

# **BusinessWeek**

MEDIA February 7, 2008, 5:00PM EST

### Generation MySpace Is Getting Fed Up

Annoyed with the ad deluge on social networks, many users are spending less time on the sites

by Spencer E. Ante and Catherine Holahan

If you want to socialize with Chris Heritage, you won't find him on Facebook. The 27-year-old Port St. Lucie (Fla.) business analyst joined the social net year after his buddles bugged him to get an account. But he soon became fed up with the avalanche of ads, especially those detailing what his friends buying, and he quit the site in November. Now, Heritage expresses himself through a blog, happy to pay \$6 a month to publish on a promo-free Web si worth it to not have to look at the ads," he says.

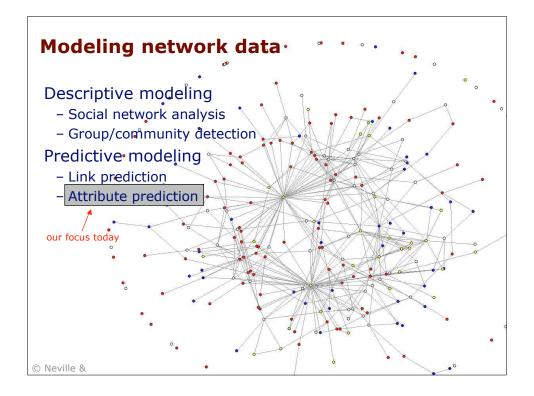
Uh-oh. Social networking was supposed to be the Next Big Thing on the Internet. MySpace, Facebook, and other sites have been attracting millions of building sprawling sites that companies are banking on to trigger an online advertising boom. Trouble is, the boom isn't booming anymore. Like Heritag people are spending less time on social networking sites or signing off altogether.

The MySpace generation may be getting annoyed with ads and a bit bored with profile pages. The average amount of time each user spends on social networking sites has fallen by 14% over the last four months, according to market researcher ComScore. MySpace, the largest social network, has slip peak of 72 million users in October to 68.9 million in December, ComScore says. The total number of people on such sites is still increasing at an 1.5 that's down sharply from past growth rates. "What you have with social networks is the most overhyped scenario in online advertising," says Tim Vande CEO of Specific Media, which places ads for customers on a variety of Web sites.

### WISHFUL THINKING?

Advertising on social networking sites is growing fast. Last year global ad spending on these sites shot up 155%, to \$1.2 billion, says researcher eMar year, eMarketer expects it to jump 75%, to \$2.1 billion. During its Nov. 4 earnings call, News Corp. (NWS) gave an upbeat forecast for Fox Interactive N which includes MySpace.

But the forecasts for torrid growth may prove unrealistic. Besides the slowing user growth and declining time spent on these sites, users appear to be



# Goal of this tutorial

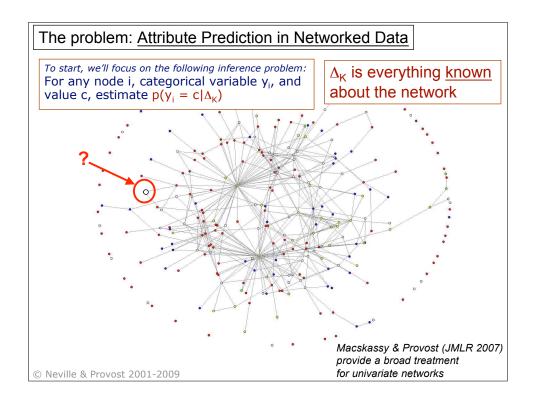
Our goal is <u>not</u> to give a comprehensive overview of relational learning algorithms (but we provide a long list of references and resources)

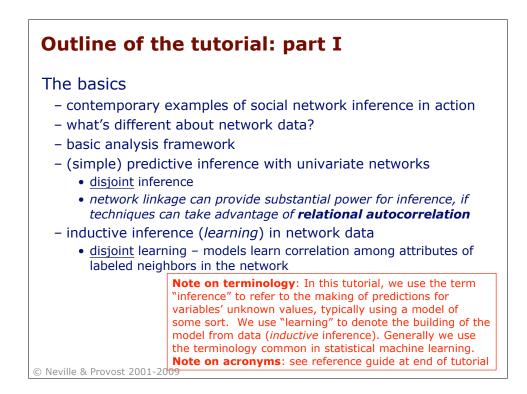
# Our goal *is* to present

• the main ideas that differentiate predictive inference and learning with social network data,

- example techniques that embody these ideas,
- results, from real applications if possible
   including a real application to social media (see supplemental slides)
- references and resources where you can learn more

In two hours we cannot hope to be comprehensive in our coverage of theory, techniques, or applications. We will present the most important concepts, illustrate with example techniques and applications, and provide a long list of additional resources.





# **Outline of the tutorial: part II** Moving beyond the basics - collective inference • network structure alone can provide substantial power for inference, if techniques can **propagate** relational autocorrelation • inferred covariates can influence each other - collective learning • learning using both the labeled and unlabeled parts of the network, requires collective inference - social/data network vs. network of statistical dependencies - throughout: • example learning techniques • example inference techniques • example applications Supplemental topics - methodology, evaluation, potential pathologies, understanding sources of error, other issues - extended example with on-line social media data © Neville & Provost 2001-2009

Let's start with a real-world example

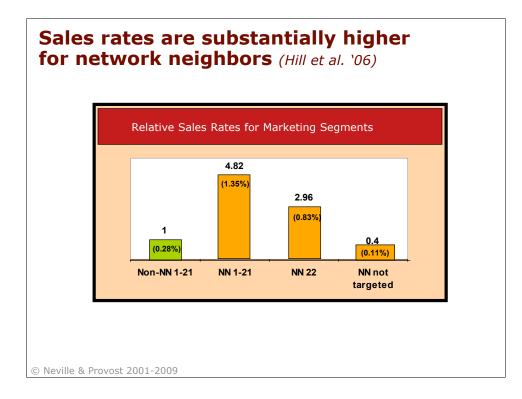
## Example: Network targeting (Hill et al. '06)

Define "Network Targeting" (NT)

- cross between viral marketing and traditional targeted marketing
- from simple to sophisticated...
  - construct variable(s) to represent whether the immediate network neighborhood contains existing customers
  - add social-network variables to targeting models, etc. (we'll revisit)
- then:
  - target individuals who are predicted (using the social network) to be the best prospects
  - simplest: target "network neighbors" of existing customers
  - this could expand "virally" through the network without any word-ofmouth advocacy, or could take advantage of it.

### Example application:

- Product: new communications service
- Firm with long experience with targeted marketing
- Sophisticated segmentation models based on data, experience, and intuition
  - e.g., demographic, geographic, loyalty data
- e.g., intuition regarding the types of customers known or thought to have <u>affinity for this type of service</u>
   <u>Service</u>





# **Other applications**

Fraud detection Targeted marketing On-line advertising <--- extended example in supplemental slides Bibliometrics Firm/industry classification Web-page classification Epidemiology Movie industry predictions Personalization Patent analysis Law enforcement Counterterrorism ...



# THE ECONOMIC TIMES

### Centre to map your phone network

Taking 2007, 0038 hrs IST\_Joji Thomas Philip, TNN NEW DELHI: The government has decided to create a database of all mobile and fixed line calls within the country in an ambitious and unique attempt to track unlaw activities by identifying calling patterns and mapping social networks.

The system will help the government track complete networks of "people who could possibly be involved in unlawful activities by creating a national database of all inc Analysis of their call data records using advanced artificial intelligence techniques can help control unlawful activities," the department of telecom (DoT) has said.

The DoT's expenditure statement, which will be tabled in the Lok Sabha shortly, contains the broad outline of the plan and its rationale

The Centre has already allocated Rs 15.4 crore to the Centre for Development of Telematics (C-DOT) to meet the initial costs associated with building this software p called 'Security Management for Law Enforcement Agencies'. C-DOT is an autonomous scientific and technical arm of the DoT.

The system will work like this: If you have a mobile or landline connection, the government will be able to keep track of the people with whom you interact with or talk often — by scanning your telephone data records continuously. The calling pattern of every individual which consists of the frequently-called numbers will be tracked analysed by a fully automated software platform that will be built by C-DOT.

This comes as the government feels that a database on both the identity and social networking matrix of all individuals based on their telephone usage pattern can he provide useful inputs to the country's national security agencies. Mobile phone communication is playing an important role in tracking unlawful or terror-related activiti Phone records and calling patterns of suspects have often helped security agencies achieve breakthroughs in important cases.

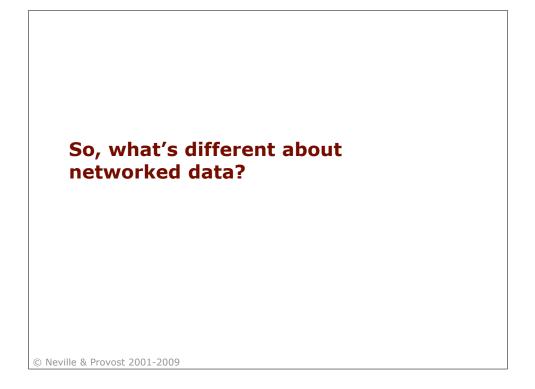
"With the massive and foreseeable subscriber base of 400 million over the next five years, there is a need for the development of computational approaches using arti intelligence techniques, biometric devices, crypto analysis, voice recognition technologies, grid surveillance, encryption/decryption and mining databases for security telecom and data networks and to provide useful inputs to the national security agencies, "the DT has said in the expenditure statement.

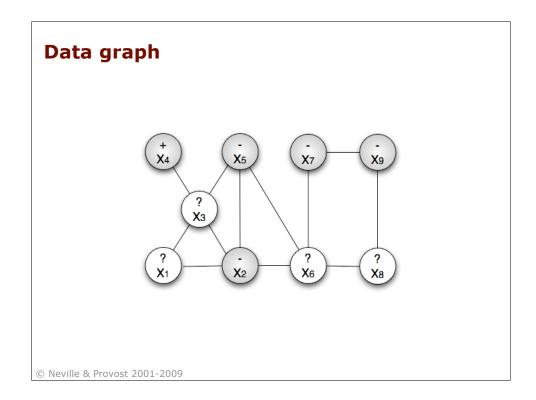
### Many countries have surveillance laws

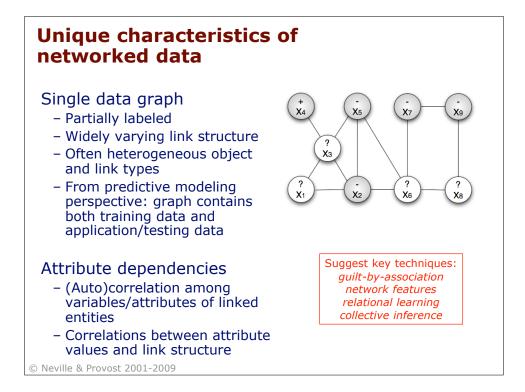
Globally, many countries are enacting surveillance laws which give governments more power to tap the communication systems. For instance, the US recently passe Protect America Act of 2007, which gives its government sweeping powers to tap any and all electronic and telephonic communication by anyone and anywhere with even obtaining a court order.

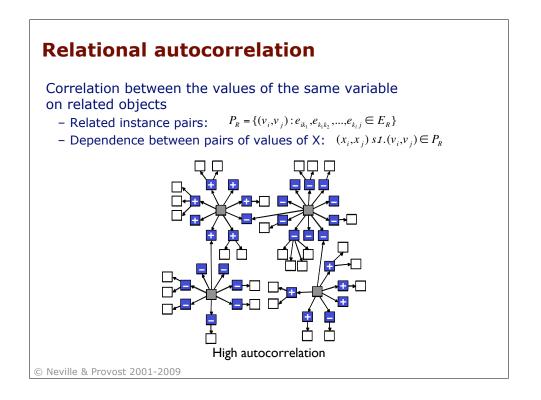
The move raises the issue of invasion of privacy. But the government has categorically made it clear that this software platform was not aimed at snooping into conver or to carry out any warrant-less tapping programme, but would only be used to create a database that maps every individual's social circle — based on his or her tele usage — for security reasons.

