

# 商品营销文案自动生成

# 导言——京东商品营销文案自动生成项目





#### 商品营销短文

这款美的壁挂式变频空调, 唯美绚丽白, 点缀你的房间。搭载一级能效压缩机, 节能省电。 一键自清洁功能, 让全家享受洁净空气。智能温控系统让你享受舒适环境。

模 型

#### 多模态编码器

文本编码器 图片编码器

#### 文本解码器

属性复制机制

#### 集束重排序 语言模型

句间流畅度 打分模型 标点纠错 模型

要素与卖点

#### 商品要素体系

送 风 温 能 电 操 清 要素 静 音 效 度 节 高 要素词 保 电 效 耗

#### 抽取式自动摘要模型

核心文本	一键自清洁 呼吸洁净空气					
热卖卖点	一级能效压缩机					
要素导向	<mark>变频</mark> 空调,清凉一夏 (电机)					
可读性高	<del>结能.</del>					
满足合规性	最好;售后;李现代言					
惩罚冗余性	高效压缩机					







#### 商品标题

京品家电 美的 (Midea) 1.5匹 一级能效 挂机KFR-35GW/WCEN8A1@

#### 商品规格参数

电机	变频
类型	壁挂式
操控	智能温控



### 导言——商品营销文案自动生成在京东的应用

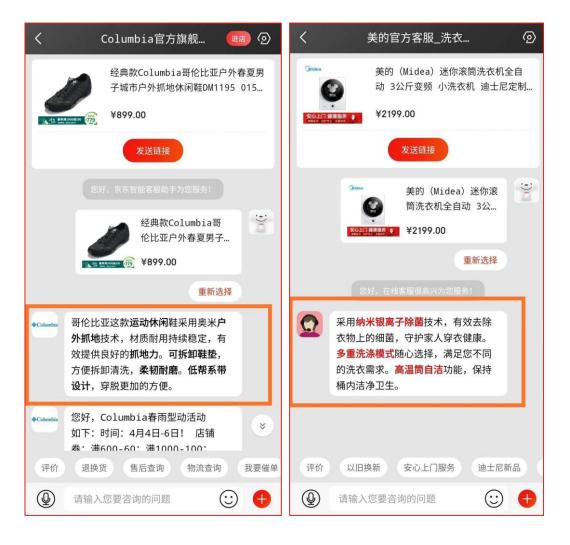


### ◆ 京东发现好货频道





### ◆ 京东智能客服



### 导言——商品营销文案自动生成在京东的应用



◆ 京东搭配购

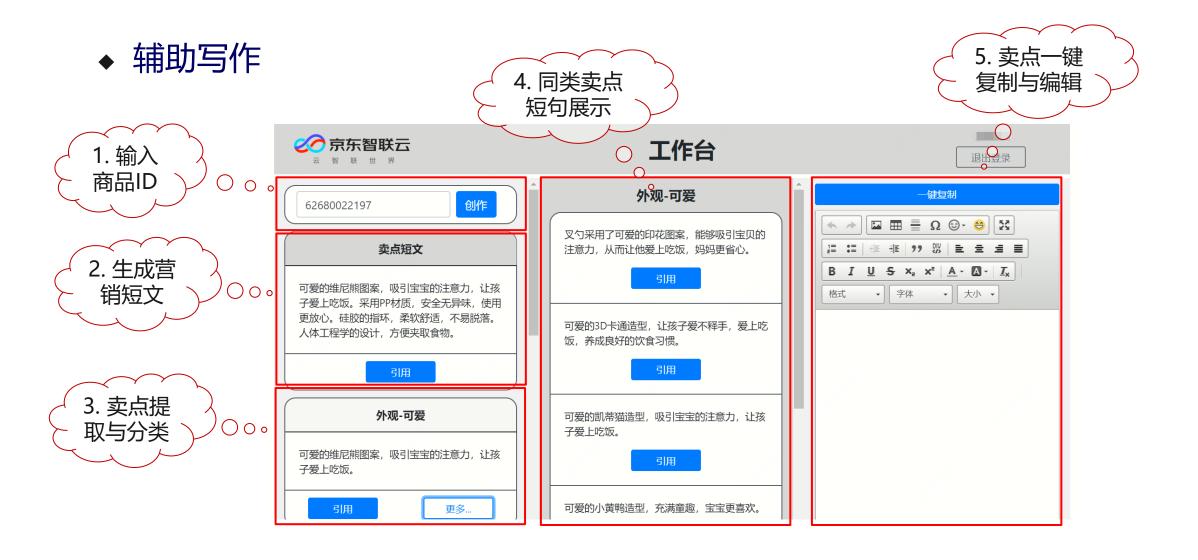


◆ 社交电商(京东电商广告联盟APP: 京粉)



# 导言——商品营销文案自动生成在京东的应用







#### A Neural Attention Model for Sentence Summarization

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#### **Abstract**

Summarization based on text extraction is inherently limited, but generation-style abstractive methods have proven challenging to build. In this work, we propose a fully data-driven approach to abstractive sentence summarization. Our method utilizes a local attention-based model that generates each word of the summary conditioned on the input sentence. While the model is structurally simple, it can easily be trained end-to-end and scales to a large amount of training data. The model shows significant performance gains on the DUC-2004 shared task compared with several strong baselines.

