

Video Game Sales

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Overview

The video game industry is at the peak of an exciting evolution. These games have been around for decades, providing entertainment for any given age group. They have significantly evolved from the early days of computer games to the latest complex platforms. The Data provided in our project is a combination of 3 datasets based on Video Games Sales.

The data can be described by the Name of the video games, their publishers, the platforms on which they are played, Genre classification, the regional sales mainly in North America, Europe and Japan, the Critic and User Scores etc.

Through this project we have attempted to apply the learnt concepts of Probability, Cluster Analysis, Text Analysis and Time Series Analysis to gain an in-depth understanding of the sales trends undertaken by companies to target its audience.

```
## Loading required package: usethis

##
## Attaching package: 'magrittr'

## The following object is masked from 'package:tidyr':
##
##   extract

##
## Attaching package: 'lubridate'

## The following objects are masked from 'package:base':
##
##   date, intersect, setdiff, union

##
## Attaching package: 'ggplot2'

## The following objects are masked from 'package:lemon':
##
##   CoordCartesian, element_render
```

```

##
## Attaching package: 'reshape2'

## The following object is masked from 'package:tidyr':
##
##      smiths

##
## Attaching package: 'dplyr'

## The following objects are masked from 'package:stats':
##
##      filter, lag

## The following objects are masked from 'package:base':
##
##      intersect, setdiff, setequal, union

## Loading required package: cluster

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

## Loading required package: viridisLite

## NOTE: Either Arial Narrow or Roboto Condensed fonts are required to use these themes.

##      Please use hrbrthemes::import_roboto_condensed() to install Roboto Condensed and

##      if Arial Narrow is not on your system, please see https://bit.ly/arialnarrow

##
## Attaching package: 'tau'

## The following object is masked from 'package:readr':
##
##      tokenize

## Registered S3 method overwritten by 'quantmod':
##      method          from
##      as.zoo.data.frame zoo

##
## Attaching package: 'nonlinearTseries'

## The following object is masked from 'package:grDevices':
##
##      contourLines

## Rows: 16598 Columns: 11

```

```

## -- Column specification -----
## Delimiter: ","
## chr (5): Name, Platform, Year, Genre, Publisher
## dbl (6): Rank, NA_Sales, EU_Sales, JP_Sales, Other_Sales, Global_Sales

##
## i Use 'spec()' to retrieve the full column specification for this data.
## i Specify the column types or set 'show_col_types = FALSE' to quiet this message.

## Rows: 18800 Columns: 6

## -- Column specification -----
## Delimiter: ","
## chr (5): name, platform, release_date, summary, user_review
## dbl (1): meta_score

##
## i Use 'spec()' to retrieve the full column specification for this data.
## i Specify the column types or set 'show_col_types = FALSE' to quiet this message.

## Rows: 55792 Columns: 16

## -- Column specification -----
## Delimiter: ","
## chr (6): Name, Genre, ESRB_Rating, Platform, Publisher, Developer
## dbl (10): Rank, Critic_Score, User_Score, Total_Shipped, Global_Sales, NA_Sa...

##
## i Use 'spec()' to retrieve the full column specification for this data.
## i Specify the column types or set 'show_col_types = FALSE' to quiet this message.

```

```
summary(df_sales)
```

```

##      Rank      Name      Platform      Year
## Min.   :    1  Length:15897  Length:15897  Length:15897
## 1st Qu.: 4181  Class :character  Class :character  Class :character
## Median : 8312  Mode  :character  Mode  :character  Mode  :character
## Mean   : 8319
## 3rd Qu.:12465
## Max.   :16600
##
##      Genre      Publisher      NA_Sales      EU_Sales
## Length:15897  Length:15897  Min.   : 0.0000  Min.   : 0.0000
## Class :character  Class :character  1st Qu.: 0.0000  1st Qu.: 0.0000
## Mode  :character  Mode  :character  Median : 0.0800  Median : 0.0200
##                                     Mean   : 0.2634  Mean   : 0.1433
##                                     3rd Qu.: 0.2400  3rd Qu.: 0.1100
##                                     Max.   :41.4900  Max.   :29.0200
##
##      JP_Sales      Other_Sales      Global_Sales      Rating
## Min.   :0.00000  Min.   : 0.00000  Min.   : 0.0100  Length:15897

```

```
## 1st Qu.:0.00000 1st Qu.: 0.00000 1st Qu.: 0.0600 Class :character
## Median :0.00000 Median : 0.01000 Median : 0.1700 Mode :character
## Mean :0.07142 Mean : 0.04736 Mean : 0.5257
## 3rd Qu.:0.03000 3rd Qu.: 0.03000 3rd Qu.: 0.4700
## Max. :6.81000 Max. :10.57000 Max. :82.7400
##
## Developer Critic_Score User_Score
## Length:15897 Min. : 1.000 Min. : 2.000
## Class :character 1st Qu.: 6.500 1st Qu.: 8.000
## Mode :character Median : 7.500 Median : 8.800
## Mean : 7.235 Mean : 8.518
## 3rd Qu.: 8.300 3rd Qu.: 9.300
## Max. :10.000 Max. :10.000
## NA's :11716 NA's :15713
```

```
summary(df_games)
```

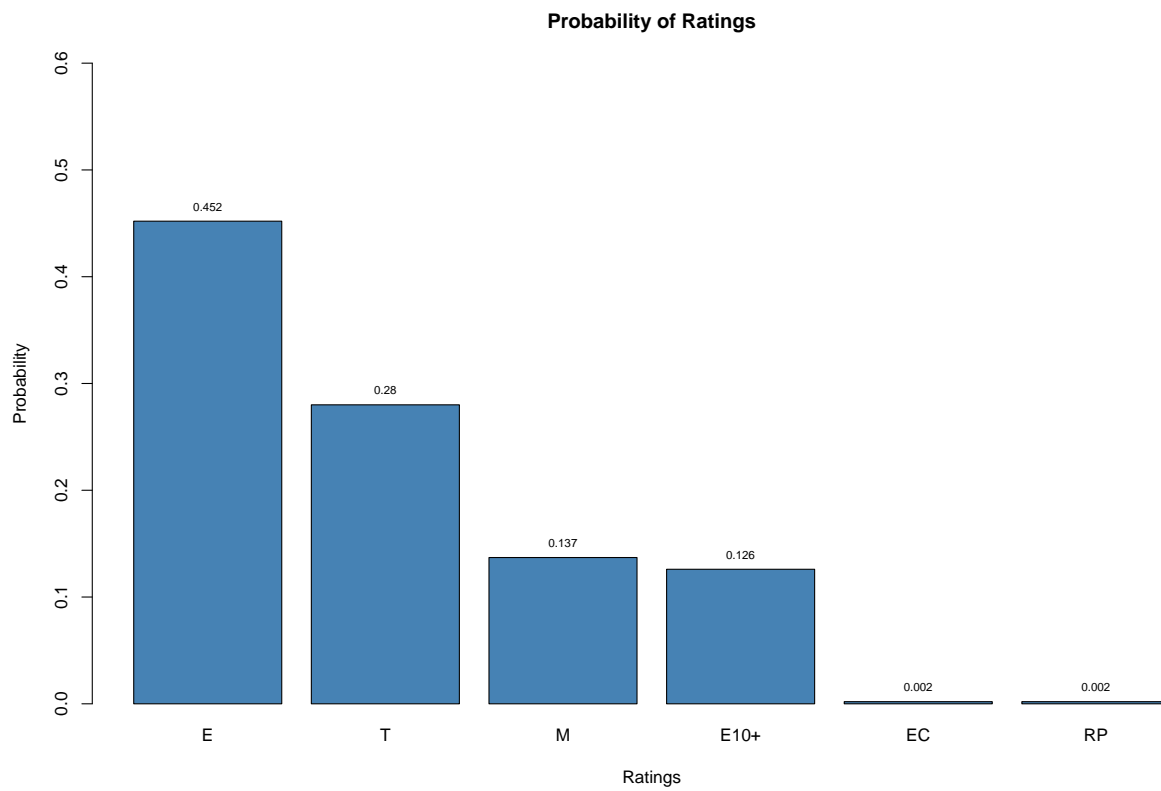
```
## Rank Name Platform Year
## Min. : 1 Length:1921 Length:1921 Length:1921
## 1st Qu.: 3397 Class :character Class :character Class :character
## Median : 7684 Mode :character Mode :character Mode :character
## Mean : 7876
## 3rd Qu.:12398
## Max. :16542
##
## Genre Publisher NA_Sales EU_Sales
## Length:1921 Length:1921 Min. : 0.0000 Min. : 0.0000
## Class :character Class :character 1st Qu.: 0.0100 1st Qu.: 0.0100
## Mode :character Mode :character Median : 0.1000 Median : 0.0300
## Mean : 0.3477 Mean : 0.2459
## 3rd Qu.: 0.2800 3rd Qu.: 0.1600
## Max. :41.4900 Max. :29.0200
##
## JP_Sales Other_Sales Global_Sales Rating
## Min. :0.00000 Min. :0.00000 Min. : 0.0100 Length:1921
## 1st Qu.:0.00000 1st Qu.:0.01000 1st Qu.: 0.0600 Class :character
## Median :0.00000 Median :0.02000 Median : 0.2000 Mode :character
## Mean :0.09828 Mean :0.07323 Mean : 0.7655
## 3rd Qu.:0.01000 3rd Qu.:0.05000 3rd Qu.: 0.5900
## Max. :6.50000 Max. :8.46000 Max. :82.7400
##
## Developer Critic_Score Release_Date Summary
## Length:1921 Min. :2.000 Length:1921 Length:1921
## Class :character 1st Qu.:6.900 Class :character Class :character
## Mode :character Median :7.500 Mode :character Mode :character
## Mean :7.487
## 3rd Qu.:8.200
## Max. :9.700
## NA's :811
## Metascore User_Score
## Min. :23.00 Length:1921
## 1st Qu.:65.00 Class :character
## Median :73.00 Mode :character
## Mean :72.15
```

```
## 3rd Qu.:80.00
## Max.    :97.00
##
```

