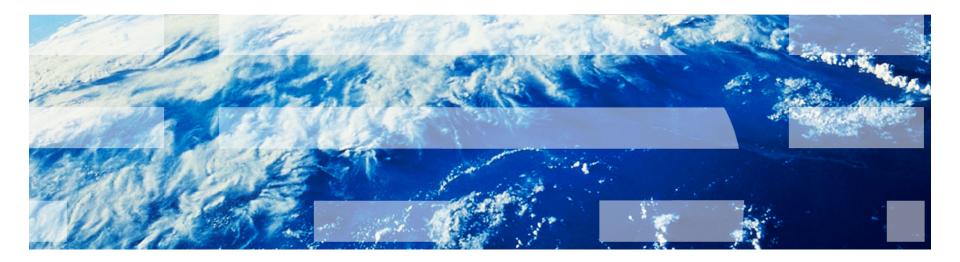


E6895 Advanced Big Data Analytics Lecture 10:

Social and Cognitive Analytics

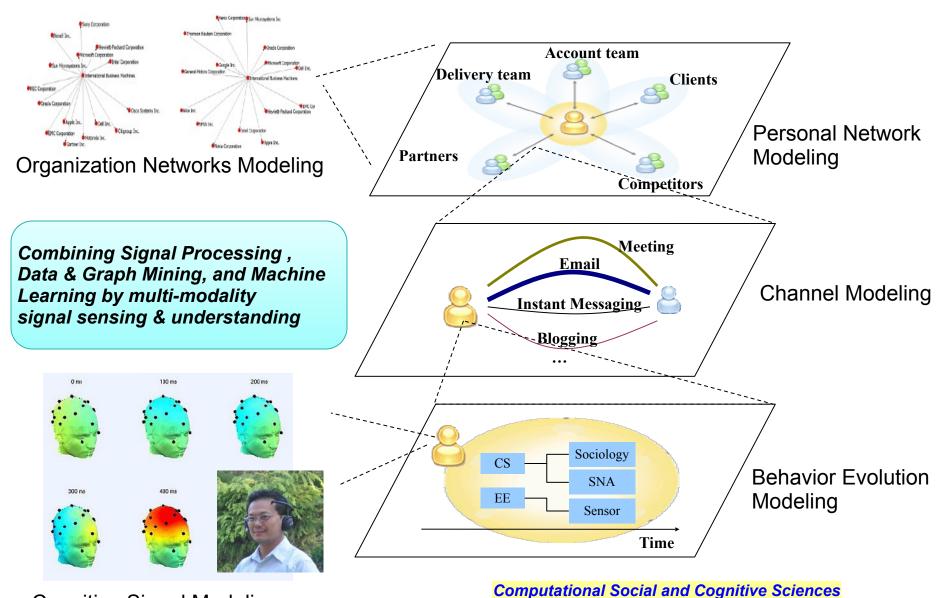
Ching-Yung Lin, Ph.D.

Adjunct Professor, Dept. of Electrical Engineering and Computer Science



Understanding People – from cognitive level to societal level

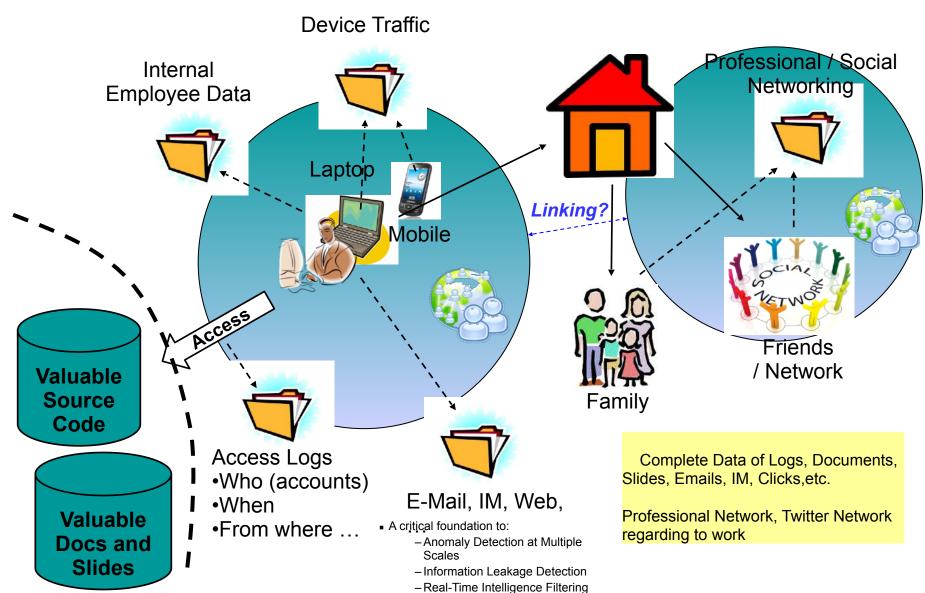




Cognitive Signal Modeling

People Analytics → All Aspects of a Person



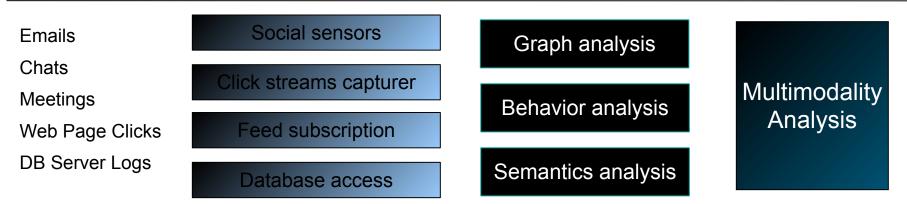


22

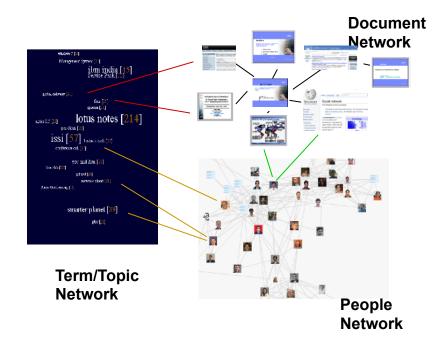
3

Example — our enterprise social analytics system





15,000 volunteers; 76 countries; 119,000 users 25,000,000 emails & instant messages (incl. content) 1,500,000 Learning click data; 44,000 entities 6,681,000 Knowledge & Sales access data; 240,000 entities 1,687,000 Media Library access data; 105,000 entities 700,000 posts (blogs 3,000, file sharing 210,000, bookmark 450,000, Wiki 11,000) data 200,000 people's consulting financial databases 400,000 organization/demographic data *100,000 intranet searches per day*

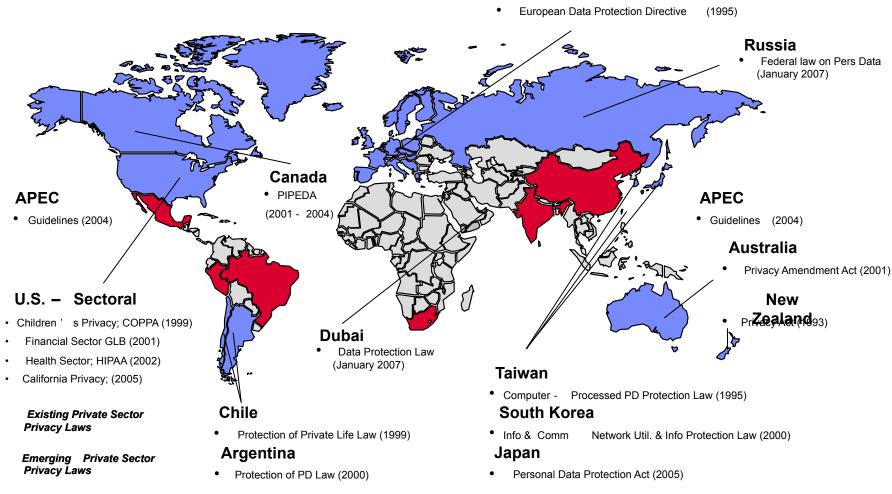


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Privacy – adaptive features for global privacy laws

• Privacy features and worked with GBS to go through 2-year global privacy review with privacy officers and labor union approval to make SmallBlue a deployable production system

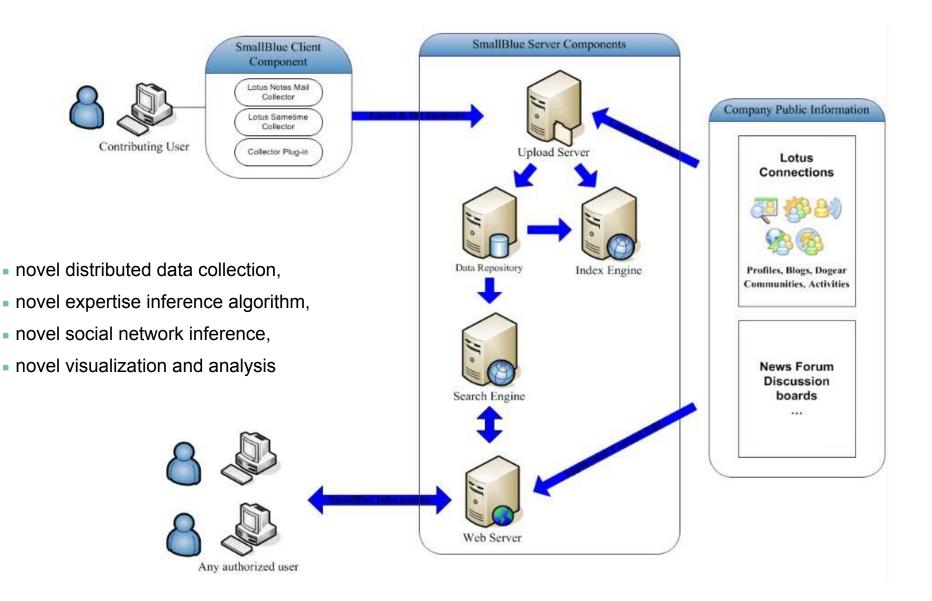
• A unique large-scale social network capturing and process system that is lawful & user-aware system about people worldwide