#### 1 Introduction

Summarization is an important challenge of natural language understanding. The aim is to produce a condensed representation of an input text that

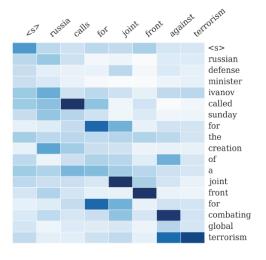
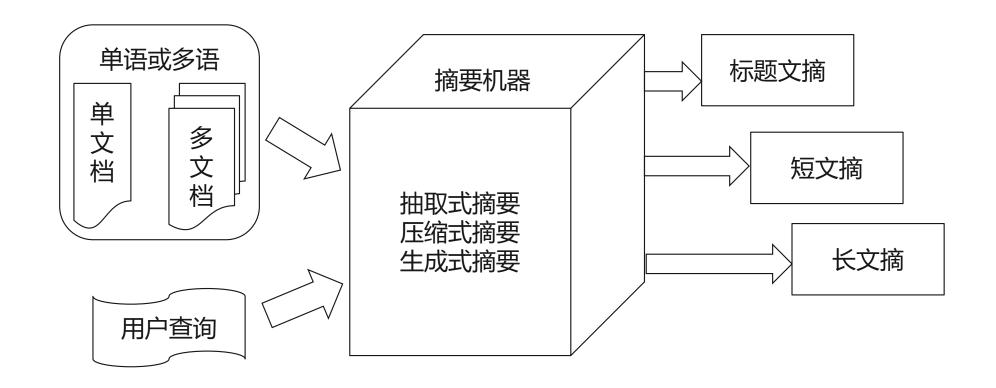


Figure 1: Example output of the attention-based summarization (ABS) system. The heatmap represents a soft alignment between the input (right) and the generated summary (top). The columns represent the distribution over the input after generating each word.

Lapata, 2008; Woodsend et al., 2010). These approaches are described in more detail in Section 6.

# 导言——自动文摘的分类







### ◆ 抽取式摘要

- ◆ 直接从原文中抽取已有的句子组成摘要
- ◆ 简单易实现

### ◆ 压缩式摘要

- ◆ 抽取并简化原文中的重要句子构成文摘
  - ◆ 长征五号B运载火箭首次飞行任务的圆满成功 → 长征五号B火箭首飞成功
- ◆ 可读性难以保证

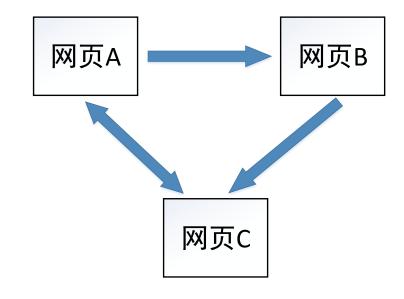
### ◆ 生成式摘要

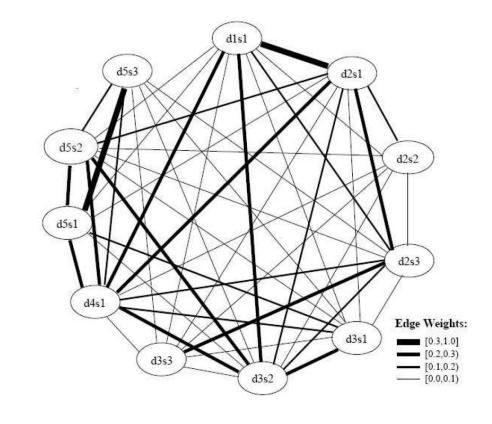
- ◆ 改写或重新组织原文内容形成最终文摘
- ◆ 可控性差



### ◆ 抽取式摘要

- ◆ 基于词频的方法
- ◆ 基于句子聚类的方法
- ◆ 基于图模型的方法
  - PageRank
  - TextRank



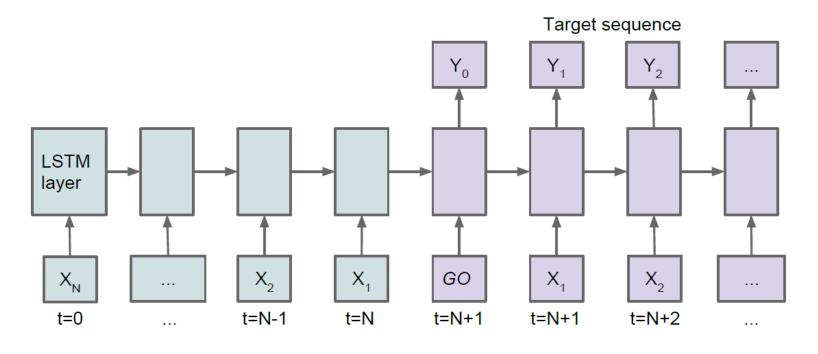


$$\begin{cases} s_1 = a_{12}s_2 + a_{13}s_3 \\ s_2 = a_{21}s_1 + a_{23}s_3 \\ s_3 = a_{31}s_1 + a_{32}s_2 \end{cases}$$

TextRank: Bringing order into text. Rada Mihalcea and Paul Tarau. EMNLP 2004.