**** Probability ****

**** Q.1 What are the games developed based on different age groups? ****

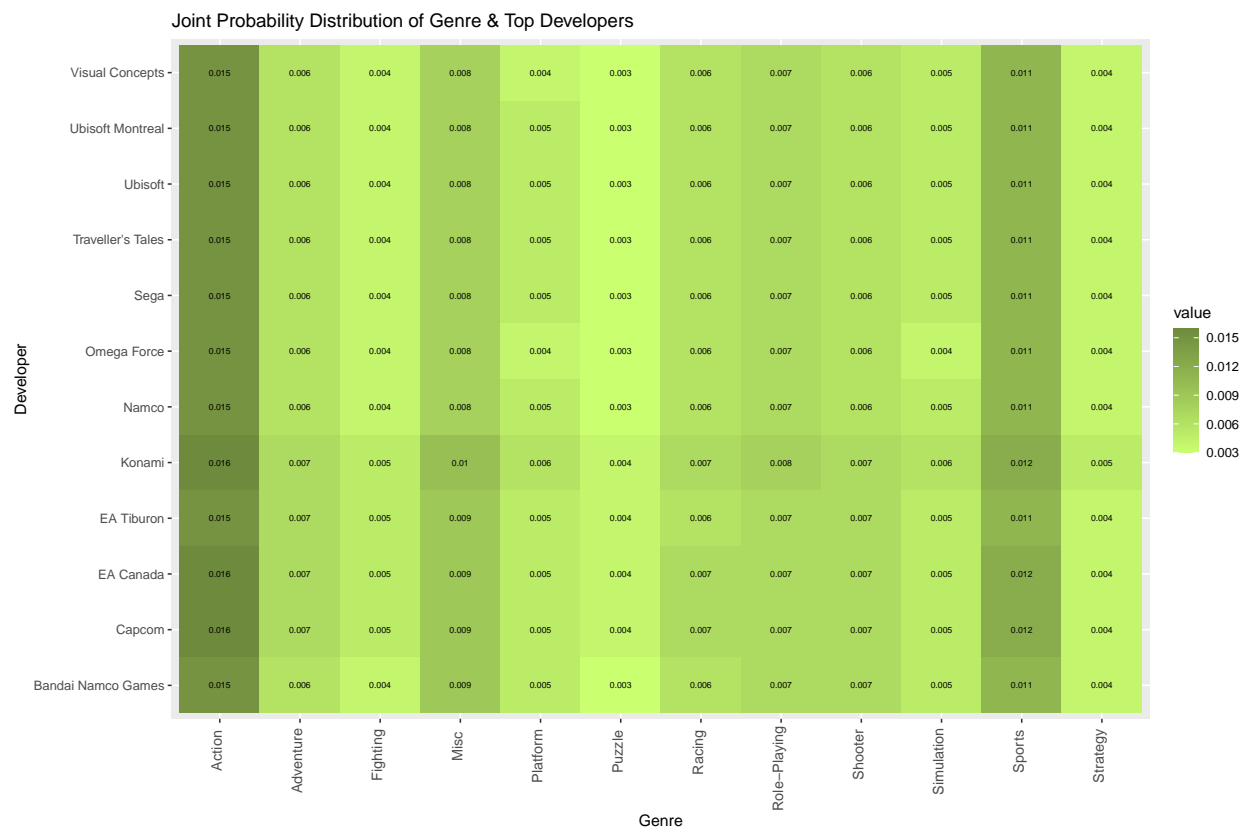
total_records
11994



Conclusion: Based on the rating column we can figure out the probability of the number of games developed in a particular age group, where E=Everyone, T=Teen, M=Mature, E10+= Everyone10+, EC= Early childhood, RP= Rating Pending.

We can see that the most games are for ‘Everyone’ followed by ‘Teens’, ‘Mature’, ‘Everyone10+’. Through this we can conclude that the games are targeted for larger audience in order to earn more Revenue.

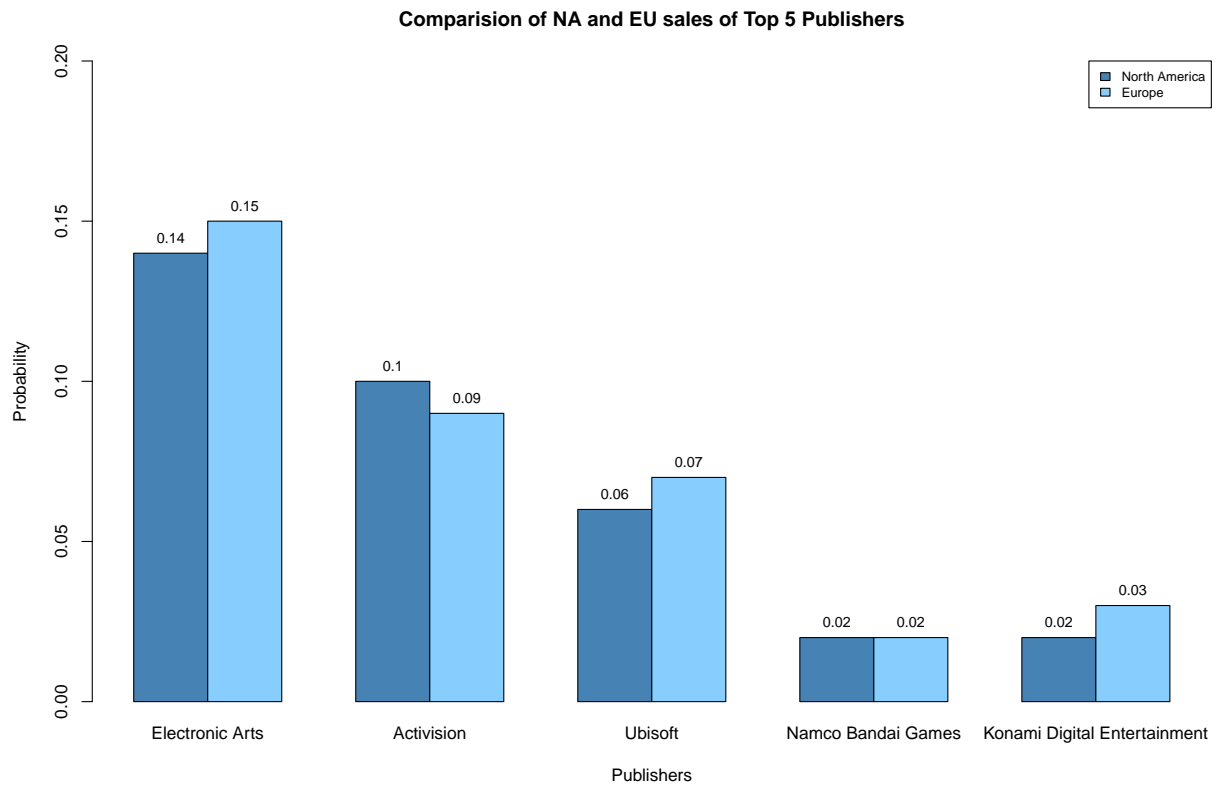
Q.2 Top Developers preferred to build games in which Genre?