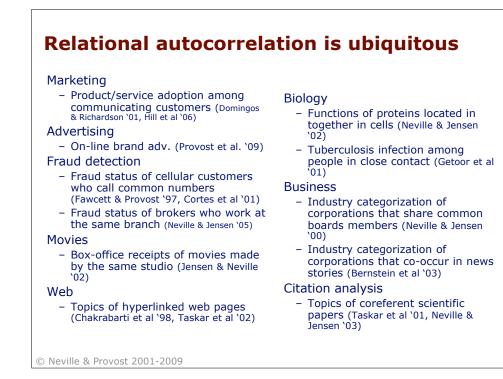
This security management system will act as a digital law enforcement agency that will be linked to the telecom networks of all service providers. "Information will be encrypted tunnels and digitally signed to ensure that the integrity of information is preserved," the DoT report added.

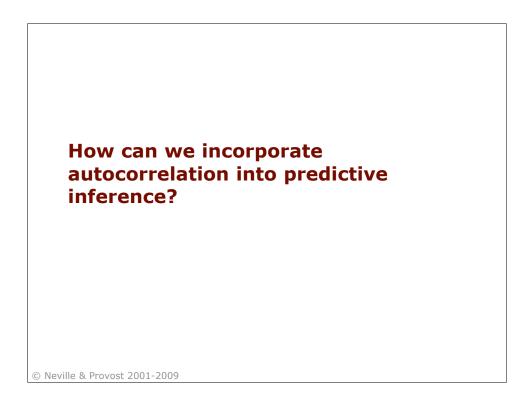


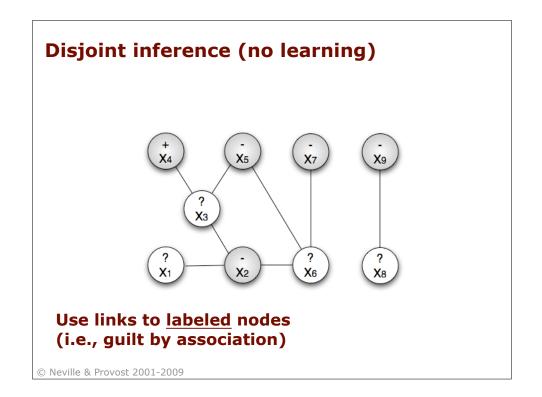




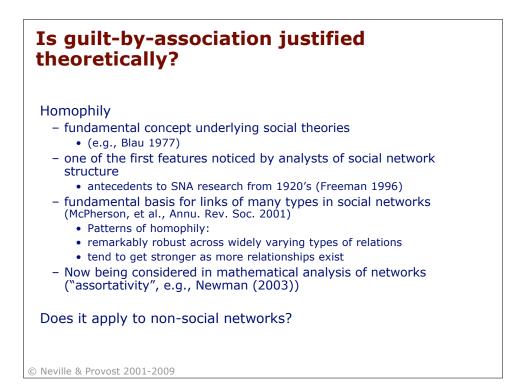


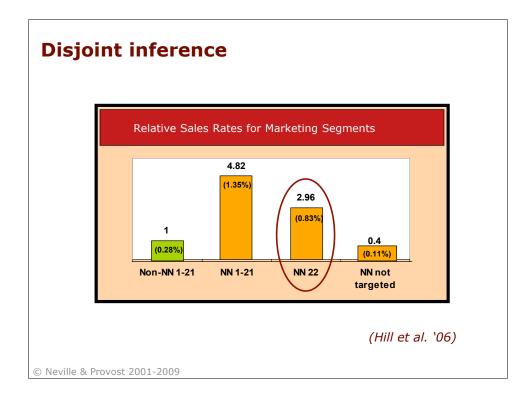




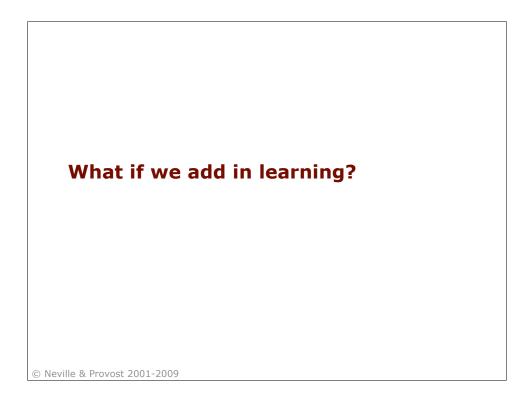


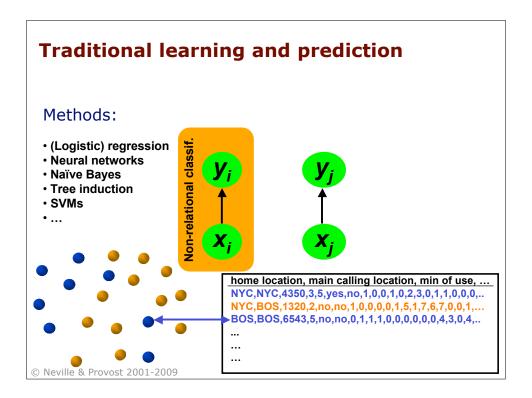


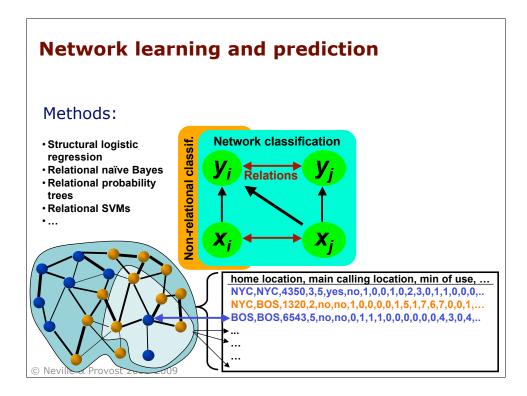


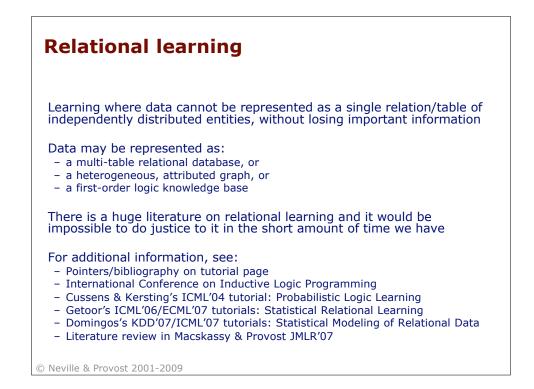


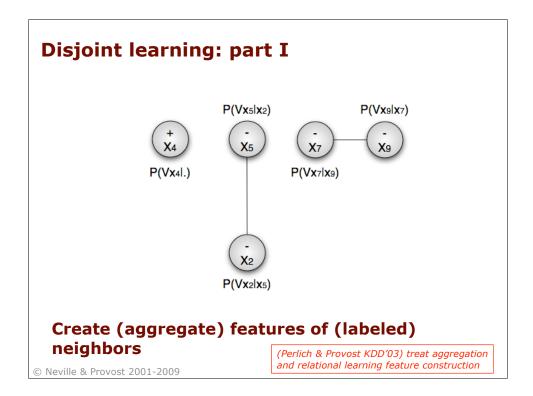
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	Disjoint inference	
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& Provost 2001-2009		

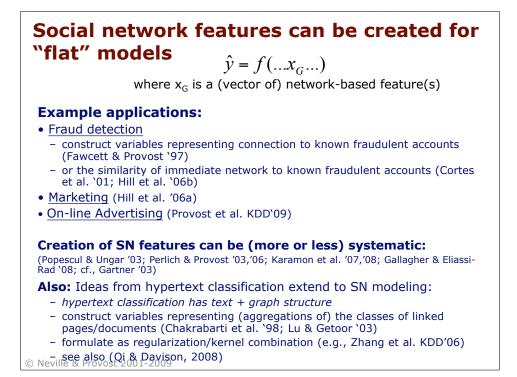


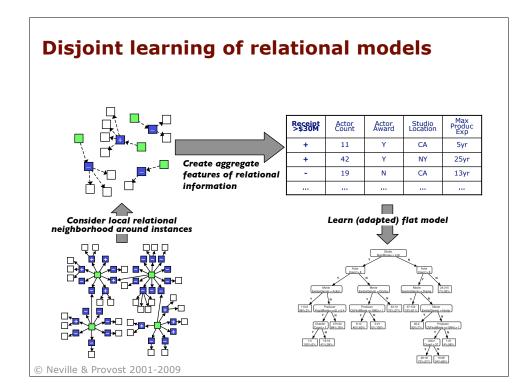


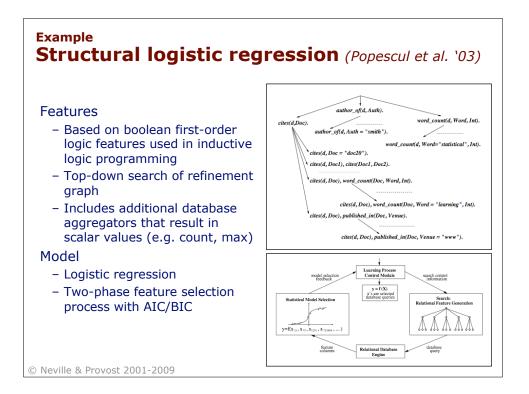


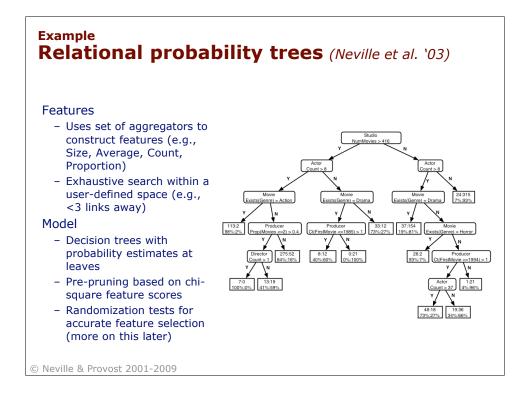


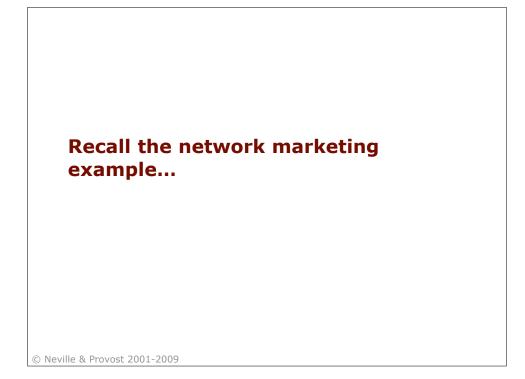






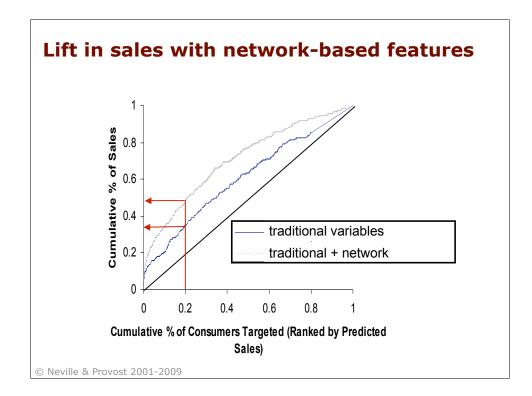


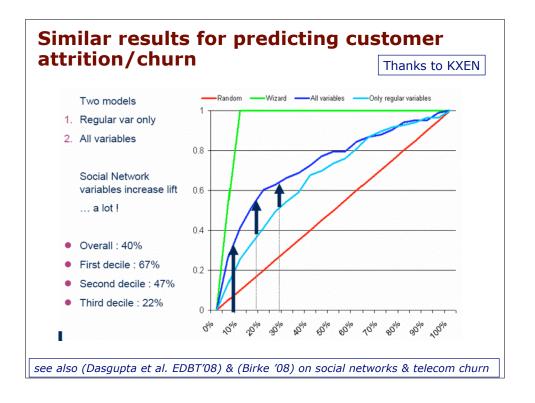


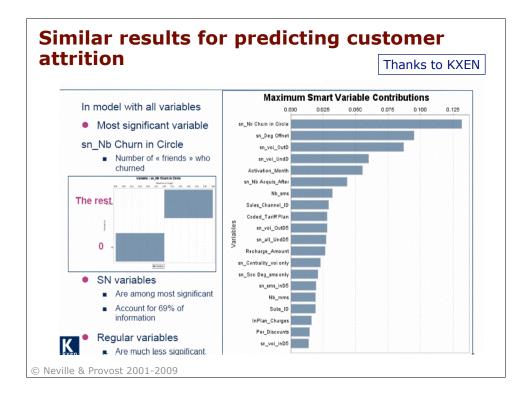


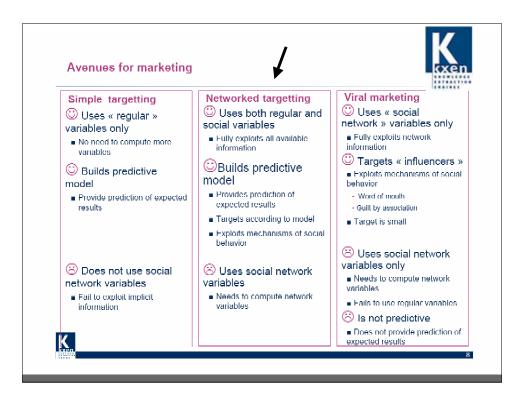
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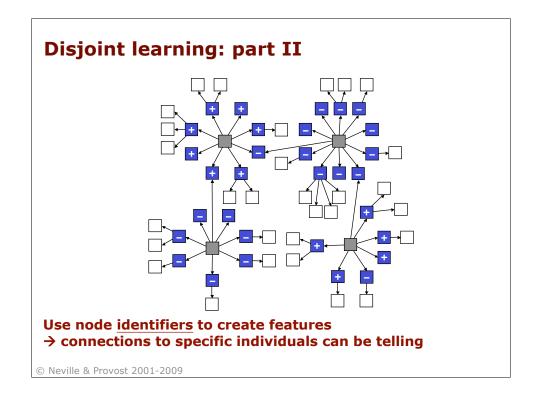
ttribute	Description		
Degree	Number of unique customers communicated with before the mailer		
# Transactions	Number of transactions to/from customers before the mailer		
Seconds of communication	Number of seconds communicated with customers before mailer		
Connected to influencer ?	Is an influencer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

