778	4779	4780	4781	4782	4783	4784
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##	1	1	1	1	1	4	1	1	1	4	1	1	1

##	4824	4825	4826	4827	4828	4829	4830	4831	4832	4833	4834	4835	4836
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##	1	4	1	4	1	1	1	1	1	1	4	1	1
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##	4967	4968	4969	4970	4971	4972	4973	4974	4975	4976	4977	4978	4979
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##	4993	4994	4995	4996	4997	4998	4999	5000	5001	5002	5003	5004	5005
##	1	1	1	1	1	1	1	1	4	1	1	1	1
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##	1	1	4	1	1	1	1	1	4	1	1	4	1
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##	1	1	1	1	1	1	1	4	1	1	1	1	1
##	5032	5033	5034	5035	5036	5037	5038	5039	5040	5041	5042	5043	5044
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##	5058	5059	5060	5061	5062	5063	5064	5065	5066	5067	5068	5069	5070
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##	4	1	1	1	4	1	1	4	1	1	1	4	1



##	5175	5176	5177	5178	5179	5180	5181	5182	5183	5184	5185	5186	5187
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##	5643	5644	5645	5646	5647	5648	5649	5650	5651	5652	5653	5654	5655
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##	3	2	2	2	4	2	2	2	3	2	2	2	3
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##	7164	7165	7166	7167	7168	7169	7170	7171	7172	7173	7174	7175	7176
##	2	2	4	2	2	4	2	3	4	2	2	3	3
##	7177	7178	7179	7180	7181	7182	7183	7184	7185	7186	7187	7188	7189
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##	7190	7191	7192	7193	7194	7195	7196	7197	7198	7199	7200	7201	7202
##	4	2	2	2	2	2	2	2	2	2	2	3	4
##	7203	7204	7205	7206	7207	7208	7209	7210	7211	7212	7213	7214	7215
##	2	2	2	4	2	2	2	4	2	2	4	4	2
##	7216	7217	7218	7219	7220	7221	7222	7223	7224	7225	7226	7227	7228
##	2	2	2	4	2	4	4	2	2	2	3	3	3
##	7229	7230	7231	7232	7233	7234	7235	7236	7237	7238	7239	7240	7241
##	2	4	4	2	2	2	4	2	4	2	2	3	3
##	7242	7243	7244	7245	7246	7247	7248	7249	7250	7251	7252	7253	7254
##	2	2	3	4	2	4	2	4	2	2	3	2	2
##	7255	7256	7257	7258	7259	7260	7261	7262	7263	7264	7265	7266	7267
##	2	2	2	2	2	2	2	4	4	2	2	4	4
##	7268	7269	7270	7271	7272	7273	7274	7275	7276	7277	7278	7279	7280
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##	7281	7282	7283	7284	7285	7286	7287	7288	7289	7290	7291	7292	7293
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##	7294	7295	7296	7297	7298	7299	7300	7301	7302	7303	7304	7305	7306
##	2	2	2	3	3	2	2	2	4	2	2	2	2
##	7307	7308	7309	7310	7311	7312	7313	7314	7315	7316	7317	7318	7319
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##	7320	7321	7322	7323	7324	7325	7326	7327	7328	7329	7330	7331	7332
##	2	2	4	2	2	2	2	4	2	2	2	2	3
##	7333	7334	7335	7336	7337	7338	7339	7340	7341	7342	7343	7344	7345
##	2	2	3	2	4	2	2	2	2	2	3	3	2
##	7346	7347	7348	7349	7350	7351	7352	7353	7354	7355	7356	7357	7358
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##	7359	7360	7361	7362	7363	7364	7365	7366	7367	7368	7369	7370	7371
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##	7372	7373	7374	7375	7376	7377	7378	7379	7380	7381	7382	7383	7384
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##	7398	7399	7400	7401	7402	7403	7404	7405	7406	7407	7408	7409	7410
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##	7411	7412	7413	7414	7415	7416	7417	7418	7419	7420	7421	7422	7423
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##	7424	7425	7426	7427	7428	7429	7430	7431	7432	7433	7434	7435	7436
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##	7450	7451	7452	7453	7454	7455	7456	7457	7458	7459	7460	7461	7462
##	4	4	2	3	2	4	2	4	2	2	2	2	2
##	7463	7464	7465	7466	7467	7468	7469	7470	7471	7472	7473	7474	7475
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##	7476	7477	7478	7479	7480	7481	7482	7483	7484	7485	7486	7487	7488
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##	7489	7490	7491	7492	7493	7494	7495	7496	7497	7498	7499	7500	7501
##	2	4	2	2	2	4	2	2	2	2	3	2	2
##	7502	7503	7504	7505	7506	7507	7508	7509	7510	7511	7512	7513	7514
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##	7515	7516	7517	7518	7519	7520	7521	7522	7523	7524	7525	7526	7527
##	2	2	2	4	2	3	4	4	2	2	4	3	2
##	7528	7529	7530	7531	7532	7533	7534	7535	7536	7537	7538	7539	7540
##	2	2	2	3	2	2	2	2	4	2	2	2	2
##	7541	7542	7543	7544	7545	7546	7547	7548	7549	7550	7551	7552	7553
##	2	2	2	2	2	2	2	2	4	2	2	2	4
##	7554	7555	7556	7557	7558	7559	7560	7561	7562	7563	7564	7565	7566
##	2	2	4	2	4	2	2	2	2	4	4	2	2
##	7567	7568	7569	7570	7571	7572	7573	7574	7575	7576	7577	7578	7579
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##	7580	7581	7582	7583	7584	7585	7586	7587	7588	7589	7590	7591	7592
##	2	2	2	2	2	2	2	4	2	2	2	2	2
##	7593	7594	7595	7596	7597	7598	7599	7600	7601	7602	7603	7604	7605
##	3	2	2	4	4	2	2	3	3	4	2	2	4
##	7606	7607	7608	7609	7610	7611	7612	7613	7614	7615	7616	7617	7618
##	2	2	2	2	2	3	2	2	2	3	4	2	2
##	7619	7620	7621	7622	7623	7624	7625	7626	7627	7628	7629	7630	7631
##	3	4	4	2	2	4	4	3	2	2	3	2	2