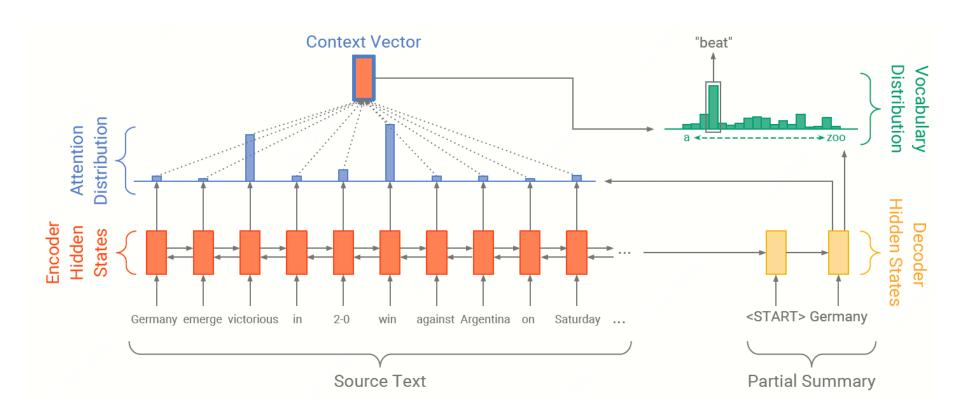
- ◆ 生成式摘要
  - ◆ "编码器-解码器" 框架



Input sequence



- ◆ 生成式摘要
  - ◆ "编码器-解码器" 框架
  - ◆ "注意力" 机制



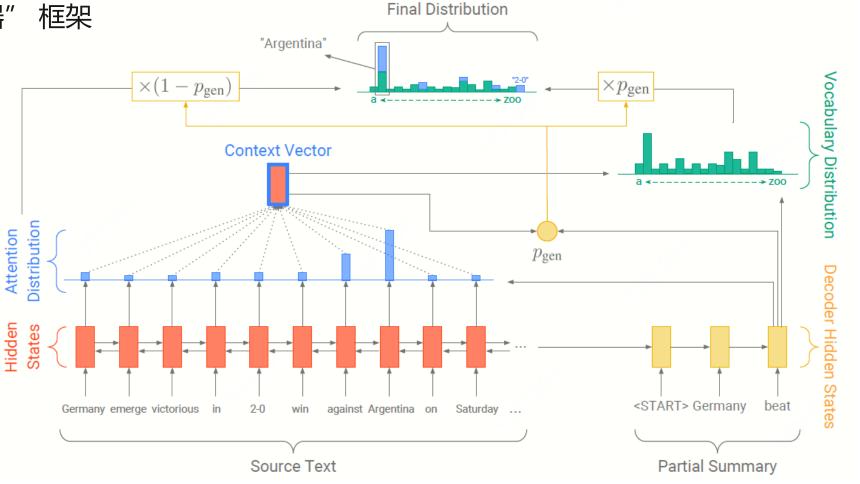


### ◆ 生成式摘要

▶ "编码器-解码器" 札

◆ "注意力" 机制

◆ "复制" 机制



■ Get To The Point: Summarization with Pointer-Generator Networks. Abigail See, Peter J. Liu, Christopher D. Manning. ACL 2017.



- ◆ 生成式摘要
  - ◆ "编码器-解码器" 框架
  - ◆ "注意力" 机制
  - ◆ "复制" 机制
    - ◆ 长征五号B运载火箭首次飞行任务的圆满成功 → 长征五号B火箭首飞成功
    - ◆ P(火箭 $) = \lambda * P_{gen}$  (火箭 ∈ 词典)  $+(1 \lambda) * P_{copy}$  (火箭)



# ◆ 生成式摘要

- ◆ "编码器-解码器" 框架
- ◆ "注意力" 机制
- ◆ "复制" 机制
- ◆ "覆盖度" 机制
  - ◆ 惩罚重复的注意力

# 导言——好文摘的标准



- ◆ 基本要求: 像人写的摘要
  - 重要
  - ★ 流畅
  - ◆ 凝练
  - ◆ 正确
- ◆ 进阶: 人们满意的摘要
  - ◆ 写人们感兴趣的内容
  - ◆ 模拟人写摘要的方式
  - ◆ 探索模型的可解释性



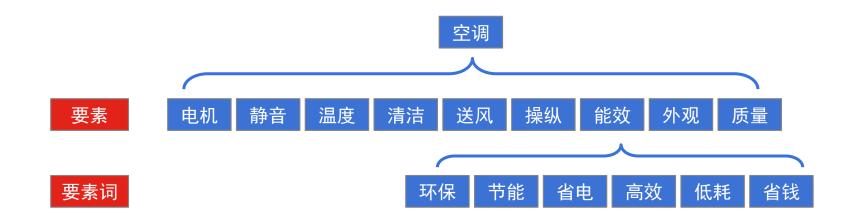
◆ 任务定义



Aspect-Aware Multimodal Summarization for Chinese E-Commerce Products. Haoran Li, Peng Yuan, Song Xu, Youzheng Wu, Xiaodong He, Bowen Zhou. AAAI 2020.



