

Center for Digital Economy Research

Modeling Complex Networks For (Electronic) Commerce

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Why do networks matter in commerce?

 What are examples of "large sets of irregularly connected entities" we observe as a consequence of (electronic) commerce?

(intentionally blank)

Why are these "networked" data valuable?

Why do networks matter in commerce?

 What are examples of "large sets of irregularly connected entities" that affect outcomes in (electronic) commerce and which we <u>do not</u> observe ?

(intentionally blank)

What explains the formation and structure of these "underlying" networks?

A very basic framework

- There are underlying networks that affect outcomes in electronic commerce.
 - Manageable and useful abstractions of these networks which are informed by theories from the social sciences can lead to better theories that are related to electronic commerce.
- There are empirical networks generated as a byproduct of electronic commerce which can
 - Describe outcomes of electronic commerce;
 - Be used to predict future outcomes, and
 - Influence underlying networks.
- Modeling these empirical networks in a rigorous way can be informed by useful abstractions of the underlying networks that generate them.

Agenda for this tutorial

- Abstracting networks towards better theory.
- Modeling for prediction using networked data.
- Modeling for explanation using networked data.

(1) Abstracting networks to theorize

Abstracting networks to theorize

Goals of this part of the tutorial

- A basic understanding of the diversity of "complex" networks in business, society and nature
- A basic understanding of some properties of these networks that are useful.
- A basic understanding of the manageable mathematical abstractions of these networks, and the connection between these abstractions and the properties described above.



Interdisciplinary collaboration network at the Santa Fe Institute

Examples of networks



High-school friendship network

Examples of networks



Yeast network

Examples of networks



Sexual contact network







The Web, circa 1998



IRC channel







Overview of networks

- Some basic terminology
 - Graph
 - Node, edge
 - Directed/undirected
 - Degree (degree distribution)
 - Component

Random graphs

- Analogous to random variables
- Poisson (Erdos-Renyi) random graph: $q(x) = {n \choose k} p^k (1-p)^{n-k}$
- Generalized random graphs
- Models of small-world graphs



Random graphs, more importantly...

- Conceptual construct for modeling networks
- Simplest abstraction: a graph is drawn from a set of possible graphs according to some distribution
- More useful but less precise abstraction
 - The distributions associated with the **properties** of the graphs that are eventually drawn.
 - So, what exactly is a network property?

Network properties

- Degree distribution
 - Extent of and variation in "local connectedness" across nodes
- PageRank (and related measures)
 - Extent of and variation in "centrality" across nodes
- Clustering
 - Extent of and variation in "shared connectedness" across nodes
- Average distance (diameter)
 - Extent of and variation in distance between nodes
- Assortative mixing/Homophily
 Extent of and variation in "within-class connectedness" across nodes
- Distribution of components, degree correlation, community structure,...

Random graphs

- Conceptual construct for modeling networks
- Simplest abstraction: a graph is drawn from a set of possible graphs according to some distribution
- Simplest less precise abstraction:
 - Each draw is described in terms of a degree distribution
 q(x): fraction of nodes with degree x
 - Need independence assumptions, a construction process
 - Power-law networks: $q(x) = x^{-\alpha}$



FIG. 6 Cumulative degree distributions for six different networks. The horizontal axis for each panel is vertex degree k (or indegree for the citation and Web networks, which are directed) and the vertical axis is the cumulative probability distribution of degrees, i.e., the fraction of vertices that have degree greater than or equal to k. The networks shown are: (a) the collaboration network of mathematicans [I82]; (b) citations between 1981 and 1997 to all papers cataloged by the Institute for Scientific Information [351]; (c) a 300 million vertex subset of the World Wide Web, *circa* 1999 [74]; (d) the Internet at the level of autonomous systems, April 1999 [86]; (e) the power grid of the western United States [416]; (f) the interaction network of proteins in the metabolism of the yeast S. *Cerevisiae* [212]. Of these networks, three of them, (c), (d) and (f), appear to have power-law degree distribution, as indicated by their approximately straight-line forms on the doubly logarithmic scales, and one (b) has a power-law tail but deviates markedly from power-law behavior for small degree. Network (e) has an exponential degree distribution (note the log-linear scales used in this panel) and network (a) appears to have a truncated power-law degree distribution of some type, or possibly two separate power-law with different exponents.

Example: Co-purchase network



Random graphs

- Conceptual construct for modeling networks
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- Simplest less precise abstraction:
 - Each instance is described in terms of a degree distribution
 q(x): fraction of nodes with degree x
 - Need independence assumptions, a construction process
 - Power-law networks: $q(x) = x^{-\alpha}$
 - Neighbor degree distribution: $\hat{q}(x) = \frac{xq(x)}{\sum kq(k)}$
- This abstraction facilitates the development of powerful theoretical models of complex networks with "local information"

Networks and theory: Examples

Graphical Economics (Kearns and others, 2004)

- Recognize that interactions between trading partners are often local, and the nature of what is "local" can be described by an underlying network.
- Reformulate a simplified version of the Arrow-Debreu economy based on this recognition.
- Establish existence of an extension of the Arrow-Debreu equilibrium in which "local" markets clear.
- Provide a polynomial time algorithm to compute this equilibrium for a special class of underlying networks.
- (related: does computability of an equilibrium matter?)

Networks and theory: Examples

Local Network Effects (Sundararajan 2004, 2006, 2007)

- Recognizes that the value from shared interaction and adoption is often local and described by an "underlying network".
- Defines how to integrate abstractions of complex networks into an economic model whose outcome is described by a game-theoretic equilibrium.
- Establishes a homeomorphism between the standard existing solution ("fulfilled expectations" equilibria) and equilibria grounded in game theory.
- Provides the first set of properties (a Pareto-ranking, monotonicity) of the latter equilibria (a partial generalization has subsequently been provided by Galeotti et al. 2006).
- Provides a mathematical formalization of the connection between underlying networks and empirical networks.
- Shows that the optimal way to "seed" a network can often involve targeting the least connected nodes in addition to the most connected ones (and sometimes excluding the most connected ones).