European Union

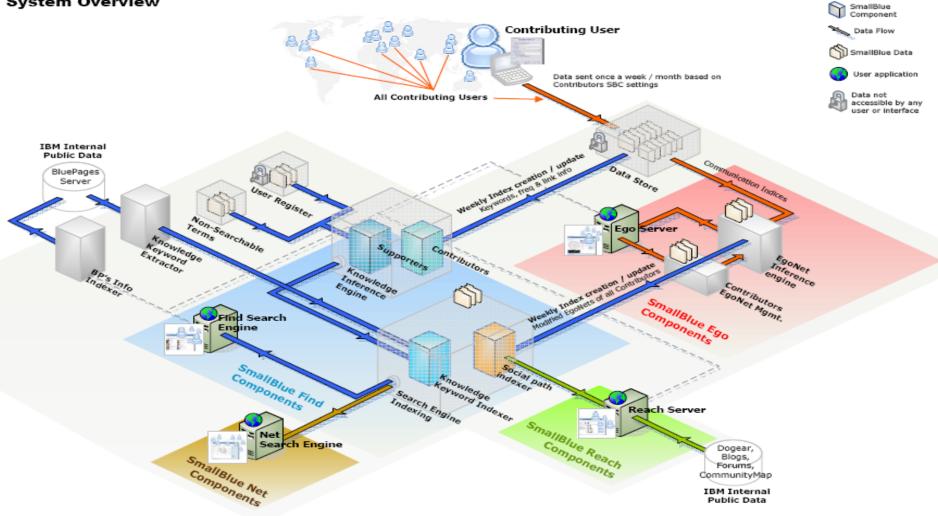
Social Mining Enterprise Architecture





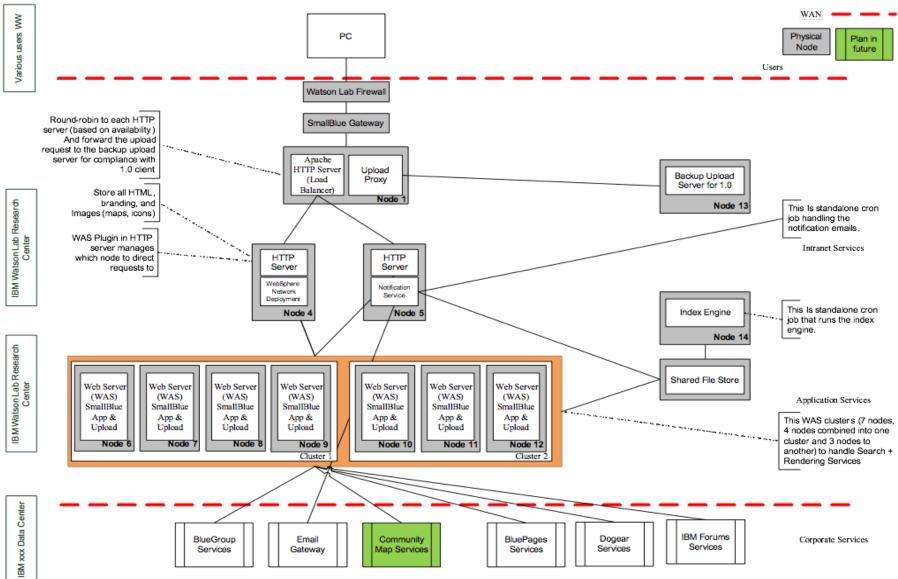


System Overview



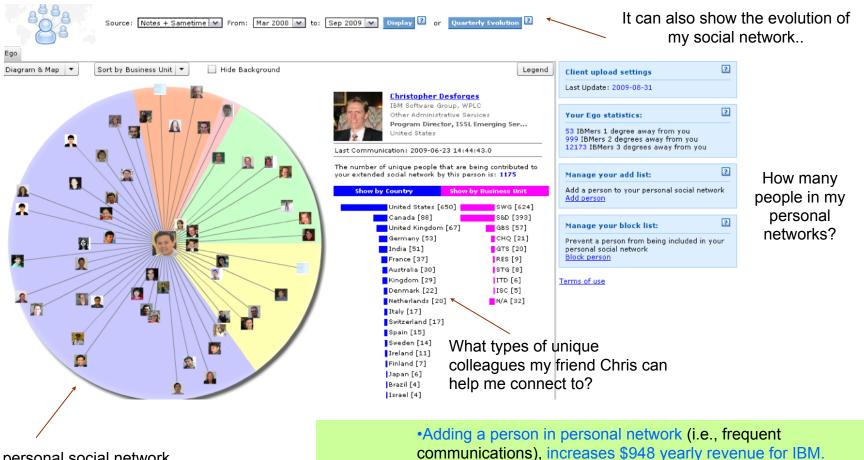


Advanced Social Mining Enterprise 1.1 architecture



Note that this diagram indicates the exact number of machines considered necessary in each location type. The community map service will be added in future.





My personal social network automatically found by SmallBlue with social distance

April 10, 2009)1% increase in social network diversity is associated with\$239.5 in monthly revenue

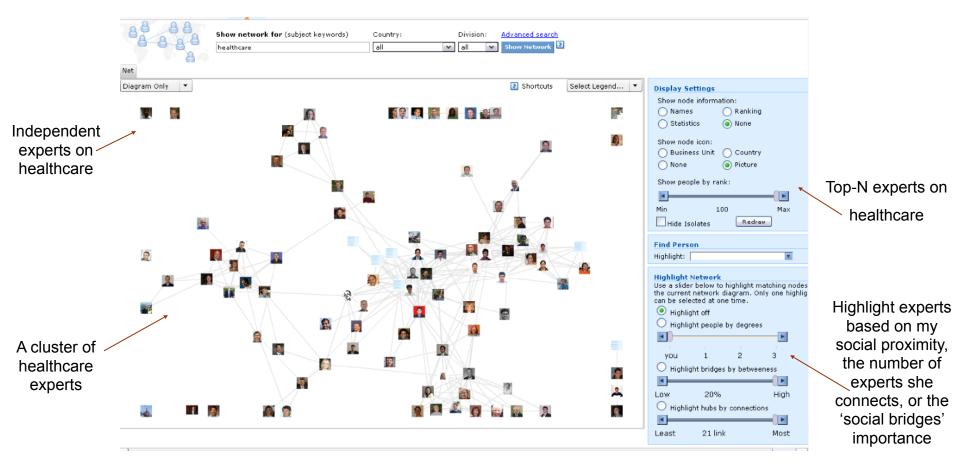
(selected by BusinessWeek Magazine as the Top Story of the Week,

•1% increase in social network diversity is associated with an increase of 11.8% in job retention.

10

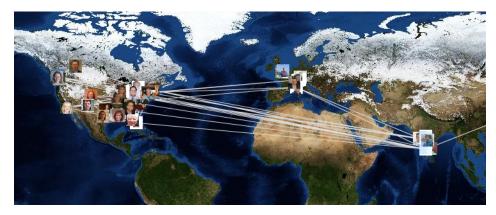
Visualizing Social Network Analysis

How are company's employees communicating 'healthcare' linking with each other? Who are the key bridges? Who have the most connections? How do these people cluster? It can be extended to analyze relationship of customers

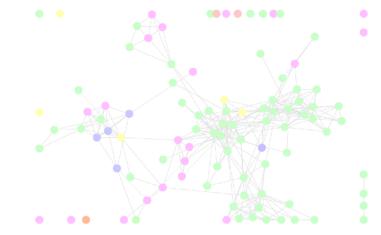




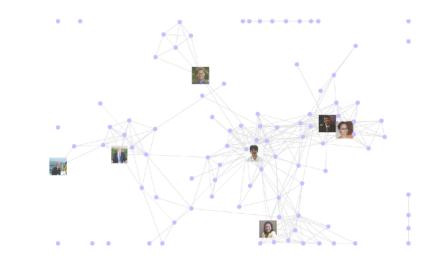




IBM Healthcare-related employees in the world



Connections between different divisions



Key social bridges

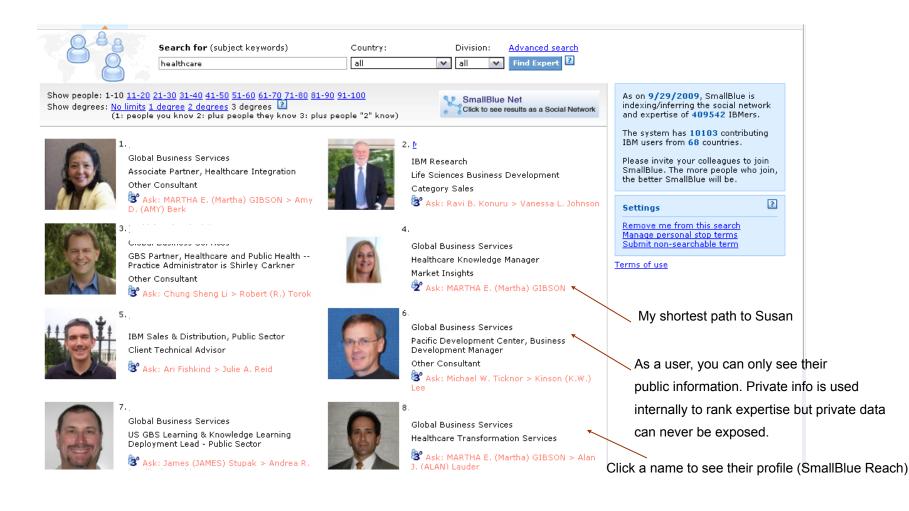


IBM Healthcare-related employees in the U.S.

Finding expertise



E.g.: Search for the most knowledgeable colleagues within my 3-degree network for who knows 'healthcare'. (or within a country, a division, a job role, or any group/community)



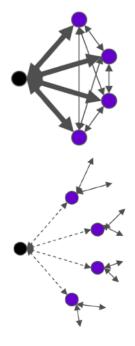
Formal Path



My various paths to Tom. SmallBlue can show the paths to any colleagues up to 6-degree away



- Topological point of views
 - What type of network structure is beneficial?

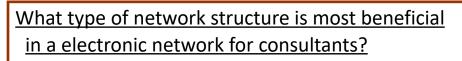


<u>Cohesive Network</u>

- Trust
- Absorptive capacity
- Precision, Reliability

Structurally Diverse Network

- Brokering position
- Access to many pools
- of diverse, novel information



- Importance of Direct Contacts?
- Importance of Indirect Contacts?
- •Constrained vs. unconstrained?



Network Topology Measures		11	
Direct Contacts	Size(7) = 4 Size(12)= 3	+ No information distortion - High maintenance cost	Network size → strong work performance (?)
Indirect Contacts	Btw(7)= 33 Btw(12)=6 3steps(7) =11 3steps(12)=8	+ Access diverse information - Information distortion	Btw-centrality → Strong work performance (?) 3-step Reach →Strong work performance (?)
Structural Diversity	Div(7)=.53 Div12)=0.16	+Transfer complex knowledge - Access diverse knowledge	Diversity→ Strong work performance (?)



