

AN IMPROVED SHOPPING AGENT FOR THE PREDICTION OF PRODUCT PREFERENCES IN AN E-STORE USING ARTIFICIAL NEURAL NETWORK

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Abstract

The disparity in the prices of online products from different e-store are as a result of the proliferation of e-Stores, seasonal price fluctuations, and periodic time-based deals/discounts remains a concerning issue in electronic commerce. The existing models, such as linear programming, multi-agent system, and statistical models, were time-consuming and too slow. This study presents an improvement to the shopping agent for e-stores using Multi-Layer Perceptron Neural Network. The scheme is a prediction model and a purchase-decision tool for buyers. A Resilient Propagation algorithm was employed for training the network and price prediction. The method was compared with the Back Propagation algorithm. The two models were designed with 12 neurons at the input layer, 20 neurons at the hidden layer, and 1 neuron at the output layer. Using the sliding window method, average prices for 12 consecutive weeks were inputted into the models to obtain predicted average weekly prices for the successive week. The model successfully predicted variability in the average weekly prices and could be used for purchase-decision making.

Keywords: Shopping Agent, Decision Making, E-Store, E-commerce, and Artificial Neural Network.

1.0 Introduction

The need for the customers to get the best preferences of products in an e-store cannot be emphasized. Shopping agents are significantly impacting electronic commerce and have succeeded in reducing the cost and time involved in searching for goods and services on e-Stores. Comparison Shopping is the practice of comparing the prices of items from different sources in order to find the best deal. The quest for more efficient and beneficial Comparison Shopping has been the motivation of researches in the field of Information Science, Mathematics, Economics, Business Administration/Marketing, and even Psychology. Despite the increasing adoption of Shopping Agents for comparison-shopping, it has been observed that significant price dispersion still exists among e-Sellers for the same product in defiance to the “law of one price” (Baye *et al.*, 2001, DiRusso, 2011; Repiso *et al.*, 2019); this justifies the interest in Shopping Agents development. A common phenomenon in today’s fiercely competitive and aggressively market-driven domain of e-Commerce is offering a periodic, time-based, price reduction, referred to as deals or discounts to eShopper apart from the usual seasonal price fluctuation that most goods/services are subjected to (Niemela *et al.*, 2019; Perera and Veloso, 2018). Amongst other reasons, this may be because e-Stores employ dynamic pricing techniques to improve their profit by dynamically adjusting their prices in response to consumer demand and competitors’ pricing (Jumadinova, 2008; Redriguez *et al.*, 2018). Baye *et al.* (2004) also opined that merchants employ the “hit and run” sales strategy: undertaking short-term price promotions at unpredictable intervals, a method shown to be active and widely used. Consequently, e-shoppers are always a step behind the e-Sellers: the best price for a good or service today may not be the best price if a deal or discount is offered tomorrow, even in the same store. Similarly, a delay in purchase today may turn out to be a lost opportunity tomorrow (Nanavati *et al.*, 2019; Liu *et al.*, 2019). For a shopper to make an informed purchase-decision beyond the immediate present, there is the need for Shopping Agents with the predictive capability to forecast the price movement of a product in an e-Store of interest (Karunarathe *et al.*, 2020; Dudarenko and Smirnov, 2020).

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Discounts, deals, sales are terms used by e-Merchants to signify a reduction in the price of a product/service mostly for a timeframe. The cost reduction has no impact on the quality or properties of the item in any way. More often than not, casual buyers do not readily get to benefit from these offers except by coincidence. However, if buyers can have a 'foreknowledge' of future price trends, they will be able to make a more beneficial purchase-decision (Tamigneaux 2014). Although Brynjolfsson *et al.* (2000), in his empirical study, noted that within the same price ranges, not all e-Buyers opted for the lowest price offered by a shopping agent due to their preference for a brand or consumer loyalty. Extensive empirical evidence is showing that price is the most critical factor determining where consumers decide to shop (Mansell, 2014) even more than convenience (Hajajet *et al.*, 2015; Wu and Wang, 2019). As seen with stocks and forex and other time series-based domains, e-Buyers, including brand-conscious e-Buyers, will be able to make a more informed purchase-decision if presented with forecasted price direction of a product of interest.

This work presents a novel shopping agent as a predictive model using an Artificial Neural Network for the e-commerce environment. This study develops, implements, and tests a shopping agent that provides all the e-commerce functionalities. The model is customer-centric, which targets e-stores periodically with a price discount as part of its marketing strategy.