**** Conclusion: **** The analysis measures the likelihood for the Top 12 Developers to develop a game for a specific Genre using Joint Probabilty Distribution.

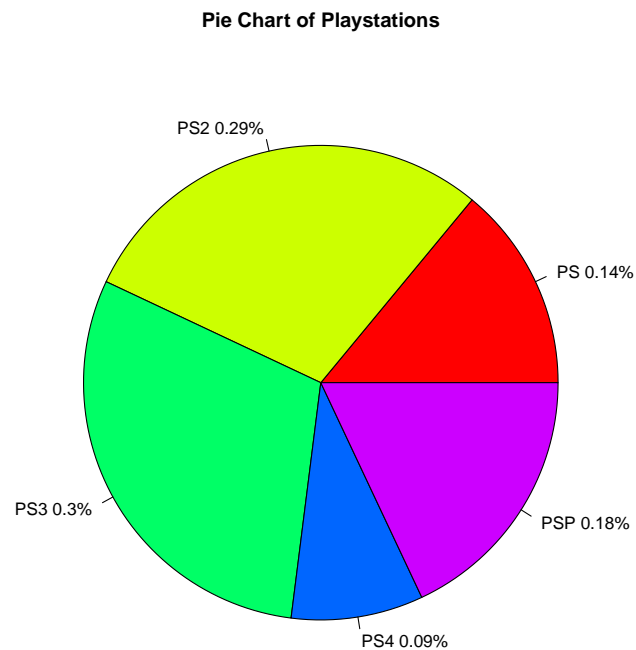
##From the above graph we can conclude that the developers prefer to develop games of Action and Sports Genre the most as they have the highest Joint Probability.

**** Q.3 Find the comparison between the sales of North America and Europe on the basis of the Top 5 Publishers ****



Conclusion: The North America and Europe sales of the Top 5 publishers have been compared by using probability. We can find that the sales for Electronic Arts is more in the Europe region compared to the North American region while for activision, the sales in Europe is more compared to the North American sales.

**** Q.4 Distribution of Video Games sales for the PS Series****

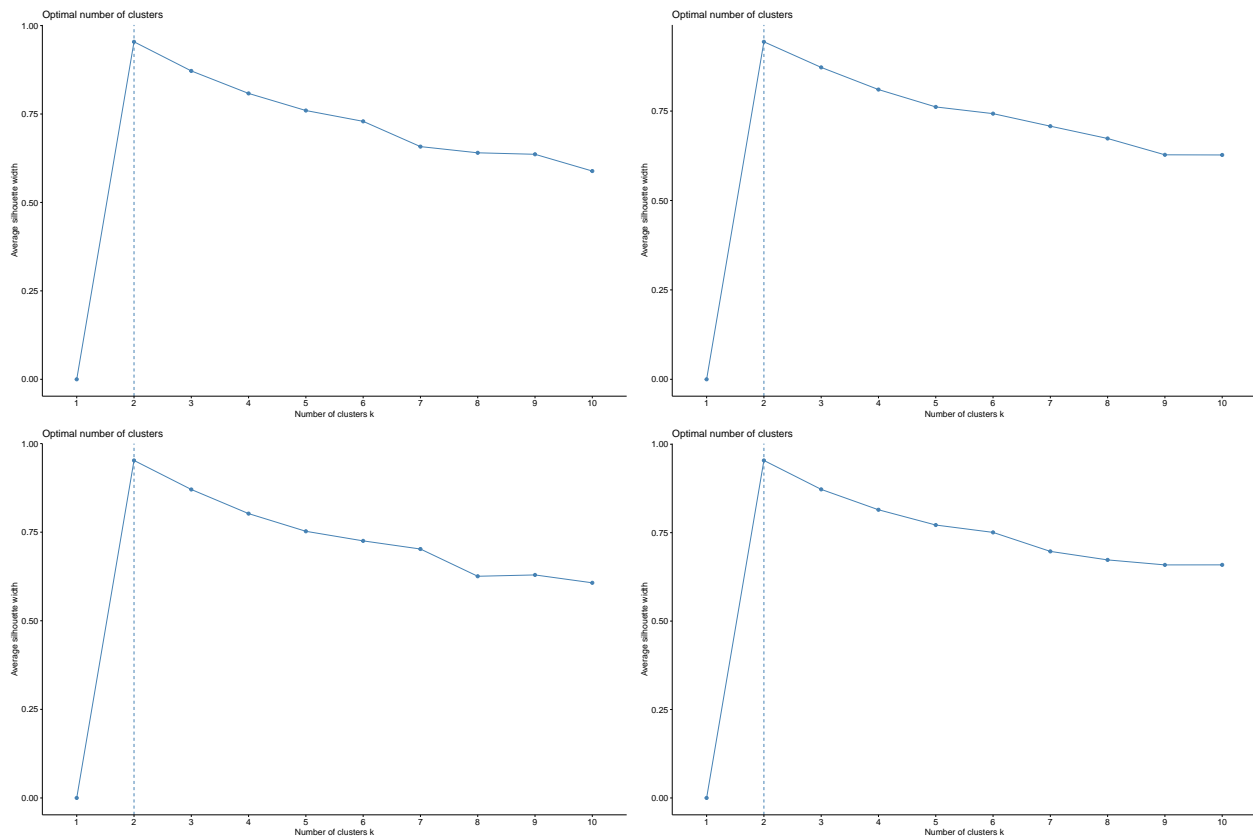


Conclusion: The games produced for a particular Playstation platform is found using Probability Distribution Function. The probability of the games produced for a particular Platform among the Playstation series can be seen from the graph.

##Having first transitioned to games in the digital space, now expanding to gaming across platforms and devices we can conclude that there were around 60% sales of the video games played on PS2 and PS3 than any other PS Station platform. We can say that these two platforms were the most popular amongst all.