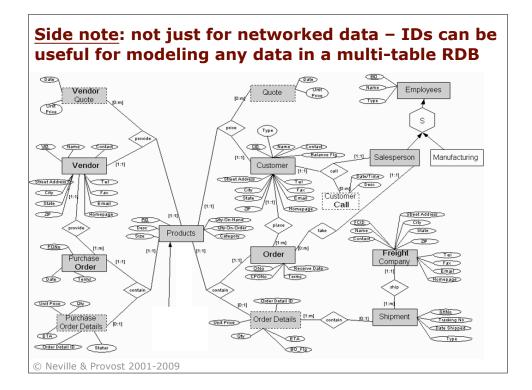




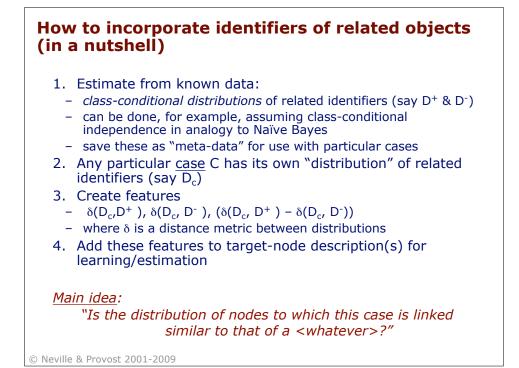


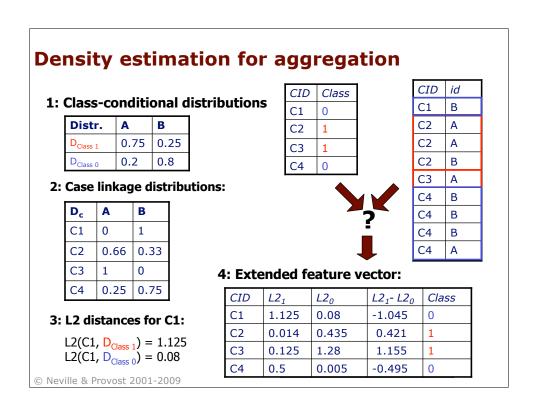


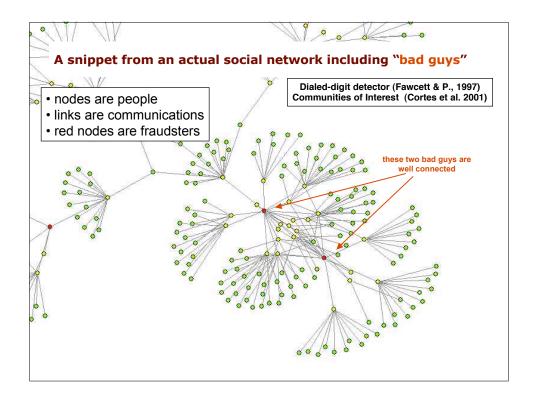


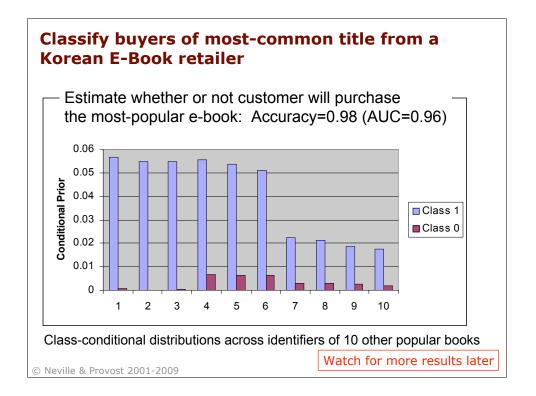


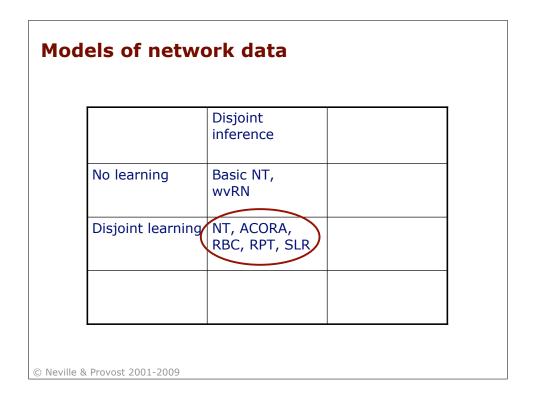
# **Towards a theory of aggregation** (Perlich & Provost MLJ'06): A (recursive) Bayesian perspective Traditional (naïve) Bayesian Classification: P(c|X) = P(X|c)\*P(c)/P(X)Bayes' Rule $P(X|c) = \prod_{i} P(x_{i}|c)$ Assuming conditional independence $P(x_i|c) \& P(c)$ Estimated from the training data Linked Data: $x_i$ might be an object identifier (e.g. SSN) => P(x\_i|c) cannot be estimated Let $\Omega_i$ be a set of k objects linked to $x_i => P(x_i|c) \sim P(linked-to-\Omega_i|c)$ $P(\Omega_i | c) \sim \prod_{O \in \Omega} P(O | c)$ Assume O is drawn independently $P(\Omega_i|c) \sim \prod_{O \in \Omega} (\prod_j P(o_j |c))$ Assuming conditional independence © Neville & Provost 2001-2009