Local networks



Local networks



Local networks



Local networks



Local network effects

- Agents make adoption decisions based on their observed local networks, and partial information about the entire network.
- Agents generally have:
 - different local networks
 - perfect information about the structure of their local network
 - some information about the structure of the other local networks they belong to (their neighbors' local networks)
 - very little or no information about the exact structure of the rest of the social network

A model of local network effects

- Set of potential customers $N = \{1, 2, 3, ..., n\}$
- Single homogeneous network good that costs c
- Customers connected by an underlying social network modeled as an instance of a random graph (more on this soon).
- Each customer has:
 - A neighbor set G_i
 - A degree d_i (number of neighbors)
 - A valuation type θ_i (strength of adoption complementarity)
- Each customer makes an adoption choice $a_i \in \{0,1\}$
- Payoff from adoption for customer i:

$$a_i[u(\sum_{j\in G_i}a_j,\theta_i)-c]$$

The underlying social network

 $N = \{1, 2, 3, ..., n\} \qquad \Gamma_i = 2^{N \setminus \{i\}}$ Set of graphs: $\Gamma \subset \Gamma_1 \times \Gamma_2 \times ... \times \Gamma_n$ Distribution over this set: $\rho : \Gamma \to [0, 1]$

G: Draw from this distribution



Distribution of the social network (ρ)

For each x in D, denote

 $\Gamma_i(x) = \text{subset of } \Gamma_i \text{ such that for each } X \in \Gamma_i(x), |X| = x$

Restrict the distribution over $\boldsymbol{\rho}$ as follows:

For each *i*, for each $j \in G_i$, $\Pr[G_j \in \Gamma_j(x) | G_i, \theta_i] = q(x)$ For each *i*, for each $j \notin G_i$, $\Pr[G_j \in \Gamma_j(x) | G_i, \theta_i] = \hat{q}(x)$

Generalizes to posteriors conditional on degree Admits generalized random graphs, standard models of small world networks

Sequence of the game

- Nature draws θ_i for each *i*, draws $G \in \Gamma$
- Each agent i observes their type
- Each agent *i* chooses either to adopt (a_i=1) or not (a_i=0)
- Payoffs are realized

Information



Results: Equilibria

 Each symmetric Bayes-Nash equilibrium involves a threshold strategy:

$$s(d_i, \theta_i) = \begin{cases} 0, & \theta_i < \theta^*(d_i) \\ 1, & \theta_i \ge \theta^*(d_i) \end{cases}$$

with threshold $\theta^* = [\theta(1), \theta(2), ..., \theta(m)]$

- "No adoption" is always an equilibrium for pure network goods
- The equilibria can be Pareto ordered: $\Theta^* = \{\Theta^A, \Theta^B, ...\}$

$$\theta^A < \theta^B < \dots$$

Results: Properties of the equilibria

 The ordering of equilibria is based on the equilibrium probability of neighbor adoption

$$\lambda(\theta) = \sum_{x=1}^{m} q(x) [1 - F(\theta(x))]$$

- "Higher" equilibria strictly Pareto-dominate lower ones, and therefore, there is a best equilibrium, which has the highest value of $\lambda(\theta^*)$
- Each fulfilled expectations outcome with a local expectation λ of neighbor adoption has a corresponding Bayes-Nash equilibrium with $\lambda(\theta^*) = \lambda$
 - Coordinating adoption may be simpler if it is (a) local and (b) based on a simple parameter
- Greatest equilibrium is "weakly" coalition proof: establishes a basis for stability in a standard model

The structure of adoption networks

Consider a generalized random graph with degree distribution q(x), and moment generating function (MGF)

$$\Phi_p(w) = \sum_{x=0}^{\infty} q(x) w^x$$

For identical θ , and for a threshold degree δ^* , the MGF of the degree distribution of the <u>adoption network</u> is

$$\Phi_{\alpha}(w) = \Phi_{p}[1 - \overline{Q}(\delta^{*}) + w\overline{Q}(\delta^{*})]$$

where

$$\overline{Q}(x) = \Pr[d_j \ge x \mid j \in G_i] = \sum_{j=x}^m q(x)$$

Networks and theory: Examples

Networks and Public Goods (Bramoulle & Kranton 2006)

- Theorize that knowledge gained from "costly search" is disseminated to a set of neighbors. Neighborhoods are defined by an underlying undirected network.
- The key insight: This kind of knowledge is a public good, but only locally. If an agent has a high degree, his or her effort towards searching is socially beneficial. However, agents with higher degree have a lower incentive to search because they are more connected, and are thus more likely to acquire the knowledge costlessly from a neighbor.

Why is this related to e-commerce?

Collaborative filtering, perhaps?

Networks and theory: Examples

Networks and Social Collateral (Mobius & Szeidl 2007)

- Theorize that knowledge gained from prior commercial interaction can be transferred. The extent and reliability of transfer is mediated by an underlying network of "trust".
- The key insight: This kind of transfer is welfare improving. If an agent has a high degree, it is more likely that such transfer is viable, since the agent is more trusted. In addition, an agent who is not as connected, but whose local network is more clustered can achieve similar viable transfer, since there is better "shared" trust.

Why is this related to e-commerce?

Reputation systems, perhaps?

Challenge: diffusion in networks

- Current dynamic models are all rooted in a baseline model of percolation on a graph.
- Probability of being "switched on" a function of how many neighbors are "on".
- SIR model
 - Equilibrium cluster distributions when an infectious disease spreads.
- SIS model
 Approximate solutions to the cluster distribution.
- The Watts "information cascades" model.
- The output of these models tends to be a "steady state" and the time dynamics are hard to characterize.
- Lopez-Pintado et al. and Jackson/Yariv provide some integration of economic ideas, but only towards a steady-state.
- Major open question/direction for conceptual work: better models of the dynamics of diffusion of anything on a network.