- MIT studied 2,038 IBM Global Business Consultants for 2 years, it was found that:
 - After a consultant started using SmallBlue, his social network/capital obviously grew and his monthly billable revenue for Company increased by \$584.15 (i.e., \$7,010 per year)
- Joint analysis of social capital and economic capital:
 - Adding a person in personal network (i.e., someone with frequent communications), increases \$948 yearly revenue for Company. (selected by BusinessWeek Magazine as the Top Story of the Week, April 8, 2009)
 - 1% increase in social network diversity is associated with \$239.5 in monthly revenue (i.e., \$2,874 revenue increase per year).
 - 1% increase in social network diversity is associated with an increase of 11.8% in job retention (i.e., surviving layoff).
- IBM Research Achievement "SmallBlue made Millions of Contribution to GBS in 2009"



SmallBlue / Atlas was featured in 120+ news articles, including 4 times by *BusinessWeek* (Jan and May 2008, April and June 2009)



Observations from Personal Social Networks vs. Revenue

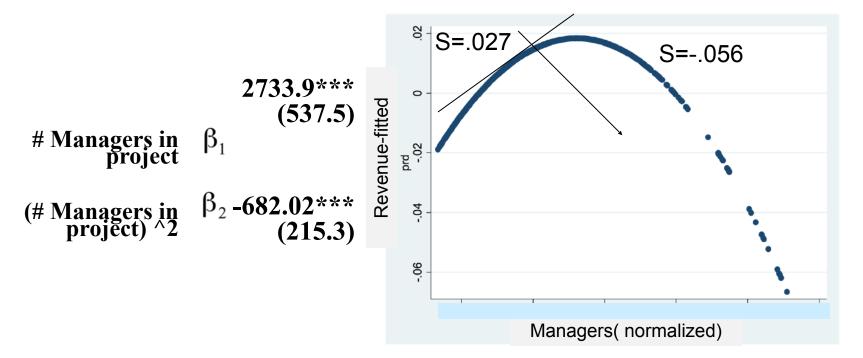
- Structural Diverse networks with abundance of structural holes are associated with higher performance.
 - Having diverse friends helps.
- Betweenness is negatively correlated.
 - Being a bridge between a lot of people is not helpful.
- Network reach are highly corrected.
 - The number of people reachable in 3 steps is positively correlated with higher performance.
- Having too many strong links the same set of people one communicates frequently is negatively correlated with performance.
 - Perhaps frequent communication to the same person may imply redundant information exchange.
 - Future textual analysis can be done to confirm this.



Project Team Composition—Managers

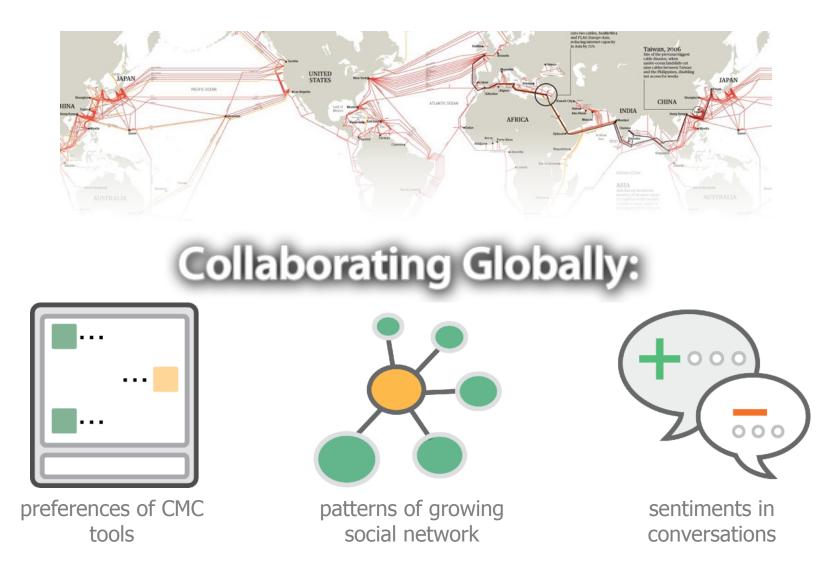
The number of managers in a project exhibit an inverted-U shaped curve. 1.Having managers in a project is correlated with team performance initially. 2.Too many managers in a project is negatively associated with team performance.

 $revenue = \alpha + \beta_1 \cdot mgr + \beta_2 \cdot mgr^2 + \gamma_1 \cdot otherfactor_1 + \dots + \gamma_k \cdot otherfactor_k + \varepsilon$



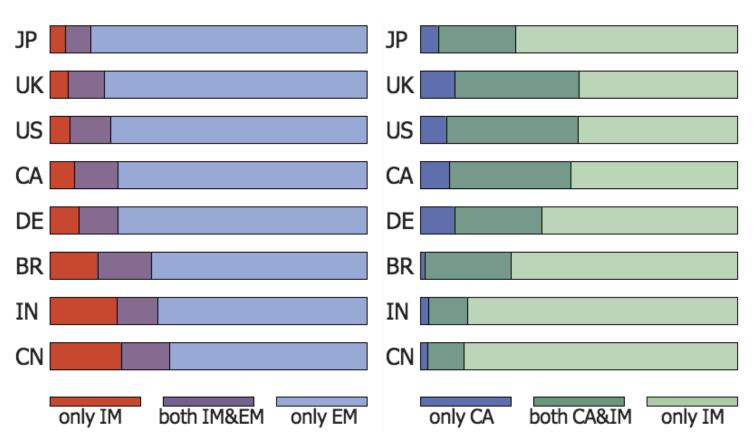


Culture Factor in CMC-based Communications





Preferences of CMC Tools

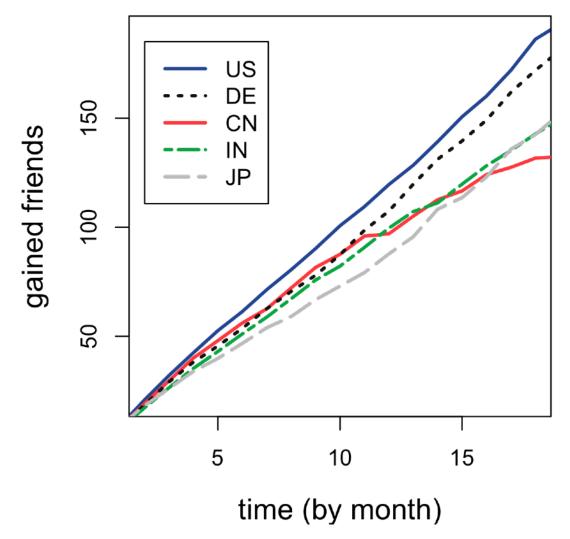


IM vs. Email

Calendar Meet vs. IM



Growing one's Social Networks

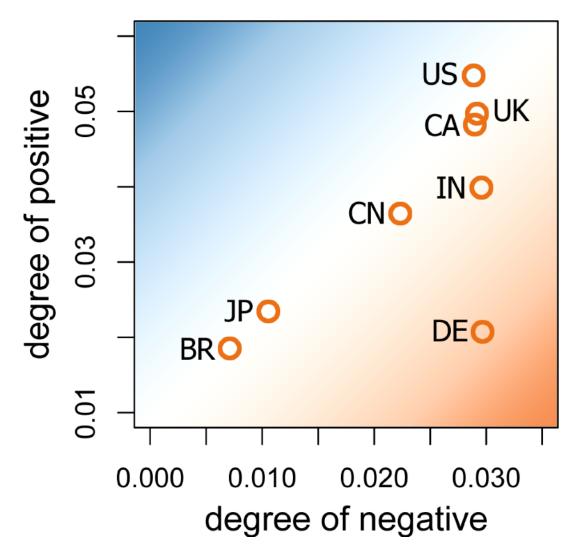


© CY Lin, Columbia University

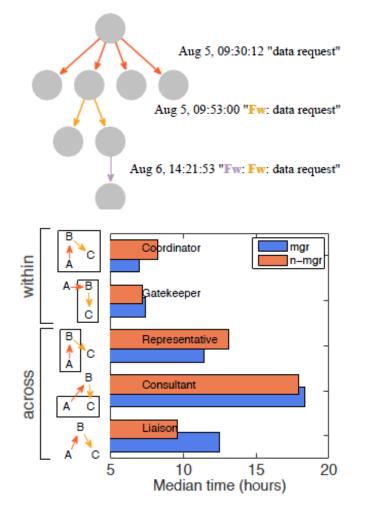
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Sentiments in Conversation



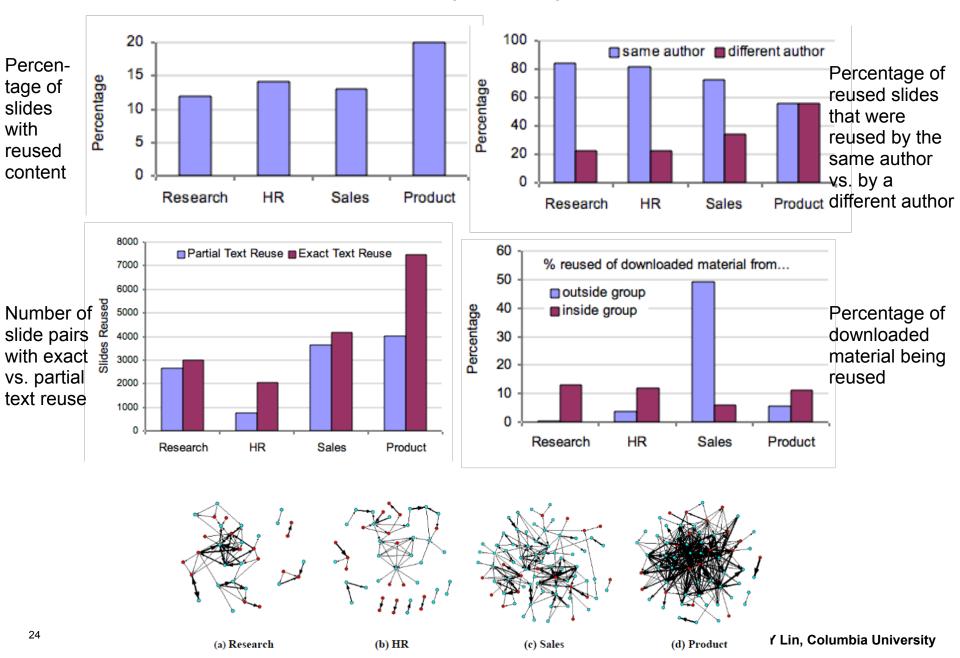




Role difference of normal behavior

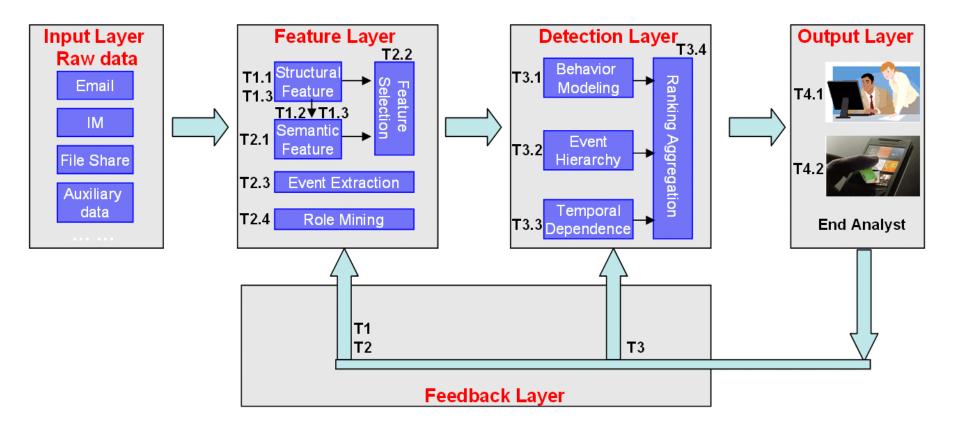


Information Reuse Behavior (CHI '11)





Overall Flowchart: Network Science + Machine Learning + Role Mining + Visualization



Anomaly Detection – algorithms and infrastructure



Thrust 1: Anomaly Detection Algorithms

-- New algorithms to detect abnormal humans (nodes) as well as abnormal contacts (edges) from social networks.