Clustering Analysis

**** Q.5 Classify each region-wise sales with respect to the Global sales****



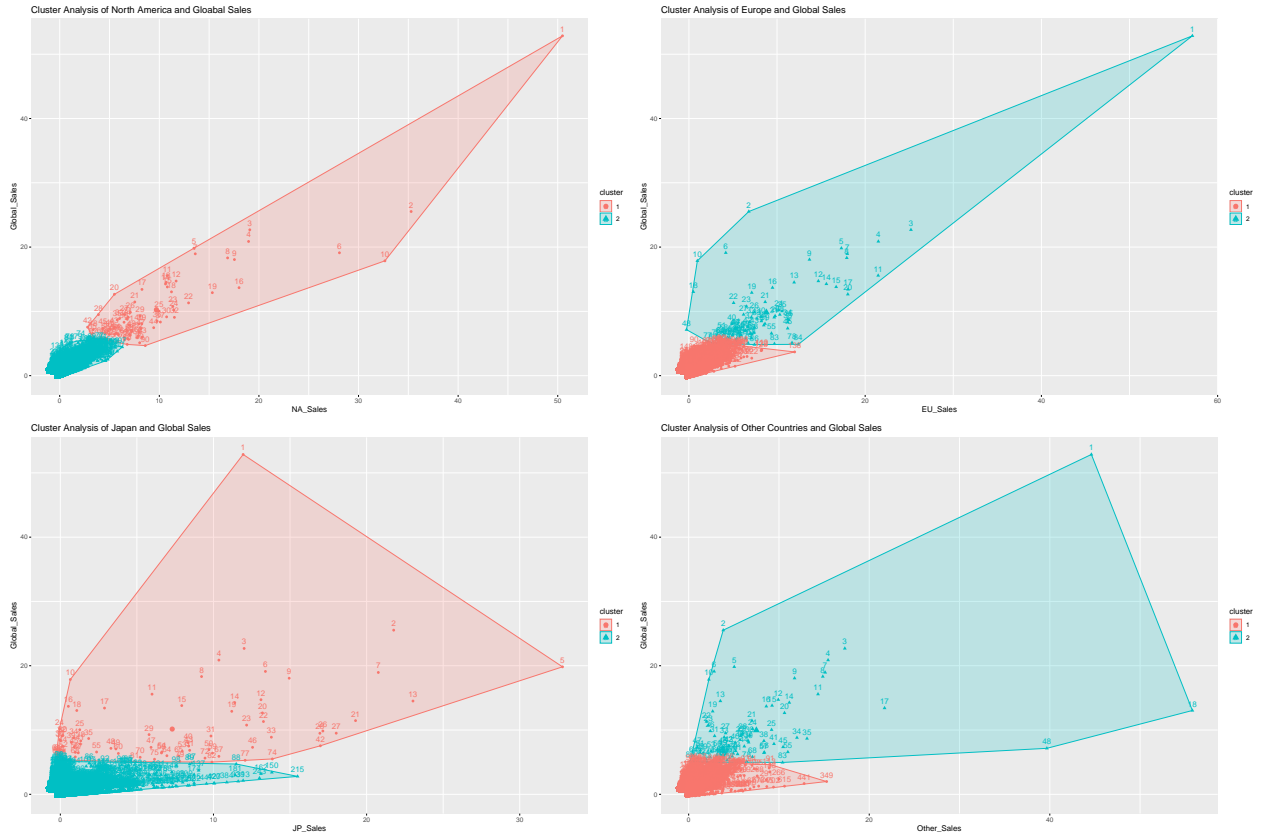
Conclusion: By using silhouette method in k-means we could observe that the optimal number of clusters are 2. We also observed that after reaching the optimal value the average silhouette width keeps decreasing gradually.

```
##      NA_Sales Global_Sales
## 1  8.1941026   16.4969231
## 2  0.2272282    0.4620872
```

```
##      EU_Sales Global_Sales
## 1  0.1237788    0.4586441
## 2  4.5902353   15.8452941
```

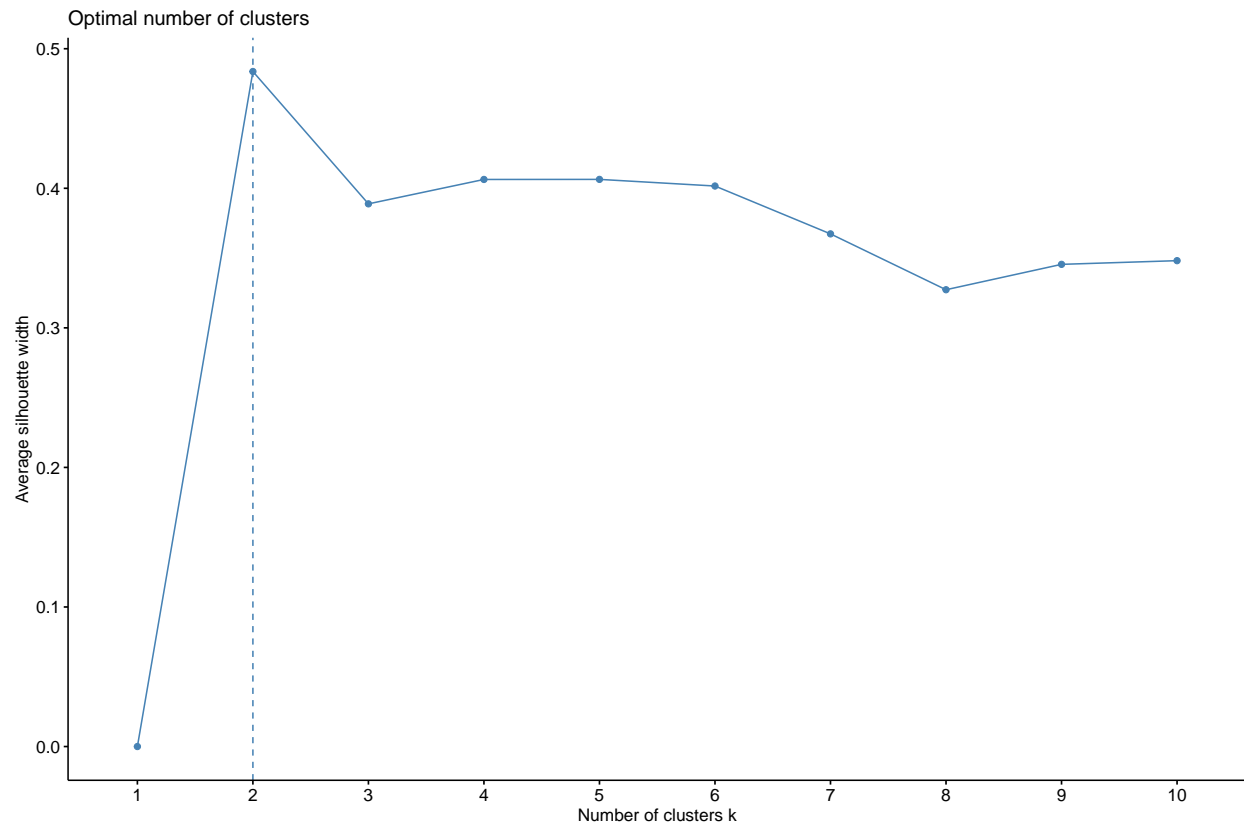
```
##      JP_Sales Global_Sales
## 1  2.33775000   16.318250
## 2  0.06683618    0.461011
```

```
##      Other_Sales Global_Sales
## 1  0.04095671    0.4595677
## 2  1.46204819   16.0322892
```



Conclusion By performing Cluster analysis, for region-wise sales with respect to the Global sales we can observe the similarities and dissimilarities in video game sales trend for respective regions. Companies can make better, data-driven decisions by identifying the pattern of sales in each region