Network structure and dynamic adoption

- Fixed underlying social network structure (varies between pure random and pure lattice), durable good.
- Myopic customers: adopt if their period (or myopic discounted future) value is higher than period price.
- A set of initial adopters is randomly chosen.
- Adoption proceeds until nobody adopts.

Problem (A)

- Monopoly seller of a single product, sets a price each period
- What is the optimal price path, adoption path, and how does it depend on the structure of the social network?

Network structure and dynamic adoption

- Fixed underlying social network structure (varies between pure random and pure lattice), durable good.
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Problem (B)

- Monopoly seller of a single product, sets a price each period
- Customers "pay attention" only if someone they are connected to has adopted:
 - In the prior period (the "LinkedIn" model)
 - In any prior period (the "persistent peer", "Amway" model)
- What is the optimal price path, adoption path, and how does it depend on the structure of the social network?

Network structure and dynamic adoption

- Fixed underlying social network structure (varies between pure random and pure lattice), durable good.
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- A set of initial adopters is randomly chosen.
- Adoption proceeds until nobody adopts.

Problem (C)

- Two competing sellers of ex-ante identical goods
- Sellers choose a constant price, fraction of initial adopters
- What are the equilibrium prices and fractions?
- What is the equilibrium adoption path?
- How clustered does the network have to be to support multiple firms with similar market shares?

Network structure and dynamic adoption

- Rather than starting with no adopters, suppose a subset S^t ⊂ N of agents are "seeded" (randomly?)
- Define

and

$$G_i^t = G_i \cap S^t$$
$$d_i^t = |G_i|$$

- Assume that an agent knows which of its neighbors is already an adopter
- The strategy of an agent now depends on both degree as well as number of neighbors who are already adopters (that is, on both d^t_i and d_i)
- Therefore, each agent needs a posterior on both d^t_j and d_j for each j ∈ G^t_i

Network structure and dynamic adoption

 Each symmetric Bayes-Nash equilibrium involves a threshold strategy:

$$s(d_{i}, d_{i}^{t}, \theta_{i}) = \begin{cases} 0, & \theta_{i} < \theta^{*}(d_{i}^{t}, [d_{i} - d_{i}^{t}]) \\ 1, & \theta_{i} \ge \theta^{*}(d_{i}^{t}, [d_{i} - d_{i}^{t}]) \end{cases}$$

- The threshold $\theta^*(d_i^t, [d_i d_i^t])$ is non-decreasing in both its arguments
- This result holds for any arbitrary iid posterior on the degree and adopter distribution of each $j \in G_i^t$

Network structure and dynamic adoption

From experiments with non-strategic agents

$$s(d_i, d_i^t, \theta_i) = \begin{cases} 0, & \theta_i < \theta^*(d_i^t) \\ 1, & \theta_i \ge \theta^*(d_i^t) \end{cases}$$

- The price path is non-monotonic over time (often tends to increase and then decrease, but not always)
- Social networks with "small world" properties
 - take longer to get to complete adoption
 - yield higher profits

than social networks that are more random

(2) Modeling for prediction using networked data

Modeling for prediction using networked data

Goals of this part of the tutorial

- In the short amount of time that we have, it is impossible to cover comprehensively the vast amount of related work (see bibliography for a sample)
- We will:
 - describe the four most important differences between traditional predictive modeling and predictive modeling with networked data.
 - describe example techniques and provide pointers into the literature to learn more
 - illustrate with some experiments and successful applications
- Considerable power for predictive inference is inherent in the structure of many networks.

Prediction in networked data

- This part of the tutorial considers the task of modeling network data with the goal of estimating some variable
 - whose value currently is unknown
 - whose value may be categorical or numeric
 - the goal may be to estimate the value or a probability distribution over possible values
- This may be a past, current, or future value.
 - was this account defrauded?
 - is this web page of interest?
 - will this consumer respond positively to this offer?
- This will be called "prediction" to differentiate this sort of modeling from modeling with the primary goal being explanation

Prediction tasks in networked data

(cf. Getoor Tutorial 2005)

- · Generic network prediction tasks
 - Node attribute value prediction
 - Node classification (special case of foregoing)
 - Link attribute value prediction
 - Predicting link existence
 - Link cardinality estimation (e.g., who's popular?)
 - Entity Resolution (e.g., is this a guy who defaulted before?)
 - Group Detection
- · Related interesting network-data mining tasks
 - Graph clustering
 - Subgraph/substructure discovery
 - Finding patterns in graphs
 - see resources at end of slides

Modeling for prediction

- We assume a basic knowledge of modeling for prediction, as is done typically in applied statistics and machine learning.
- Typical techniques include:
 - linear/logistic regression, classification and regression trees, support vector machines, ensemble models (bagging, boosting, etc.), nearest-neighbor methods, neural networks, and so on.
- For background, please see:
 - Hastie, et al. (2001)
 - Mitchell (1997)

Table of Topics (perhaps incomplete)

- univariate network modeling
- network autocorrelation
 - homophily, guilt-by-association
- network feature construction
- random fields (Markov, Gaussian, Conditional)
- collective inference
 - belief propagation, MCMC, relaxation, iterative classif., graph cuts
- first-order logic modeling
- · probabilistic (relational) graphical models
- · combining logical and probabilistic modeling
- incorporating node identifiers
- aggregation









Example social network application: Ecommerce firms increasingly are collecting data

on explicit social networks of consumers





Example social network application: Target consumers for new product

- · Product: new communications service
- · Long experience with targeted marketing
- Sophisticated segmentation models based on data and intuition

e.g., demographic, geographic, loyalty data

e.g., intuition regarding the types of customers known or thought to have affinity for this type of service

Hill, S., F.P., and C. Volinsky. "Network-based Marketing: Identifying likely adopters via consumer networks." *Statistical Science* 21 (2) 256–276, 2006.