2.0 Related Work

There are several studies on shopping agent and robot technology for e-commerce especially many researches have focused on how robot agent could make a cheaper and better transaction over the network, but only a few have analyzed customers preferences.

Brazet *et al.* (2003) proposed a Mobile Bargain Agent for Online Shopping (MBAOS), a comparison-shopping agent designed with mobile devices in mind. The MBAOS system involves a buyer, a Mobile Bargain Agent (MBA) for the buyer, and suppliers. Huang and Tsai (2009) designed and implemented a cross-language comparison-shopping agent (WebShopper), which is capable of performing online price comparisons of computer books across e-stores using two languages (English and Chinese). It also factored in delivery fees and exchange rates in a bid to facilitate accurate comparison. Multilingual ontology was constructed and maintained manually and restricted to computer books.

The improvements of WebShopper to partly automate the ontology construction method, fully automate the product-classification approach, and inclusion of a semantic search mechanism that considers concept similarity by Huang *et al.* (2011) gave rise to WebShopper+. Blazewicz *et al.* (2010) formally modeled the Internet Shopping Optimization Problem (ISOP). Specifically, he considered a problem in which a customer would like to buy a given set product $\{1, \dots, n\}$ from a given set of Internet shops $\{1, \dots, m\}$ at the minimum cost, taking into account also the delivery costs associated with the shops where one or more products are bought. This problem was modeled after the well-known Facility Location Problem (FLP) and solved using the greedy algorithm in 2010 and forecasting 2014.

Kanda *et al.* (2009) developed a guide robot for a shopping mall and conducted a field trial with it. The robot was designed to interact naturally with customers and to provide the shopping information effectively. It was also designed to interact with people to build a rapport repeatedly; since a shop- a ping mall is a place people repeatedly visit. The study provided the chance to design a robot for multiple interactions explicitly; thus, RFID tags were used for personal identification. The robot was semi-autonomous, partially controlled by a human operator, to cope with the difficulty of speech recognition in a real environment and to handle unexpected situations. A field trial was conducted at a shopping mall for 25 days to observe how the robot performed this task and how people interacted with it. The robot interacted with approximately 100 groups of customers each day.

Ghuli P. *et al.* (2014) designed a scalable, distributed Shopping Agent based on distributed computing methods known as Map-Reduce. They developed a distributed crawler for online shoppers to compare the prices of the requested products from different vendors and get the best deal in one place. Since crawling consumes a broad set of computer resources to process the vast amount of data in fat e-commerce servers in a real-world scenario, the researchers used an alternative way of map-reduce paradigm to process a large amount of data by forming Hadoop cluster of cheap commodity hardware. The study described an implementation of a shopping agent on a distributed web crawler using a map-Reduce paradigm to crawl the web pages.

Another research was the design of a shopping mall guide robot, named KeJia, which was designed for customer navigation, information providing, and entertainment in a real-time environment. The study introduced the designs of robot's hardware and software, faced challenges, and multimodal interaction methods, including using a mobile phone app. In order to adapt the current localization and navigation techniques to such large and complex shopping mall environment, a series of related improvements and new methods were compared. The robot was deployed in a large shopping mall for field test and stable operation for a reasonably long time. The result demonstrated the stability, validity, and feasibility of this robot system and showed a positive reward to the original design (Chen *et al.*, 2015).

Lopez-Loceset *al.* (2016) proposed further optimization of internet shopping problem by also taking into account the delivery costs associated with the shops where one or more products are bought. He proposed using Integer Linear Programming (ILP) model and two heuristic solutions, the MinMin algorithm and the cellular processing algorithm. Zhang *et al.* (2017) introduced a new approach to control soft robots. The approach contributed in two ways: in designing an abstract representation of the state of soft robots and developing a reinforcement learning method to derive effective control policies. The reinforcement learning process can be trained quickly by ignoring the specific materials and structural properties of the soft robot. They applied the approach to the Honeycomb PneuNets Soft Robot and demonstrated the effectiveness of the training method and its ability to produce good control policies under different conditions.

3.0 METHODOLOGY

The predictive Internet Shopping Agent (shopper) model we are proposing would seek to fetch the price history of a product of interest via web service from the relevant website. In our model, the data will be extracted and transformed into a daily time series format, which is then mapped and time-boxed to a weekly time series pattern for forecasting. Our model uses Multilayer Perception Neural Network (MLP-NN) with a sigmoidal activation function and Resilient Propagation (RPRO) as its training algorithm.