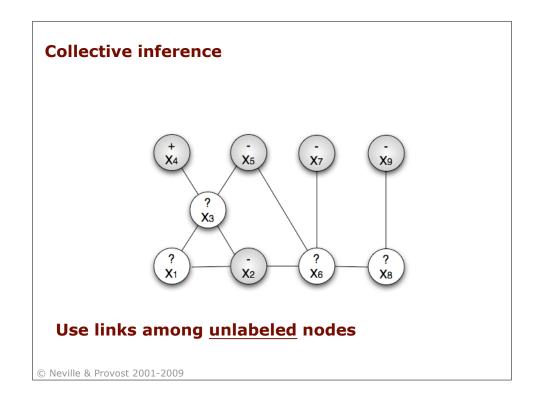


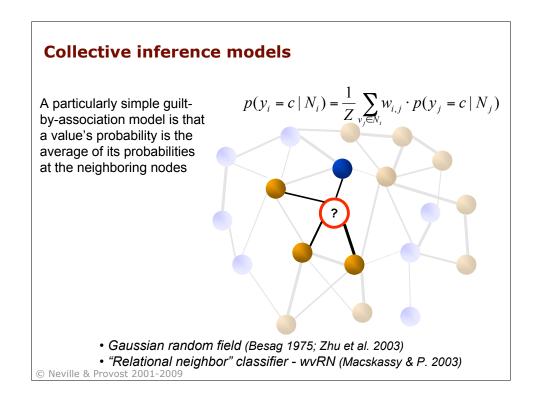


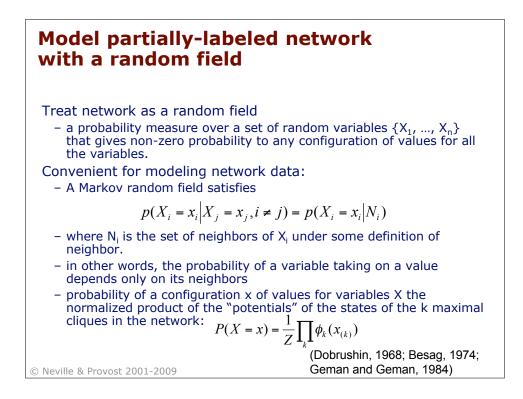


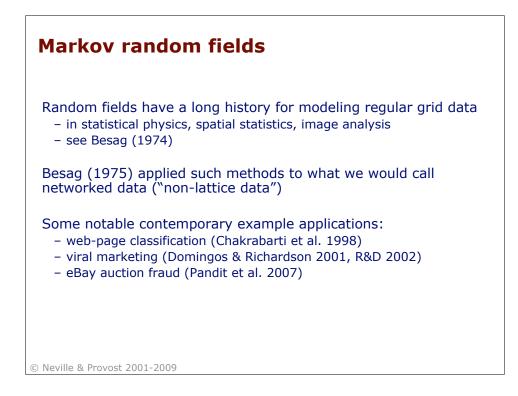


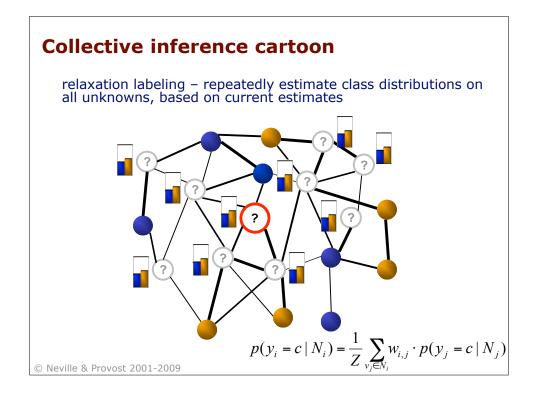


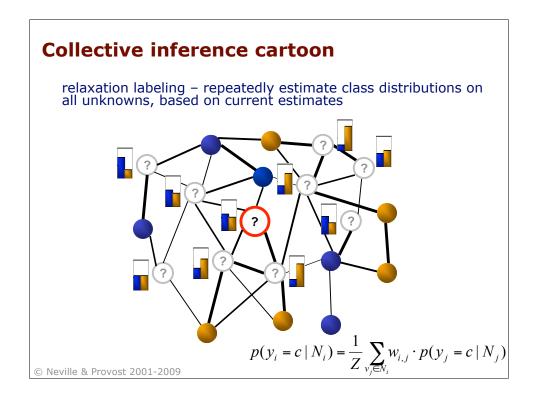


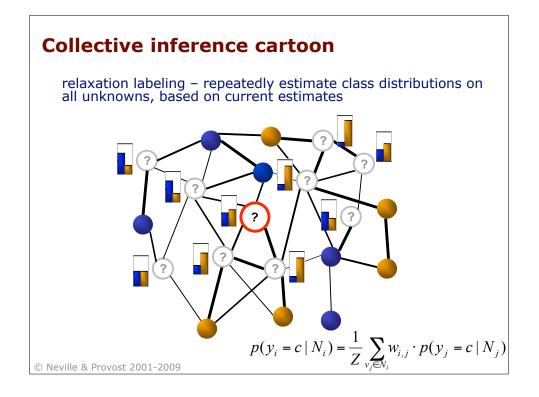


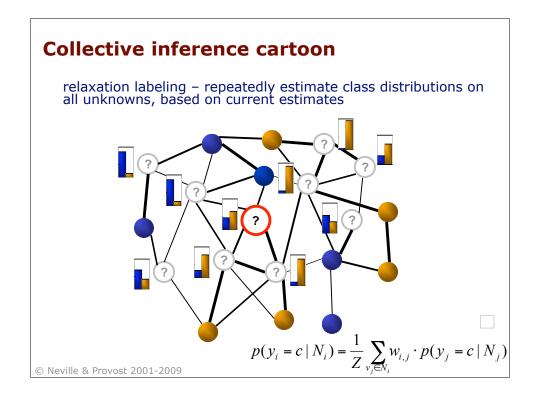


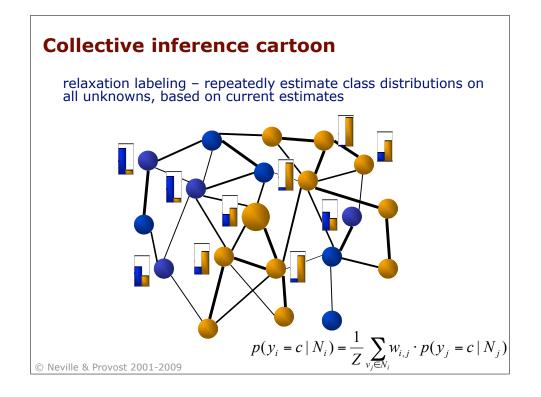


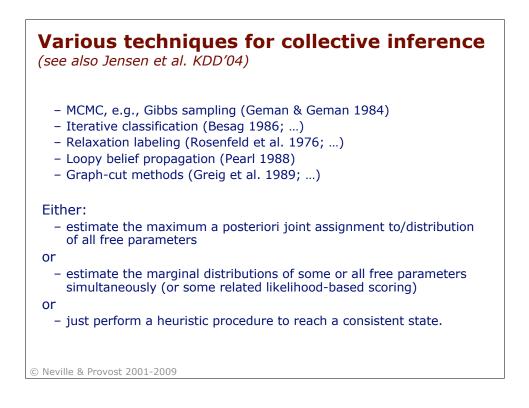




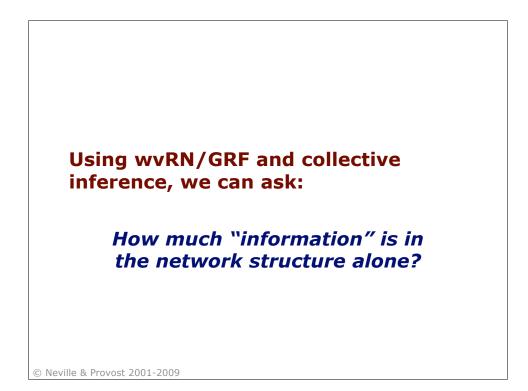


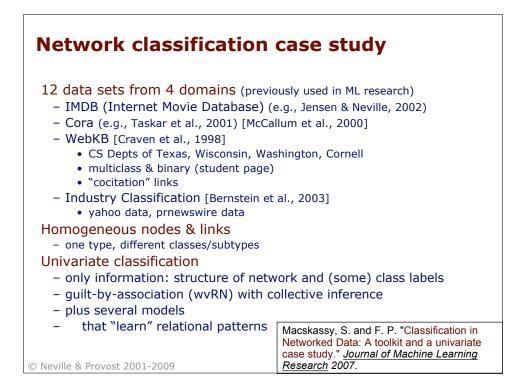


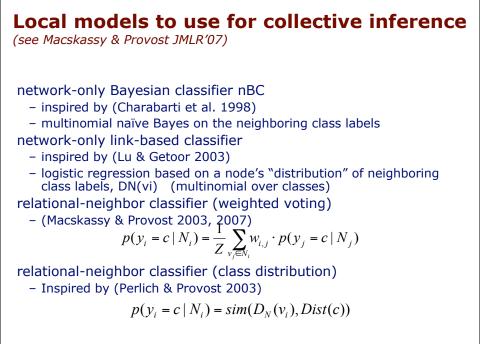




	Disjoint inference	Collective inference
No learning	Basic NT, wvRN	Random fields (Gaussian, Markov), wvRN
Disjoint learning	NT, ACORA, RBC, RPT, SLR	
	RBC, RPT, SLR	



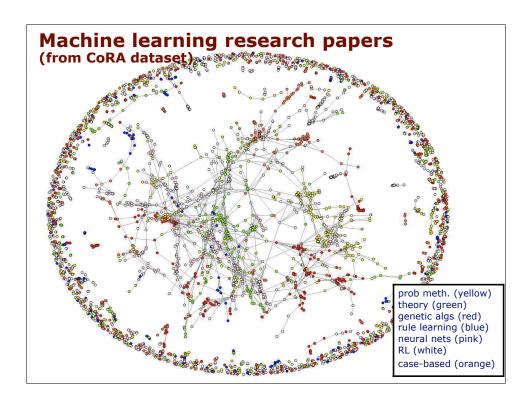


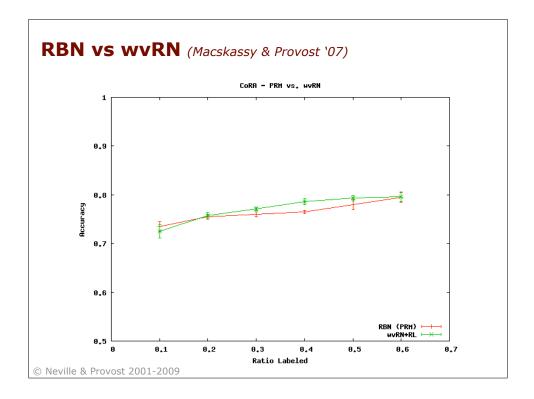


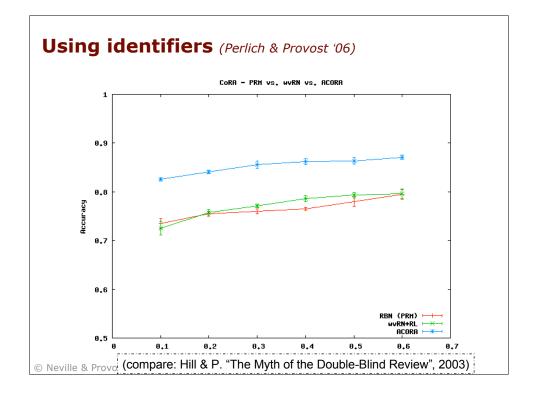
How much information is in	
the network structure?	

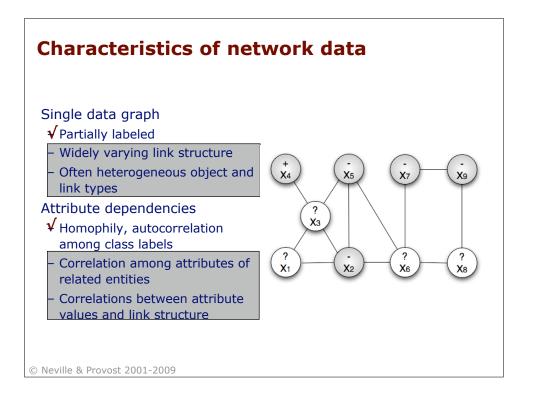
Data set	Accuracy	Relative error reduction over default prediction			
wisconsin-student	0.94	86%			
texas-student	0.93	86%		ling 00% of podeo	
Cora	0.87	81%	<ul> <li>Labeling 90% of nodes</li> <li>Classifying remaining 1</li> </ul>		
wisconsin-multi	0.82	67%		aging over 10 runs	
cornell-student	0.85	65%		0.0	
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%			

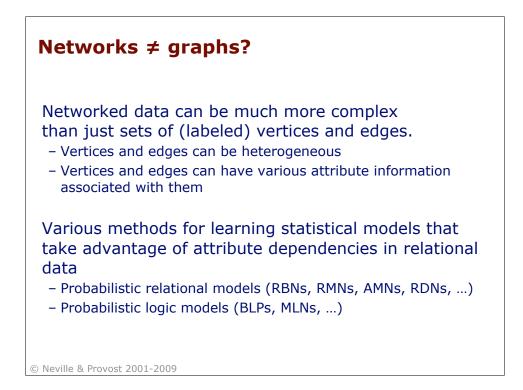




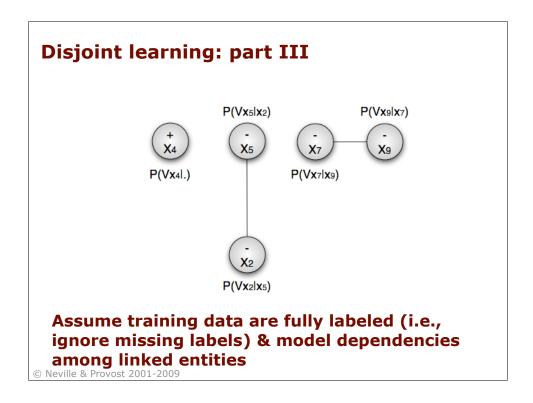


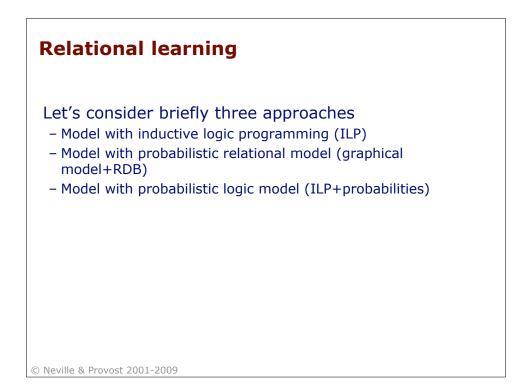


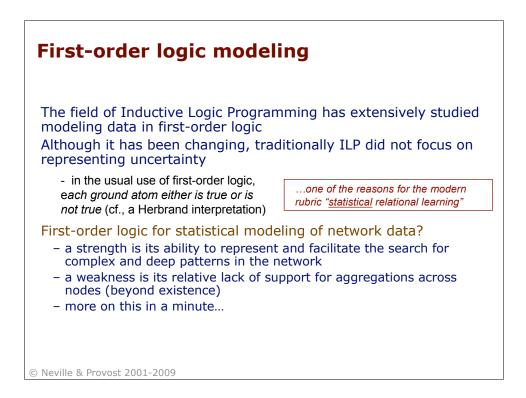


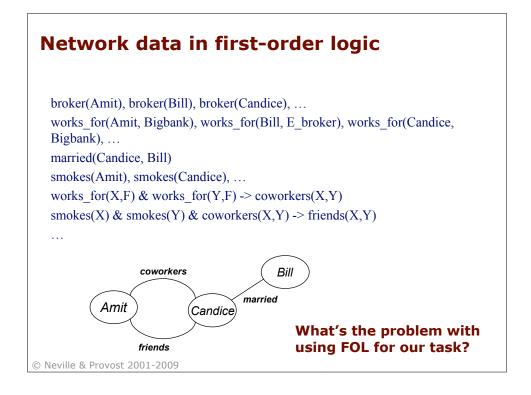


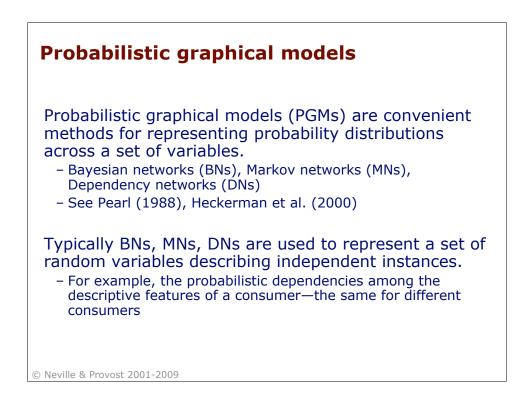
	Disjoint inference	Collective inference
No learning	wvRN	Gaussian random fields MRFs, wvRN
Disjoint learning	ACORA, RBC, RPT, SLR	MLN, RBN, RE RMN