-- Explore the structure feature and incorporate content (semantic) features.

Thrust 2: Anomaly Usability

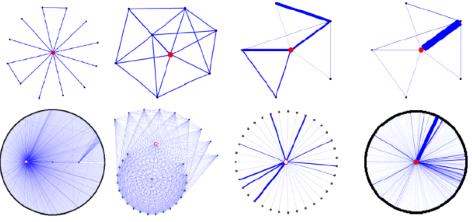
-- Address the 'lack-of-the ground-truth' issue by

(1) Interpretation friendly properties (e.g., non-negativity, sparseness, etc) into the current anomaly detection matrix factorization; and

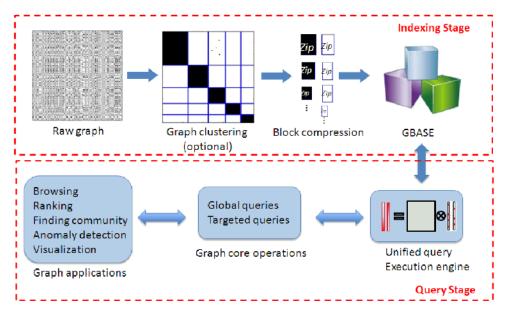
(2) providing some concise summarization to perform anomaly attribution.

Thrust 3: Infrastructure Support

-- General and scalable graph/network management system to process large network data, especially social and behavior of people / unique IPs.

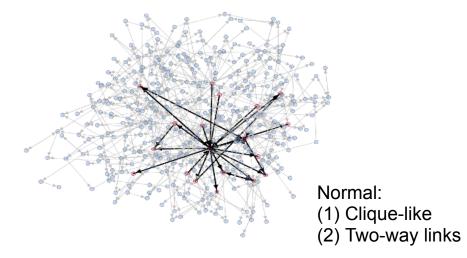


(a) Near-star(b) Near-clique(c) Heavy vicinity(d) Dominant edgeTypical abnormal nodes and their local ego-net structures



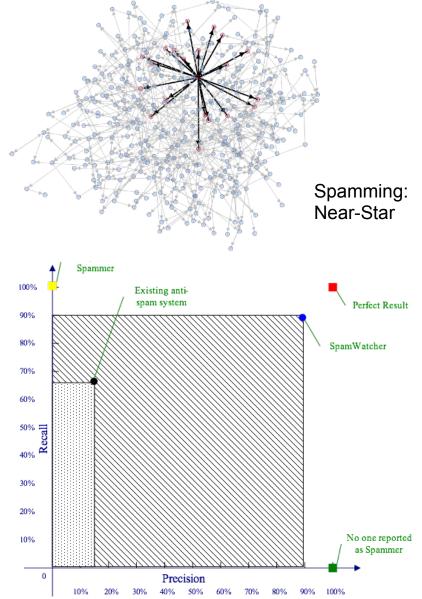
The overall flowchart of the graph management system

Use Case: Utilizing Social Network Analysis for Spam Detection UNIVERSITY

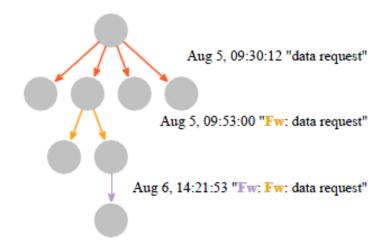


- A pilot project was done by CRL in a telecomm area of 6 million users in 2009.
- In experiment
 - Social Network Analysis is with recall of 89.97% and precision of 88.17% while comparison system is with 66.77% recall and 14.85% precision.
 - -SNA's precision/recall area is 8
- ²⁷ times larger

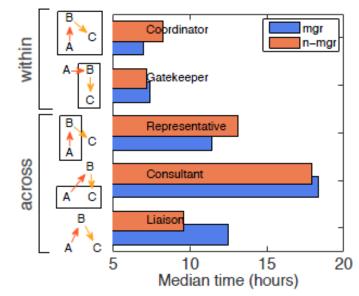
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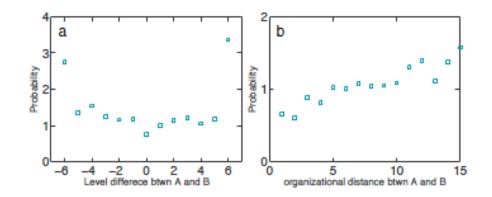




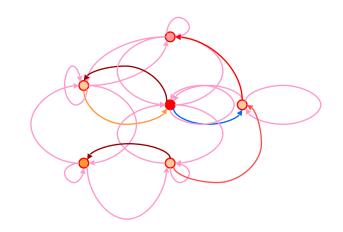


An illustrative example of an informa spreading tree. This tree is of size 8, width 4, depth 3.



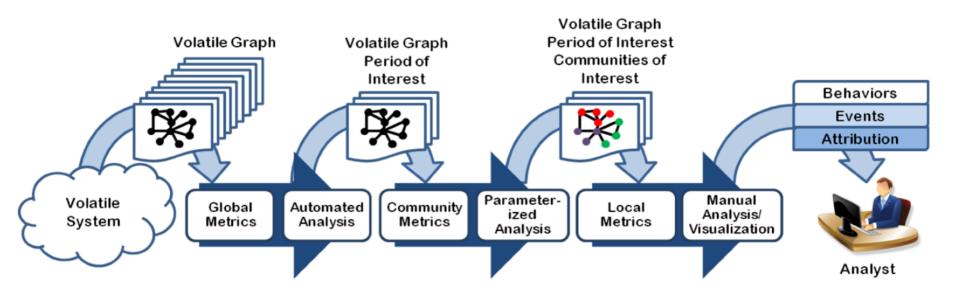


Probability ratio of email forwarding as a function of (a) hierarchical level difference and (b) organizational distance between initiators and readers. The information spreading exhibits some i-homophily effect.





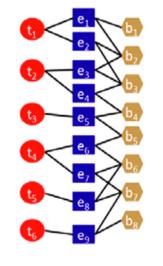
- •T 1.1: Structure Feature Extraction
- •T 1.2: Initial Filtering
- •T 1.3: Scalability



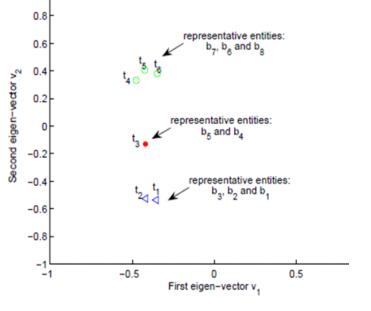
Time-to-Time (T3) Proximity Matrix Analysis



Time Steps	Events	Entities
t1	e ₁	b ₁ , b ₂
	e ₂	b ₂ , b ₃
t ₂	e ₃	b ₂ , b ₃
	e ₄	b ₃ , b ₄
t ₃	e ₅	b ₄ , b ₅
t ₄	e ₆	b ₅ , b ₆
	e ₇	b ₆ , b ₇
t ₅	e ₈	b ₆ , b ₇
t ₆	eg	b ₇ , b ₈



1



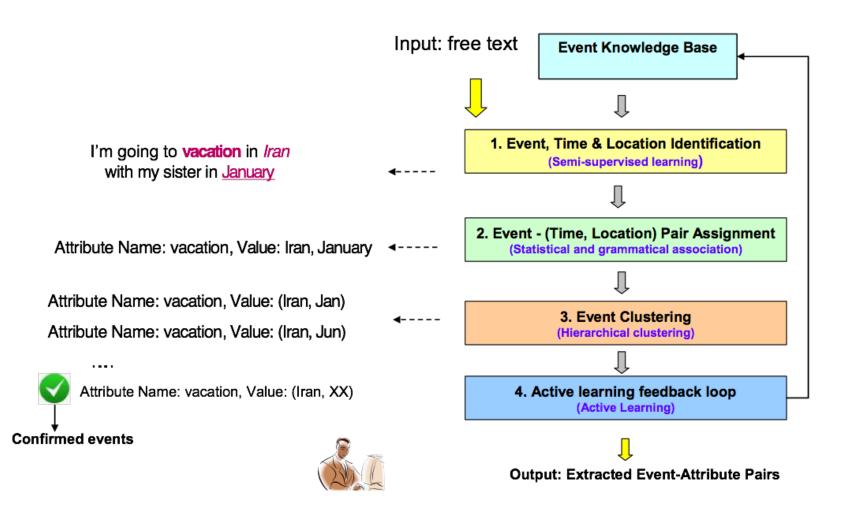
(a) Input of T3

(b) Graph Representation

(c) Output of T3 (at finest level)

Thrust 2: Semantic Level Analysis

- •T 2.1: Semantic Feature Extraction
- •T 2.2: Feature Augmentation and Selection
- T 2.3: Abnormal Event Extraction
- T 2.4: Role Mining and Analysis





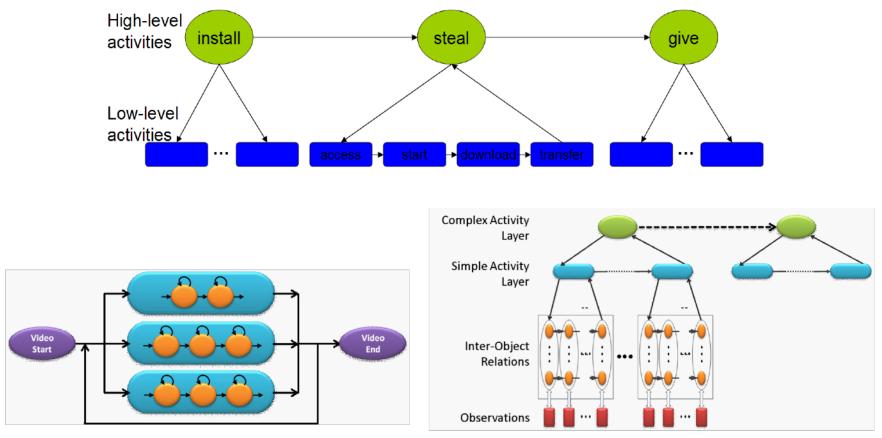
Thrust 3: Ranking and Aggregation



•T 3.1: User Behavior Modeling

•T 3.2: Hierarchical Event Analysis

- T 3.3: Temporal Dependency Analysis
- T 3.4: Anomaly Aggregation



(a) Combined Composite Activity Model

(b) Unrolled Composite Activity Model

Network Science → Network and Graph Analysis

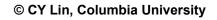


Example 1: Internet Map Nodes: ISPs; Edges: Connection (33K Nodes, 290K edges)

Example 2: Social Network Nodes: People; Edges: Friendship (FaceBook has 500M+ Users)

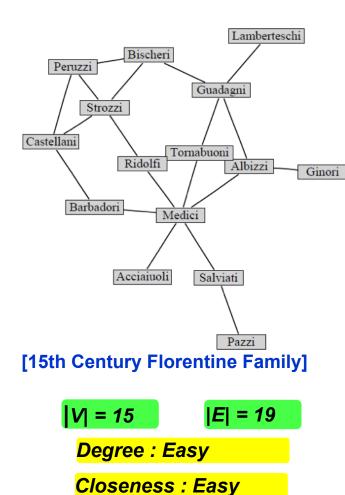
Example 3: Web Graph Nodes: Web Pages; Edges: Hyperlinks (Yahoo Web: 1.4B nodes, 6.6B edges)

Multiple Scales, Multiple Disciplines



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Betweenness : Easy

"Who are the most important actors?"