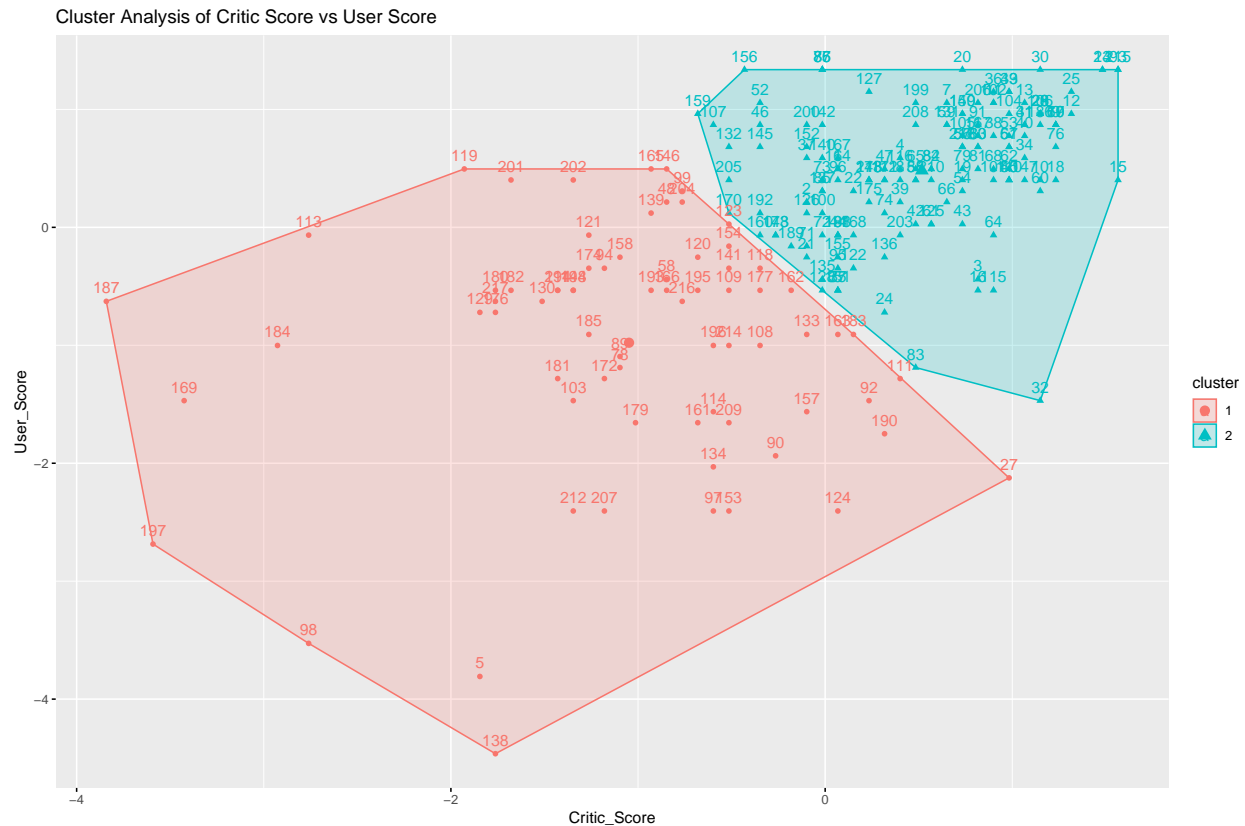
**** Q.6 Cluster Analysis based on Critic Scores and User Scores ****



```
km.criticUser$centers
```

```
##   Critic_Score User_Score
## 1    6.858333   7.525000
## 2    8.739726   9.086301
```

```
km.CriticUserCluster
```



Conclusion:

The kmeans function outputs the results of the clustering. We can observe the following:-

- cluster means- the centroid vector values under Critic Score and User Score columns
- clustering vector- the group in which each observation was allocated that is in groups of 1 and

We performed cluster analysis on Critic Scores and User Scores, together to analyze consumer purchase trends. We can observe that the User Score and Critic Scores are similar, they go hand in hand. Concluding that the Users Score for a particular video game is largely made based on the critic scores

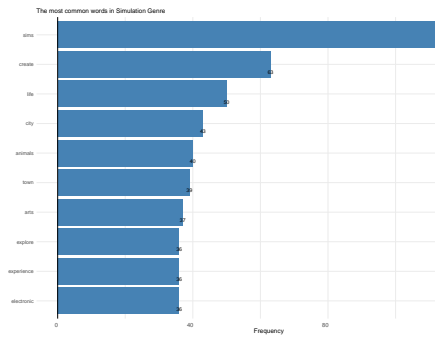
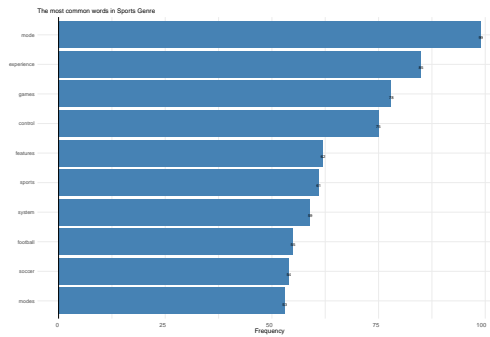
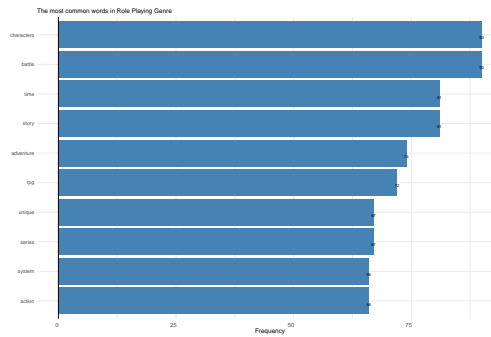
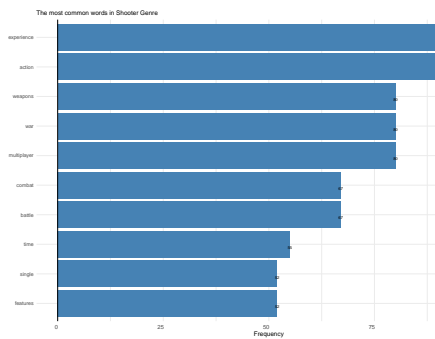
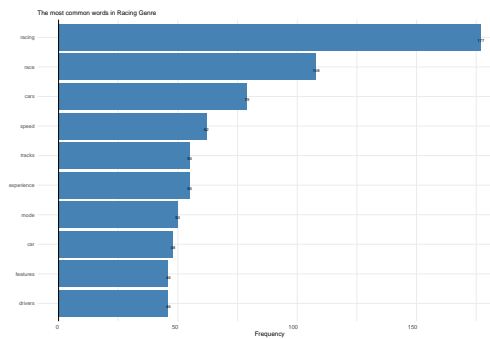
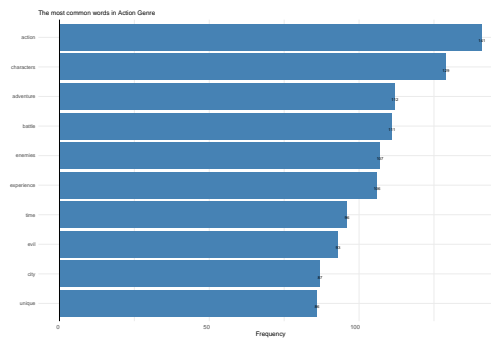
Text Mining

Q.7 Based on the Description of each game, how can they be categorized into different Genres?

```
## Joining, by = "word"
## Joining, by = "word"
```

```
## Joining, by = "word"
## Joining, by = "word"
## Joining, by = "word"
## Joining, by = "word"
## Joining, by = "word"
## Joining, by = "word"
## Joining, by = "word"
## Joining, by = "word"
## Joining, by = "word"
```

```
## Selecting by n
## Selecting by n
## Selecting by n
## Selecting by n
## Selecting by n
## Selecting by n
```



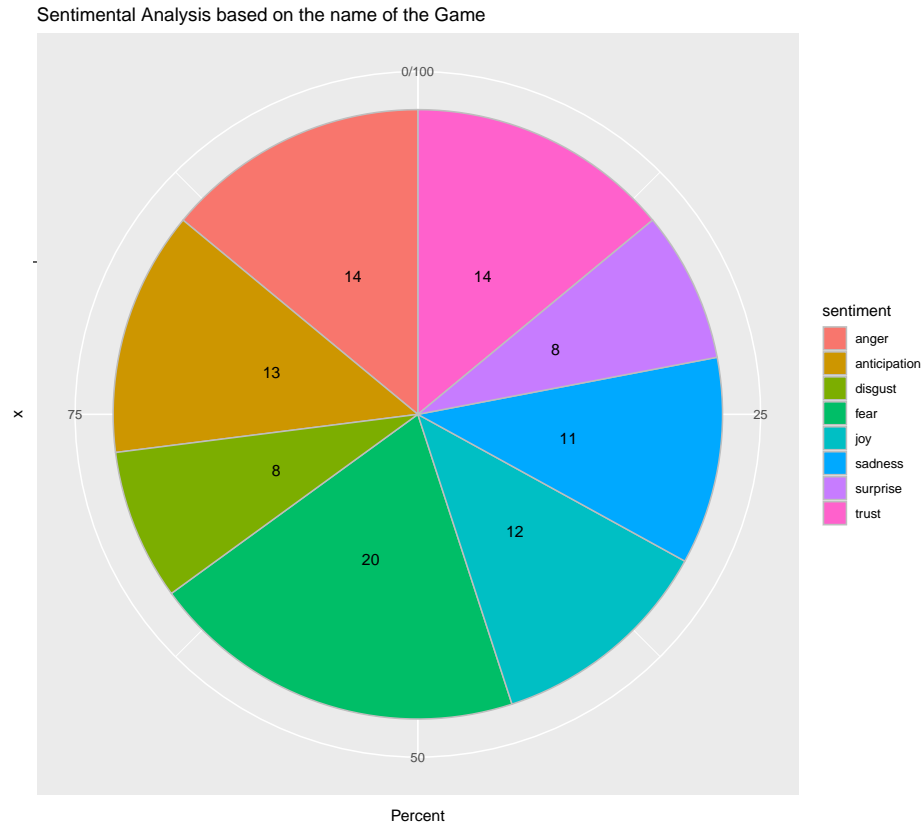
The above analysis help us to identify the most frequently used words in a particular Genre, and categorize them for customers to easily pick their preferred games.