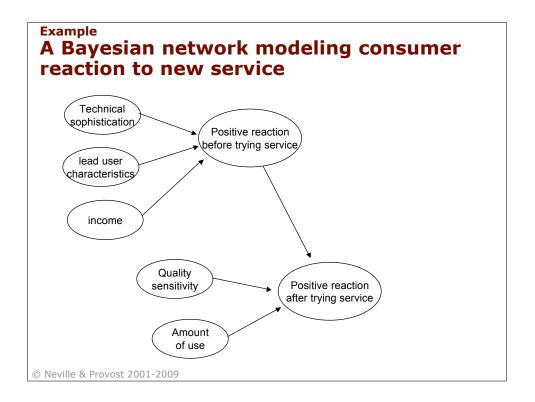


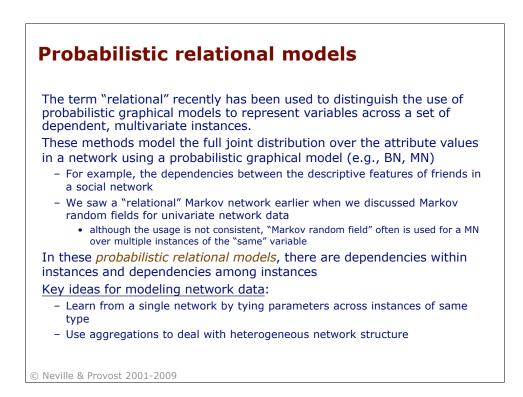












# Modeling the joint "network" distribution

#### Relational Bayesian networks

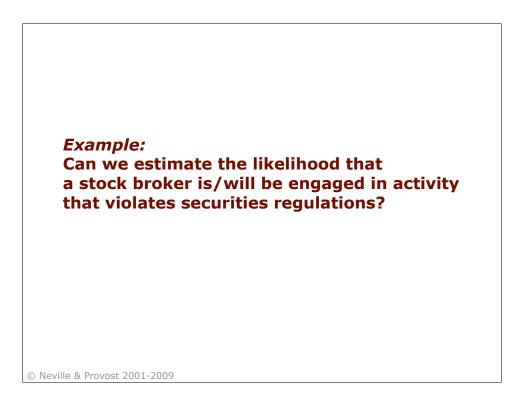
- Extend Bayes nets to network settings (Friedman et al. '99, Getoor et al. '01)
- Efficient closed form parameter estimation, but acyclicity constraint limits representation of autocorrelation dependencies and makes application of guilt-by-association techniques difficult

Relational Markov networks

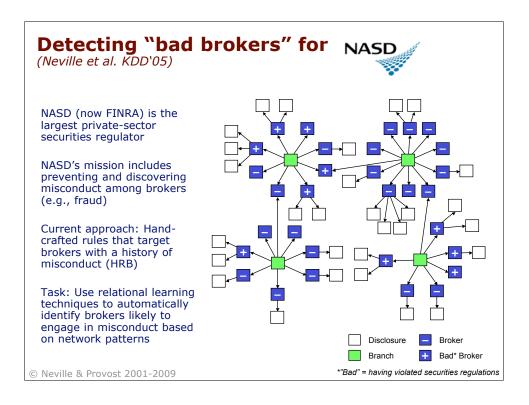
- Extension of Markov networks (Taskar et al '02)
- No acyclicity constraint but feature selection is computationally intensive because parameter estimation requires approximate inference
- Associative Markov networks are a restricted version designed for guilt-byassociation settings, for which there are efficient inference algorithms (Taskar et al. '04)

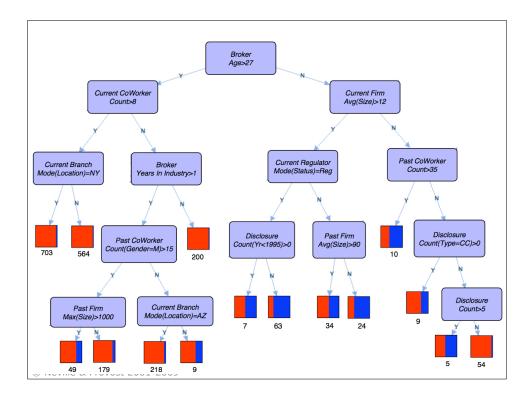
Relational dependency networks

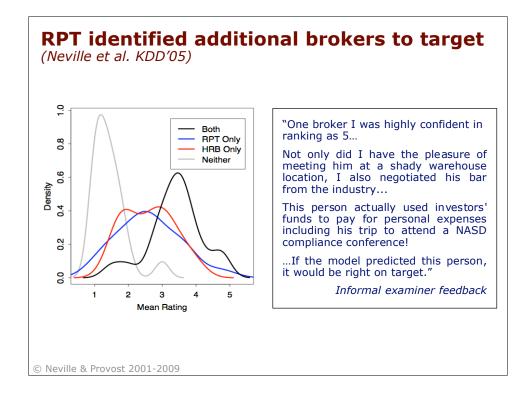
- Extension of dependency networks (Neville & Jensen '04)
- No acyclicity constraint, efficient feature selection, but model is an approximation of the full joint and accuracy depends on size of training set

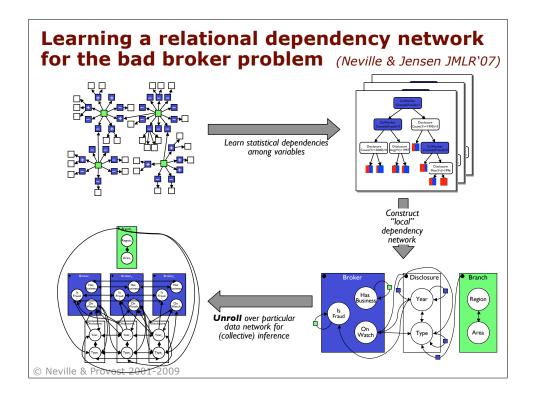


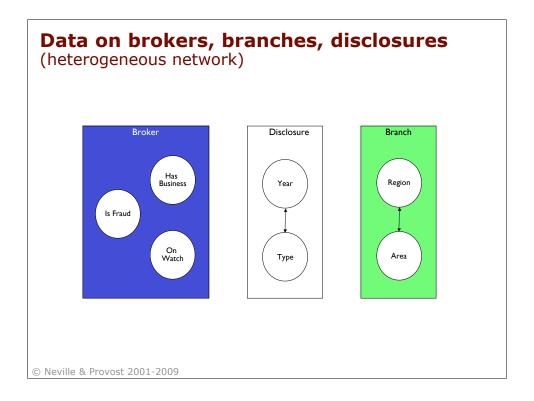
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Username: Password:	Released: Thu 13 Oct 2006, 00:00 CT Printer friendly Vorsion
Lunjin forgotten login	Securities Fraud Targeted by New Computing Tool
how to register	Libraries Keywords Business News SECURITIES FRAUD COMPUTER SCIENCE BROKERS
Iverview of Services Nedia Subscribers	Contact Information Available for logged-in recorters only
ource Institutions /hat's New	Description
ontact 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.
itest News ciNews edNews	Newswise — The world's largest private-sector securities regulator, the National Association of Securities Dealers, has teamed with University of Massachusetts Amherst researchers to bring cutting-edge computer science to the world of securities faud. By developing statistical models that assess data that most models can't manage, the scientists aim to help the NASD discover misconduct among brokers and concentrate regulatory attention on those who are most likely to misbehave.
eNews zNews	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 that <u>made use of this social aspect of rule-breaking</u> . Such "relational" data is difficult for many models, which often assume independence among records.
deo/Audio SS Feeds	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 th individual—such as age or health history—can be critical. But clues can also be extracted from information about the person's social and professional network, such as where they've lived or worked, or with whom they've been in contact.
arch IANNELS	"Our methods are uniquely suited to analyze this kind of information," says Jensen "They allow you to easily look at the characteristics of the surmunding network "
eaking News atures	The work is part of an ungoing, joint project exploring fraud detection by UMass Amherst researchers and the NASD, and it was presented recently by doctoral student Jennifer Neville a the Eleventh ACM SIGKDD International Conference on Knowledge Discovery and Data Mining.
SOURCES	More than 600,000 brokers are ongaged in securities transactions, making NASD examiners a valuable and finite resource. While these human examiners have the souty to spot relational patterns that suggest a broker warrants (wither security, automating that can't devaluation had proved difficult. Duthe relational probability trees (RPTs) developed by Neville and Jensen appeart makes good use of this contractual information and they provide a ranking in rich protects to boot.
xpert Finder Tools ontact Directory ectings Calendars	Using data thim past years supplied by the NASD, lensen, Neville and doctorelisticitent (Drgur Simsek applied their algorithms to the networks of organizational relationships in the securities would. For example, inviters are linked to the times they work for, customer compliants are linked to the horkers they relatence, and tranches are linked to the times they work for, customer compliants are linked to the times. Here are the securities would for a securities would be a securities would for a securities would commit would not be tranship to the times they analyzing excurse to thinkers in the context of other records in the "methoding" the algorithms was ship to predict which towers would commit would not with supprising accurace.