##	7632	7633	7634	7635	7636	7637	7638	7639	7640	7641	7642	7643	7644
##	2	2	2	2	3	3	2	3	4	2	2	2	2
##	7645	7646	7647	7648	7649	7650	7651	7652	7653	7654	7655	7656	7657
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##	7658	7659	7660	7661	7662	7663	7664	7665	7666	7667	7668	7669	7670
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##	7671	7672	7673	7674	7675	7676	7677	7678	7679	7680	7681	7682	7683
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##	7684	7685	7686	7687	7688	7689	7690	7691	7692	7693	7694	7695	7696
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##	7697	7698	7699	7700	7701	7702	7703	7704	7705	7706	7707	7708	7709
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##	7710	7711	7712	7713	7714	7715	7716	7717	7718	7719	7720	7721	7722
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##	7723	7724	7725	7726	7727	7728	7729	7730	7731	7732	7733	7734	7735
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##	7749	7750	7751	7752	7753	7754	7755	7756	7757	7758	7759	7760	7761
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##	7762	7763	7764	7765	7766	7767	7768	7769	7770	7771	7772	7773	7774
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##	7775	7776	7777	7778	7779	7780	7781	7782	7783	7784	7785	7786	7787
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##	7801	7802	7803	7804	7805	7806	7807	7808	7809	7810	7811	7812	7813
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##	7827	7828	7829	7830	7831	7832	7833	7834	7835	7836	7837	7838	7839
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##	7840	7841	7842	7843	7844	7845	7846	7847	7848	7849	7850	7851	7852
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##	7853	7854	7855	7856	7857	7858	7859	7860	7861	7862	7863	7864	7865
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##	7866	7867	7868	7869	7870	7871	7872	7873	7874	7875	7876	7877	7878
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##	7879	7880	7881	7882	7883	7884	7885	7886	7887	7888	7889	7890	7891
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##	7892	7893	7894	7895	7896	7897	7898	7899	7900	7901	7902	7903	7904
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##	7918	7919	7920	7921	7922	7923	7924	7925	7926	7927	7928	7929	7930
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##	7944	7945	7946	7947	7948	7949	7950	7951	7952	7953	7954	7955	7956
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##	7970	7971	7972	7973	7974	7975	7976	7977	7978	7979	7980	7981	7982
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##	7983	7984	7985	7986	7987	7988	7989	7990	7991	7992	7993	7994	7995
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##	7996	7997	7998	7999	8000	8001	8002	8003	8004	8005	8006	8007	8008
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##	8009	8010	8011	8012	8013	8014	8015	8016	8017	8018	8019	8020	8021
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##	8464	8465	8466	8467	8468	8469	8470	8471	8472	8473	8474	8475	8476
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##	8477	8478	8479	8480	8481	8482	8483	8484	8485	8486	8487	8488	8489
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##	8568	8569	8570	8571	8572	8573	8574	8575	8576	8577	8578	8579	8580
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##	8633	8634	8635	8636	8637	8638	8639	8640	8641	8642	8643	8644	8645
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##	8646	8647	8648	8649	8650	8651	8652	8653	8654	8655	8656	8657	8658
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##	8659	8660	8661	8662	8663	8664	8665	8666	8667	8668	8669	8670	8671
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##	8672	8673	8674	8675	8676	8677	8678	8679	8680	8681	8682	8683	8684
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##	8685	8686	8687	8688	8689	8690	8691	8692	8693	8694	8695	8696	8697
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##	8698	8699	8700	8701	8702	8703	8704	8705	8706	8707	8708	8709	8710
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##	8724	8725	8726	8727	8728	8729	8730	8731	8732	8733	8734	8735	8736
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##	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
```

