SOUTH-WEST AIRLINE AND THEIR COMPETITORS

5/3/2019

Omis 670: Social Media Analytics for Business

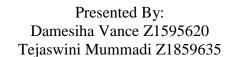


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Executive Summary

This project will provide a social media analysis on current data from Southwest Airline and two of their competitors. Southwest Airlines is one of the well-established airline services in the United States. Southwest Airlines motto is "Low fares. Nothing to hide. That's Transfarency". This airline is the world's largest low-cost- carrier in the commercial aviation industry. Customers value paying less and it's the main reason the airline attracts so many of their current and prospective customers. Southwest Airline carries a wide range of domestic passengers from the United States. In every industry there is competition, Southwest's current competitors are Spirit Airlines and United Airlines. Both competitors have been giving Southwest stiff competition regarding their flight rates allowing more customers more options when they are booking flights.

With many more issues running these days, we would like to catch the pulse of the public with respect to southwest airlines and its competitors. We are hoping to encounter interesting findings related to the sentiment of the public and the causes for them. The factors that are positively spread about Southwest Airline competitors. We would like to present South-West Airlines an analysis of all our findings which may be used by them to improve their services. During this project, we will also analyze the people's sentiment on southwest airlines within the past week.

Background

Southwest Airlines Co. has been in operation for more than fifty years, providing high-quality customer service to their clients. Southwest is very dedicated to providing their customers with effective service. Their main mission is to stay competitive in the commercial aviation industry by providing their customers with low-cost flight options.

Spirit Airline was founded over thirty-five years ago, in order to provide flight travel packaging for their customers to use at several different destinations. The airline originally started as a trucking company in 1964 but was later expanded into airline service. Spirit Airline also considers itself to be a super low-cost carrier in the United States. Spirit Airline original name was Charter One which was changed in 1992 after jet equipment was incorporated into their fleet. Spirit Airline current operation is small with them only providing flights from Detroit to Myrtle Beach, Los Angeles, South Carolina, and New York. They plan to stay competitive by expanding their airline services outside of the United States, giving customers more vacation packages for low-cost.

United Airline has been in operation for more than ninety years. United Airline motto is to "Fly the Friendly Skies". They are an airline that focuses on the work environment that the employees work in. Giving their employee's inclusive work environment is their focus. The name United Airline is very historic because it's important for them to have the union of their customers and employees. They believe if they have this union and they united they the airline will run smoothly. "Connecting people. Uniting the world" is their vision and mission for their company. United Airline holds themselves at a high standard when it comes to reliability and safety. They like to give their customer's the best experience possible and believe in doing thing's the correct way. As oppose to just doing them, they like to also focus on delivery and delivering their customer's quality service.

Method and Tools:

- Python Programming Language
- Power BI Data Visualization Software
- Excel Worksheet
- Twitter RestAPI
- Sentiment Analysis
- Topic Modeling
- Word Cloud

Data Extraction:

The best way to catch the pulse is to interact with a social media application. For our case study, we have selected the micro-blogging site "Twitter" as the Data Source. We obtained the keys to access the Rest API through the Twitter developer account. We then Proceeded to the next step which is data retrieval from the twitter site using these access key tokens.

Python programming language is used to extract the dataset. Python's "tweepy "package, allowed us to collect tweets and various attributes related to tweets for the twitter handles corresponding to the south-west airlines and its competitors.

Steps involved in the process are:

- 1. Authenticating the user to access the twitter data.
- 2. Access the data and provide the Hashtag words to filter the interesting tweets from the whole data set.

#SouthWestAirlines is one of the popular hashtags which is commonly used by people who were tweeting about Southwest Airlines. Hence, the same hashtag is used in the query to retrieve all such tweets. Similarly, #SpiritAirlines and #UnitedAir hashtag is used to extract tweets talking about Spirit Airlines and United Airlines respectively.

Data Formatting:

The data extracted is in JSON object format and contains many fields related to the twitter tweets. For our project, we would like to mainly focus on the text within the twitter tweet, and a few other fields. The JSON file is parsed to retrieve the required fields like text, the tweet time, tweet location, likes count, retweet count, user name, user followers, hashtags, tweet source. The data is extracted into a data frame and loaded to another CSV file for further processing.

