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Section 1

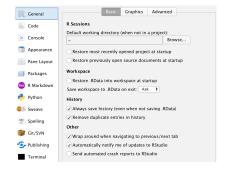
Data Wrangling

R Tips: More Convenient Package Management Using pacman

- pacman::p_load(dplyr,ggplot2)
 - Please install pacman on your RStudio
 - pacman's functionality
 - Load all packages stated in the parantheses, seperated by commas
 - If the package is not downloaded yet, download it, and then load it
 - R tip: if you want to use a function without loading the whole package, you can use two colons to call the function: package::function

R Tips: Managing Objects in the RStudio Environment

Best practice is to not save any objects once you close your RStudio session



- rm(list = ls()) is the command to remove everything in the current environment
 - ls() is a function that returns the list of all objects in the current environment
 - rm(list =) removes any objects passed to list argument



• filter(dataset, criteria): pick observations by their values

Subset Observations (Rows)



- arrange(dataset, variable): reorder the rows
- mutate(dataset, newvariable =): create new variables with functions of existing variables

Make New Variables



Pipe Operator

- Imagine a factory with different machines placed along a belt. Each
 machine is a dplyr function that performs a data cleaning step, like
 filtering or arranging data.
- The pipe therefore works like a conveyor belt, passing the output of one machine to another for further processing.



Pipe Operator

• The pipe has a huge advantage over any other method of processing data in R or Python: It makes data wrangling processes easy to read. If we read %>% as "then", the code will be very easy to interpret as a set of instructions in plain English:

```
1 mtcars %>%
2 filter(cyl>=5) %>%
3 mutate(sqrt_wt=sqrt(wt))
4 filter(sqrt_wt>1.5) %>%
5 arrange(hp)
6 ## can go on and on
```

- 1 take the mtcars data, THEN
- ② find cars cyl >= 5, THEN
- - find cars sqrt_wt > 1.5 THEN
 - reorder all cars based on hp
 - o chain more operations ...

Without Pipe Operator

- As a comparison, without using pipe operators, the previous data cleaning steps need to be done as follows. Overwriting our output dataframe new_data in every line is problematic.
 - First, doing this for a procedure with lots of steps isn't efficient and creates unnecessary repetition in the code.
 - Second, this repetition also makes it harder to identify exactly what is changing on each line in some cases.

```
new_data <- filter(mtcars, cyl >=5)
new_data <- mutate(new_data, sqrt_wt=sqrt(wt))
new_data <- filter(new_data,sqrt_wt>1.5)
new_data <- arrange(new_data,hp)</pre>
```

Select Variables: select

select() can select variables into a smaller dataset.

```
# Select two columns: hp and cyl
mtcars%>%
select(hp, cyl) %>%
head()
```

Descriptive Analytics

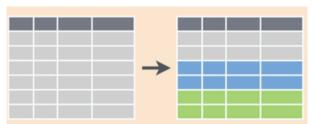
	hp	cyl
Mazda RX4	110	6
Mazda RX4 Wag	110	6
Datsun 710	93	4
Hornet 4 Drive	110	6
Hornet Sportabout	175	8
Valiant	105	6

Aggregation by Groups: group_by

 group_by() allows us to aggregate data by group and compute statistics for each group

```
# group by cyl
mtcars %>%
group_by(cyl)
```

 Although nothing seemingly happens to the dataset, internally, the dataset is already grouped based on the specified variable(s).



Aggregation by Groups: group_by() + summarise()

- summarise() creates a new data frame after aggregating data. The final dataset
 - has one row for each pair of grouping variables (for each cyl value)
 - contains one column for each grouping variable (cyl)
 - contains one column for each new summarised variable (avg_mp)

```
# compute the average mpg for each cyl group

mtcars %>%

group_by(cyl) %>% # group by cyl

summarise(avg_mp = mean(mpg)) %>% # compute the average mpg
ungroup()
```

```
cyl avg_mp

4 26.66364
6 19.74286
8 15.10000
```

Aggregation by Groups: group_by() + summarise()

We can have multiple group variables for group_by

```
# compute the average mpg for each cyl,vs group
mtcars %>%
group_by(cyl,vs) %>% # group by cyl
summarise(avg_mp = mean(mpg)) %>% # compute the average mpg
ungroup()
```

Aggregation by Groups: group_by() + mutate()

Try the following code by replacing summarise() with mutate(), what do you get now?

```
# compute the average mpg for each cyl,vs group

tcars %>%

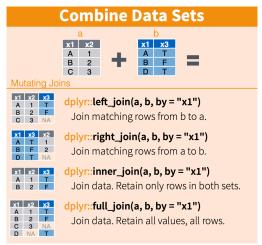
group_by(cyl,vs) %>% # group by cyl

mutate(avg_mp = mean(mpg)) %>% # compute the average mpg
ungroup()
```

• A new column is added to the original dataset, the value of which is from the group-by aggregation.