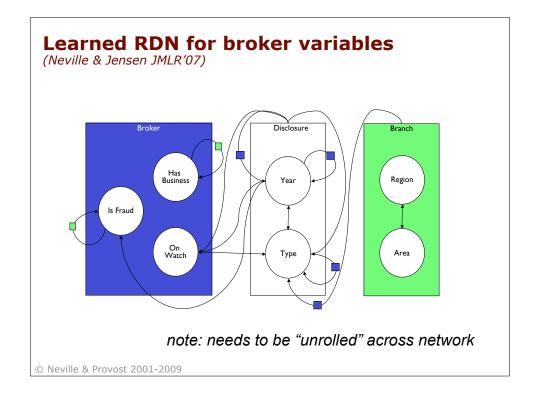


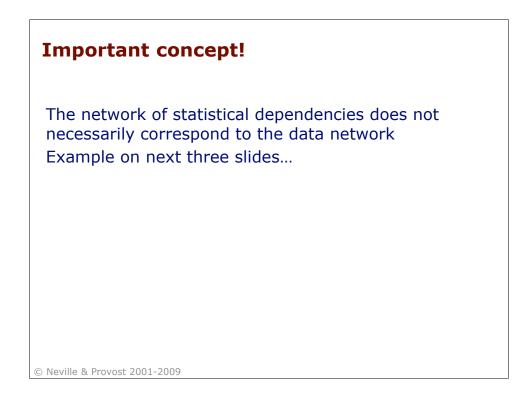


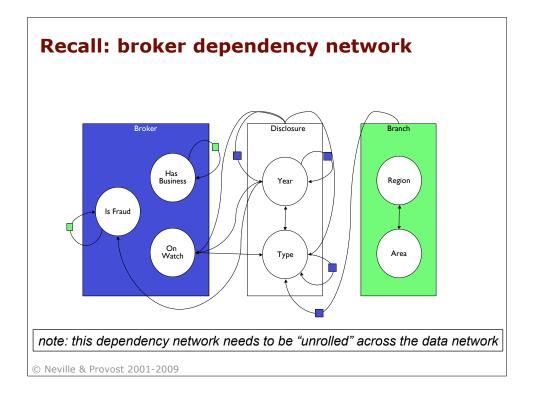


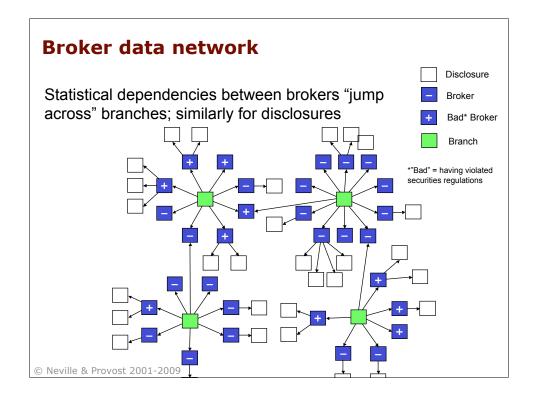


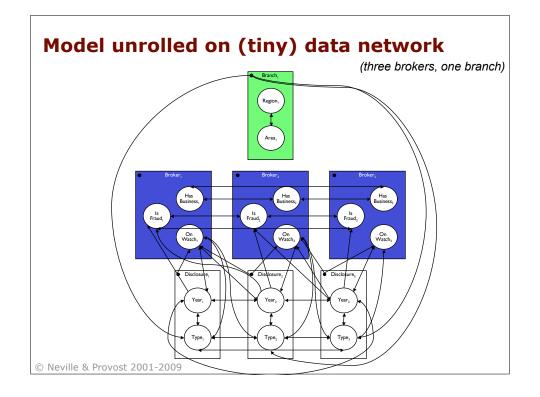


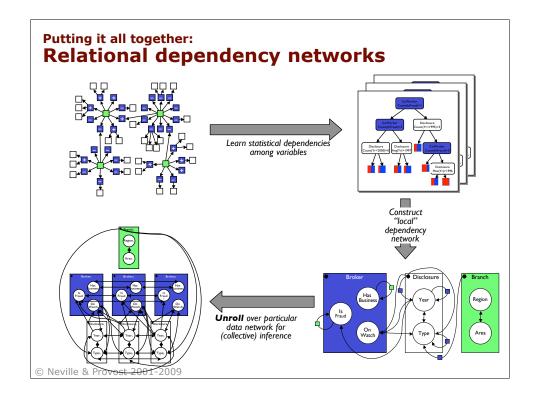


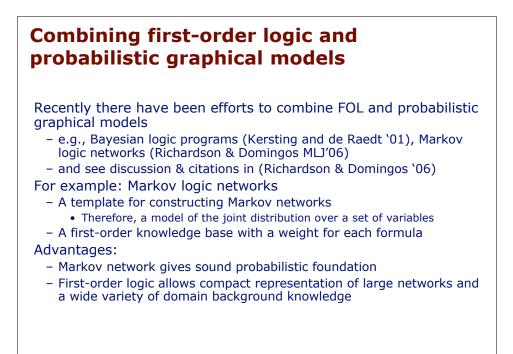


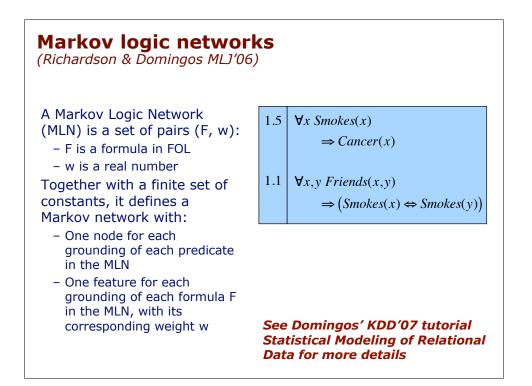


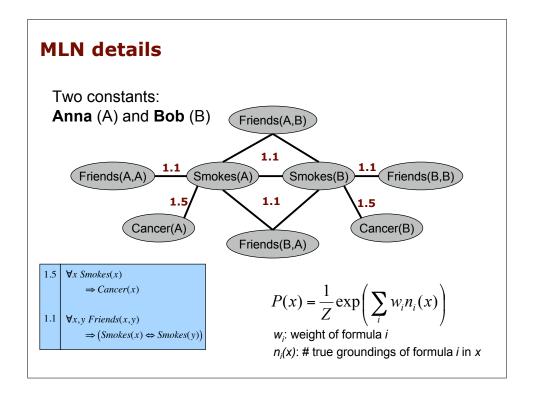


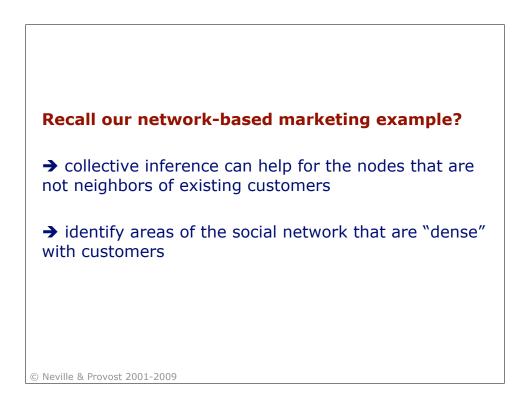






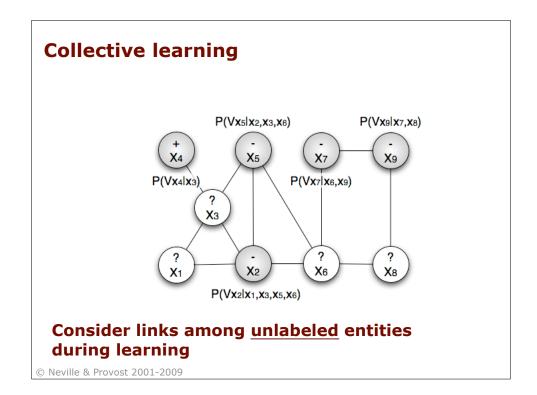


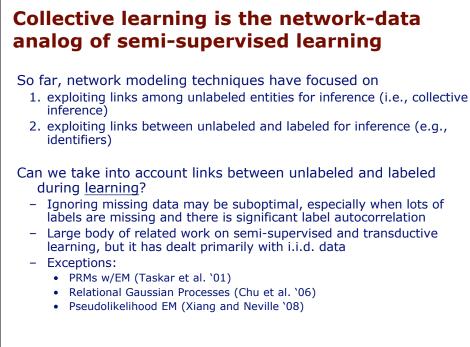


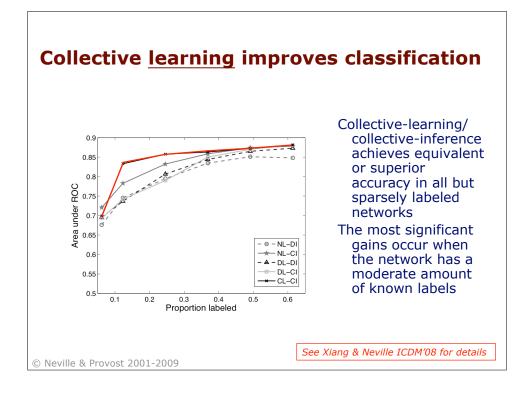


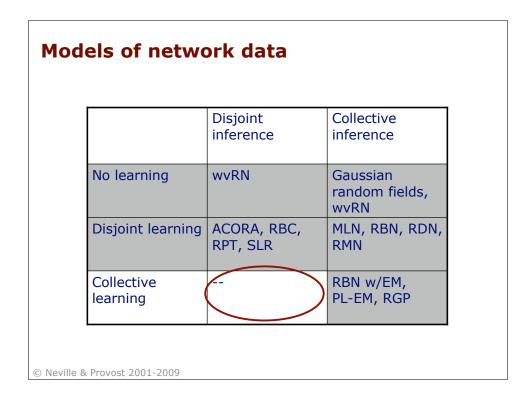
	Predictive (Area unde Mann-Whitney	r ROC curve	7
Model (network only)	NN	non-NN	
All first-order network variables	0.61	0.71	1
All first-order + "oracle" (wvRN)	0.63	0.74	
All first-order + "oracle" (wvRN) All first-order + collective inference* (wvRN)	0.63 0.63	0.74 <b>0.75</b>	]
All first-order + collective inference* (wvRN)	0.63 Predictive F	0.75 Performanc ROC curve/	
All first-order + collective inference* (wvRN)	0.63 Predictive F (Area under Jann-Whitney	0.75 Performanc ROC curve/ Wilcoxon st	
All first-order + collective inference* (wvRN) Model (with traditional variables)	0.63 Predictive F (Area under Mann-Whitney NN	0.75 Performanc ROC curve/ Wilcoxon st non-NN	

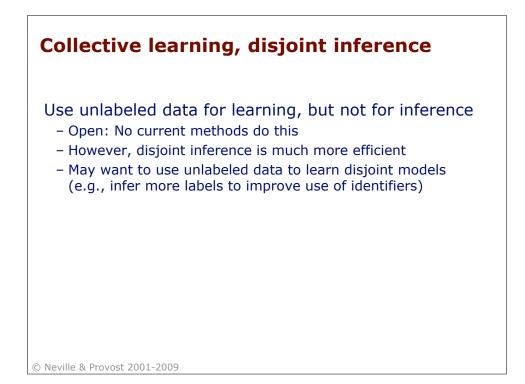
	Disjoint	Collective
	inference	inference
No learning	wvRN	Gaussian random fields, wvRN
Disjoint learning	ACORA, RBC, RPT, SLR	MLN, RBN, RDI RMN
Collective learning		RBN w/EM, PL-EM, RGP











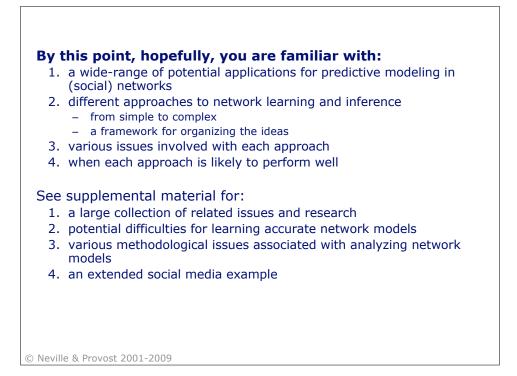
	Disjoint inference	Collective inference
No learning		
Disjoint learning		
Collective		
learning		

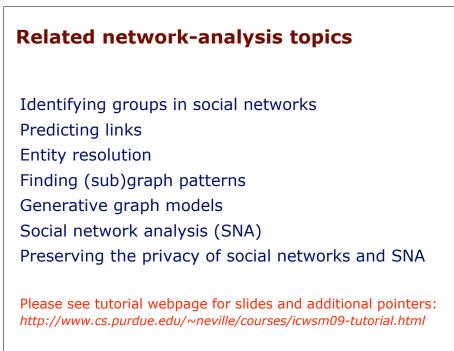


- 1. Social network data often exhibit autocorrelation, which can provide considerable leverage for inference
- 2. "Labeled" entities link to "unlabeled" entities
  - Disjoint inference allows direct "guilt-by-association"
  - Disjoint learning can use correlations among attributes of related entities to improve accuracy
- 3. "Unlabeled" entities link among themselves
  - Inferences about entities can affect each other (e.g., indirect guilt by association)
  - Collective inference can improve accuracy
  - Results show that there is a lot of power for prediction just in the network structure
  - Collective learning can improve accuracy for datasets with a moderate number of labels or when labels are clustered in the graph



- 5. The social network can be used to create variables that can be used in traditional ("flat") modeling
- 6. More sophisticated learning techniques exploit networks correlation in alternative ways
  - Node identifiers capture 2-hop autocorrelation patterns and linkage similarity
  - Models of the joint "network" distribution identify global attribute dependencies
  - These models can learn autocorrelation dependencies
- 7. There are many important methodological issues and open questions (see supplemental material)

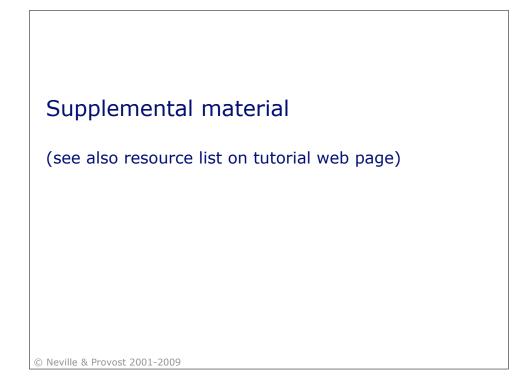


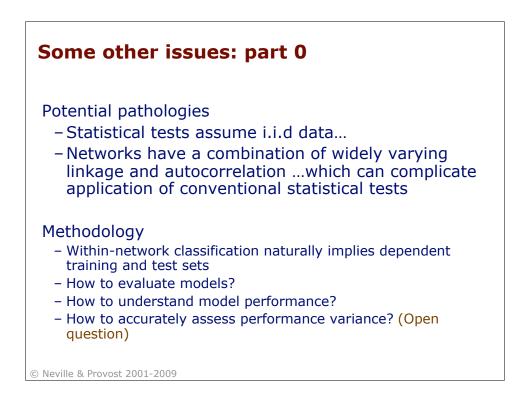


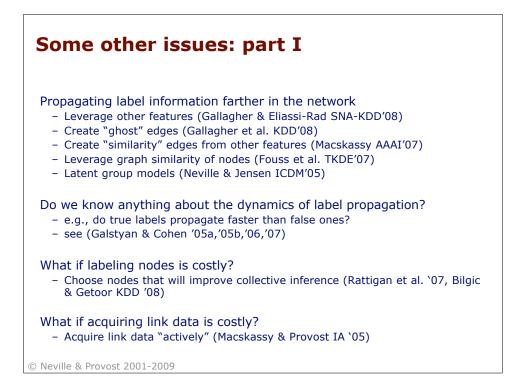
# Thanks to...