Sales rates are substantially higher for "network neighbors"



More-sophisticated network-based attributes?

Attribute	Description
Degree	Number of unique customers communicated with before the mailer
# Transactions	Number of transactions to/from customers before the mailer
Seconds of communication	Number of seconds communicated with customers before mailer
Connected to influencer?	Is an influencer in your local neighborhood?
Connected component size	Size of the connected component target belongs to.
Similarity (structural equivalence)	Max overlap in local neighborhood with existing customer

Ranking of "network neighbor" targets including more-sophisticated network-based attributes



Sales)

So, what's different about networked data?

Unique Characteristics of Networked Data (for predictive inference)

- 1. "Labeled" entities linked to "unlabeled" entities
 - allows "guilt-by-association" and related techniques
 - autocorrelation among neighbors
- 2. Collective inference is possible
 - inferences about entities can affect each other
- 3. <u>Other aspects of neighbors can affect inferences</u> about an entity
- 4. Identifiers can play an important role in modeling
 - being connected to specific individuals can be telling

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Guilt by association: autocorrelation relationship between labels* of neighboring nodes



*a label here being the value of some variable of interest

How can predictive models incorporate network autocorrelation? (Part 1)

Features can be constructed that represent "guilt" of a node's neighbors:

$$\hat{y} = f(...x_G...)$$

where x_G is a (vector of) network-based guilt feature(s)

- In our network-based marketing example (Hill et al. 2006a)
 - a variable was constructed to represent whether a social-network neighbor currently uses the service.
 - And more sophisticated variables help even more.
- In fraud detection
 - variables can represent the degree to which an account is connected (via "coreference' or "cocitation" links) to known fraudulent accounts (Fawcett & P., 1997)
 - or the similarity in immediate network to known fraudulent accounts (Cortes, et al. 2001; Hill et al. 2006b)
- In hypertext classification
 - variables can be constructed representing (aggregations of) the classes of linked pages/documents (Chakrabarti et al. 1998; Lu & Getoor 2003)

Some univariate network classification techniques (see Macskassy & P. JMLR 2007)

- network-only Bayesian classifier nBC
 - Inspired by (Charabarti et al. 1998)
 - multinomial naïve Bayes on the neighboring class labels
- · network-only link-based classifier
 - Inspired by (Lu & Getoor 2003)
 - logistic regression based on a node's "distribution" of neighboring class labels, $D_N(v_i)$ (multinomial over classes)
- relational-neighbor classifier (weighted voting)
 - (Macskassy & P. 2003, 2007)

s later

$$p(y_i = c | N_i) = \frac{1}{Z} \sum_{y_j \in N_i} w_{i,j} \cdot p(y_j = c | N_j)$$

relational-neighbor classifier (class distribution)
 Inspired by (Perlich & P. 2003)

$$p(y_i = c | N_i) = sim(D_N(v_i), Dist(c))$$

How can predictive models incorporate network autocorrelation? (Part 2)

- Treat network as a <u>random field</u>
 - a probability measure over a set of random variables $\{X_1, ..., X_n\}$ that gives non-zero probability to any configuration of values for all the variables.
- Convenient for modeling network data

A Markov random field satisfies:

$$p(X_i = x_i | X_j = x_j, i \neq j) = p(X_i = x_i | N_i)$$

- where N_i is the set of neighbors of X_i under some definition of neighbor.
- in other words, the probability of a variable taking on a value depends only on its neighbors

(Dobrushin, 1968; Besag, 1974; Geman and Geman, 1984)
How can predictive models incorporate network autocorrelation? (Part 2, cont.)



• Gaussian random field (Besag 1975; Zhu et al. 2003)

• "Relational neighbor" classifier - wvRN (Macskassy & P. 2003)

How can predictive models incorporate network autocorrelation? (Part 2, cont.)

- Random fields have a long history for modeling regular grid data
 - in statistical physics, spatial statistics, image analysissee Besag (1974)
- Besag (1975) applied such methods to what we would call networked data ("non-lattice data")
- Some notable example applications to electronic commerce applications:
 - hypertext classification (Chakrabarti et al. 1998)
 - viral marketing (Domingos & Richardson 2001)
 - eBay auction fraud (Pandit et al. 2007)

Is guilt-by-association justified theoretically?

Thanks to (McPherson, et al., 2001)

• Birds of a feather, flock together – attributed to Robert Burton (1577-1640)

- (People) love those who are like themselves -- Aristotle, Rhetoric and Nichomachean Ethics
- Similarity begets friendship

-- Plato, Phaedrus

• Hanging out with a bad crowd will get you into trouble

-- Foster's Mom

Is guilt-by-association justified theoretically?

Homophily

- fundamental concept underlying social theories – (e.g., Blau 1977)
- one of the first features noticed by analysts of social network structure
 - antecedents to SNA research from 1920's (Freeman 1996)
- fundamental basis for links of many types in social networks (McPherson, et al., Annu. Rev. Soc. 2001)
 - <u>Patterns of homophily</u>:
 - remarkably robust across widely varying types of relations
 - tend to get stronger as more relationships exist
- Now being considered in mathematical analysis of networks ("assortativity", e.g., Newman (2003))
- Does it apply to non-social networks?







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Various techniques for collective inference

(see also Jensen et al. KDD 2004)

- Gibbs sampling (Geman & Geman 1984)
- Iterative classification (Besag 1986; ...)
- Relaxation labeling (Rosenfeld et al. 1976; ...)
- Loopy belief propagation (Pearl 1988)
- Graph-cut methods (Greig et al. 1989; ...)