Three centralities

Degree: # of neighbor Closeness: avg. shortest path length Betweenness: # of times a node sits between shortest path

Application

Measuring the financial company value Network attack monitoring

O(|E|)

O(|V|3)

O(|V|2log|V|)

Internet Web]

V = Billions	E = Billions		
<mark>Degree : E</mark>	Degree : Easy		
Closeness	Closeness : Hard		
Betweenness : Hard			

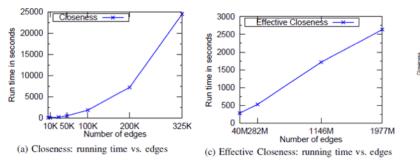
For 2 Billon Edges, - standard closeness: 30,000 years

Network Analysis -- Effectiveness & Efficiency (GBase)



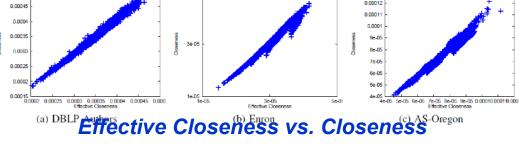
 Example -- we proposed two new centralities (`effective closeness' and `LineRank'), and efficient large scale algorithms for billion-scale graphs.

DELP PA PA



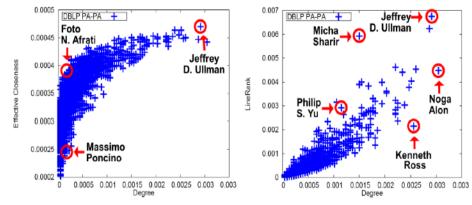
Scalability Results

(Near-linear scalability)



Enron +

(Near-linear correlation (≥97.8%)



(a) DBLP Authors: Effective Closeness vs. Degree (b) DBLP Authors: LineRank vs. Degree

Analysis of Real-World Graph

For 2 Billon Edges, - standard closeness: 30,000 years - effective closeness: ~ 1 day ! 1,000,000 times faster!

Privacy – cryptography and key management approach (CIKM '1

A novel methodology & system for data mining and content/people recommendations
New cryptographic method:

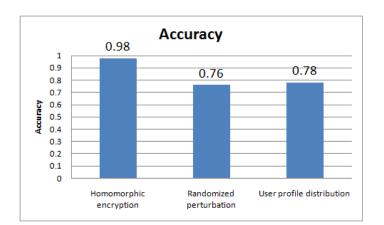
 Polynomial Ring Homomorphism, derived from Lattice-Based Cryptography

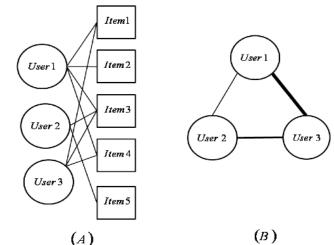
•Encrypted domain:

Addition Multiplication Division

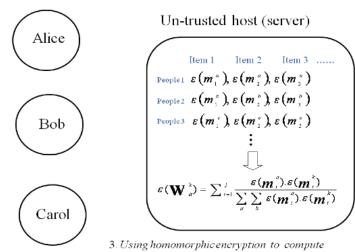
Key management protocol for:

- Encrypted Multi-Layer Ranking





Soft clustering for recommendations



3. Using homomorphic encryption to compute similarity in encrypted domain, a subgroup of people with similar preference was selected and recommend.

Encrypted domain computation



What is the problem?

-Past studies showed significant success on utilizing social relationships for sales & marketing.

•McKinsey (2009) surveyed 190+ firms in all industry sectors utilizing 'social selling':

-- the transaction increase consideration by avg. 19%;

-- the average yield increase conversion by avg. 17%.

•Krackhardt (Carnegie Mellon U, 2005) showed that companies with strong informal networks perform 5 or 6 times better than those with weak networks.

•Brydon (VisblePath, 2006) showed that the performance gains of companies utilizing relationships are 16x in sales; 4x in marketing; and 10x in hiring

-How to utilize Social Network Analysis for Marketing and Sales?

•What is the solution?

-Conduct social graph analysis, human capital analysis, and economic analysis to quantify micro- and macro- social capital of each company (B2B) or each individual (B2C).

-Large-scale Data Mining for social capital calculation through distributed social sensors, sales records, communications, web & social media activities, etc. .

-Inject historical leads and sales records to train machines to associate casualty of social capital and economic gains..

-Optimize collective social & human capitals for marketing strategies and team forming.

What are the related assets in Smarter Commerce solutions stack?

-Unica Leads, NetInsight, Detect, CustomerInsight, and PredictiveInsight

-CoreMetrics Continuous Optimization Platform

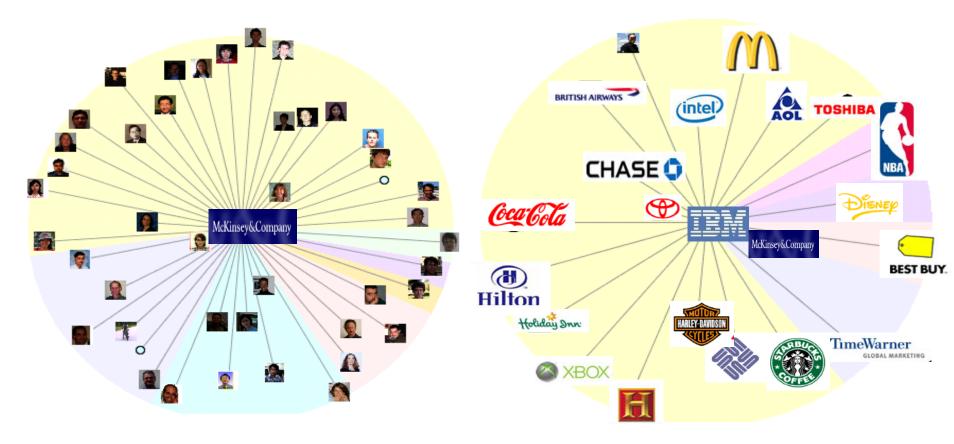
•What remains to be done?

–Expand existing IBM Production System and Commercial Service Asset: SmallBlue / IBM Atlas for largescale social network analysis, economic analysis, privacy-preserving data collection, marketing and sales expertise search and recommendation, etc, for Unica and Coremetrics platform.

-After successful completion, sharing these Analytics with other platforms based on business needs.

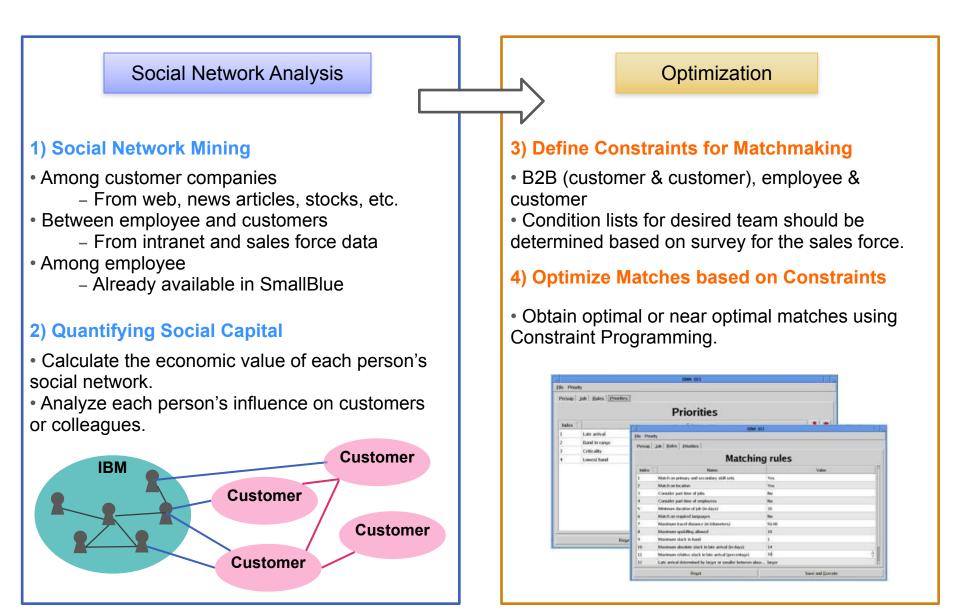
An example of utilizing micro- and macro social capital

- Who among Employees are the closest to McKinsey? What is the shortest path for me to reach McKinsey through my colleagues? Who should join the team for McKinsey to send this kind of marketing message?
- How strong is Company, in terms of relationship strength, to other companies?



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Use Case of B2B Sales based on SNA and Optimization

Main Steps

- Extract a set of solution candidates (team forming) by social network analysis (SmallBlue).
 Specify solutions that satisfy constraints by optimization from a set of solutions.
- Example: Waterproof camera manufacturer
 - In the past, Company succeeded to consult company A's to sell their waterproof camera to Best Buy.
 - Which one was the best selling model?
 - What kind of strategy lead the project to be succeeded[^]
 - Now we have a scuba diving school B who wants to buy waterproof camera for their classes as e-marketing custome

It is a chance to match company A and diving

- Here, this problem is defined as follows:
 - 1. Find social relationships between company A and diving school B.
 - Situation of relationship between A and B would be cleared by social network mining and analysis on news articles, stock markets, blogs and so on.
 - 2. Find following experts from Company using SmallBlue's social mining techniques.
 - 1 person who knows company A, 1 person who knows diving school B and 1 person who knows how to process campaign in gym, tennis school, etc.
 - 3. Specify appropriate people as a sales team using Tonkawa's optimization techniques.
 - The team members are determined from a set of experts extracted by SmallBlue based on constraints like each person's schedule, skills, expected level of their contribution, relationship among team, etc.

If we could know about available data, more scenarios would be produced.