Consolidate Multiple Data Frames

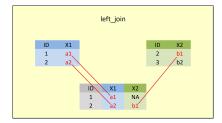
 When consolidating multiple data frames, we usually have 4 types of joining methods



left_join

- left_join keeps everything from the left data frame and matches as much as it can from the right data frame.
 - All IDs in the left data frame will be retained
 - If a match can be found, value from the right data frame will be filled in
 - If a match cannot be found, a missing value will be filled in

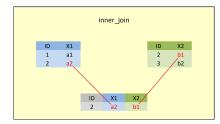
```
# Method 1 without pipe operator
left_join(df_left, df_right, by = 'ID')
# Method 2 with pipe operator
df_left %>%
left_join(df_right, by = 'ID')
```



inner_join

- inner_join only keeps the observations that appear in both data frames
 - Only common IDs in both data frames will be retained
 - If a match can be found, values will be filled in from both data frames

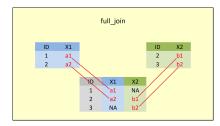
```
# Method 1 without pipe operator
inner_join(df_left, df_right, by = 'ID')
# Method 2 with pipe operator
df_left %>%
inner_join(df_right, by = 'ID')
# Method 3: order of data frames should not matter. Why?
df_right %>%
inner_join(df_left, by = 'ID')
```



full_join

- full_join keeps all observations from both data frames
 - All IDs in either data frames will be retained
 - If a match can be found, values will be filled in from both data frames

```
# Method 1 without pipe operator
full_join(df_left, df_right, by = 'ID')
# Method 2 with pipe operator
df_left %>%
full_join(df_right, by = 'ID')
# Method 3: order of data frames should not matter. Why?
df_right %>%
full join(df left, by = 'ID')
```



Data Cleaning

Variable Types

Data Wrangling

- Non-metric
 - Categorical (gender, region, brand, religion)
 - Ordinal (Business Week rankings, NCAA rankings)
- Metric
 - Continuous (age, height, sales, rainfall)
- Different types of variables are handled in different ways in statistics
 - Can talk about an average age, but not an average color
 - Some statistical techniques only work with one type of variable
- We need to make sure the variables are of the correct data types. Or we may need to convert them to the correct types.
 - e.g., from character to date time using lubridate package

- In R, missing values are represented by the symbol NA (i.e., not available).
- Most statistical models cannot handle missing values, so we need to deal with them in R.
 - Few missing values: remove them from analysis.
 - Many missing values: need to replace them with appropriate values: mean/median/imputation

Outliers

- In statistics, an outlier is a data point that differs significantly from other observations
 - Few outliers: remove them from analysis
 - Many outliers: winsorize data
 - If the distribution of a variable is not normal distribution, we often log transform variables to mitigate outlier issues

Descriptive Analytics

Two Major Tasks of Descriptive Analytics

Data Wrangling

Describe data depending on your business purposes

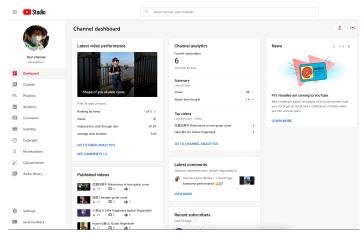
- "How much do our customers spend each month on average?"
- "What percentage of our customers are unprofitable?"
- "What is the difference between the retention rates of men and women?"

Make statistical inferences from data

- "Based on our sample, does the difference between the spendings of men and women indicate that men and women respond differently in the customer base at large?"
- "Based on our sample, can we conclude that customers who sign up for online banking are more profitable than customers who do not?"
- "Based on our test mailing, can we conclude that ad-copy A works better than ad-copy B?"

Descriptive Analytics

 You can think of descriptive analytics as creating a dashboard to display the key information you would like to know for your business.



Summary Statistics

- In descriptive analytics, summary statistics are used to summarize a set of observations, in order to communicate the largest amount of information as simply as possible.
- There are two main types of summary statistics used in evaluation: measures of central tendency and measures of dispersion.
 - Measures of central tendency provide different versions of the average, including the mean, the median, 25 percentile, 75 percentile, the mode, etc.
 - Measures of dispersion provide information about how much variation there is in the data, including the range and the standard deviation.
- It's good to include summary statistics table in your dissertation before any statistical analysis!
 - Commonly reported summary statistics include mean, standard deviation, number of observations, min, 25 percentile, median, 75 percentile, and max.
 - Then describe the distribution of the variable, dispersion of the variable, etc.

Summary Statistics with R

- In R, a nice package to report summary statistics is model summary.
 datasummary_skim() is a shortcut to conduct basic summary statistics
- For more features, refer to the package tutorial here, especially datasummary() function.
 - datasummary_skim() is a special case of more general datasummary(), which outputs a pre-determined set of summary statistics

```
pacman::p_load(modelsummary)
mtcars %>%
datasummary_skim()
```

Correlation Matrix

Data Wrangling

- Correlation matrix helps us understand the co-movement of any two variables in the data
- datasummary_correlation() reports the pairwise correlation coefficient
- In general, in a statistical model, variables of high correlation should not be included together, which leads to instability
- mtcars %>%
- datasummary_correlation()

Section 4

Preliminary Customer Analysis

Preliminary Customer Analysis

- Spend 30 min-ish to work on the case study in a group.
- There are 7 questions in total. At the end of the discussion, each group selects a group leader to answer one question.
- To show your codes, join the Zoom link under "Module Overview" on Moodle.
- The group that did not answer correctly needs to do a performance next week!

After-Class Exercise

- What percent of customers are single? Try alternative ways to do the calculation.
- Is the average total spending by responders and non-responders statistically different? Answer this question using a t-test.
- Is income and total spending correlated?
- Are PhDs more likely to respond to marketing offers than Graduation? Use a statistical test to answer the question. Is the result what you expected?
- What would be the other useful descriptive analytics you would like to know for Tesco?