Either:

1. estimate the maximum a posteriori joint probability distribution of all free parameters

or

2. estimate the marginal distributions of some or all free parameters simultaneously (or some related likelihood-based scoring)















- recall network-based marketing example?
- → collective inference can help for the nodes that are not neighbors of existing customers

Collective inference gives additional improvement, especially for non-network neighbors

Hill et al. 2007

Attribute	NN	non-NN
All first-order network variables	0.61	0.71
All first-order + oracle (wvRN)	0.63	0.74
All first-order + CI score (wvRN)	0.62	0.74



So, how much "information" is in the network structure alone?

Network Classification Case Study

12 data sets from 4 domains

- (previously used in ML research)
- IMDB (Internet Movie Database) (e.g., Jensen & Neville, 2002)
- Cora (e.g., Taskar et al., 2001) [McCallum et al., 2000]
- WebKB [Craven et al., 1998]
 - CS Depts of Texas, Wisconsin, Washington, Cornell
 - multiclass & binary (student page)
 - "cocitation" links
- Industry Classification [Bernstein et al., 2003]
- yahoo data, prnewswire data
- Homogeneous nodes & links
 - one type, different classes/subtypes
- Univariate classification
 - only information: structure of network and (some) class labels
 - guilt-by-association (wvRN) with collective inference
 - plus several models
 - that "learn" relational patterns

Macskassy, S. and F. P. "Classification in Networked Data: A toolkit and a univariate case study." *Journal of Machine Learning* <u>Research</u> 2007.

How much information is in the network structure?

Data set	Accuracy	Relative error reduction over default prediction		
wisconsin-student	0.94	86%		
texas-student	0.93	86%	• Labe	eling 90% of nodes
Cora	0.87	81%	 Class 	sifying remaining 10%
wisconsin-multi	0.82	67%	Averaging over 10 runs	
cornell-student	0.85	65%		
imdb	0.83	65%		
wash-student	0.85	58%		
wash-multi	0.71	52%		
texas-multi	0.74	50%		
industry-yahoo	0.64	49%		
cornell-multi	0.68	45%		
industry-pr	0.54	36%		



Univariate network classification techniques (see Macskassy & Provost 2007)

- nBC network-only Bayesian classifier - Inspired by (Charabarti et al. 1998)

 - multinomial naïve Bayes on the neighboring class labels
- nLC network-only link-based classifier
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 - logistic regression based on a node's "distribution" of neighboring class labels, $D_N(v_i)$ (multinomial over classes)
- wvRN relational-neighbor classifier (weighted voting) - (Macskassy & P. 2003, 2007)

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 - Inspired by (Perlich & P. 2003)

$$p(y_i = c | N_i) = sim(D_N(v_i), Dist(c))$$



RBN vs wvRN Classifying linked documents (CoRA)





Machine Learning Research Papers (from CoRA data)



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Networks *≠* Graphs?

- Networked data can be much more complex than just sets of (labeled) vertices and edges.
 - Vertices and edges can be heterogeneous
 - Vertices and edges can have various information associated with them
- Example: Consider the following problem
 - Can we estimate the likelihood that a stock broker is/will be engaged in activity that violates securities regulations?

HEM? MDE						
Username:	Released: Thu 13-Oct-2005, 08:00 ET					
Password:	Printer-friendly Version					
Login forgotten login	Securities Fraud Targeted by New Computing Tool					
how to register	Libraries Keywords					
ABOUT NEWSWISE	Business News SECURITIES FRAUD COMPUTER SCIENCE BROKERS					
Overview of Services	Contact Information					
Media Subscribers						
Source Institutions						
What's New	Description					
Contact Us	The world's largest private-sector securities regulator, the National Association of Securities Dealers, has teamed with computer scientists to create a new tool for the world of securities fraud. By developing statistical models that assess data that most models can't manage, the scientists aim to help the NASD discover misconduct among brokers.					
LIBRARIES	بر					
Latest News	NouseviceThe world's largest niveate centrities regulator the National Association of Securities Dealers has teamed with University of Massachusetts Amberst researchers to					
SciNews	bring cutting edge computer science to the world of securities fraud. By developing statistical models that assess data that most models can't manage, the scientists aim to help the					
MedNews	NASD discover misconduct among brokers and concentrate regulatory attention on those who are most likely to misbehave.					
LifeNews	Because broker malfeasance is often encouraged by the presence of those conspiring to commit fraud themselves, the researchers were given the task of developing statistical models					
BizNews	that made use of this social aspect of rule-breaking. Such "relational" data is difficult for many models, which often assume independence among records.					
Video/Audio	David Jensen, computer science, likens the task to modeling medical diagnostics. When trying to predict the probability that an individual will catch a disease, information intrinsic to the					
RSS Feeds	inomous—such as age or neam inistry—can be critical. But clues can also be extracted from information adout the person's social and professional network, such as where they ve (hed or worked) or with whom they've been in contact.					
Search	"Our methode are uniquely cuited to analyze this kind of information " cave lancon. "They allow you to apply look at the characteristics of the surgunding potwork."					
CHANNELS						
Breaking News	The work is part of an ongoing, joint project exploring fraud detection by UMass Amherst researchers and the NASD, and it was presented recently by doctoral student Jennifer Neville at the Eleventh ACM SIGKDD International Conference on Knowledoe Discovery and Data Mining.					
Features	More than FOD MD howers are ennaned in servicities transactions, making NASD examiners a valuable and finite resource. While these human examiners have the arvity to sont					
RESOURCES	relational patterns that suggest a broker warrants further scrutiny, automating that scot of evaluation had proved difficult. But the relational probability trees (RPTs) developed by Neville and Jensen andees to make good use of this contextual information and they provide a ranking of risky brokers to boot.					
Expert Finder Tools						
Contact Directory	Using data non-pasi years supplied by the VM-DU, densert, reemie and documationer in Cygor similer approximation remains to the networks of organizational relationships in the securities world. For example, brokers are linked to the invest to the brokers their reference, and branches are linked to their search firms.					
Meetings Calendars	By analyzing records of brokers in the context of other records in their "neighborhood" the algorithms were able to predict which brokers would commit violations with surprising accuracy,					
Awards for Journalists	says Jensen.					