Major technical steps for SNA for Marketing and Sales



- Make innovate Sales & Marketing software prototype (especially for B2B)
- Technical Approach
 - Foundation:
 - Privacy-Preserving Large Scale Data Mining
 - Large-Scale Network Analysis
 - Large-Scale Graph Management, Storage, Index and Retrieval
 - Large-Scale Optimization
 - Quantifiable economic and financial analysis for sales & marketing optimization strategy on graphs and networks
 - Applications:
 - Quantifying Social Capital of Customer Companies and their people:

Finding social networks inside and outside companies by extending SmallBlue mining technology

• Converting Social Capital into Economic Gain for B2B Marketing & Sales:

Which employee has the shortest 'social path' to reach a customer company, or a specific person in a customer company? Who is the right person to send match message to customer?

Finding matches between customer companies or between customer and employee team based on their social capitals and constraints using optimization technology

- Major Research Challenge:
 - First prototype system to quantize Social Capital, and utilize it for B2B Marketing & Sales
 - Significant amount of new system design, social & economic analytics and optimization techniques.



Relational Term-Suggestion

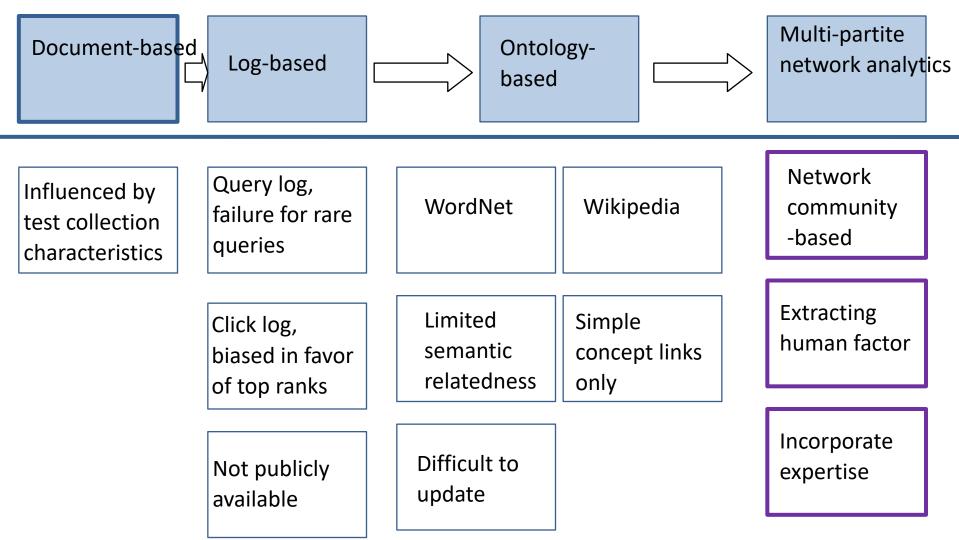
Q.

What keywords should I put in the search box to get the information I really want?

amazon.com







Document-based



- Influenced by test collection characteristics
- No consideration of key terms that are highly semantically related but do not frequently cooccur.



apple juice apple tree

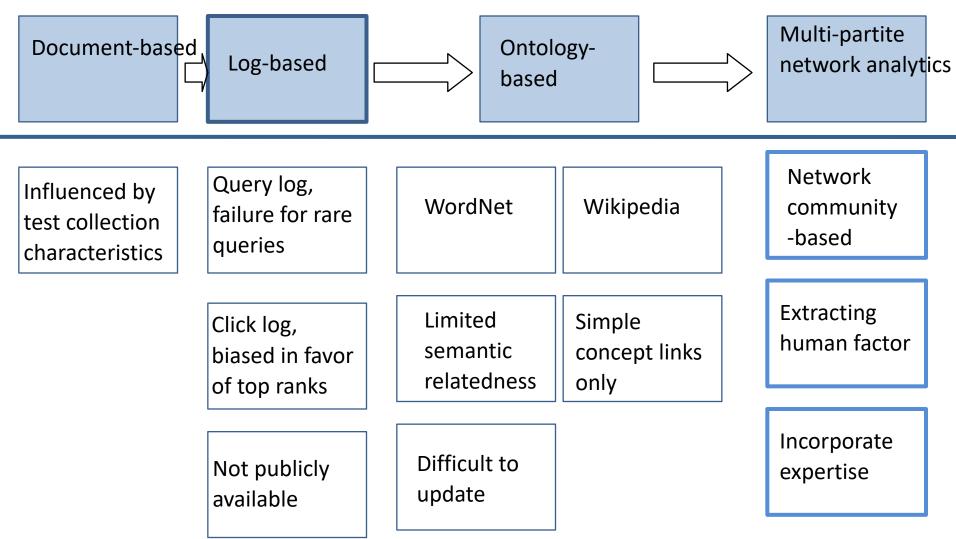


apple store apple TV



Kim, M. AND Choi, K. A. 1999. Comparison of collocation-based similarity measures in query expansion. *Information Processing and Management* 35 (1999), 19-30.

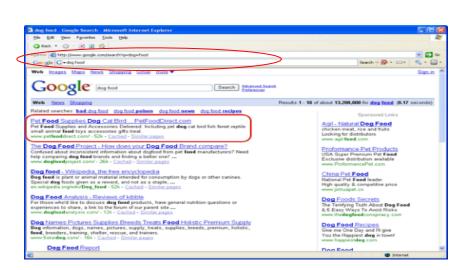


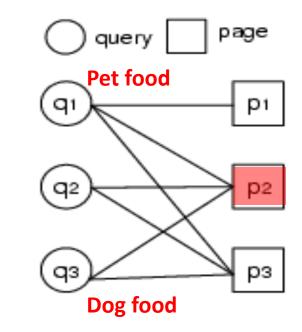




Log-based

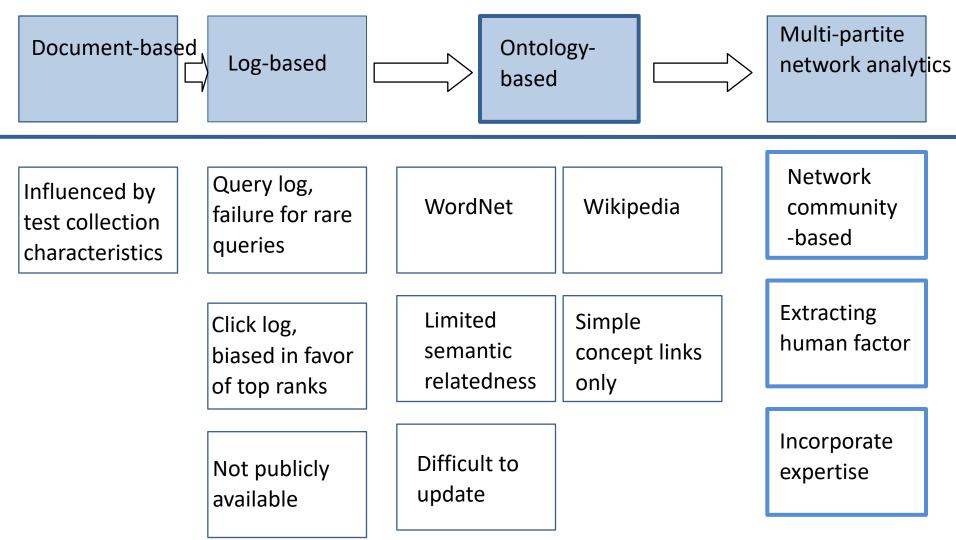
- Cluster queries with similar clicked URLs
- Identifying the mapping between queries and clicked URLs





BAEZA-YATES, R., AND TIBERI, A. 2007. Extracting Semantic Relations from Query Logs. In *Proceedings* of the 13th ACM SIGKDD International Conference on Knowledge Discovery and Data Mining (KDD 2007), 76-85.







WordNet as Ontology

- Manuallyconstructed system based on individual words benefit will be limited
- System is not easily updated

WordNet Search - 3.1 - WordNet home page - Glossary - Help	
Word to search for solar power Search Word	let
Display Options: (Select option to change) Change Key: "S:" = Show Synset (semantic) relations, "W:" = Show Display options for sense: (gloss) "an example sentence	
Noun	
 S: (n) solar energy, solar power (energy from the electrical energy) "the amount of energy falling on constant, but very little use has been made of sol 	the earth is given by the solar

Pedersen, T, Patwardhan, S and Michelizzi, J. "WordNet::Similarity -Measuring the Relatedness of Concepts" 2004 In *Proceedings of the Nineteenth National Conference on Artificial Intelligence (AAAI-2004)* pp. 1024-1025.



Wikipedia as Ontology

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WIKIPEDIA	Solar power			. (9)
The Free Encyclopedia	From Wikipedia, the free encyclopedia			
Main page	This article is about generation of e	lectricity using solar energy. For other uses	of solar energy, see Solar	energy.
Contents Featured content Current events Random article Donate to Wikipedia	Solar power is the conversion of sunlig using photovoltaics (PV), or indirectly u (CSP). Concentrated solar power syste tracking systems to focus a large area Photovoltaics convert light into electric effect. ^[1]	ising concentrated solar power ems use lenses or mirrors and of sunlight into a small beam.		
 Interaction Help About Wikipedia Community portal Recent changes Contact Wikipedia 	Commercial concentrated solar power 1980s. The 354 MW SEGS CSP install plant in the world, located in the Mojava CSP plants include the Solnova Solar F Andasol solar power station (150 MW), Charanka Solar Park in India, is the wo	ation is the largest solar power Desert of California. Other large Power Station (150 MW) and the both in Spain. The 214 MW	e PS10 concentrates sunlight liostats onto a central tower.	from a field of
► Toolbox	Contents [hide]			Renewable energy
Print/export	1 Applications			- + - 1
🕶 Languages	2 Concentrating solar power			



Wikipedia as Ontology

- Wikipedia is a web-based free encyclopedia that anyone can edit.
- The English Wikipedia edition
 - 2.4 million articles
 - 1 billion words.
- Wikipedia relies on the power of collective intelligence
 - by peer-reviewed approaches rather than the authority of individual.
 - high quality,
 - almost noise free.