**** Q.8 Sentiment Analysis based on the Name of the Games and how do they play a role to target customers.****

negative



14



Conclusion: ## Sentiment Analysis were performed on the name of the Games, which were divided into Positive and Negative sentiments and furthermore, they were categorised into Emotional Sentiments like Anger, Fear, Disgust, Joy, Surprise etc. ## through this we can understand how publishers strategise Words with emotions while naming the Games, which attracts the customers to purchase based on their preferred Emotions. ## Based on these analysis we can say that 20% of the words used were for fear, followed by anger and trust at 14% each. This is how the publishers strategise their sales based on emotions to lure the customers.

**** Q.9 Sentiment Analysis based on Top 100 Metascores ****

```
## Joining, by = "word"
## Joining, by = "word"
```



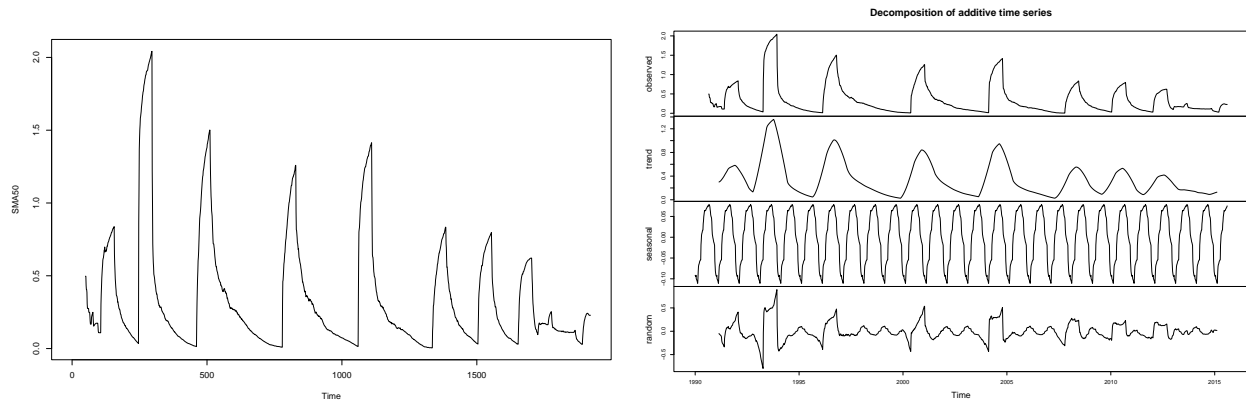
We used Text Mining on Names of the games to analyze the data for Sentiment Analysis.

It's often when consumer purchase products on the basis of the product summary/ description.

##Here, we can see the words used repeatedly in description of the top 100 video games, to understand the consumer trends on the basis of usage of words that were attracting consumers to purchase the game.

Time Series

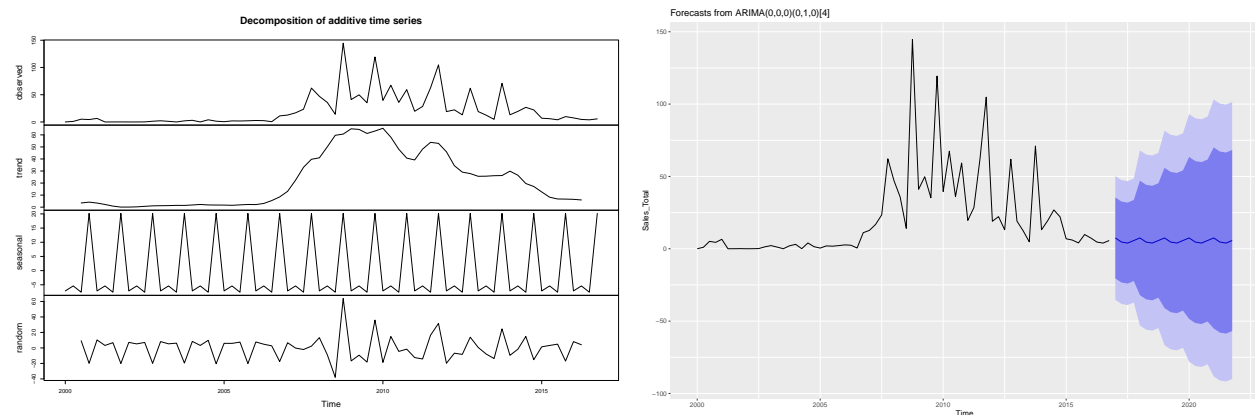
**** Q.10 What would be the trend for the next 50 days of the sales in North America ?****



Conclusion : The 50-day simple moving average (SMA) is used by traders as an effective trend indicator. The 50-day average is considered the most important because it's the first line of support in an uptrend or the first line of resistance in a downtrend. **#**From the Decomposition graph we can say that the sales are pretty low and would gradually increase near 40th or 45th day.

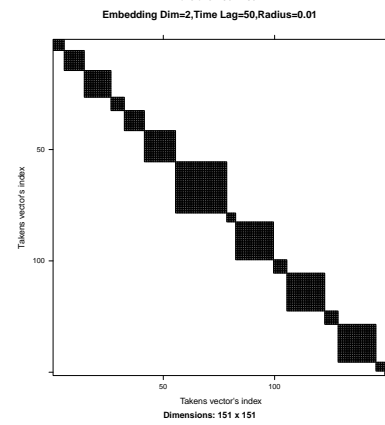
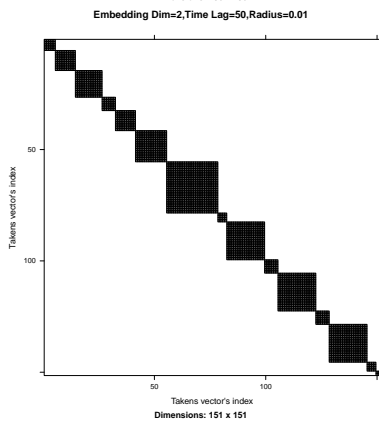
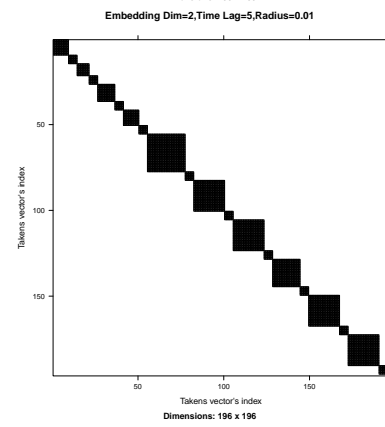
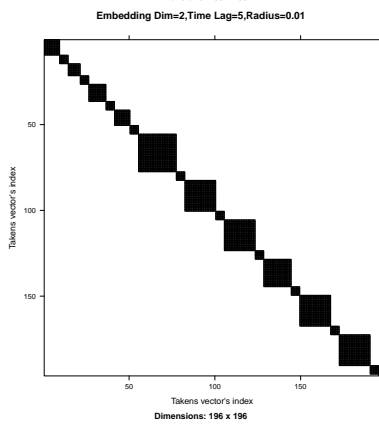
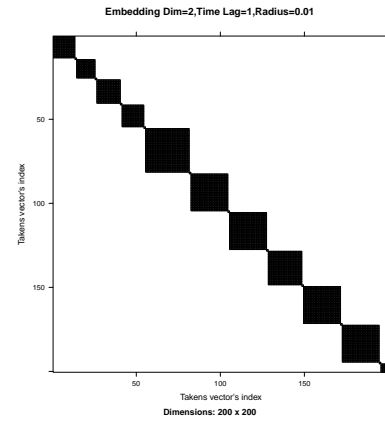
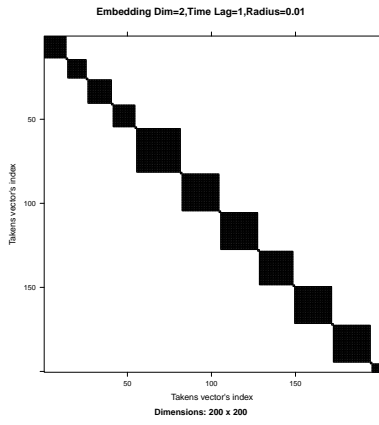
**** Q.11 What would be the global sales for the next 5 years?***