Detecting "bad brokers" (NASD) (Neville et al. KDD 2005)



Data on brokers, branches, disclosures (Neville et al. KDD 2005)



Relational Learning

- <u>Relational learning and inference</u>: learning and inference where one cannot represent data as a single relation/table of independently distributed entities, without losing important information
- For example, data may be represented as a non-trivial, multi-table relational database, or as a heterogeneous, attributed graph, or in first-order logic.
- There is a huge literature on relational learning (see resources slide toward end for pointers) and it would be impossible to do justice to it in the short amount of time we have.
- · Let's consider briefly three approaches
 - model in first-order logic
 - model as probabilistic graphical model
 - do both

Traditional Learning and Classification



Network Learning and Classification

Setting:



First-order logic modeling

- The field of Inductive Logic Programming has extensively studied modeling in first-order logic, which can represent complicated relational and graph data
- Although it has been changing, traditionally ILP did not focus on representing uncertainty

in the usual use of first-order logic,
 each ground atom either is true or is
 not true (cf., a Herbrand interpretation)

...one of the reasons for the modern rubric "<u>statistical</u> relational learning"

- First-order logic for statistical modeling of network data?
 a strength is its ability to represent and search for complex
 - and deep patterns in the network
 - a weakness is its relative lack of support for aggregations across nodes (beyond *existence*)
 - more on this in a minute...

Network data in first-order logic

- broker(Amit), broker(Bill), broker(Candice), ...
- works_for(Amit, Bigbank), works_for(Bill, E_broker), works_for(Candice, Bigbank), ...
- married(Candice, Bill)
- smokes(Amit), smokes(Candice), ...
- works_for(X,F) & works_for(Y,F) -> coworkers(X,Y)
- smokes(X) & smokes(Y) & coworkers(X,Y) -> friends(X,Y)
- ...



Probabilistic graphical models

- Probabilistic graphical models (PGMs) are convenient methods for representation of (and inference with) probability distributions across a set of variables.
 - Bayesian networks (BNs), Markov networks (MNs), Dependency networks (DNs)
 - See Pearl (1988), Heckerman et al. (2000)
- Typically BNs, MNs, DNs are used to represent a set of random variables describing <u>independent</u> instances.
 - For example, the probabilistic dependencies among the descriptive features of a consumer—the same for different consumers

Example: A Bayesian network modeling consumer reaction to new service



Probabilistic relational models

The term "relational" recently has been used to distinguish the use of PGMs to represent variables across a set of dependent, multivariate instances.

- For example, the dependencies between the descriptive features of friends in a social network
- We saw a "relational" Markov network earlier when we discussed Markov random fields for univariate network data
 - although the usage is not consistent, "Markov random field" often is used for a MN over multiple instances of the "same" variable
- RBNs (Koller and Pfeffer, 1998; Friedman et al., 1999; Taskar et al., 2001), RMNs (Taskar et al. 2002), RDNs (Neville & Jensen,
 - 200 Conditional random fields (CRFs, Lafferty et al., 2001) are random fields where the probability of a node's label is conditioned not only on the labels of
- In ti meighbors (as in MRFs), but also on all the observed attribute data.
 dependencies warmen ustanties are represented attribute data.

Relational prob. model of broker variables (Neville & Jensen, JMLR to appear)



note: needs to be "unrolled" across network

Important concept!

- The <u>network</u> of statistical dependencies does not necessarily correspond to the <u>data network</u>
- Example on next three slides...

Recall: broker dependency network



note: this dependency network needs to be "unrolled" across the data network



Putting it all together: Relational dependency networks (Neville & Jensen, JMLR 2007)



Model unrolled on (tiny) data network



Combining first-order logic and probabilistic graphical models

- Recently there have been efforts to combine FOL and probabilistic graphical models
 - e.g., Bayesian logic programs (Kersting and de Raedt, 2001), Markov logic networks (Richardson & Domingos, MLJ 2006)
 - and see discussion & citations in (Richardson & Domingos, 2006)
- For example: Markov logic networks
 - A template for constructing Markov networks
 - and therefore, a model of the joint distribution over a set of variables
 - A first-order knowledge base with a weight for each formula
- Advantages:
 - Markov network gives sound probabilistic foundation
 - first-order logic allows compact representation of large networks and a wide variety of domain knowledge

Unique Characteristics of Networked Data (for predictive inference)

- 1. "Labeled" entities linked to "unlabeled" entities
 - allows "guilt-by-association" and related techniques
 - autocorrelation among neighbors
- 2. Collective inference is possible
 - inferences about entities can affect each other
- 3. <u>Other aspects of neighbors can affect inferences</u> about an entity
- > Identifiers can play an important role in modeling
 - being connected to specific individuals can be telling





How to incorporate identifiers of related objects (in a nutshell)

- 1. Estimate from known data:
 - class-conditional distributions of related identifiers (say D⁺ & D⁻)
 - can be done, for example, assuming class-conditional independence in analogy to Naïve Bayes
 - save these as "meta-data" for use with particular cases
- 2. Any particular case C has its own "distribution" of related identifiers (say $D_{c})$
- 3. Create features
 - $\Delta(D_{c}, D^{+}), \Delta(D_{c}, D^{-}), (\Delta(D_{c}, D^{+}) \Delta(D_{c}, D^{-}))$
 - where Δ is a distance metric between distributions
- 4. Add these features to target-node description(s) for learning/estimation

Main idea:

"Is the distribution of nodes to which this case is linked similar to that of a <whatever>?"

