



# WHY RECOMMEND?

"...35 percent of what consumers purchase on Amazon and 75 percent of what they watch on Netflix come from product recommendations..."



## DATA

Kaggle Competition



#### We have:

- 131,209 customer orders
- No customer information

#### We know:

- The products included in each order
- The order in which the products were added to the shopping cart

## MODEL

Item-Based Collaborative Filtering



# Theory:

 Items added to the cart in sequence can be considered similar items

#### Success:

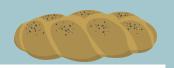
- User testing
- Qualitative assessment of logical item-item pairs
- Root Mean Square Error

Peanut Butter + Jelly Tortilla Chips + Salsa

Bagels + Cream Cheese



There were 39,123
unique products
ordered, but 852
products account
for 50% of all items
ordered



Organic shoppers are organic loyalists

People really like bananas

The high number of product SKUs can render product recommendations trivial



# **THANK YOU!**

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