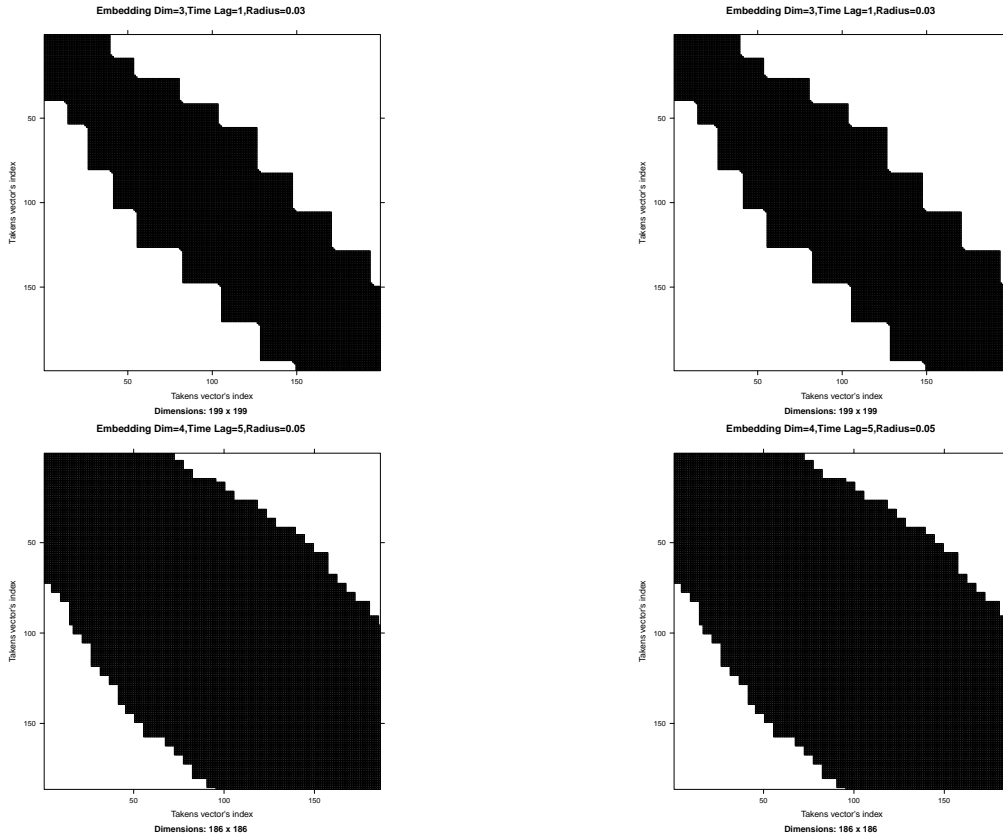
'summarise()' has grouped output by 'Year'. You can override using the '.groups' argument.



** Conclusion : ******Using Decomposition of additive time series we are Decomposing global sales. The seasonal, trend and the observed values are components of additive time series. Further we are using Arima model - (p), the number of lag observations or autoregressive terms in the model; I (d), the difference in the nonseasonal observations; and MA (q), the size of the moving average window. Arima(p,d,q) -> (0,1,0) is best fitted for our analysis for prediction of Global sales for the next 5 years. The dark line is 95 % accurate. We observe that there is no significant growth in the sales of the video games. As shades change (become lighter) the accuracy reduces by 10 %.

**** Q.12 Reccurence Plot for Global Sales ****

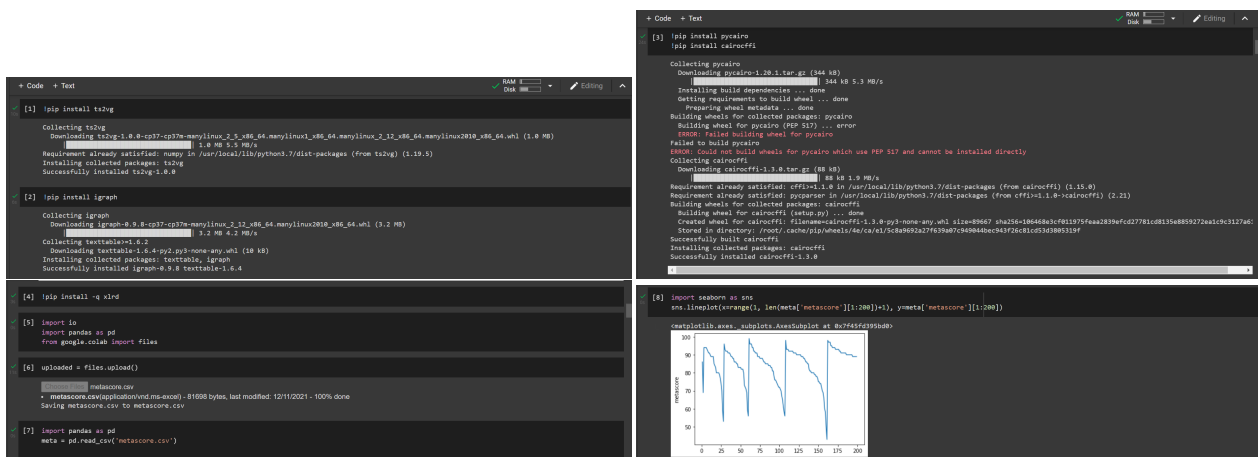




**** Conclusion :*** Through RQA we can quantify the sales and duration of the recurrences in the phase space.

We can observe how the graph changes when we change the Lag it becomes thinner and while increasing the dimension it becomes thicker as also the radius is increased.