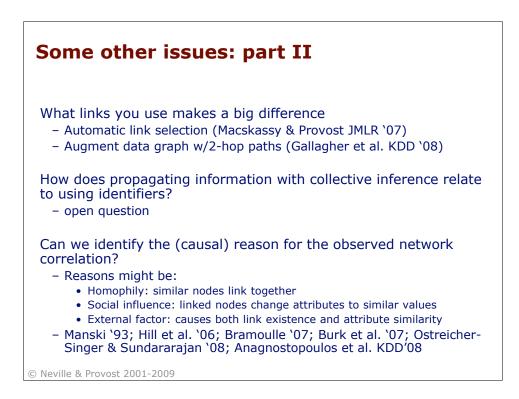
Pelin Angin Avi Bernstein Scott Clearwater Brian Dalessandro Lisa Friedland Brian Gallagher Henry Goldberg Michael Hay Shawndra Hill Rod Hook David Jensen John Komoroske Kelly Palmer Matthew Rattigan Ozgur Simsek Sofus Macskassy Andrew McCallum Alan Murray Claudia Perlich Ben Taskar Chris Volinsky Rongjing Xiang Xiaohan Zhang Rong Zheng

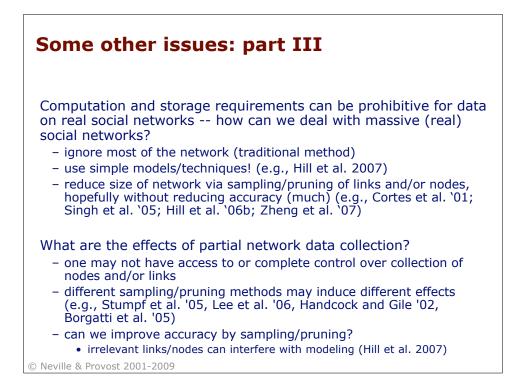


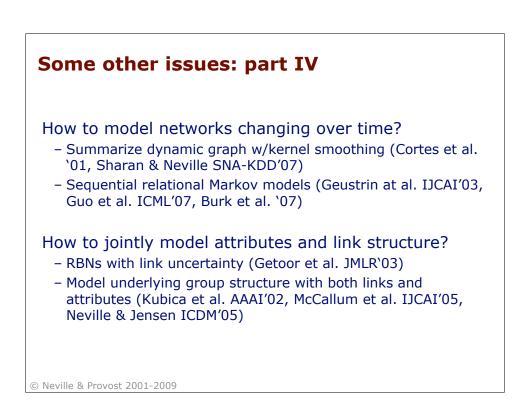


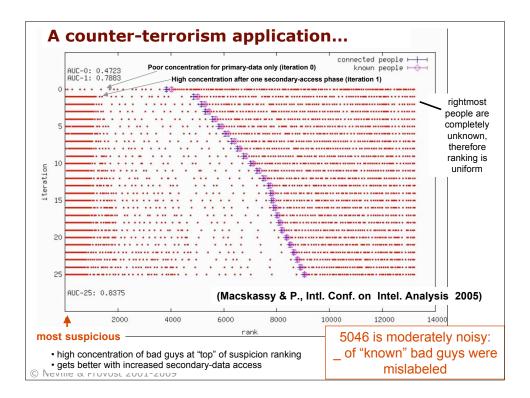


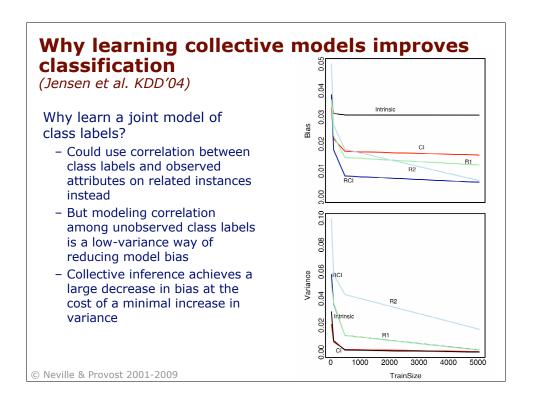


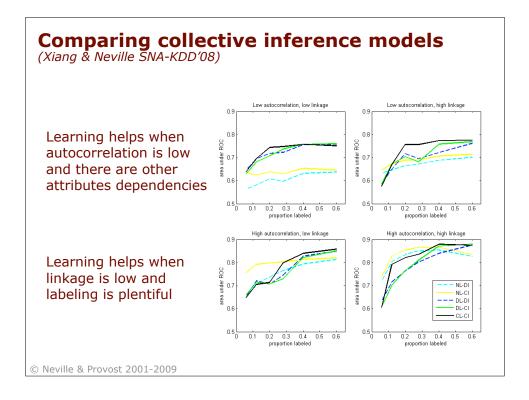


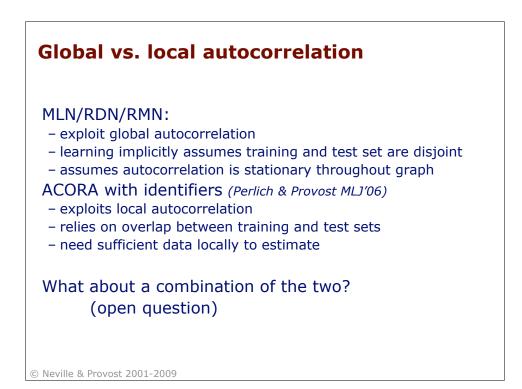


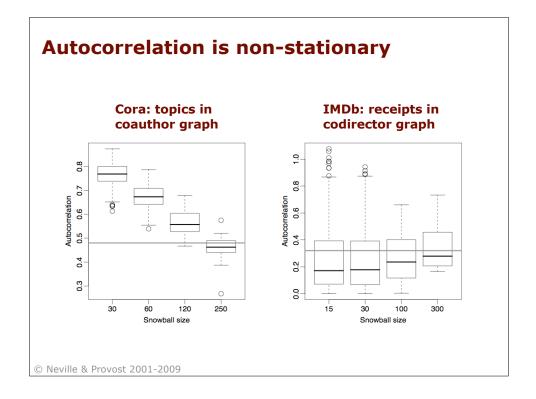


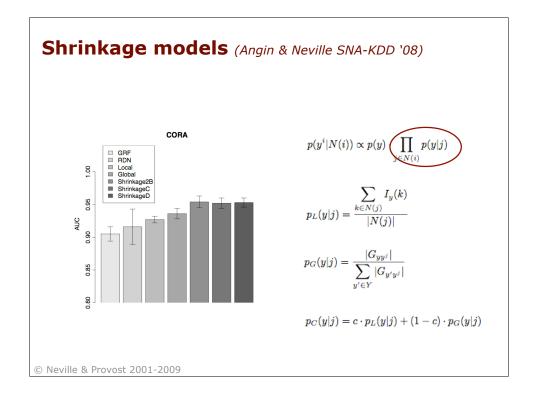


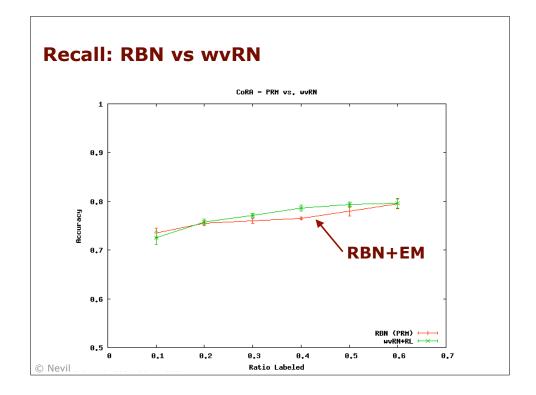




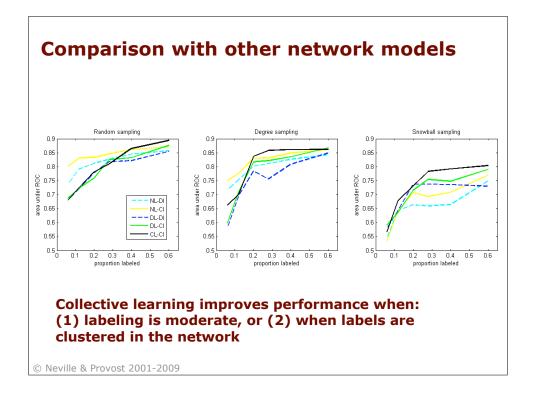


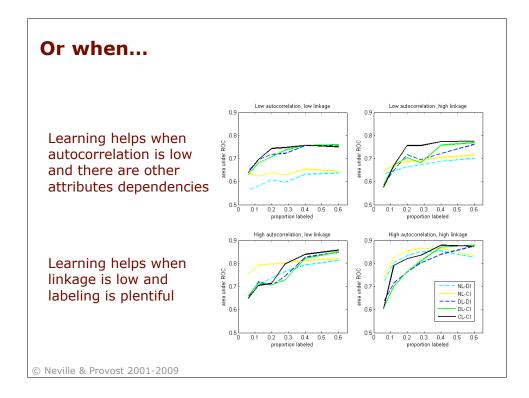


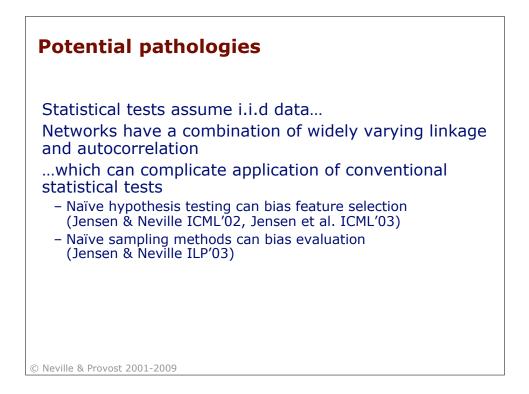


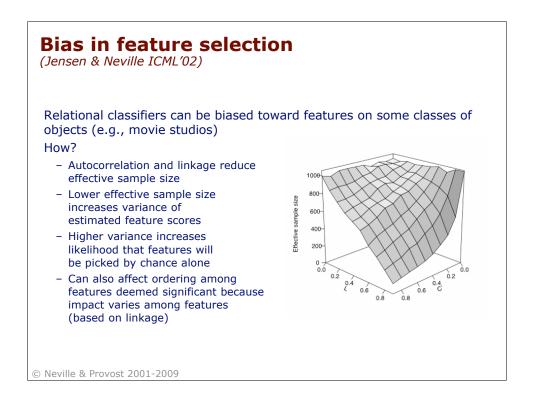


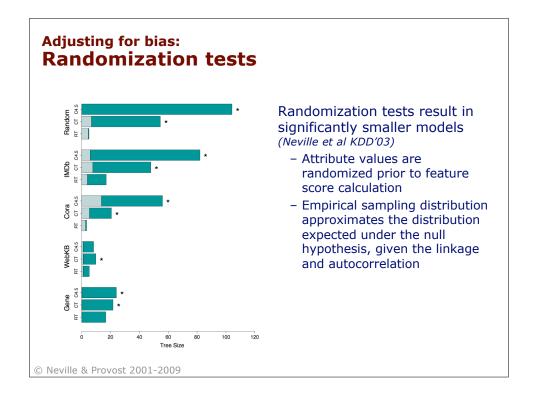
## **Pseudolikelihood-EM** (Xiang & Neville KDD-SNA '08) General approach to learning arbitrary autocorrelation dependencies in within-network domains Combines RDN pseudolikelihood approach with mean-field approximate inference to learn a joint model of labeled and unlabeled instances Algorithm 1. Learn an initial disjoint local classifier (with pseudolikelihood estimation) using only labeled instances 2. For each EM iteration: - E-step: apply current local classifier to unlabeled data with collective inference, use current expected values for neighboring labels; obtain new probability estimates for unlabeled instances; - M-step: re-train local classifier with updated label probabilities on unlabeled instances. © Neville & Provost 2001-2009