Data Processing:

The text in each twitter tweet is processed slightly to remove unnecessary tokens. The Twitter tweets are then analyzed for sentiment analysis using the text-blob package provided by the Python programming language. The text-blob analyzes the sentence and provides the polarity and subjectivity of the text data. Polarity provides the emotions/ opinions expressed in the sentence.

When we are using the polarity with the text data, it will divide the sentence into three categories. The three categories are: if the polarity is >1, the sentence is expressing a positive opinion, polarity = 0 is considered as neutral and polarity <1 is considered as negative. After processing each twitter tweet for the sentiment analysis score, the whole data is saved into a CSV file for further analysis.

With the help of data Visualization Software -" PowerBI", we conducted further analysis of the data obtained. When the data is visualized, the results say only 7 % of the people tweeted negatively about southwest airlines Which is a good sign for southwest airlines.

Whereas 24 % of people tweeted positively about Southwest Airlines when compared to 50 % for Spirit Airlines and 45 % for United Airlines.

When compared to all the 3 datasets, united airlines have the highest favorite count of 1418 when compared to 303 for southwest airlines and 304 for spirit airlines. Hence united airlines obtained more response than southwest and spirit airlines over the past week.

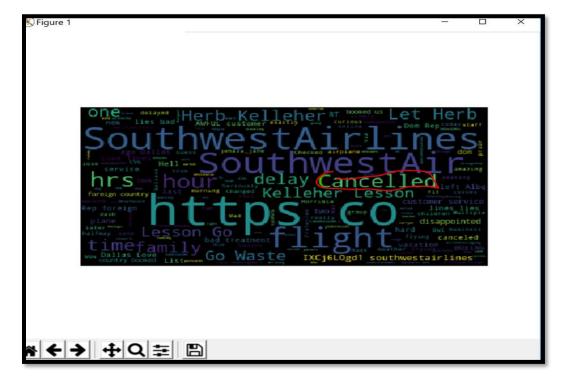
From the Visualization Dashboard in the appendix –Figure 4B,

Southwest Airlines tweets are from the places like Illinois, Denver, Chicago, Portland where the weather is bad over the weekend and that is the main reason for the delay

Word Cloud

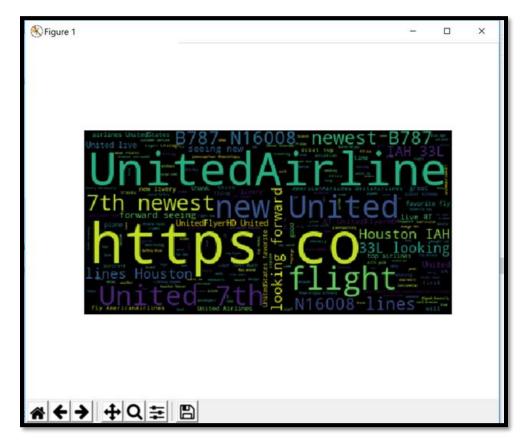
The tweets with negative sentiment are filtered and again processed to find the most frequent words within those twitter tweets.

The result is as follows:



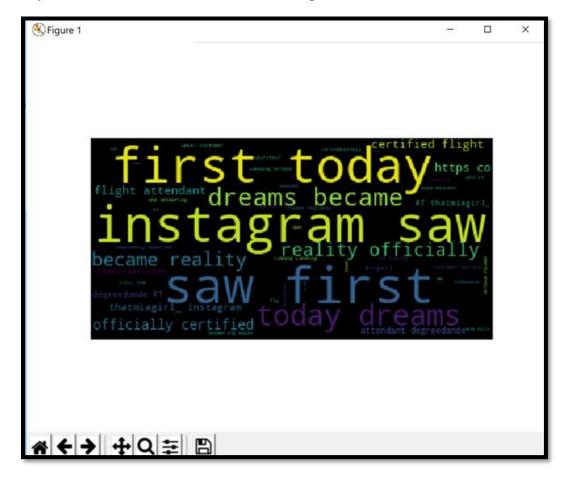
Word Cloud displayed Southwest Airlines in utmost bold letters which clarified that we have extracted the correct data regarding southwest airlines. Other words of interest are "Cancelled" and "Delay" through which we can infer the most obvious reason for the negative opinion of the people towards southwest airlines.