```
# visualize the results
```

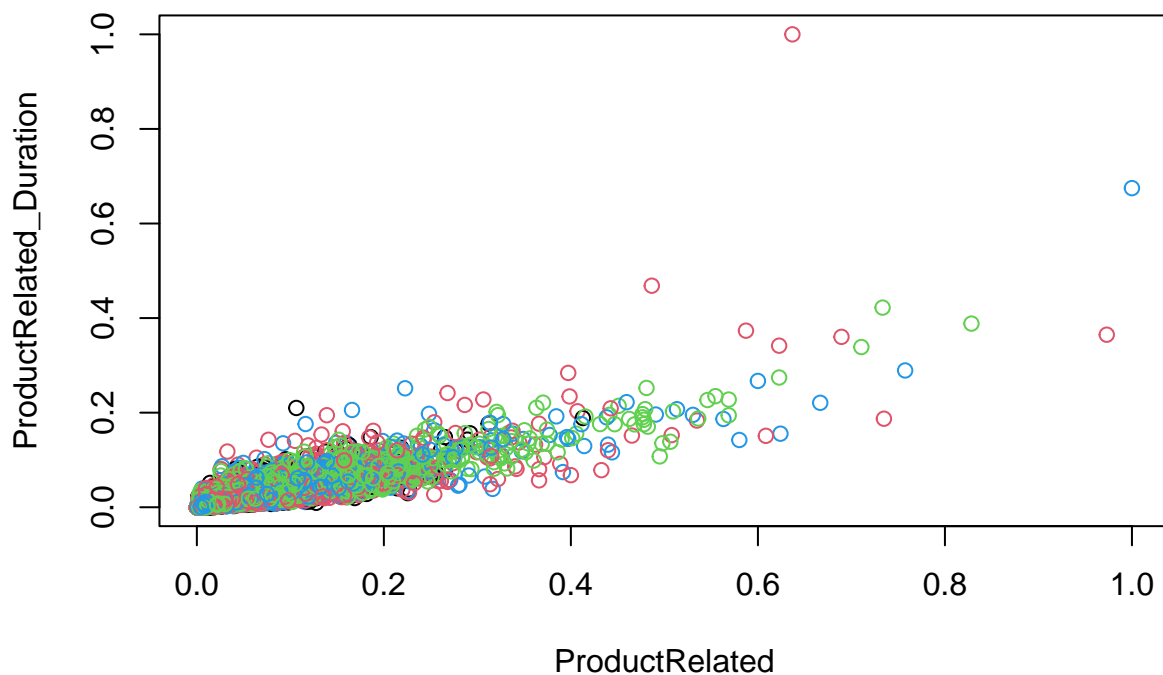
```
fviz_cluster(final, data = df)
```



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>
```