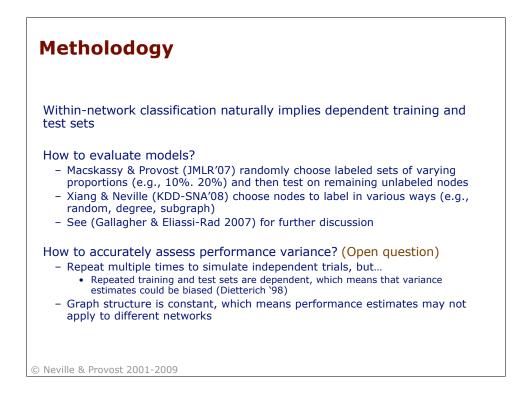


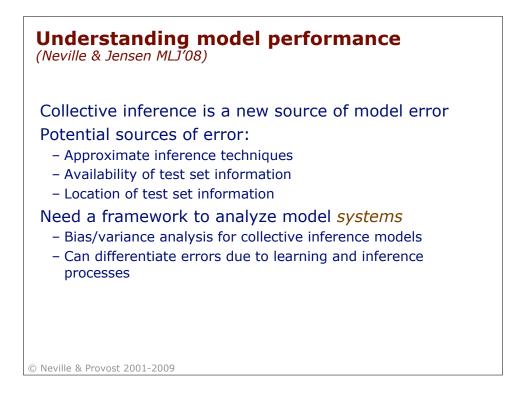


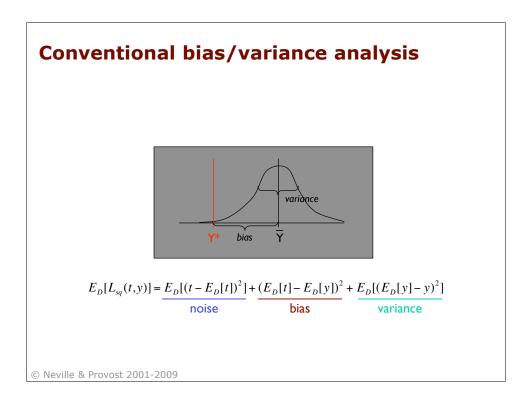


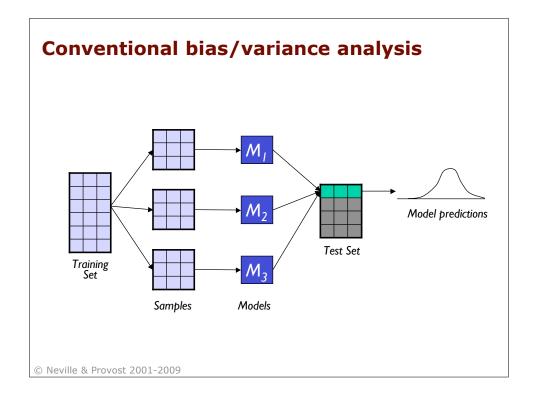


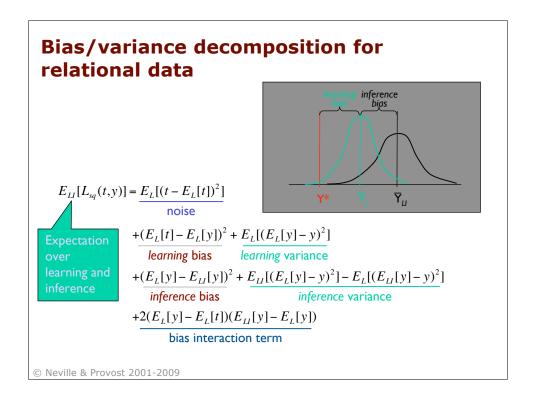


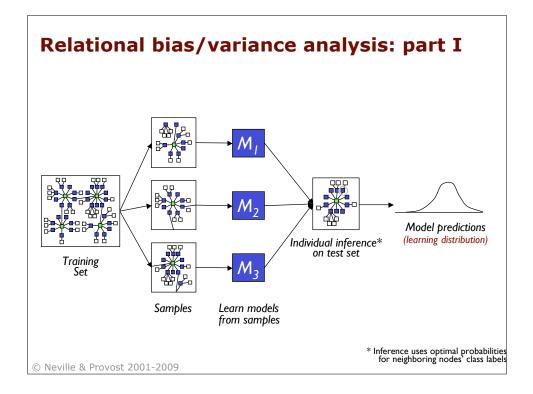


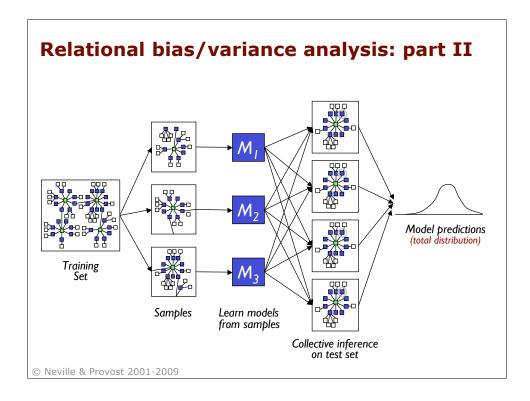


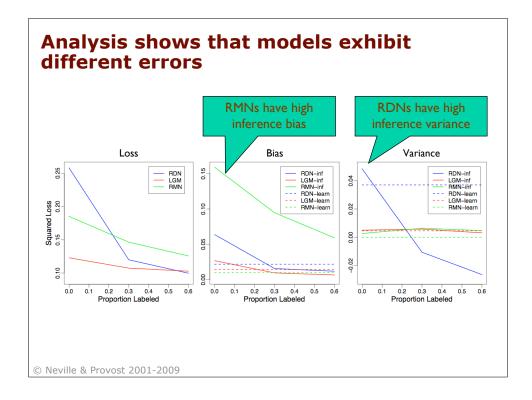


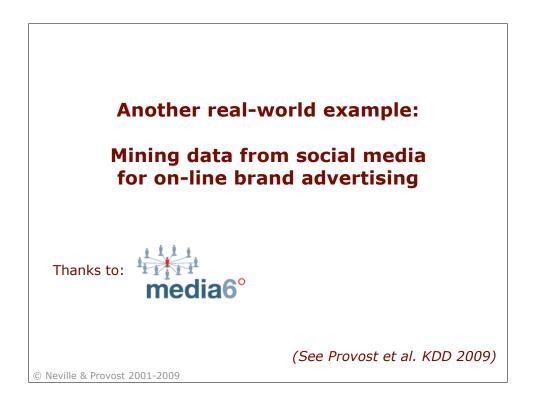


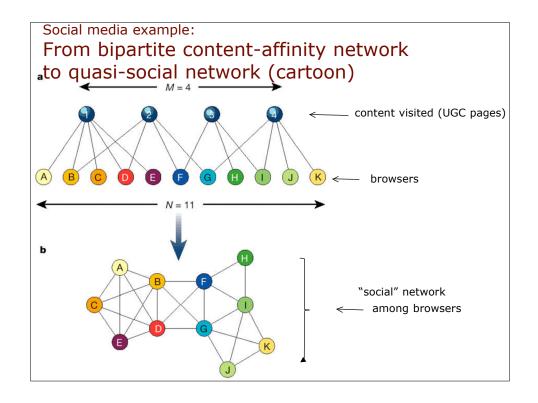


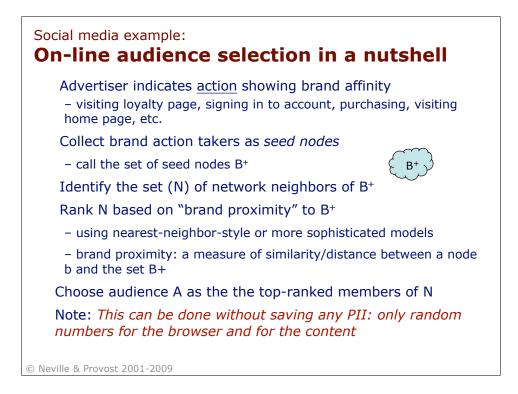


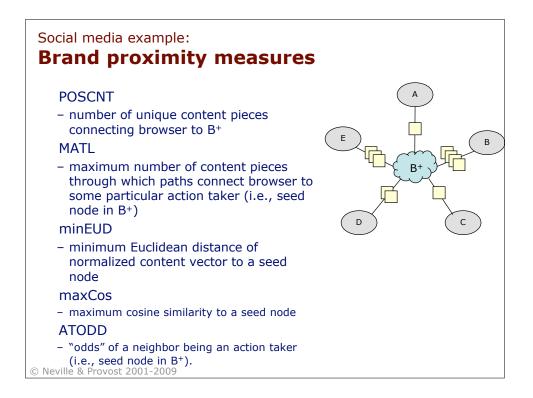


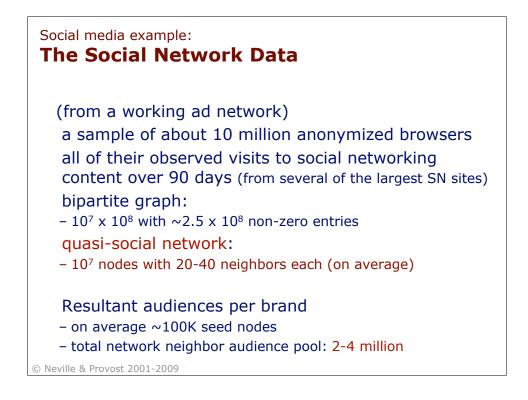














## The Brand Data

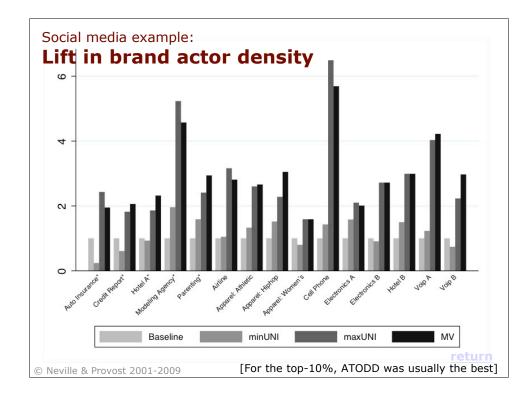
More than a dozen well-known brands, separated into two groups:

#### Group 1:

- Four brands where no advertising was done during experimental period (Hotel A, Modeling Agency, Credit Report, Auto Insurance)
- Plus a fifth "brand" comprising a sought-after demographic group (Parenting)

### Group 2:

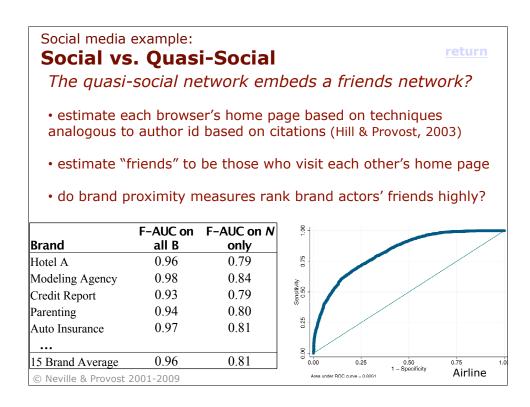
- 10 brands where some advertising was done during the experimental period
  - Apparel: HipHop, Voip A&B, Airline, Hotel B, Electronics A&B, Apparel: Athletic, Cell Phone, Apparel: Women's
- advertising uniform across network neighbors
- advertising does not lead directly to brand action



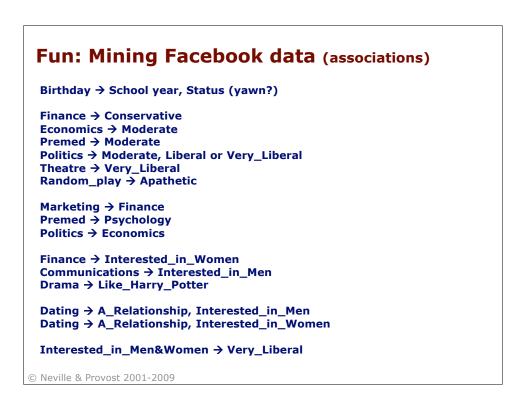
Brand	Impressions of PSAs to top ranked	Impressions of PSAs to RON	Organic conversion lift
Electronic A	67	53,347	5.89
Apparel: Athletic	26,161	266,661	6.06

We acquired from the ad exchange the rates of <u>conversion</u><u>or</u>-here "organic" conversion.

everyone).



	Social media example: One more test							
for	For one brand (Cell Phone) we asked Quantcast.com for demographic profiles of the seed nodes and their network neighbors:							
Γ	Demographic	Seeds	Neighbors					
•	Gender	Female	Female					
	Ethnicity	Hispanic	Hispanic					
-	Age	Young	Young					
1	Income	Low	Low					
1	Education	No College	No College					
	Provest 2001 2000		1	return				



## Acronym guide

**ACORA**: Automatic construction of relational attributes (Perlich & Provost KDD'03)

**AMN**: Associative Markov network (Taskar ICML'04)

**BN**: Bayesian network

**BLP**: Bayesian logic program (Kersting & de Raedt '01)

**DN**: Dependency network (Heckerman et al. JMLR'00)

**EM**: Expectation maximization

**GRF**: Gaussian random field (Zhu et al. ICML'03)

**ILP**: Inductive logic programming **MLN**: Markov logic network

(Richardson & Domingos MLJ'06)

**MN/MRF**: Markov network/random field **NT**: Network targeting (Hill et al.'06) **PGM**: Probabilistic graphical models

© Neville & Provost 2001-2009

PL: Pseudolikelihood **RBC**: Relational Bayes classifier (Neville et al. ICDM'03) **RBN**: Relational Bayesian network (aka probabilistic relational models) (Friedman et al. IJCAI'99) **RDB**: Relational database **RDN**: Relational dependency network (Neville & Jensen ICDM'04) RGP: Relational Gaussian process (Chu et al. NIPS'06) **RMN**: Relational Markov network (Taskar et al. UAI'02) **RPT**: Relational probability trees (Neville et al. KDD'03) SLR: Structural logistic regression (Popescul et al. ICDM'03) wvRN: Weighted-vector relational neighbor (Macskassy & Provost JMLR'07)