Similarly, Word Cloud for the Positive tweets of United Airlines is as follows:



In the above word cloud, United Airline is displayed with utmost bold letters which clarified that we have extracted the correct data regarding United airlines. Few words of interest would be "Houston", "B787-N16008", "looking forward", which states that people are very much excited about United Airline's new aircraft B787 which was landing in Houston.

Similarly, Word Cloud for the Positive tweets of Spirit Airlines is as follows:



In the above word cloud few words of interest would be "certified flight", "dreams became reality", "flight attendant", which talks about action of a flight attendant in helping a customer which gained more popularity in the social media and put the spirit airlines in the news which helped them positively to increase business.

Topic Modeling:

We opted to perform more analysis using the topic modeling methods. LDA – latent Dirichlet allocation algorithm is used to perform the topic modeling in this project. This is also performed using python with the help of packages like "nltk" and "genism". Topic Modeling is performed on the negative tweets for South West airlines.

After executing the topic modeling algorithm on the selected negative tweets, the results are as follows:

[I have asked for 2 topics and through the iteration of 20 passes]

```
0.007*"left" + 0.007*"lies" + 0.007*"ago" + 0.007*"Dallas" + 0.007*"Love" + 0.007*"Albq" + 0.007*"vacation" + 0.007*"'" + 0.006*"flight"")
```

In both topics, "SouthwestAirlines" word is more common because of obvious reason that the topic is about southwest airlines.

From the set of words in the first topic, we can concentrate on words like Dallas which is talking about a place, and some opinion words like bad, hell and apart from them some words of interest would be 24, hr, flight, vacation. There can be a delay or wait of 24 hours which lead to the frustration in the passengers.

From the set of words in the second topic, we can concentrate on words like customer, service, lesson and some opinion words like "Waste", and "Don't". Again, negativity among the customers, but the reason might be bad service they received. There have been a lot of flight delays and cancellations over the last week which is why customers were frustrated. Over the last week, Southwest Airline has not been doing well. Customers have been giving Southwest negative reviews in the last week, based on their flight delays and cancellations.

Topic modeling for United Airlines has resulted in the following results:

```
1, 0.036*"United" + 0.034*"'" + 0.027*"I" + 0.024*"new" + 0.022*"RT" + 0.015*"looking" + 0.015*"Houston" + 0.014*"on" + 0.014*"live..." + 0.014*"seeing")
```

```
(2, '0.020*"united" + 0.018*"the" + 0.013*"UnitedAirlines" + 0.012*"RT" + 0.010*"United" + 0.010*"is" + 0.010*"fly" + 0.008*"unitedairlines" + 0.007*"top"
```

From the above results, the top 3 topics that were positively discussed about united airlines are:

- 1) the new livery/aircraft service started during the weekend of the United Service. This is doing good.
- 2) The new airline service is landing in Houston airport.
- 3) This information is been retweeted multiple times.

Southwest air Airlines must observe closely the business with new aircraft of United Airlines for the future reference.

Topic Modelling for positive sentiment tweets for spirit airlines are as follows:

```
(0, '0.019*"spiritairlines" + 0.019*"bad" + 0.019*"Home" + 0.011*"'" + 0.011*"fly" + 0.011*"a" + 0.011*"airport" + 0.011*"place..." + 0.011*"decided" + 0.011*"possible")
```

```
(1, '0.027*"Spirit" + 0.020*"Arnold" + 0.020*"Palmer" + 0.020*"Landing" + 0.020*"Coming" + 0.020*"Latrobe" + 0.020*"PA" + 0.020*"4132019" + 0.020*"A" + 0.020*"Regional"')
```

```
(2, '0.041*"RT" + 0.038*"flight" + 0.035*"today" + 0.035*"officially" + 0.035*"became" + 0.035*"dream" + 0.035*"reality" + 0.035*"Instagram" + 0.035*"attendant" + 0.035*"first")
```

From the above group of words, the top 3 topics that were discussed about spirit airlines were

- 1) Passengers are feeling bad about flying back using Spirit Airlines.
- 2) Passengers are feeling bad about flying back using Spirit Airlines.
- 3)An Instagram post is virally retweeted in the twitter about a user who became a flight attendant in spirit airlines which tells spirit is hiring rigorously.

