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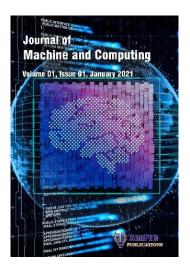
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DOI: 10.53759/7669/jmc202505173

Reference: JMC202505173

Journal: Journal of Machine and Computing.

Received 10 April 2025 Revised from 28 May 2025 Accepted 28 July 2025



**Please cite this article as:** Gajendran K S and Arunkumar Thangavelu, "Customer Behavior Classification Using Deep Stacked Autoencoder with Dragonfly Optimization", Journal of Machine and Computing. (2025). Doi: https://doi.org/10.53759/7669/jmc202505173.

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## Customer Behavior Classification Using Deep Stacked Autoencoder with Dragonfly Optimization

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#### **Abstract**

Customer Relationship Management (CRM) plays a major role in analyzing customer behavior of an organization or enterprise. Data mining methods are widely uutilize to analyze lata to business and revenue. Data mining refers to the extraction of essential and us customer feedback and activities on websites through mining technologies. However, extra ntial information from customer behavior is quite challenging as it requires a detailed analysis of customer d res, requirements, buying patterns, etc., all the information in the e-commerce market is essential for knowing the customer behavior. Deep learning algorithms based on behavior classification models are twork parameters are optimized evolved in recent times. However, the performance can be improve through optimization algorithms. Based on this, a deep coder-based customer behavior tacked classification model is presented in this research the dragonfly optimization algorithm. The mized using the dragonfly optimization algorithm to network parameters of the deep-stacked autoent er are attain enhanced classification accuracy. Benchmark stomer behavior dataset is used for experimentation and analyzed the performance in terms of recall, precision, 1-score, and accuracy. The proposed optimized deep learning model attains better performan Empared to deep learning approaches like Long-Short Term Memory (LSTM), Convolutional Neural net d Autoencoder models.

Keywords: Customer relationship anagement, customer behavior analysis, classification, deep learning, optimization, dragonfly optimization.

#### 1. INTR. DU AIR

Precording his an behavior is quite complex unless any communication or contact is made. The general way of human a mumination is face-to-face, phone calls, emails, or text messages. Human behavior changes frequency and a difficult for anyone to stay in the same mood all the time. To balance the work tension or for pleasure, anerally, shopping is preferred by people in recent times. Shopping gives pleasure and remedies to public who ded mood changes. Due to the fast increase of e-commerce, online shopping is preferred in recent time. To attract customers, e-commerce websites organize different mega-sale offers and provide huge discounts. Even if the customer does not require a product the e-commerce advertisements make them buy by tings ring the user. Rather than instantly buying customers, the person who spends hours and hours on e-commerce websites is mainly selected for customer behavior analysis. Customers with such shopping behaviors will take the shopping industry to the next level high profitable place. Thus, customer behavior analysis is widely adopted in all major and minor e-commerce sites.

Organizations spend a lot of money and implement different strategies to sell products to customers. Advertisers test the customer's shopping pattern and provide novel choices to sell the products. The marketing strategy in the e-commerce industry includes multiple terms like product cost, distribution, sale, and customer attraction. Identifying unique feature of products and presenting it to customers is considered one of the important marketing strategies. The less-sold goods combined with high-selling goods to earn the minimum

profit is one of the marketing strategies followed in recent times. Based on the customer search behavior the additional offers are displayed on the websites to make the customer buy the product [1]. However, in the analysis of customer behavior, the factors that influence shopping habits are categorized based on financial condition, desire to buy, and customer needs. Mining useful data based on these factors can discover the relationship between the customer and shopping sites.

Datamining in customer behavior analysis extracts the essential data from customer search a patterns. The extracted patterns are analyzed periodically and they can be used to increase information provided by the customer is stored and processed in data warehouses for future analy [2]. U data mining techniques, the stored data is analyzed to identify the possible points to incre machine learning techniques like logistic regression, random forests and support vector employed in customer behavior analysis [3]. These machine learning algorithms ion based on feature vectors with fixed lengths. While classifying customer behavior, the dat nto a fixed set of features. Usually, the domain experts handcraft the features. However, f able features manually for the classification process is quite complex and it requires highly time-intensive an efforts. Moreover, it is difficult to explain the reason for classification output in terms of customer behavior o get the better of this, deep learning approaches are adopted in data mining applications. conventional ing networks provide better performances than machine learning approaches, as a further enin the classification accuracy, optimization models are incorporated with deep learning approached tter objective of this investigation work is to improve the classification accuracy in the customer behavior process. to attain this objective, an optimized deep learning model is given in this research wo ions made in this research work are presented as follows.