◆ 商品要素定义





- ◆ 商品摘要重在用户感兴趣
  - ◆ 感性的人:

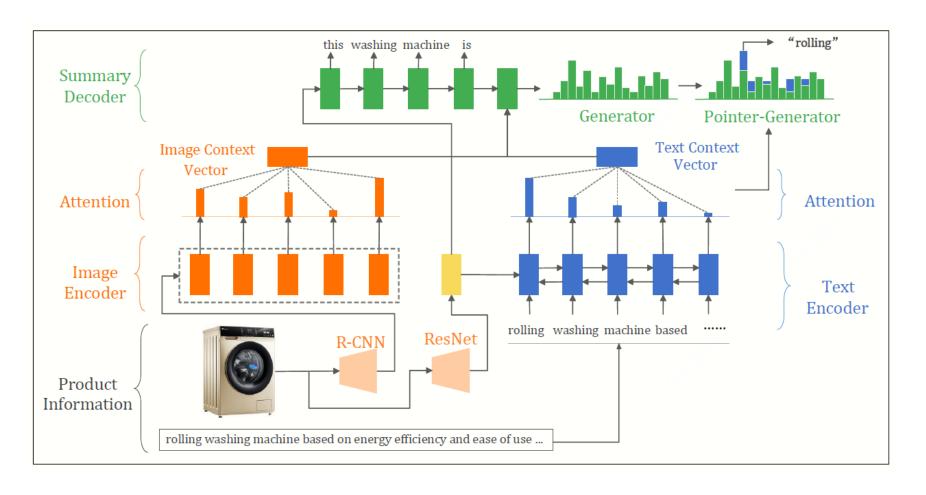
典型: 颜值控, 外观与众不同

◆ 理性的人:

典型:技术宅,技术领先、功能实用



◆ 多模态摘要满足感性用户





◆ 多模态摘要满足感性用户



PGNet:时尚的两件套设计,穿出不同种类的风格,选用优质的针织面料,手感细腻,具有良好的亲肤效果,穿着舒适不紧绷,配以甜美的喇叭袖,丰富了整体的视觉效果。

(Fashionable two-piece design wearing in different styles. It uses high-quality knitted fabric, feeling delicate, skin friendly, comfortable but not tight. Sweet trumpet sleeve enrich the overall visual effect.)

PGNet+EncInit+MMAtt: 一款来自欧芮儿很时尚的套装,以橙色为主色调的条纹设计,靓丽吸睛,让你穿出不一样的时髦造型。丰富视觉效果,凸显层次美感,木耳边的喇叭袖,增添潮流看点。

(A very fashionable suit from Orel. The stripe design with orange as the main color, which is beautiful and attractive, making you in different fashionable shapes. Rich visual effects, highlight the level of aesthetic feeling, and the horn sleeve beside the wood ear, add trend points.)



- ◆ 基于商品要素的摘要满足理性用户
  - ◆ 重要 → 重要的商品要素
  - ◆ 流畅 → 流畅的商品要素
  - ◆ 凝练 → 凝练的商品要素
  - ◆ 正确 → 正确的商品要素



- ◆ 基于商品要素的摘要满足理性用户
  - ◆ 重要 → 重要的商品要素
    - ◆ 奖励函数:商品要素准确率
  - ◆ 流畅 → 流畅的商品要素
  - ◆ 凝练 → 凝练的商品要素
  - ◆ 正确 → 正确的商品要素

#### **Ground-Truth Summary:**

This washer has the *volume* of 10 kilogram. Remote operation system facilitates using, especially for elderly people. The advanced brushless *motor* makes it more reliable.



#### **Ground-Truth Aspects:**

Capacity, Control, Motor



#### Rewarded Aspects:

Capacity, Control, Motor

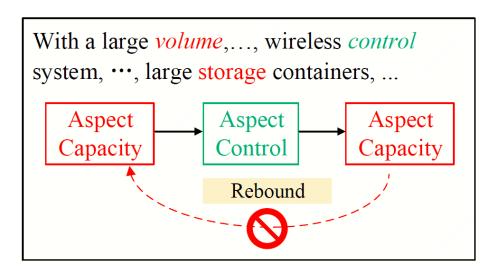


#### **Generated Summary:**

With a large *volume*,..., wireless *control* system, ···, it is driven by a stable *motor*,...



- ◆ 基于商品要素的摘要满足理性用户
  - ◆ 重要 → 重要的商品要素
  - ◆ 流畅 → 流畅的商品要素
    - ◆ 商品要素防回跳机制
  - ◆ 凝练 → 凝练的商品要素
  - ◆ 正确 → 正确的商品要素

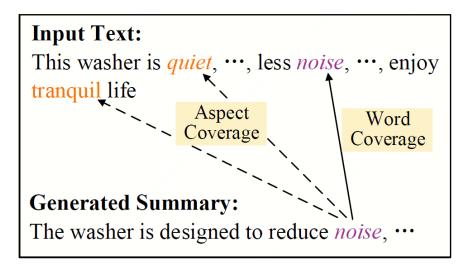


P(w) = 0, w is related to Capacity



### ◆ 基于商品要素的摘要满足理性用户

- ◆ 重要 → 重要的商品要素
- ◆ 流畅 → 流畅的商品要素
- ◆ 凝练 → 凝练的商品要素
  - ◆ 商品要素覆盖度机制
- ◆ 正确 → 正确的商品要素



$$c_{t,i} = \sum_{\tau=1}^{t-1} \alpha_{\tau,i}$$

$$e_{t,i} = u_c^T \tanh(W_c s_{t-1} + V_c h_i + w_c c_{t,i})$$

$$\mathcal{L}^w = \sum_{t=1}^T \sum_{i=1}^N \min(\alpha_{t,i}, c_{t,i})$$

$$\mathcal{L} = \mathcal{L} + \mathcal{L}^w$$



$$\alpha_{t,a_j} = \sum_{x_k \in a_j} \alpha_{t,k}$$

$$c_{t,a_j} = \sum_{\tau=1}^{t-1} \alpha_{\tau,a_j}$$

要素级别的覆盖度机制



### ◆ 基于商品要素的摘要满足理性用户

- ◆ 重要 → 重要的商品要素
- ◆ 流畅 → 流畅的商品要素
- ◆ 凝练 → 凝练的商品要素
- 正确 → 正确的商品要素(至关重要!)
  - ◆ "属性词仅允许复制" 机制
  - ◆ P(定频) =  $\lambda * P_{copy}$ (定频  $\in$  输入) +  $(1 \lambda) P_{gen}$ (定频  $\in$  词典)