**** Q.13 Visibility Graphs and the Horizontal Visibility Graph of the Metascore using Python ****



```
+ Code + Test
[9] import numpy as np

def s_entropy(freq_list):
    """ This function computes the shannon entropy of a given frequency distribution.
    USAGE: shannon_entropy(freq_list)
    ARGS: freq_list = Numeric vector representing the frequency distribution
    OUTPUT: s = numeric value representing shannon's entropy """
    freq_list = [element for element in freq_list if element != 0]
    sh_entropy = 0
    for freq in freq_list:
        sh_entropy += freq * np.log(freq)
    sh_entropy = -sh_entropy
    return sh_entropy

def ordinal_patterns(ts, embdim, embdelay):
    """ This function computes the ordinal patterns of a time series for a given embedding dimension and embedding delay.
    USAGE: ordinal_patterns(ts, embdim, embdelay)
    ARGS: ts = Numeric vector representing the time series, embdim = embedding dimension (3<embdim<7 preferred range), embdelay = embedding delay
    OUTPUT: A numeric vector representing frequencies of ordinal patterns """
    n = len(ts)
    x = ts if isinstance(ts, np.ndarray) else np.array(ts)
    for i in range(n):
        temp = np.zeros((x.shape[0], n))
        for j in range(n):
            temp[j, i] = np.roll(x, i*j)
            partition = temp[(17*n-1):, i]
            # ... (rest of the function code) ...

[20] print('Permutation Entropy =', p_entropy(ordinal_patterns))
print('Complexity =', complexity(ordinal_patterns))

Permutation Entropy = 0.2147084428345014
Complexity = 0.1379001009633198

[21] from tsbig import NaturalVis
import numpy as np
g = NaturalVis()
g.build(meta['metascore'][1:200])
ig_s = g.as_igraph()

[22] print('Number of Nodes:', ig_s.vcount())
print('Average Degree:', np.mean(ig_s.degree()))
print('Network Diameter:', ig_s.diameter())
print('Average Path Length:', ig_s.average_path_length())

Number of Nodes: 199
Number of Links: 642
Average Degree: 6.492261306532603
Network Diameter: 8
Average Path Length: 2.967514139375616

[23] print(ig_s)
IGRAPH Un-- 199 642 --
+ attr name (s)
+ edges (vertex names):
50 -- 50, 54, 57, 56, 55, 54, 53, 52, 51, 50, 49, 48, 47, 46, 45, 44, 43, 42,
41, 40, 39, 38, 37, 36, 35, 34, 33, 32, 31, 30, 29, 28, 5, 4, 3, 2, 61, 62,
63, 64, 70, 71, 72, 73, 77, 67, 65, 63, 64, 66, 67, 69, 107, 105,
58 -- 59, 60, 57
57 -- 58, 60, 56, 54, 53
56 -- 58, 57, 55, 53
55 -- 58, 56, 54, 53
54 -- 58, 55, 53
53 -- 58, 57, 56, 55, 54, 52
52 -- 58, 55, 54, 49, 43, 40, 35, 28
51 -- 58, 52, 50, 48, 46, 35, 28
50 -- 58, 51, 48
49 -- 58, 52, 51, 50, 48, 45, 40, 35, 28
48 -- 58, 48, 47, 45
47 -- 58, 48, 46, 45
46 -- 58, 47, 46
45 -- 58, 52, 49, 48, 47, 46, 44, 43, 40, 28
44 -- 58, 45, 42
43 -- 58, 52, 46, 44, 42, 40
42 -- 58, 42, 40
41 -- 58, 42, 40
40 -- 58, 52, 51, 49, 45, 43, 42, 41, 39, 38, 35, 28
39 -- 58, 40, 38
38 -- 58, 40, 38, 37, 36, 35, 34

[24] nx_s = g.as_networkx()
import networkx as nx
nx.draw_kamada_kawai(nx_s)

[25] from tsbig import HorizontalVis
g = HorizontalVis()
g.build(meta['metascore'][1:200])
ig_s = g.as_igraph()

[26] print('Number of Nodes:', ig_s.vcount())
print('Number of Links:', ig_s.ecount())
print('Average Degree:', np.mean(ig_s.degree()))
print('Network Diameter:', ig_s.diameter())
print('Average Path Length:', ig_s.average_path_length())

Number of Nodes: 199
Number of Links: 281
Average Degree: 1.82128681950794
Network Diameter: 45
Average Path Length: 9.98055256654475

[27] print(ig_s)
IGRAPH Un-- 199 281 --
+ attr name (s)
+ edges (vertex names):
50 -- 60, 68, 69, 68 -- 57, 68 -- 56, 68 -- 55, 68 -- 54, 68 -- 53, 68 -- 52, 68 -- 43,
68 -- 42, 68 -- 40, 68 -- 38, 68 -- 36, 68 -- 35, 68 -- 32, 68 -- 29, 68 -- 28,
68 -- 61, 68 -- 107, 38 -- 57, 38 -- 56, 38 -- 55, 38 -- 54, 38 -- 53, 38 -- 52, 38 -- 51,
38 -- 17, 38 -- 16, 38 -- 15, 38 -- 14, 38 -- 13, 38 -- 9, 38 -- 7, 38 -- 6, 38 -- 5, 38 -- 4,
38 -- 107, 107 -- 105, 107 -- 104, 107 -- 103, 107 -- 102, 107 -- 101, 107 -- 100, 107 -- 99,
107 -- 97, 107 -- 96, 107 -- 95, 107 -- 94, 107 -- 92, 107 -- 91, 107 -- 89, 107 -- 87,
107 -- 84, 107 -- 80, 107 -- 78, 107 -- 77, 107 -- 76, 107 -- 75, 107 -- 74, 107 -- 73, 107 -- 72,
107 -- 69, 107 -- 109, 107 -- 101, 1 -- 2, 2 -- 9, 2 -- 3, 25 -- 39, 61 -- 62, 161 -- 160,
161 -- 159, 161 -- 158, 161 -- 157, 161 -- 156, 161 -- 155, 161 -- 154, 161 -- 153,
161 -- 152, 161 -- 151, 161 -- 150, 161 -- 149, 161 -- 148, 161 -- 147, 161 -- 146, 161 -- 145,
161 -- 144, 161 -- 143, 161 -- 142, 161 -- 141, 161 -- 140, 161 -- 139, 161 -- 138, 161 -- 137,
161 -- 136, 161 -- 135, 161 -- 134, 161 -- 133, 161 -- 132, 161 -- 131, 161 -- 130, 161 -- 129,
162 -- 163, 5 -- 4, 32 -- 31, 63 -- 64, 110 -- 109, 163 -- 164, 6 -- 5, 12 -- 11, 43 -- 44,
110 -- 111, 164 -- 165, 7 -- 8, 33 -- 34, 65 -- 66, 113 -- 112, 165 -- 166, 8 -- 9, 35 -- 36,
67 -- 68, 113 -- 113, 166 -- 167, 9 -- 8, 16 -- 15, 67 -- 68, 113 -- 114, 167 -- 168, 10 -- 9,
36 -- 37, 68 -- 69, 114 -- 115, 168 -- 169, 10 -- 11, 36 -- 37, 70 -- 69, 116 -- 115,
169 -- 170, 11 -- 12, 38 -- 39, 70 -- 71, 116 -- 117, 170 -- 171, 12 -- 13, 40 -- 39, 71 -- 72,
127 -- 118, 172 -- 173, 174 -- 175, 40 -- 41, 71 -- 72, 118 -- 119, 173 -- 174, 15 -- 16,
41 -- 42, 73 -- 74, 120 -- 119, 173 -- 174, 16 -- 15, 43 -- 42, 74 -- 75, 120 -- 121,
174 -- 175, 17 -- 16, 43 -- 44, 75 -- 76, 121 -- 122, 175 -- 176, 17 -- 18, 45 -- 44, 77 -- 78,
122 -- 123, 176 -- 177, 18 -- 19, 45 -- 46, 78 -- 79, 123 -- 124, 177 -- 178, 19 -- 20,
46 -- 47, 79 -- 79, 124 -- 125, 178 -- 179, 21 -- 20, 47 -- 48, 80 -- 79, 126 -- 125,
179 -- 180, 22 -- 21, 48 -- 48, 80 -- 81, 126 -- 127, 180 -- 181, 21 -- 22, 49 -- 50, 81 -- 82,
127 -- 128, 181 -- 182, 24 -- 23, 50 -- 51, 82 -- 83, 128 -- 129, 182 -- 183, 25 -- 24,
```

Conclusion :The Visibility Graph and Horizontal Visibility Graph have been printed.The Permutation Entropy, Complexity,number of Nodes,Links, the Average Degree,Network Diameter and the Average Path Length of the ‘metascore’ have been computed.

##The Average Path Length of the Visibility Graph is lower than that of the Horizontal Visibility Graph which means the average shortest distance between two nodes in the graph is shorter in the Visibility Graph.

Summary: After running the analysis above we have put together the concepts of Probability, Cluster Analysis, Text Analysis and Time Series Analysis we could highlight the trends that the Video Game companies follow to target their audiences. We could analysis and run the descriptive, predictive and prescriptive Analysis to make understand the dataset in depth and made some key highlights:

Sentimental Analysis helped us understand the purchase patterns of customers based on words and their liking in a specific Genre

Observation of the probability of Games Developed on the basis of their Genre and for the various Age Groups

How the Critic scores affected the User's Score

How can we predict the future seasonal trends of sales in the coming 50 days through SMA and for 5 years through Arima model.