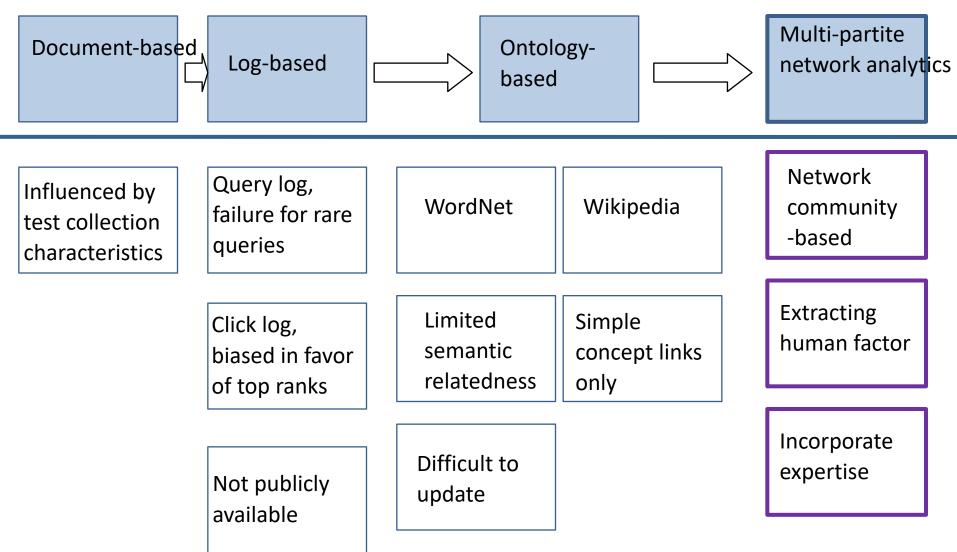


Previous Approaches

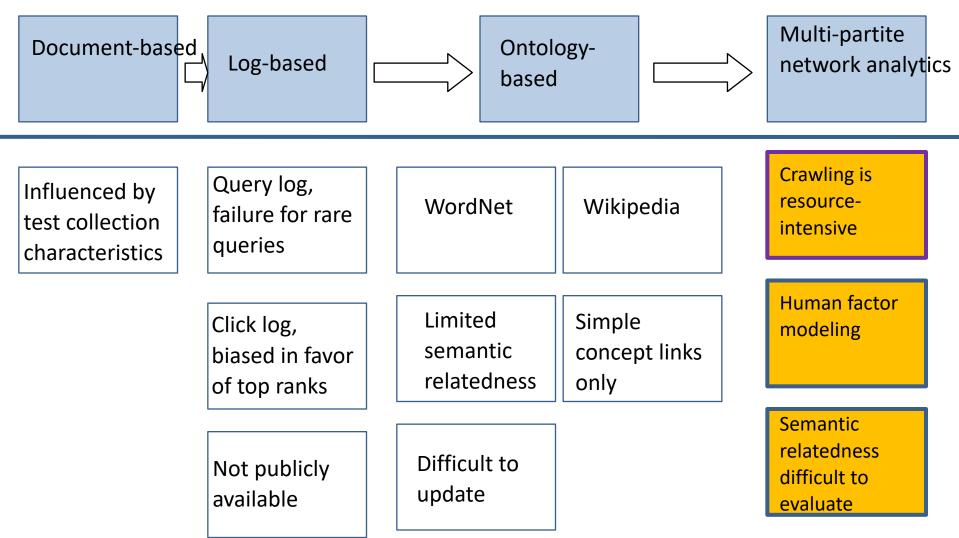
- Merely as an online dictionary and utilize it only as a structured knowledge database
- Using associated hyperlinks

MILNE, D., WITTEN, I. H., AND NICHOLS, D. 2007. A Knowledge-Based Search Engine Powered by Wikipedia. In Proceedings of the 16th ACM Conference on Information and Knowledge Management (CIKM 2007), 445-454..



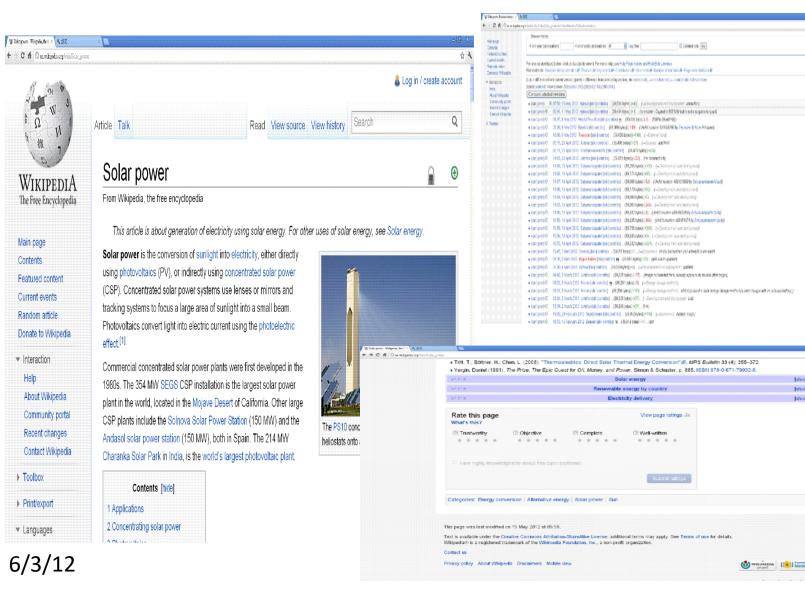








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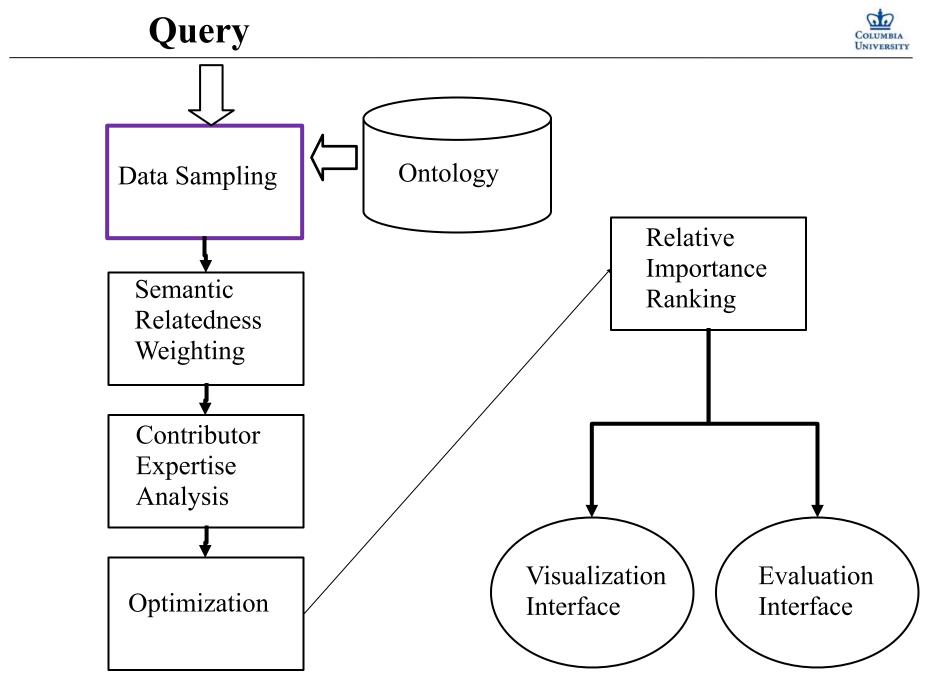


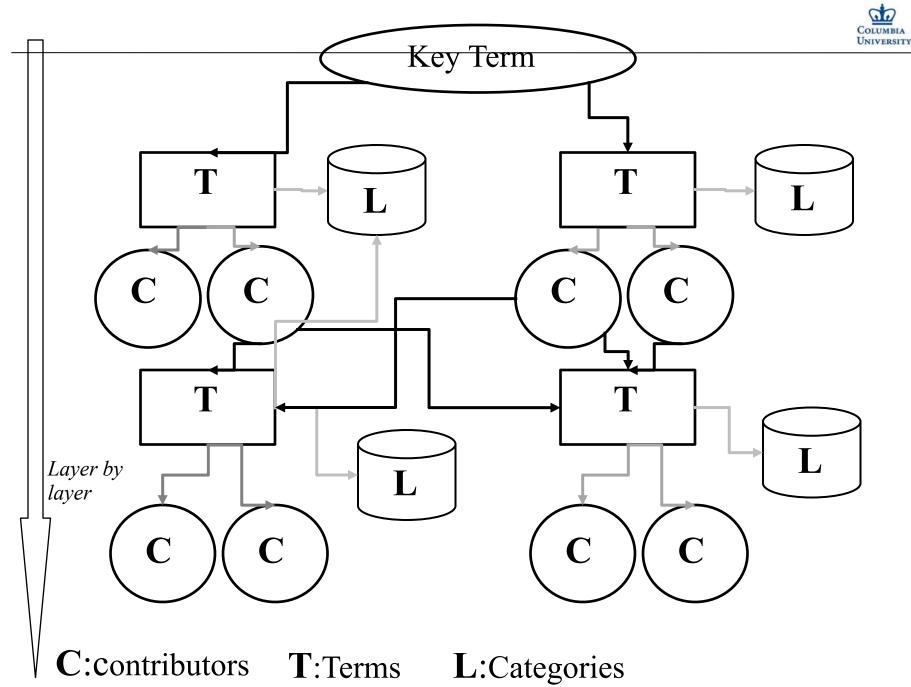
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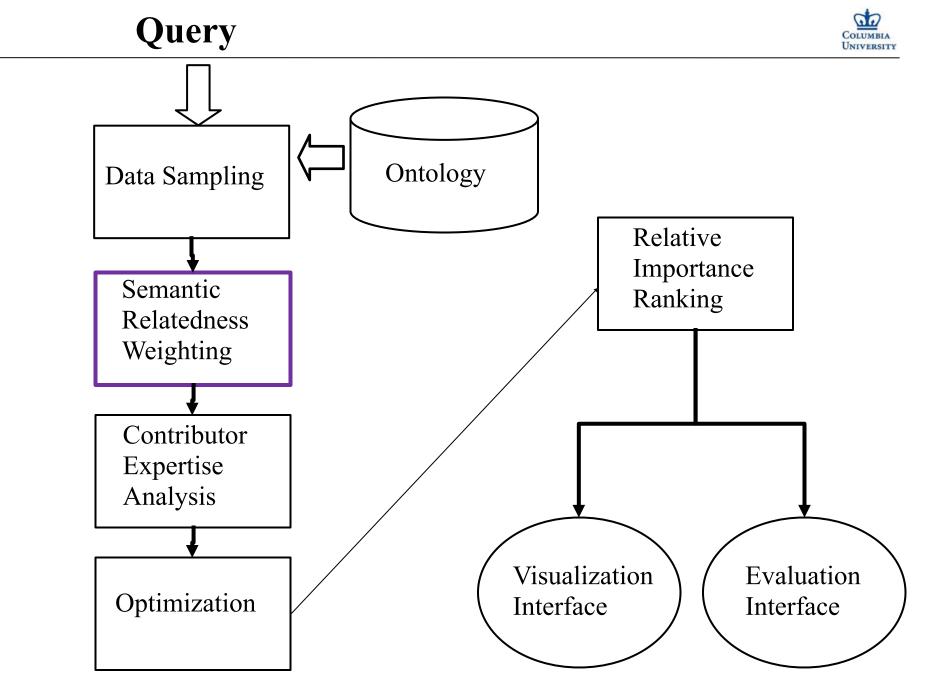
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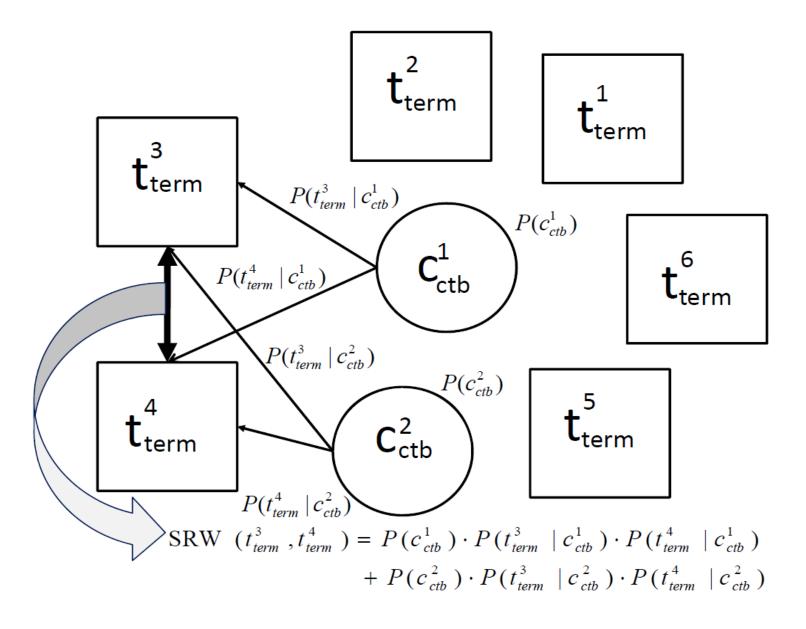
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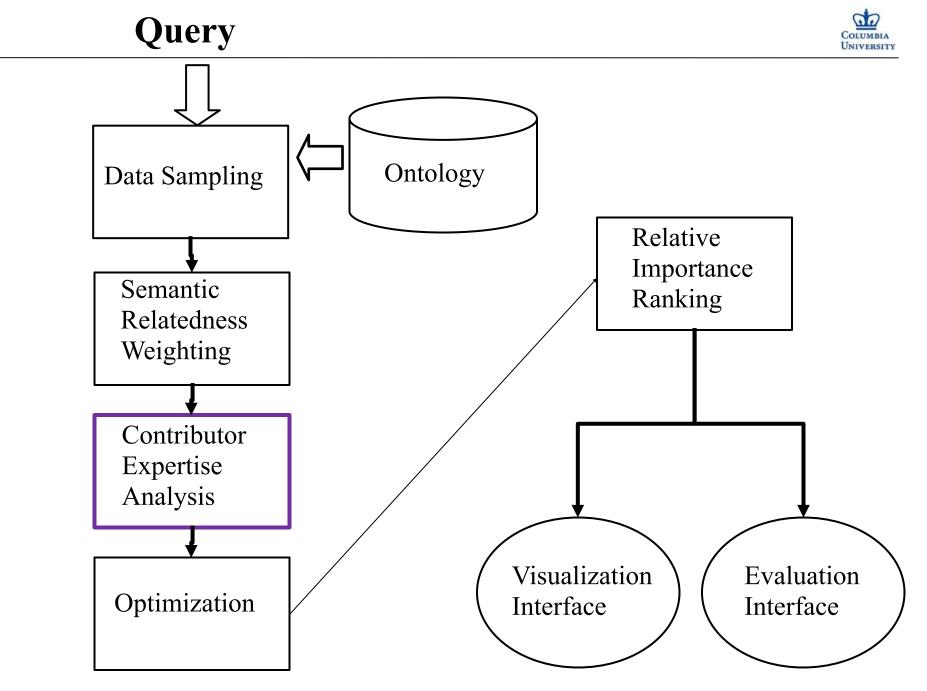