P(定频) = P<sub>copy</sub> (定频 ∈ 输入) = 0



#### 美的 (Midea) 1.5匹 变频 智弧 冷暖 智能壁挂式卧室空调挂机 KFR-35GW/WDAA3@ -狂欢Zui后2天!7日价格上涨,后惠无期!】3期免息!高密度银离子滤网呵护全家健康,还空调干净的 "肺"! ECO节能! 一键强劲制冷! 查看一级高配爆款 京东价 ¥1799.00 降价通知 87万+ 6.2 满2000减30 购买1件可优惠换购热销商品 立即换购 >>



### ◆ 实验效果

	Home App.		Clothing		Cases&Bags	
	R-1	R-2	R-1	R-2	R-1	R-2
Seq2seq	21.57	7.18	23.05	6.84	23.18	6.94
PG	31.31	10.93	29.11	9.24	31.11	10.27
MMPG+EncInit (E)	32.67	11.54	30.14	9.85	32.05	11.36
MMPG+DecInit (D)	32.88	11.88	30.73	10.29	32.69	11.78
MMPG+MMAtt (M)	32.76	11.67	30.67	10.13	32.59	11.58
MMPG+D+M	32.87	11.88	30.72	10.31	32.66	11.74
MMPG+E+D+M	32.89	11.89	30.71	10.30	32.68	11.77

	Home Appliances		Clothing			Cases&Bags			
	R-1	R-2	R-L	R-1	R-2	R-L	R-1	R-2	R-L
Lead	21.97	9.54	12.79	19.83	8.39	13.56	21.49	9.37	14.19
LexRank	24.06	10.01	18.19	26.87	9.01	17.76	27.09	9.87	18.03
Seq2seq	21.57	7.18	17.61	23.05	6.84	16.82	23.18	6.94	17.29
MASS	28.19	8.02	18.73	26.73	8.03	17.72	27.19	9.03	18.17
PG	31.31	10.93	21.11	29.11	9.24	19.92	31.11	10.27	21.79
MMPG	32.88	11.88	21.96	30.73	10.29	21.25	32.69	11.78	22.27
MMPG+Aspect	33.97	12.43	22.21	31.81	10.87	21.32	33.67	12.44	22.31
MMPG+Aspect+Consistency	34.36	12.52	22.35	31.93	11.09	21.54	33.78	12.51	22.43



- ◆ 人写摘要的方式
  - ◆ 一半摘抄,一半创作

#### Observation:

**Input sentence:** France and Germany called on world leaders Monday to take rapid action to press for the closure of Ukraine 's Chernobyl nuclear plant, site of the world 's worst ever nuclear disaster.

Reference summary: World leaders urged to back Chernobyl closure plan.

#### Solution:

Step 1. Extracting keywords: world leaders closure Chernobyl Step 2. Generating summary guided by the keywords: World

leaders called for action on Chernobyl closure.



### ◆ 模拟人写摘要的方式

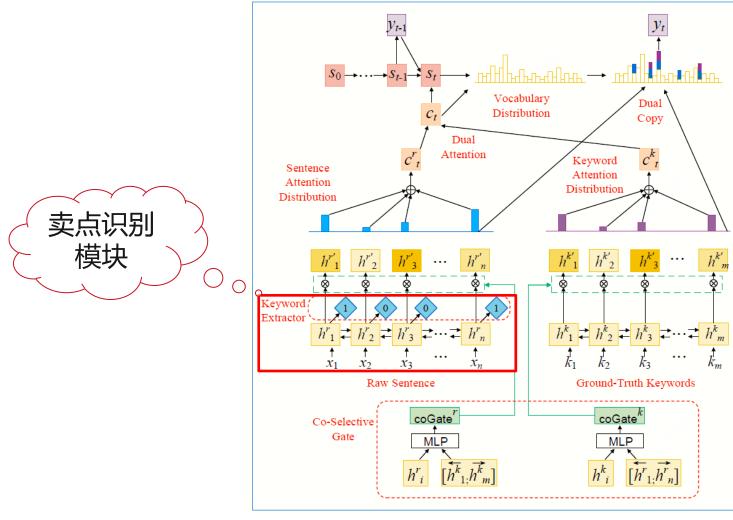
◆ 步骤一: 抽取ground-truth卖点词/短语

◆ 步骤二: 卖点识别模型+基于ground-truth卖点的自动文摘模型 (多任务学习)