3.1 The Customer Agent Model for Shopping

Figure 1 presents the shopping agent model where a customer identifies all the attributes of the intended production and assign the agent to move around the network and get the best product according to the user specification.

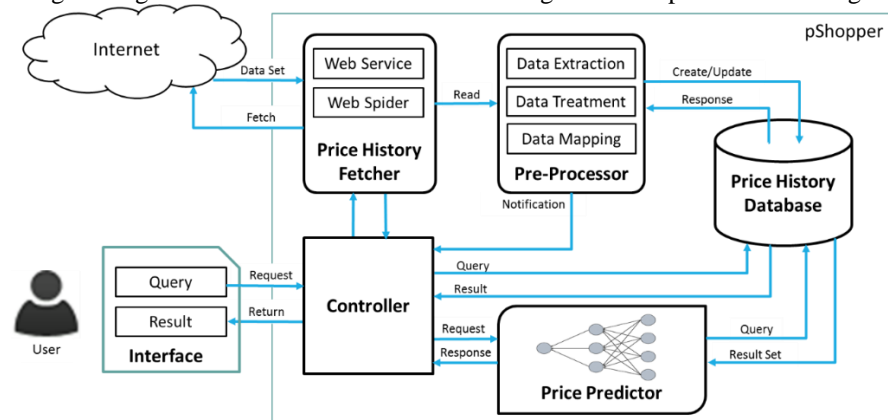


Figure 1: The Model for Shopping Agent

The following are the explanation of the model. The controller oversees the whole operation of the shopper, and initiate required processes. It also provides an interface for the user to query the shopping agent and obtain results of the internal operations. The price history Fetcher, on the other hand, seeks to fetch important price details of exciting products in targeted eCommerce stores via web service or any other channel provided by the data source. If a fetch is successful, the results are sent to the pre-processor; otherwise, a failure response is communicated to the Controller.

Pre-Processor records are extracted from the fetched data and treated and formatted for storage in a database. Price History Database serves as a data warehouse for pre-processed data. It is the first point of call by the controller on obtaining new query results to assess if some or all the required records are available on the database and the magnitude to be fetched by the Price History Fetcher. It also returns required records to the Price Predictor for prediction.

Price Predictor implements the Neural Network. It picks input (pre-processed historic price sequence) from the database, which it works with to present a predicted price returned to the controller for onward presentation by the shopping agent. Figure 1 depicts the UML sequence diagram of the shopper. The diagram shows the sequence of interactions that take place when a shopping agent sends a request to the shopper for a forecasted price in preparation for submitting a search result to a user.

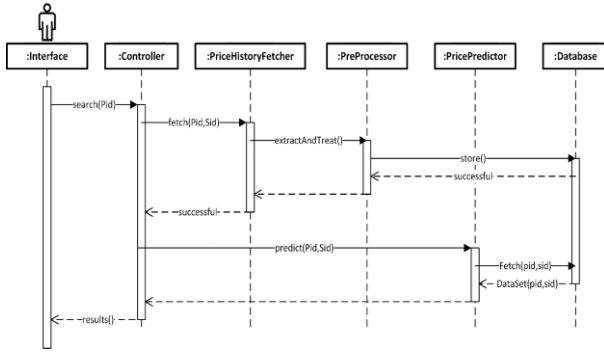


Figure 2: Sequence Diagram for shopper

3.4 Data Extraction and Treatment

Suppose there exist a finite number (n) of eStores in an oligopolistic market that is accessible to our shopping agents. The set of all the stores can be defined by equation 2

$$S_n = \{S_1, S_2, S_3, \dots, S_n\} \quad (1)$$

When a buyer queries the shopping agent for a unique item (i) on the day (d), the prices that several stores (S) offer the product which meets the product descriptions of item (i) can be represented by Eq. (3) where $P \in \mathbb{R}$

$$P_{i,S_n}^d = \{P_{i,S_1}, P_{i,S_2}, \dots, P_{i,S_n}\} \quad (2)$$

An ordered set of best prices can be given as Eq. (4) where $a_n \leq a_{n+1}$ for all $a \in Bp$

$$Bp_{(i,S_n)} = Asc \{P_{i,S_n}, \rho\} \quad (3)$$

For the best price obtained, the price history fetcher would request for the list of past prices for the product item (i) in the selected store (s).

Algorithm 1 below highlights the data extraction and treatment process that transforms the fetched data to a daily time series data for the product (i) such that $[p_1, p_2, p_3, \dots, p_n]$ is strictly chronological.