Density Estimation for Aggregation

1: Class-conditional distributions

Distr.	Α	в
D _{Class 1}	0.75	0.25
D _{Class 0}	0.2	0.8

2: Case distributions:

D _c	А	В
C1	0	1
C2	0.66	0.33
C3	1	0
C4	0.25	0.75

3: L2 distances for C1: L2(C1, D_{Class 1}) = 1.125

 $L2(C1, D_{Class 0}) = 0.08$

	-99	9		-
CID	Class		CID	id
C1	0		C1	В
C2	1		C2	А
C3	1		C2	А
C4	0		C2	В
			C3	А
			C4	В
		?	C4	В
			C4	В
		➡	C4	А

4: Extended feature vector:

CID	L2 ₁	L2 ₀	L2 ₁ -L2 ₀	Class
C1	1.125	0.08	-1.045	0
C2	0.014	0.435	0.421	1
C3	0.125	1.28	1.155	1
C4	0.5	0.005	-0.495	0

Classify buyers of most-common title from a Korean E-Book retailer



Class-conditional distributions across identifiers of 10 other popular books



(recall CoRA from discussion of univariate network models) Using identifiers on CoRA



Summary: Unique Characteristics of Networked Data (for predictive inference)

- 1. "Labeled" entities linked to "unlabeled" entities
 - allows "guilt-by-association" and related techniques
 - autocorrelation among neighbors
- 2. <u>Collective</u> inference is possible
 - inferences about entities can affect each other
- 3. <u>Other aspects of neighbors can affect inferences</u> about an entity
- 4. <u>Identifiers</u> can play an important role in modeling
 being connected to specific <u>individuals</u> can be telling
- Results show that there is a lot of power for prediction just in the network structure

(3) Modeling for explanation using networked data

Using networked data to explain

Goals of this part of the tutorial

- Recognize the difference between the "simple" approach of associating network properties with outcomes and the emerging modern structural approaches that emphasize <u>identification</u>.
- Become familiar with a couple of examples of properties that have been useful in explaining ecommerce outcomes.
- Become familiar with a couple of emerging modern structural approaches to modeling networks that will lead to econometrically rigorous explanatory models.

Recall: Network properties

- Degree distribution
 - Extent of and variation in "local connectedness" across nodes
- PageRank
 - Extent of and variation in "centrality" across nodes
- Clustering
 - Extent of and variation in "shared connectedness" across nodes
- Average distance (diameter)
 - Extent of and variation in distance between nodes
- Assortative mixing/Homophily
 - Extent of and variation in "within-class connectedness" across nodes
- Distribution of components
- Degree correlation, community structure

The "simple" approach

- Theorize (perhaps using a mathematical model) how certain network properties will affect certain outcomes
 - Centrality and success
 - In-degree and income
 - Centrality and demand patterns
- Measure properties, outcomes
- Establish association between properties and outcomes by estimating reduced form equations.
- Useful to establish co-movement, impossible to ascribe causation in a scientific way, widely used.

Example: PageRank and the long tail

- Degree distribution
 - Extent of and variation in "local connectedness" across nodes
- PageRank
 - Extent of and variation in "centrality" across nodes
 - Measure of "how important", also "how influenced"

$$PageRank(i) = \frac{(1-\alpha)}{n} + \alpha \sum_{j \in G(i)} \left(\frac{PageRank(j)}{OutDegree(j)} \right)$$

Example: PageRank and the long tail



Example: PageRank and the long tail

- Gini coefficient
 - Captures the extent to which demand is concentrated among the highest selling products in a group. Measured by the area above the Lorenz curve.
 Computers and Internet:



Example: PageRank and the long tail

 $Log[GINI] = a + b_1 Log[AVGDEMAND] + b_2 Log[AVGPAGERANK]$ $+ b_3 Log[PAGERANKVAR] + b_4 Log[SIZE] + b_3 Log[AMIXING]$



Example: PageRank and the long tail

 $Log[GINI] = a + b_1 Log[AVGDEMAND] + b_2 Log[AVGPAGERANK]$ $+ b_3 Log[PAGERANKVAR] + b_4 Log[SIZE] + b_5 Log[AMIXING]$



AVGDEMAND: Average demand for books in the category
 AVGPAGERANK: Average PageRank for books in the category



Other co-purchase graph properties



Other co-purchase graph properties

Random utility versus "location" model of choice?



Average clustering coefficients, assortative mixing over a month

Other co-purchase graph properties

Nineteen degrees of separation?



Example: Position and Info. Advantage

Aral and Van Alstyne (2007)

- The network: email communication between employees in an organization
- Establishes a relationship between network position and the diversity of information an employee has access to.
- Associates these two effects with employee productivity.
- Findings:
 - Larger, more diverse networks <-> more diverse information
 - More diverse information <-> Higher productivity
 - Diverse networks could play a role beyond simply providing more diverse information
- Communication trails will be increasingly common networked data sets in the future...

Example: Position and Info. Advantage



Dependent	Information	Information	
Variable:	Diversity	Diversity	
Specification	Fixed Effects	OLS-c	
Controls	Age, Gender, Education, Industry		
COILLOIS	Experience, Pari	tner, Consultant	
Total Email	001	.001	
Incoming	(.001)	(.001)	
Network	.474***	.296*	
Size	(.114)	(.138)	
Network	272**	240*	
Size-Squared	(089)	(139)	
Network	.128**	.268***	
Diversity	(.052)	(.072)	
Structural	005	.062	
Equivalence	(.033)	(.096)	
Claustant	.128*	.016	
Constant	(.075)	(.634)	
Temporal	Month	Month	
Controls			
F Value (df)	5.61***	5.03***	
1 - V ande (Q.I.)	(13)	(19)	
R ²	.14	.24	
Obs.	540	434	

Structural models to identify

- Identification (vastly simplified): recovering structural equation coefficients from reduced-form estimates.
- Identification in networked data is <u>hard</u>
- Background: Peer effects (Manski, 1993)

•	y: outcome; x: characteristics; G: matrix defining "groups"				
	$y = \alpha_0 + \alpha_1 G x + \alpha_2 G y + \alpha_3 x$				
	بر Outcome	Exogenous	Endogenous	Effect of own	
	vector	(contextual) effect	effect	characteristics	