## Hierachical Clustering

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

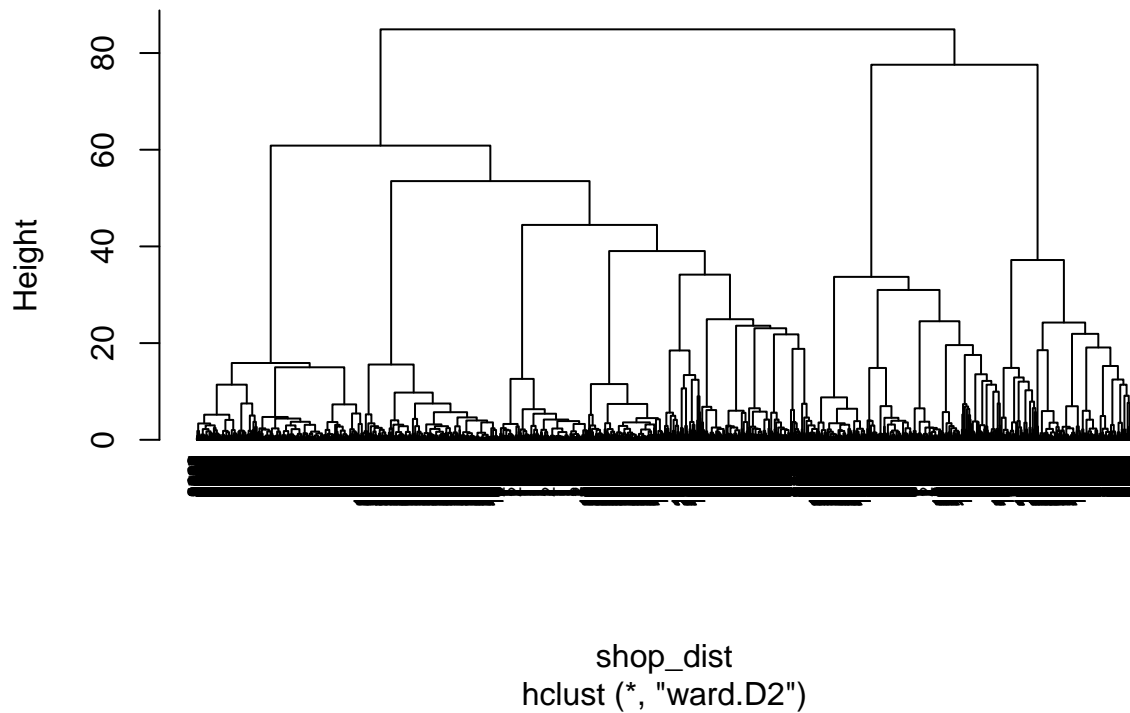
```

#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)

```

## Cluster Dendrogram



```

# cutting the clusters into 4 groups
group<-cutree(shop_hc,k=6)
# viewing the clustered groups
table(group)

```

```

## group
##      1      2      3      4      5      6
## 2979 2376 1709 1161 2159 1780

```

```

# 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 2 1
## 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

## 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 pusdhing 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 wel 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.