Algorithm 1: Data extraction and treatment algorithm

```

1  Input: string: productId; string: url; Object[]: fetchedProductJSON
2  Output: Double[]: currentDate; currentWeek; price
3  Initialize: currentDate, currentWeek, Price; int sameDayPriceCount := 0;
4  double sameDayPriceSum := 0; double average = productDetail[i].getPrice();
5  string currentDate;
6
7  Begin
8  fetchedProductJSON := crawl(url, productId);
9  currentDate = fetchedProductJSON[startDate]
10 currentWeek = getWeek(fetchedProductJSON[startDate])
11 foreach row in fetchedProductJSON {
12  fetchedDate := getDate(fetchedProductJSON[timestamp]);
13  fetchedWeek := getWeek(fetchedProductJSON[timestamp]);
14  fetchedPrice := fetchedProductJSON[price];
15  while (fetchedDate >= currentDate)
16    if (fetchedDate == currentDate)
17      sameDayPriceSum.add(fetchedPrice)
18      sameDayPriceCount.add(1)
19    else
20      if (sameDayPriceCount > 0)
21        price := sameDayPriceSum / sameDayPriceCount
22      else
23        Price := fetchedPrice
24      end if
25      productData.writeDB[] := [currentDate, currentWeek, price]
26      currentDate.Add(1 day)
27      currentWeek := getWeek(currentDate)
28      sameDayPriceCount := 0
29    end if
30  end while
31 end for each
32 End
    
```

3.5 MultiLayer Perceptron for shopper

The scheme has 12 input neurons, 20 hidden neurons, and 1 at the input, hidden and output neurons, respectively. Each of the weekly prices of 12 consecutive weeks will be fed into the 12 neurons at the input layer. The output from the neurons in the input layer would be connected to 20 hidden neurons at the hidden layer. The 20 hidden layers are then connected to the neuron at the output layer. The output of the output neuron corresponds to the predicted price of our model for the week following the 12 weeks fed into the input neurons.

The function of the Multilayer Perceptron is to predict the week's average for the product. Input Layer: Inputs of the neuron's synapses receive n signals $[P_1, P, P_3, \dots, P_n]$ which corresponds to successive n weekly prices for item i . Each synapse makes a linear modification of the signal using its synaptic weight (w_n) which causes the neuron's body receives the following signals $[p_1w_1, p_2w_2, p_3w_3, \dots, p_nw_n]$. The node's signal equals the algebraic sum of the signals entering the node and is given as:

$$S = \sum_{i=0}^n w_i p_i \tag{4}$$

An activation function is then applied to yield output for the neuron given as

$$y_k = f(S_k) \tag{5}$$

For our model, since we are expecting only positive values as output (predicted price), we will use the sigmoid function given as

$$f(S) = \frac{1}{1+e^{-z}} \tag{6}$$

where $Z \in \mathbb{R}$ and thus yielding output between $0 \leq y \leq 1$.

4.0 IMPLEMENTATION AND DISCUSSION

The work was implemented using JDK- version 1.8.0_111 and MySQL community version 5.0.11. The dataset was tested with products on the Amazon website. The historical dataset for the selected products was fetched from the tractor website (<https://thetracktor.com>) between the 12th and 15th of January, 2017. The Tracktor is an online price history tracking service that presents historical data based on historical price data for an Amazon product when either the product name, Amazon Standard Identification Number (ASIN) or Amazon URL is provided. **graph_options**: anested object which holds the start_time and end_time values of the fetched product.

4.1 Description and Analysis

Ten (10) products were selected for Amazon.com, a popular e-Commerce store. The products spanned 3 main categories: Clothing, Shoes & Jewelry, Home Improvement, and Electronics. The Amazon Standard Identification Number (ASIN), which uniquely identifies each product, was retrieved. Table 1 shows a summary of the product description.