- · Real social effects cannot be separated from correlated effects
- The "reflection problem" makes identifying the endogenous effects from the exogenous effects hard.
Identifying peer effects

 Often in networked data, the "groups" associated with each observation are sufficiently different from each other.

$$y = \alpha_0 + \alpha_1 G x + \alpha_2 G y + \alpha_3 x$$

- Under certain linear independence properties of G, this facilitates the identification of social effects (Bramoulle et al, 2007)
- Other useful references: Lee (2003, 2006), Moffitt (2001)

Identifying peer effects

 The prior discussion helps identify social effects, but does not actually solve the problem of identifying the effects associated with the presence of an edge in a networked data set. (Notice that y is on both sides of the equation below, or there are contemporaneous and sometimes reciprocal effects of peers.)

$$y = \alpha_0 + \alpha_1 G x + \alpha_2 G y + \alpha_3 x$$

- One possible approach:
 - Estimate the outcome variables that is, whatever you are trying to show is influenced by the edge – using only the exogenous variables (spatial autoregressive)
 - Compute estimates of the outcomes (endogenous variables) using these coefficients
 - Use these estimated endogenous variables in complete model
- Example: Peer effects and recommendation networks (Oestreicher-Singer and Sundararajan 2007).

Co-evolution of networks and behavior

- In some situations, networks influence behaviors (or outcomes), which in turn influence the networks over time. Recall the examples that this tutorial started with.
- A structural (and somewhat integrative) approach based on a more complete model of this kind is attempted by Snijders and coauthors (2004, 2005, 2007)

Co-evolution of networks and behavior

- Basic idea (and analogy with discrete choice logit):
 - Create a simplified (but internally complete) Markovian dynamic model of the co-evolution of networks and behaviors or actors in which all current outcomes and the current network are collectively the state, and all changes to outcomes and the network are "chosen" by actors.
 - Use one or a combination of a number of network properties to describe utility to each actor from each choice.
 - Estimate the parameters of this model directly (typically, maximum likelihood/Bayesian is not possible, and MCMC is required)

Explanation vs. Prediction

(intentionally blank)

Theories from the social sciences matter, whatever your research or business objective.

Questions and Discussion



http://pages.stern.nyu.edu/~fprovost/ http://oz.stern.nyu.edu/

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Other Resources

Here is a non-exhaustive list of resources to explore work on complex networks, explanatory modeling (fairly thin) and predictive modeling with networked data (lots!). Beyond providing overviews and details, and identifying particular research projects, these resources give a flavor for the variety of topics, and a sampling of the researchers working on them.

- <u>Books</u>
 - Introduction to Statistical Relational Learning, ed. Getoor and Taskar 2007
 - <u>http://mitpress.mit.edu/catalog/item/default.asp?ttype=2&tid=11331</u>
 - Relational Data Mining, ed. Dzeroski and Lavrac 2001
 - <u>http://www-ai.ijs.si/SasoDzeroski/RDMBook/</u>
 - Random Graph Dynamics by Rick Durrett . Cambridge University Press, 2006
 <u>http://www.math.cornell.edu/~durrett/RGD/RGD.html</u>
 - N.E.J Newman, The Structure and Function of Complex Networks. SIAM Review (this isn't a book but is better than any of the books that overview complex networks).
 - http://arxiv.org/abs/cond-mat/0303516
- <u>Tutorial on Statistical Relational Learning</u>
 - http://www.cs.umd.edu/~getoor/Talks/SRL-ICML-ILP05-Tutorial.ppt
- <u>Tutorial on Complex Networks</u>
 - http://cnls.lanl.gov/~ebn/cn/
- <u>Resources for Social Network Analysis</u>
 - <u>http://stat.gamma.rug.nl/snijders/</u>
- Special issues of the journal Machine Learning

- Multirelational data mining and statistical relational learning
 - http://www.springerlink.com/content/5830543713335321/
- Inductive logic programming
 - (several)
- Mining and Learning with Graphs
 - http://www.springer.com/cda/content/document/cda_downloaddocument/CFP_10994 _171106.pdf?SGWID=0-0-45-334589-p35726603
- <u>Conference on Social Networks</u>
 - Sunbelt 2007: <u>http://www.insna.org/2007/Sunbelt%202007.html</u>
 - Sunbelt 2006: http://www.insna.org/2006/sunbelt2006.html
- Workshop on the Economics of Social Networks
 - ESSET 2006: <u>http://www.szgerzensee.ch/research/conferences/esset06/?L=1</u>
- Workshop on Statistical Network Analysis:
 - http://www.icml2006.org/icml2006/technical/workshops.html
- Workshops on statistical relational learning
 - ICML 2004 http://www.cs.umd.edu/projects/srl2004/
 - IJCAI 2003 http://kdl.cs.umass.edu/srl2003/
 - AAAI 2000 http://robotics.stanford.edu/srl
- <u>Workshops on multi-relational data mining:</u>
 - http://www-ai.ijs.si/SasoDzeroski/MRDM2004/
 - http://www-ai.ijs.si/SasoDzeroski/MRDM2003/
 - http://www-ai.ijs.si/SasoDzeroski/MRDM2002/
- Workshops on mining and learning with graphs
 - http://www.inf.uni-konstanz.de/mlg2006/index.shtml
 - http://mlg07.dsi.unifi.it/
 - (see also MGTS 2003-2005)
- Dagstuhl workshops on Probabilstic, Logical, & Relational Learning
 - <u>http://www.dagstuhl.de/05051/</u>
 - http://kathrin.dagstuhl.de/07161
- Conferences on Inductive Logic Programming (annual)
- NYU Workshops on the Economics of Information Technology
 - 2006: <u>http://w4.stern.nyu.edu/ceder/events.cfm?doc_id=5583</u>
 - 2005: <u>http://w4.stern.nyu.edu/ceder/events.cfm?doc_id=4174</u>