◆ 步骤三:基于预测的卖点的自动文摘模型

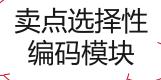


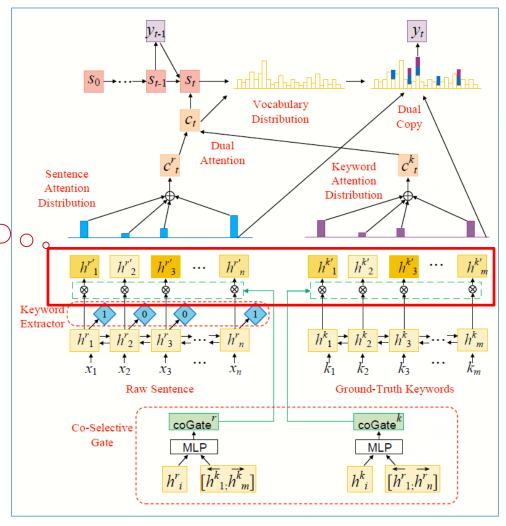
### ◆ 模型细节





### ◆ 模型细节





$$coGate_{i}^{r} = \sigma(\mathbf{W}_{p}h_{i}^{r} + \mathbf{U}_{p}a^{k})$$

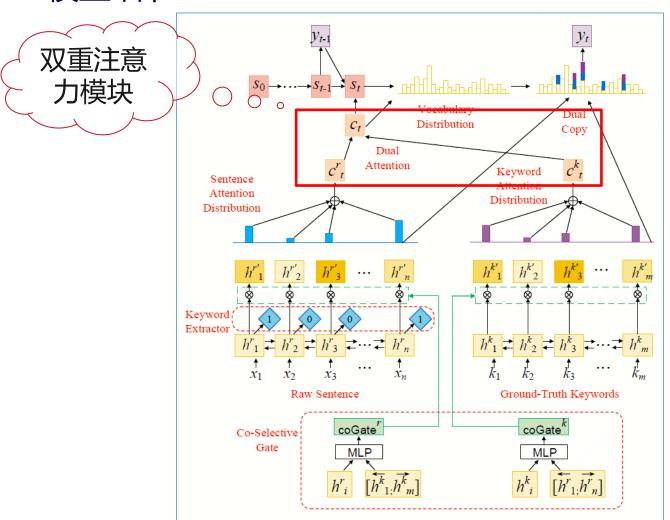
$$coGate_{i}^{k} = \sigma(\mathbf{W}_{q}h_{i}^{k} + \mathbf{U}_{q}a^{r})$$

$$h_{i}^{r'} = h_{i}^{r} \odot coGate_{i}^{r}$$

$$h_{i}^{k'} = h_{i}^{k} \odot coGate_{i}^{k}$$



### ◆ 模型细节



I. 直连

$$c_t = [c_t^r; c_t^k]$$

Ⅱ. 门控机制融合

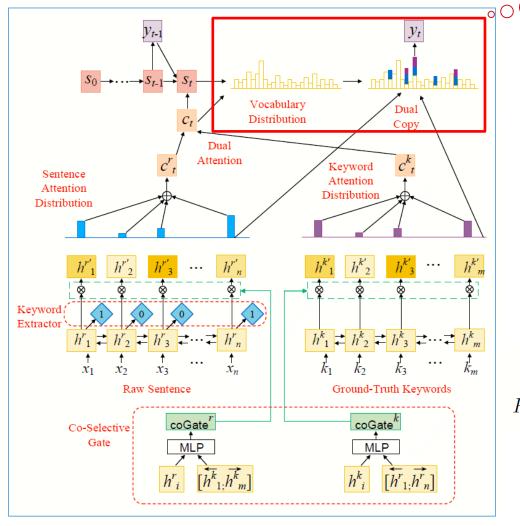
$$g_t = \sigma(\mathbf{W}_g c_t^r + \mathbf{U}_g c_t^k)$$
$$c_t = g_t \odot c_t^r + (1 - g_t) \odot c_t^k$$

Ⅲ. 层次化融合

$$\beta_t^r = \sigma(\mathbf{U}_{\beta} s_{t-1} + \mathbf{W}_{\beta} c_t^r)$$
$$\beta_t^k = \sigma(\mathbf{U}_{\beta} s_{t-1} + \mathbf{W}_{\beta} c_t^k)$$
$$c_t = \beta_t^r c_t^r + \beta_t^k c_t^k$$



◆ 模型细节



双重复制模块

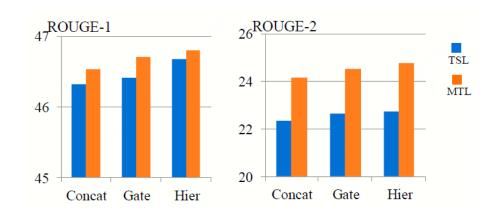
$$P_{copys}(w) = \sum_{i:x_i = w} \alpha_{t,i}^r$$
$$P_{copyk}(w) = \sum_{i:k_i = w} \alpha_{t,i}^k$$

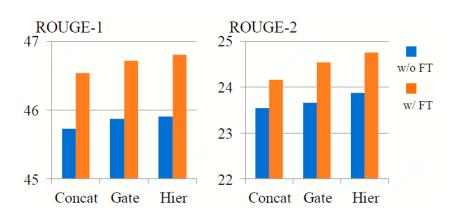
$$\lambda_t = \operatorname{sigmoid}(w_a^T c_t + u_g^T s_t + v_g^T y_{t-1} + b_g)$$

$$P(w) = \lambda_t P_{gen}(w) + \frac{1}{2} (1 - \lambda_t) (P_{copys}(w) + P_{copyk}(w))$$