Table 1: Description of Sample Products

ASIN	Description	Category
B000EQS0WK	Citizen Men's BL5250-02L Eco-Drive Perpetual Calendar Chronograph Watch	Clothing, Shoes & Jewelry
B002SSUQFG	Seiko 5 Men's SNK809 Automatic Black Strap Black Dial Watch	Clothing, Shoes & Jewelry
B000LTAY1U	Seiko Men's SNK805K2 Automatic Green Dial Green Fabric Strap Watch	Clothing, Shoes & Jewelry
B0053EXKFK	Timex Men's T2N700DH Intelligent Quartz T Series Racing Fly Back Chrono Black Ion-Plating Case Sand Strap Watch	Clothing, Shoes & Jewelry
B009CP4FAK	Stanley STST18613 3-in-1 Rolling WorkShop	Home Improvement
B005F1PT32	iRoagent Roomba 780 Vacuum Cleaning Roagent	Home Improvement
B00G9CL83Q	DEWALT DWA2T35IR Impact Ready Screw Driving Set, 35-Piece	Home Improvement
B00HNJWTC8	Sony Alpha a5000 20.1MP SLR Camera (White)	Electronics
B00OBRE5UE	Samsung 850 EVO 2.5-Inch SATA III Internal SSD (MZ-75E500B/AM)	Electronics
B00P0EQD1Q	Dell Computer Ultrasharp U2715H TD5f1 27.00-Inch Screen LED-Lit Monitor	Electronics

Historic prices of the product were sourced from thetracktor.com. The price volatility ratio, which indicates how frequently the price of a product changes over time, was calculated using equation 15.

$$PriceVolatilityRatio = \frac{FrequencyofVariations}{LengthofData} \tag{7}$$

The effort was made to ensure the sampled products varied in terms of the length of the historical record available and the volatility of the price of the product. Normalization is done by computing

$$f(x) = \frac{(x-d_L)(n_H-n_L)}{(d_H-d_L)} + n_L \tag{8}$$

while denormalization is given as

$$f(x) = \frac{(d_L-d_H)x - (n_H d_L) + d_H n_L}{(n_L - n_H)}, \tag{9}$$

where X is the value to be normalized, d_L is the lowest value of data, d_H is the highest value of data, n_L is the lowest normalization range in our instance 0 and h_L = highest normalization range in our instance 1 . Algorithm 1 highlights the normalization process for converting the input stream to a well-defined numeric range between 0 and 1 .

Algorithm 1: Normalization Algorithm

```

1 Input: Double[]:weeklyAverage
2 Output: Double[]: weeklyAverageNormalize
3 Initialize: weeklyAverageNormalize; double i := 0; double x;
4 double normHigh; double normLow; double factor;
5 double xH := MAX(weeklyAverage) + factor;
6 double xL := MIN(weeklyAverage) - factor;
7
8 Begin
9 denominator = xH - xL
10 for i := 0 to length(weeklyAverage)
11     x = weeklyAverage[i]
12     numerator := (x - xL) * (normHigh - normLow)
13     weeklyAverageNormalize[i] := (numerator / denominator) + normLow
14 end for
15 End
    
```

Table 4 shows the description of the Historic Price Dataset of the sampled Products. It would be observed that the volatility ratio varied from 1.99% (sparsely volatile – the price rarely changed during the period) to 67.28% (relatively volatile – on the average, varying more than every other day) for ProductID 5 and 9 respectively. These values are significantly low compared to most other financial time series problems (forex, exchange rate, stock market...), which are relatively more volatile, that is, varying at least daily or multiple times in a day.

Table 2: Historic Price Description of Sample Products

ProductID	Start date	Length of data (days)	Frequency of Price Variations	Price Volatility Ratio
1	25-07-2010	2365	169	7.15%
2	02-08-2010	2387	582	24.38%
3	18-10-2010	2280	538	23.60%
4	12-08-2011	1981	293	14.79%
5	29-11-2012	1510	30	1.99%
6	23-02-2012	1786	628	35.16%
7	02-12-2013	1138	39	3.43%
8	30-12-2013	1114	38	3.41%
9	12-12-2014	764	514	67.28%
10	27-10-2014	812	526	64.78%