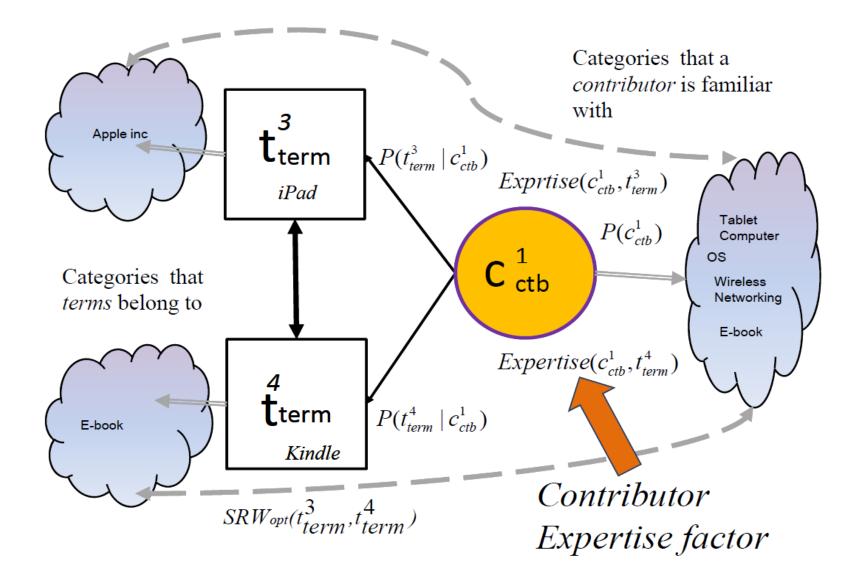


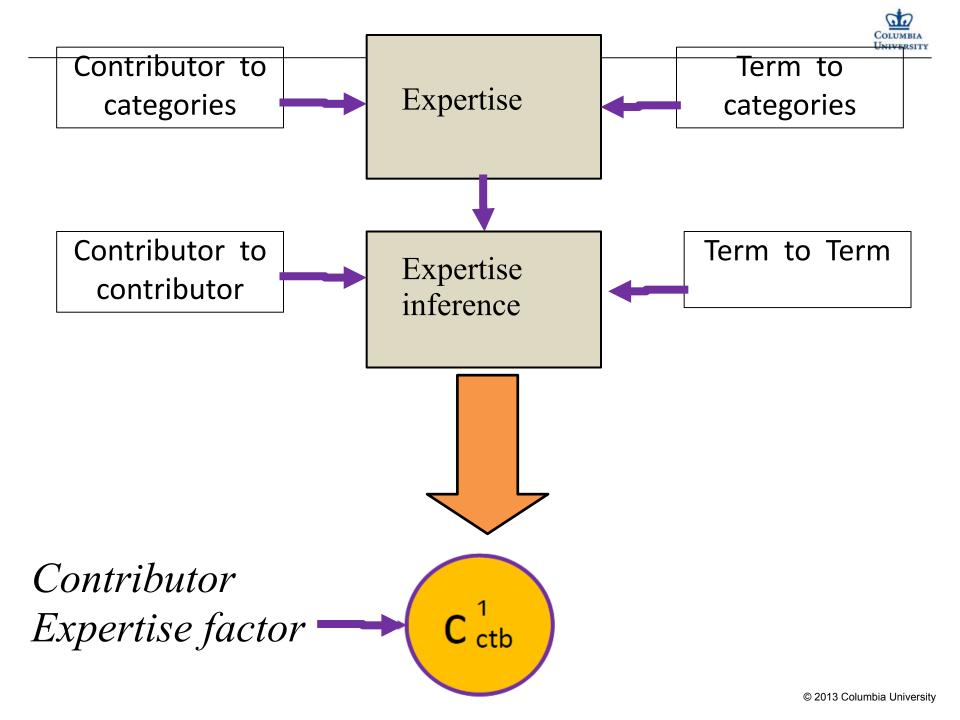


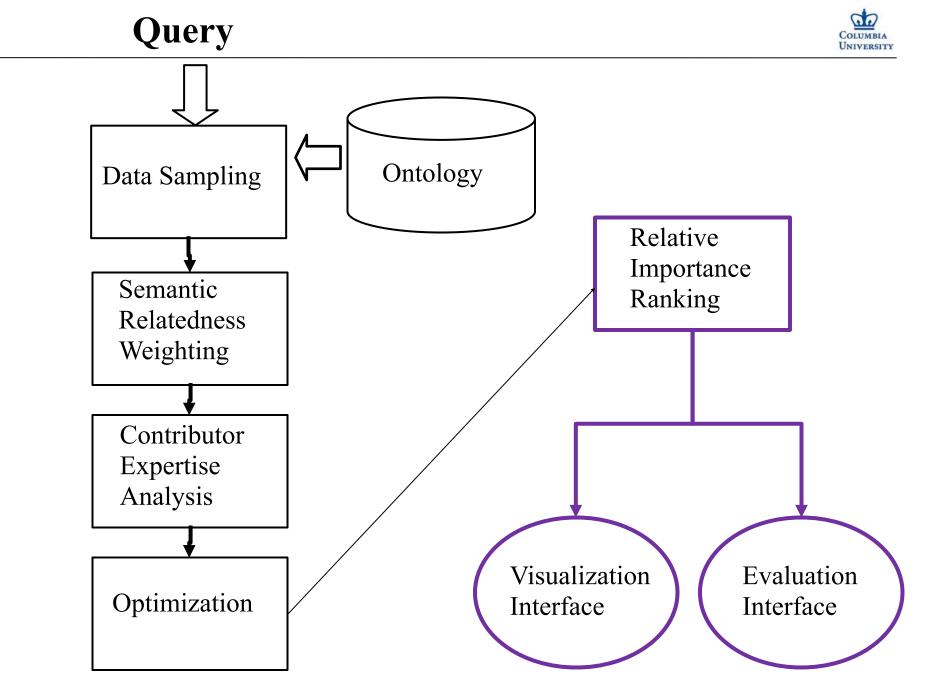








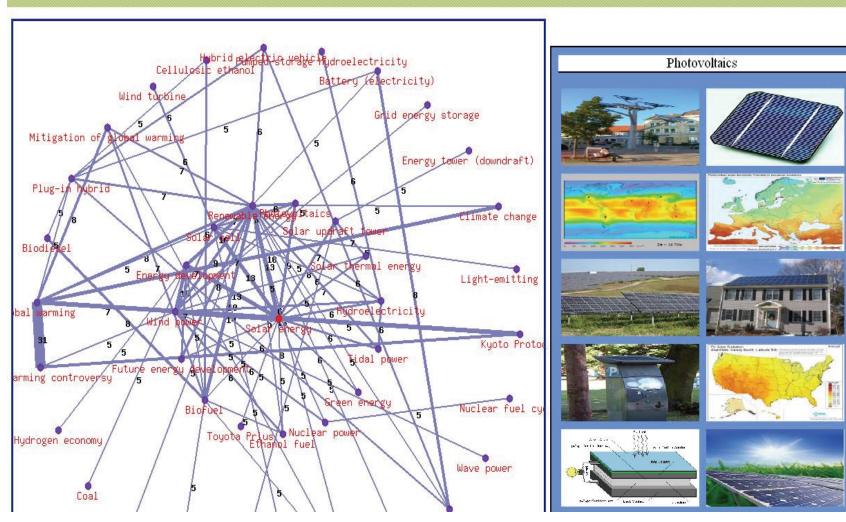






High Semantic Relatedness Term Suggestion from Our System

"Solar Power" as keyword





Google solar power solar power system solar power industries	
solar power industries	
搜尋 solar power in hong kong	
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圖片 solar power hong kong	
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solar power 2012	<u>solar power 2010</u>
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<u>neo solar power</u>	solar power charger
<u>china solar power</u>	<u>solar power inverter</u>



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