# ◆ 实验效果

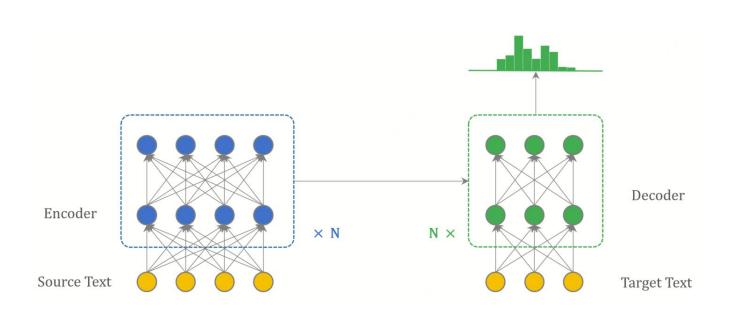




Model	Attribute Keyword Coverage
CopyNet	41.73
DualCopyNet	44.53
DualCopyNet + Copy Loss	48.13
AttrCopyNet	49.31



Transformer (self-attention)



我 爱 北京 天安门 
$$\begin{bmatrix} 0.1\\0.2\\0.4\\0.3\\0.2\end{bmatrix}$$
  $\begin{bmatrix} 0.7\\0.3\\0.6\\0.1\\0.2\end{bmatrix}$   $\begin{bmatrix} 0.4\\0.5\\0.2\\0.6\\0.1\end{bmatrix}$   $\begin{bmatrix} 0.3\\0.9\\0.1\\0.3\\0.7\end{bmatrix}$ 

$$q = [0.4, 0.5, 0.2, 0.6, 0.1]$$
 北京

$$k = v = \begin{bmatrix} 0.1, 0.2, 0.4, 0.3, 0.2 \\ 0.7, 0.3, 0.6, 0.1, 0.2 \\ 0.4, 0.5, 0.2, 0.6, 0.1 \\ 0.3, 0.9, 0.1, 0.3, 0.7 \end{bmatrix}$$
 我

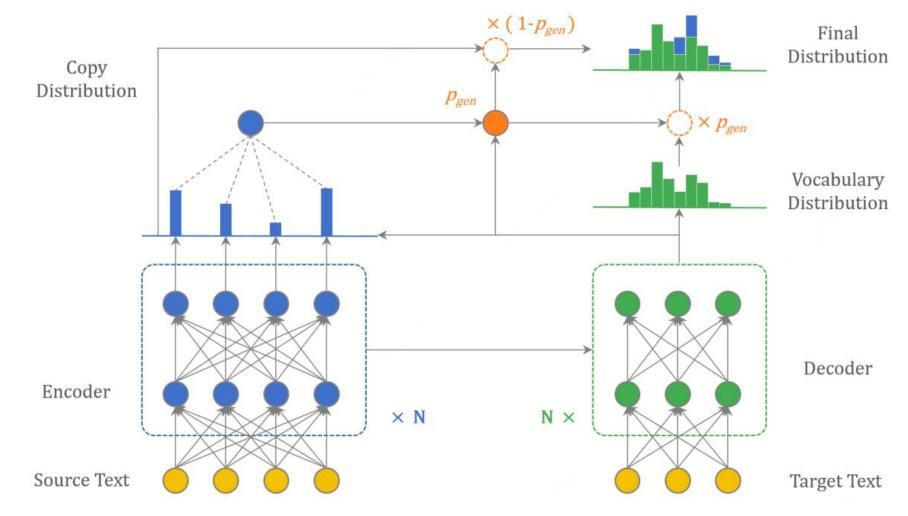
$$Attn(K,Q,V) = softmax\left(\frac{QK^{T}}{\sqrt{d_{k}}}\right)V$$

$$h_{11} = a_1 w_{11} + a_2 w_{12} + a_3 w_{11} + a_4 w_{12}$$

■ Self-Attention Guided Copy Mechanism for Abstractive Summarization. Song Xu\*, Haoran Li\*, Peng Yuan, Youzheng Wu, Xiaodong He and Bowen Zhou. ACL 2020.