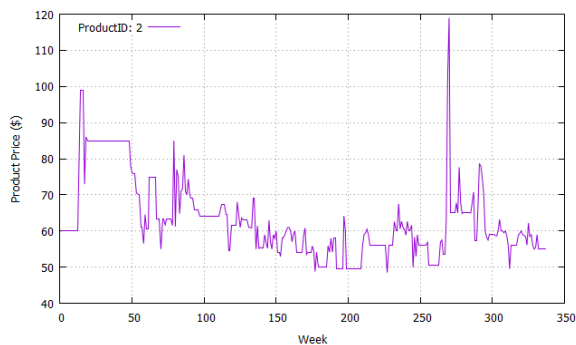


Figure 4: Weekly Time Series Graph of the Products 2

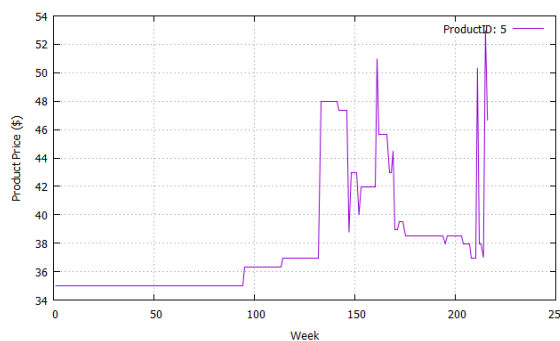


Figure 5: Weekly Time Series Graph of the Products 5

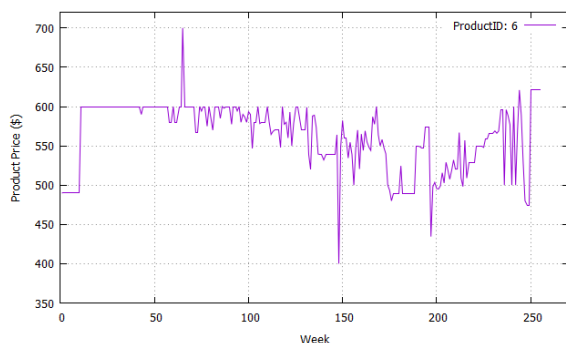


Figure 6: Weekly Time Series Graph of the Products 6

4.2 Multi-Layer Perceptron Neural Network Design

Our proposed model is univariate as the only variable taken into account by the ANN is the price time series. The network configuration implemented for our proposed model as 12 x 20 x 1. That is 12 neurons in the input layer, 20 neurons in a single hidden layer, and 1 neuron in the output layer. This structure was arrived at by experimentations as it gave the optimal result. One hidden layer was adopted because increasing the number of hidden layers also increases computation time and the danger of overfitting.

Table 2 shows a tabulation of the structure of the Neural Network. The 12 neurons in the input layer were fed with the weekly average time-series data points of 12 consecutive weeks using the sliding window technique. The result of the computations of the ANN is the neuron in the output layer holds the forecasted average week’s price of the subsequent week. The sigmoid activation function was implemented, considering that our datasets are nonlinear and continuously differentiable.

Table 3: Neural Network Structure and Parameters

Predictive Model	Multi-Layer Perceptron Neural Network
Number of input Neurons	12
Hidden Layer(s)	1
Number of Hidden Neurons	20
Activation Function	Sigmoid activation function
Output Neuron	1

The network design was implemented using Encog core 3.3 Machine Learning Framework.

4.3 Discussion

The standard practice is to divide the dataset into two distinct sets: training dataset and testing datasets. Table 5 shows the training parameters implemented for shoppers. As shown, 70% of the dataset is devoted to training, while the remaining 30% would be used for testing. Training a neural network to learn patterns in the data involves iteratively presenting it with examples to the correct known answers. Our model proposed the use of the Resilient Propagation Training (RPROP) algorithm. To benchmark, a Backpropagation training algorithm was also implemented. In both instances, a maximum error of 0.005 was set as the stopping criteria.

Accessing the efficiency of a training algorithm involves observing the number of iterations (epochs) required for the output of the neural network to match the anticipated output. Table 6 shows the result obtained during the training of our Neural Network model using Resilient Propagation (RPROP) and Backpropagation (BP) training algorithm. It would be observed that for all the sample products, both training algorithms succeed in reaching the training error threshold of 0.005. However, in all instances, RPROP performed better as it required a lower number of epoch to reach the error threshold.

5.0 Conclusion

This study proposed a shopping agent to enhance the purchase of products in an e-store. The model expresses a decision-making feature of shopping agents by suggesting to an eShopper if it is the best time to purchase by comparing the offered price with the week's forecasted average price. A signal is generated when the offered price is higher than the week's predicted average price while a buy signal is generated when the price falls below it.

The prediction is handled by the Multi-Layer Perceptron Neural Network (MLP NN) component, which mines the historical record of the store. The proposed neural network structure has 12 neurons at the input layer, which is fed with the normalized weekly moving average price of the product using the sliding window technique. The input neurons are connected to 20 neurons in a single hidden layer, which in turn is connected to 1 neuron at the output layer. The network was trained using the Resilient Propagation Training (RPROP) algorithm. The results obtained were compared using a separate training algorithm – Back Propagation algorithm.

The performance indicates that based on historical price data, the average weekly prices of products in e-Commerce sites can be forecasted at a statistically acceptable level. Consequently, the forecast results can be integrated into a shopping agent to serve as a purchase decision-making tool. This can assist an e-Shopper to decide when best to buy.

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