Unfortunately, the limited data set is obtained for spirit airlines which is not enough to make any major inferences for the competitors.

Conclusion

After all the data has been properly analyzed we would like to make some recommendations for South-West to help them to be in the highest rank in the competition. They receive 7% negative opinion because of flight cancellations and delays which contribute to their negative sentiment analysis score. The recommendation we propose regarding this issue is to communicate immediately with customers when there is a flight cancellation. By communicating immediately this will allow customer's the opportunity to make alternative plans. Also, another suggestion for unexpected delays/cancellations is to offer customers discounts or coupons on their next flight. Customer like free items this will show them that you appreciate their business. The saying "Communication & Customer Services goes a long way", is true this will keep the customers coming back if they had a great experience. Southwest should make plans to work on improvising their customer services. Southwest Airline should focus on making customer service a top priority. We suggest that Southwest get feedback from customers, whether is from a survey, or in-person experience. After they have received the customer's feedback, they have used the results to work on area's that need improvement.

Appendix:

1A: Code for authenticating to twitter and retrieving the tweets:

```
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```

1B:

Query passed to search for southwest airlines:

```
api = connect_to_twitter_OAuth()
query = "#SouthwestAirlines"
# Get those tweets
get_save_tweets('southwestAirlines_tweets.json', api, query)
```

1C:

Query used to retrieve filtered tweets and save to JSON file:

1D:

Code used to parse the JSON file and filter for interesting attributes:

```
import pandas as pd
import jsonpickle
def tweets_to_df():
```

```
tweets = list(open('spiritairlines_tweets.json', 'rt'))
text = []
weekday = []
month = []
day = []
hour = []
hashtag = []
url = []
favorite = []
reply = []
retweet = []
follower = []
following = []
user = []
screen_name = []
lat = []
long = []
source = []
coordinates = []
for t in tweets:
  t = jsonpickle.decode(t)
  # Text
  text.append(t['text'])
  # Decompose date
  date = t['created_at']
  weekday.append(date.split(' ')[0])
  month.append(date.split(' ')[1])
  day.append(date.split(' ')[2])
  time = date.split(' ')[3].split(':')
  hour.append(time[0])
  # Has hashtag
  if len(t['entities']['hashtags']) == 0:
     hashtag.append(0)
  else:
     hashtag.append(1)
  # Has url
  if len(t['entities']['urls']) == 0:
     url.append(0)
  else:
```

```
url.append(1)
  # Number of favs
  favorite.append(t['favorite_count'])
  # Is reply?
  if t['in_reply_to_status_id'] == None:
    reply.append(0)
    reply.append(1)
  # Retweets count
  retweet.append(t['retweet_count'])
  # Followers number
  follower.append(t['user']['followers_count'])
  # Following number
  following.append(t['user']['friends_count'])
  # Add user
  user.append(t['user']['name'])
  # Add screen name
  screen_name.append(t['user']['screen_name'])
  # Add source
  source.append(t['source'])
  #add coordinates
  if isinstance(t['coordinates'],dict):
    coordinates.append(t['coordinates']['coordinates'])
  else:
   coordinates.append(0)
d = {
   'text': text,
   'weekday': weekday,
   'month': month,
   'day': day,
   'hour': hour,
   'has_hashtag': hashtag,
   'has_url': url,
   'fav count': favorite,
   'is_reply': reply,
   'retweet_count': retweet,
   'followers': follower,
   'following' : following,
```

```
'user': user,
    'screen_name' : screen_name,
    'source' : source,
    'coordinates' : coordinates

}

return pd.DataFrame(data = d)
if __name__ == '__main___':
    tweets_df = pd.DataFrame()
    tweets_df = tweets_to_df()
    tweets_df.to_csv('spiritselc_attr.csv', sep=',')
    tweets_df.to_json('spiritselc_attrbdummy.json')
```

1E: Code used to remove punctuations and analyze the sentiment, and then saved back to a csv file:

```
import pandas as pd
import numpy as np
from textblob import TextBlob
from wordcloud import WordCloud, STOPWORDS
import plotly.plotly as py
import plotly.graph_objs as go
from plotly.offline import iplot
import regex as re
#import cufflinks
#cufflinks.go offline()
#cufflinks.set_config_file(world_readable=True, theme='pearl', offline=True)
#clean data
def clean_tweet(tweet):
  print("cleaning done")
  return ' '.join(re.sub('(@[\mathbf{A}-\mathbf{Z}a-\mathbf{z}0-9]+)|([^0-9\mathbf{A}-\mathbf{Z}a-\mathbf{z}\t])|(\w+:\/\\S+)', ' ', tweet).split())
#textblob data
def analyze_sentiment(tweet):
  analysis = TextBlob(tweet)
  print("in sentiment")
  if analysis.sentiment.polarity > 0:
     return 'Positive'
  elif analysis.sentiment.polarity ==0:
     return 'Neutral'
  else:
     return 'Negative'
```

```
if __name__ == '__main__':
  swt df = pd.DataFrame()
  swt_df=pd.read_csv('spiritselc_attr.csv')
  length = len(swt df)
  print(length)
  clean_text=[]
  tweet sentiment = []
  for x in range(0,length):
    plaintext= swt_df['text'][x]
    cleantext = clean_tweet(plaintext)
    sentiment = analyze sentiment(cleantext)
    clean_text.append(cleantext)
    tweet sentiment.append(sentiment)
  swt_df['cleaned_tweet']= clean_text
  swt_df['sentiment'] =tweet_sentiment
  swt_df.to_csv('spiritsentiment.csv', sep=',')
```

Dataset overview:

The initial JSON files looked like the following:

```
Apr 25 14:04:31 +0000 2019", "entities": ["hashtags": [["indices": [27, 40], "text": "SouthwestArlines"], ("andress": [40, 50], "text": "SouthwestArlines"], "["andress": [40, 50], "text": "Analyst"), ["andress": [40, 50], "text": "analyst"], ["andress": [40, 50], "text": "Analyst"), ["andress": [40, 50], "text": "Analyst"], ["andress": [40, 50],
```

Figure 2A: Raw Data for Southwest Airlines

```
"Wed Apr 24 23:57:09 +0000 2019"
                                                                                                                                                                               "entities
        null,
                     ordinates": null, "created at"
                                                                Wed Apr 24 22:07:31 +0000 2019"
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                                                                                                                             {"hashtags": [], "symbols": [], "urls": [{"display_ur
        null,
                     ordinates": null, "created at
                                                                "Wed Apr 24 21:16:37 +0000 2019"
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                     ordinates": null, "created at"
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|| "indices": |0, 15|, "ext": "spiritair
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                     ordinates": null, "created at
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        null,
                     ordinates": null, "created at":
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        null
                                  : null,
                                                                "Mon Apr 22 21:33:18 +0000 2019"
```

Figure 2B: Raw Data for Spirit Airlines

```
Thu Apr 25 11:50:37 +0000 2019
Thu Apr 25 11:45:05 +0000 2019
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rdinates":
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Thu Apr 25 10:06:45 +0000 2019
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hashtags"
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121], "text": "Boeing"}, {"indi
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"indices":
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"created_at":
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rdinates":
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Figure 2C: Raw Data for United Airlines

Dataset Overview, after parsing and applied sentiment analysis algorithm:

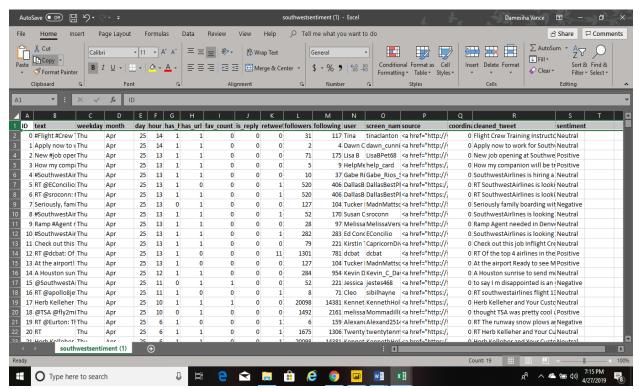


Figure 3A: Southwest Airline Twitter Dataset using Excel Worksheet

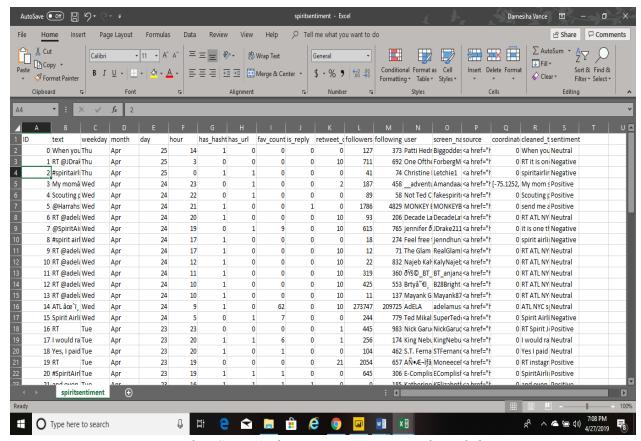


Figure 3B: Spirit Airline Dataset using Excel Worksheet

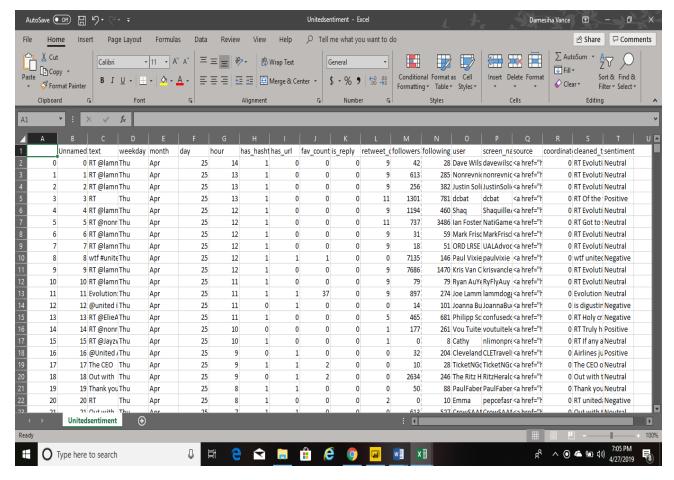
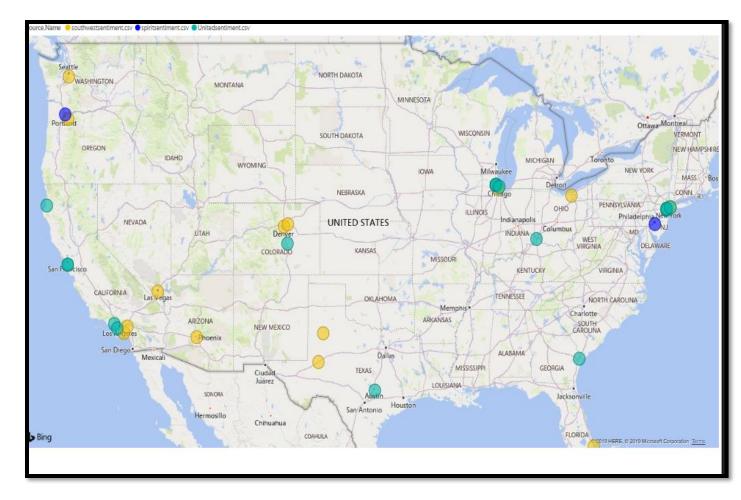


Figure 1C: United Airline Twitter Dataset using Excel Worksheet

Power BI Dash Board:



Dashboard 4A: Sentiment Analysis for all 3 Airlines.



Dashboard 4B: Locations of Airline Tweets

Power Bi Dashboard Link:

Link to Dashboard 1:

https://app.powerbi.com/groups/0a8e50d0-e4a2-465d-8713-3527a73e2996/reports/10b61b37-79a5-4e6d-8e4d-f46b462b6841?ctid=ea873390-8c1c-4231-a799-6b5a0235b2e6

Link to Dashboard2:

https://app.powerbi.com/groups/0a8e50d0-e4a2-465d-8713-3527a73e2996/reports/7ee1c088-741a-4a2b-ad38-aa295ee73dbf?ctid=ea873390-8c1c-4231-a799-6b5a0235b2e6