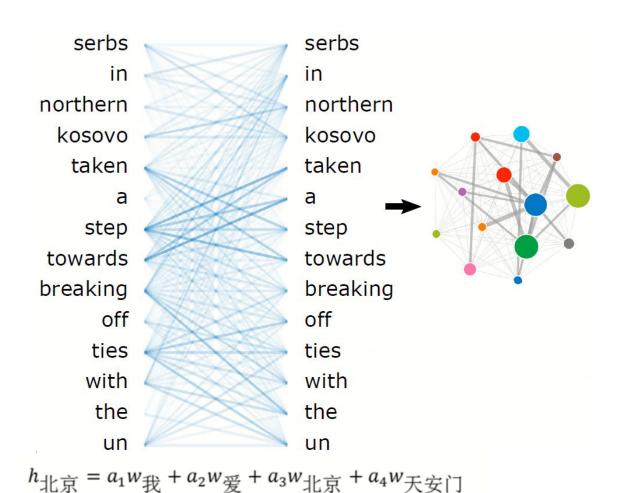


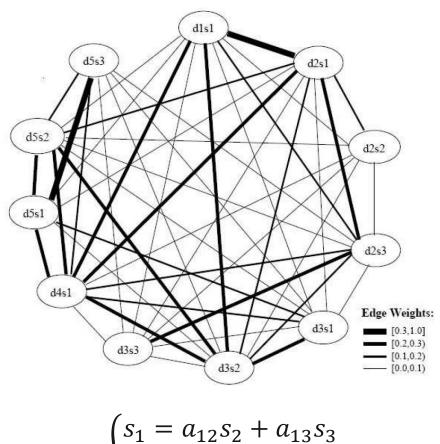
### ◆ Transformer+复制机制





### ◆ 自注意力全连接图

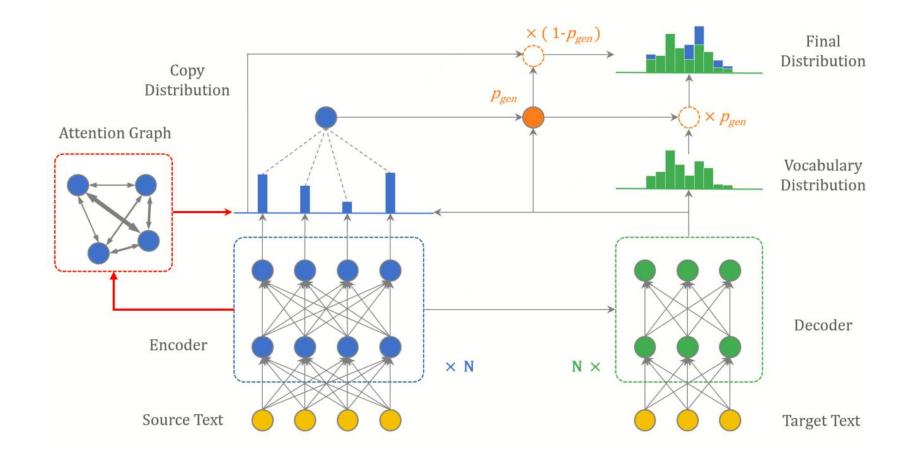




$$\begin{cases} s_1 = a_{12}s_2 + a_{13}s_3 \\ s_2 = a_{21}s_1 + a_{23}s_3 \\ s_3 = a_{31}s_1 + a_{32}s_2 \end{cases}$$



◆ Transformer+受到自注意力指导的复制机制





### ◆ 自注意力指导的复制机制

$$\alpha_{t,i} = \operatorname{softmax}(\frac{(W_s s_t)^T W_h h_i}{\sqrt{d_k}})$$
 softmax( $\frac{(W_s s_t)^T (W_h h_i + w_p score_i)}{\sqrt{d_k}}$ )

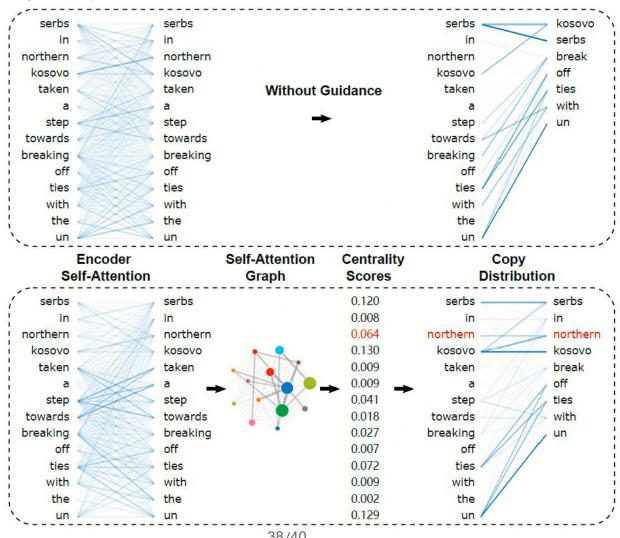
α:编码器-解码器间的注意力分布,复制概率分布

score: 重要性得分

$$\mathcal{L} = -\frac{1}{T} \sum_{t} \log P(y_t) + \lambda \text{KL}(\frac{1}{T} \sum_{t} \alpha_t, score)$$



# ◆ 自注意力指导流程示例





# ◆ 实验结果

Lead-3*	40.34	17.70	36.57
PGNet*	39.53	17.28	36.38
Bottom-Up*	41.22	18.68	38.34
MASS	41.38	19.11	38.42
MASS+Copy	41.71	19.41	38.66
SAGCopy Outdegree	42.53	19.92	39.44
SAGCopy Indegree-1	42.30	19.75	39.23
SAGCopy Indegree-2	42.56	19.89	39.40
SAGCopy Indegree-3	42.34	19.72	39.29

Table 2: ROUGE F<sub>1</sub> scores on the CNN/Daily Mail



### ◆ 实验结果

Models	RG-1	RG-2	RG-L
ABS*	29.55	11.32	26.42
ABS+*	29.76	11.88	26.96
SEASS*	36.15	17.54	33.63
SeqCopyNet*	35.93	17.51	33.35
MASS*	38.73	19.71	35.96
MASS+Copy	38.53	19.93	35.86
SAGCopy Outdegree	38.86	19.91	36.06
SAGCopy Indegree-1	38.84	20.39	36.27
SAGCopy Indegree-2	38.70	20.16	36.09
SAGCopy Indegree-3	38.69	19.83	35.98

Table 3: Experimental result on the Gigaword dataset.



