

Discriminative Clustering for Market Segmentation

Peter Haider^{*}
Dep. of Computer Science
Univ. of Potsdam, Germany
haider@cs.uni-
potsdam.de

Luca Chiarandini[†]
Web Research Group
Universitat Pompeu Fabra
Barcelona, Spain
chiarluc@yahoo-inc.com

Ulf Brefeld
University of Bonn
Bonn, Germany
brefeld@uni-bonn.de

ABSTRACT

We study discriminative clustering for market segmentation tasks. The underlying problem setting resembles discriminative clustering, however, existing approaches focus on the prediction of univariate cluster labels. By contrast, market segments encode complex (future) behavior of the individuals which cannot be represented by a single variable. In this paper, we generalize discriminative clustering to structured and complex output variables that can be represented as graphical models. We devise two novel methods to jointly learn the classifier and the clustering using alternating optimization and collapsed inference, respectively. The two approaches jointly learn a discriminative segmentation model for each segment. We evaluate our methods on segmenting user navigation sequences from Yahoo! News. The proposed collapsed algorithm is observed to outperform baseline approaches such as mixture of experts. We showcase exemplary projections of the resulting segments to display the interpretability of the solutions.

Categories and Subject Descriptors

I.5.3 [Clustering]: Algorithms

General Terms

Algorithms, Experimentation

Keywords

Discriminative Clustering, User Understanding, Market Segmentation

1. INTRODUCTION

^{*}This work was performed during an internship at Yahoo! Research, Barcelona, Spain.

[†]Also Yahoo! Research, Barcelona, Spain.

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Market segmentation reveals divisions in a given market, where a market refers to a population of interest such as people, customers, or organizations. A market segment is a subset of a market that is characterized by similar demands and/or needs based on qualities of a given product such as price or function.

Every segment is required to meet the following criteria. (i) It is homogeneous within the segment, so that individuals within the same segment exhibit common needs and can be targeted jointly with the same marketing strategy. (ii) It is easily distinguishable from other segments to guarantee that different segments have different demands and (iii) serves as a blueprint for distinct targeting strategies. The requirements are often summarized as *homogeneity*, *identifiability*, and *interpretability* (19).

Besides frequently deployed self-organizing maps (SOMs) (13; 7), market segmentation matches the problem setting of model-based clustering approaches. Clustering techniques either minimize the within-cluster similarity (1; 14), maximize the between-cluster similarity (7), or optimize a combination of both (18), and thus aim to produce homogeneous and identifiable solutions. Once segments have been computed, new customers need to be assigned to one of the subgroups to advertise the product accordingly.

Unfortunately, mapping new instances to an existing clustering is often difficult in practice. Intuitively, the new customer should be grouped to the closest segment with respect to some similarity measure. Closeness can for instance be computed as the distance in feature space to the median or the nearest member of a segment (11; 4). However, often at the time of classifying a new instance, not all features are known. Even using the similarity measure that is used by the clustering method itself on all features is frequently observed to perform surprisingly inaccurate, see e.g., (20) and Section 4. Other difficulties are for instance distribution-based clusterings, such as Expectation Maximization (6), which assign probabilities for cluster-memberships. By doing so, customers are probabilistically related to every segment. Converting this soft assignment into a hard assignment by taking a maximum a posteriori or winner-takes-all decision is often suboptimal if the memberships deviate from a point distribution, in which case more than one segments are likely candidates (14).

Optimally, the segmentation is therefore learned together with a classifier that discriminatively maps new instances to clusters; a problem setting which is also known as discriminative clustering (5; 20; 24; 8). The idea is to have the clustering provide the labels for the classifier which is

Discriminative Clustering For Market Segmentation

**Kristiaan Helsen, Paul E.
Green, Wharton School. Marketing
Department**



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a bioinformatics and computational approach in drug designing It then goes on to cover the implementation of computational programming bioinformatics pharmacophore modeling biotechnological techniques and pharmaceutical chemistry in designing drugs The major advantage of intervention of computer language or programming is to cut down the number of steps and costs in the field of drug designing reducing the repeating steps and saving time in screening the potent component for drug or vaccine designing The book describes algorithms used for drug designing and the use of machine learning and AI in drug delivery and disease diagnosis which are valuable in clinical decision making The implementation of robotics in different diseases like stroke cancer COVID 19 etc is also addressed Topics include machine learning AI databases in drug design molecular docking bioinformatics tools target based drug design and immunoinformatics chemoinformatics and nanoinformatics in drug design Drug repurposing in drug design in general as well as for specific diseases including cancer Alzheimer s disease tuberculosis COVID 19 etc is also addressed in depth Integration of IoT with Cloud

Computing for Smart Applications Rohit Anand,Sapna Juneja,Abhinav Juneja,Vishal Jain,Ramani Kannan,2023-07-25

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Table of Contents Discriminative Clustering For Market Segmentation

1. Understanding the eBook Discriminative Clustering For Market Segmentation
 - The Rise of Digital Reading Discriminative Clustering For Market Segmentation
 - Advantages of eBooks Over Traditional Books
2. Identifying Discriminative Clustering For Market Segmentation
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Discriminative Clustering For Market Segmentation
 - User-Friendly Interface
4. Exploring eBook Recommendations from Discriminative Clustering For Market Segmentation
 - Personalized Recommendations
 - Discriminative Clustering For Market Segmentation User Reviews and Ratings
 - Discriminative Clustering For Market Segmentation and Bestseller Lists
5. Accessing Discriminative Clustering For Market Segmentation Free and Paid eBooks
 - Discriminative Clustering For Market Segmentation Public Domain eBooks
 - Discriminative Clustering For Market Segmentation eBook Subscription Services
 - Discriminative Clustering For Market Segmentation Budget-Friendly Options
6. Navigating Discriminative Clustering For Market Segmentation eBook Formats

- ePub, PDF, MOBI, and More
- Discriminative Clustering For Market Segmentation Compatibility with Devices
- Discriminative Clustering For Market Segmentation Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Discriminative Clustering For Market Segmentation
 - Highlighting and Note-Taking Discriminative Clustering For Market Segmentation
 - Interactive Elements Discriminative Clustering For Market Segmentation
- 8. Staying Engaged with Discriminative Clustering For Market Segmentation
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Discriminative Clustering For Market Segmentation
- 9. Balancing eBooks and Physical Books Discriminative Clustering For Market Segmentation
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Discriminative Clustering For Market Segmentation
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Discriminative Clustering For Market Segmentation
 - Setting Reading Goals Discriminative Clustering For Market Segmentation
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Discriminative Clustering For Market Segmentation
 - Fact-Checking eBook Content of Discriminative Clustering For Market Segmentation
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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