- An optimized deep learning model for patomer belavior a lysis is presented using a deep stacked autoencoder and dragonfly optimization algorithm.
- The network parameter like the learning rate the deep stacked autoencoder is optimized using the dragonfly optimization algorithm.
- Simulation analysis of the present technique is performed using benchmark customer behavior data set and compared with previous techniques of demonstrate the superiority of the present model.

The remaining arrangements are presented in the following order: Section 2 presents a detailed literature analysis of existing customer behavior analysis models. Section 3 presents the present optimized deep learning method for customer behavior classification. Section 4 presents the simulation analysis and discussion. The conclusion is presented in the real section.

# 2. RELATED WORK

An elabored literatore review of previous research work in customer behavior analysis is presented in this section a discount methodology, feature merits, and demerits. Customer behavior analysis is not only used for e-commercial industies, it is widely used in other applications like energy consumption analysis in smart grids, logistic services, etc. The load forecasting based on customer behavior is predicted using sparse continuous conditional random fields in research work [4]. Initially, hierarchical clustering is performed to group the ustomer chaviors and by using sparse continuous conditional random fields the clusters are fine-tuned for load to casting the presented customer behavior analysis strategy identifies the energy consumption and improves the partition accuracy. The fuzzy logic-based customer prediction method explained in [5] analyzes the ansequences of real-time pricing in power grids. The analysis pattern includes real-time pricing methods and consumption factors to predict the demands. Unlike other prediction models, the presented approach analyses customer behavior for real-time pricing in terms of flexibility, awareness, and motivation to define future demands.

A log-based session profiling and the online behavior prediction model are presented in [6] to enhance the marketing strategies in e-commerce sites. The presented approach handles the historical information and clusters the clickstreams to predict customer requirements. neural network architecture is used for information classification so that better recommendations can be provided to customers online. A temporal annotated recurring sequence arrangement for customer behavior prediction is presented in [7] to understand customer requirements. The presented annotated prediction model adopts the supply chains and provides suggestions to be customers. Due to this, the shopping experience of customers has increased as well as speedups the chapping sessions.

A content-based sequential opinion influence method for customer behavior analysis is g track user opinions. The importance of social media in opinion exchange is consider model which includes historical communication for the analysis. Simulation analysis erent Twitter datasets validates that the presented approach performs better than existing r behavior analysis is generally performed based on user feedback and search preferences g. At the same time, it is essential to look into social media to analyze customer behavior as people share opinion on social media in the digital era. A multi-document key phrase extraction model presented in [9] con rs social media posts to predict customer requirements in the future. The presented approach initially document filtering. to stomers, the ground truths are Followed by filtering, key phrases are ranked to define the promotion duct proposals can be made in a extracted automatically from future specifications and based on that simple manner.

The importance of social influence, firm-initiate anonal inquiries made by customers are studied in detail in research work [10]. The lel includes the non-transactional behaviors, present lifetime value, and profitability in the analysis m and short-term benefits to customers to long ons were analyzed to predict the customer behavior enhance sales in e-commerce. Similar social m presented in [11] to improve the food quality in aurants. The learning algorithm used in the presented approach categorizes the customer preferences using atent Dirichlet allocation and a self-organizing map clustering process. Further regression trees and classifical a techniques are used to predict customer preferences he results, the quality of service can be enhanced which directly and classify satisfaction levels. Based improves sales.

[12] for customer booking prediction in transport services. The An ensemble learning mod presented customer booking behavior is pr eted using an ensemble learning model to meet the transport demand in suburban areas. Simulation firms that the presented approach attains better performance than existing logistic regression, rand nd support vector machine-based prediction methods. A machine learningm fores presented in [13] to predict customer purchases. The presented approach based customer behavio model eature clustering in the initial phase and an imbalance prediction model is considers data imbalances. Finally, cost-sensitive ensemble learning is used to enhance the presented maxin nal in th nalysis.

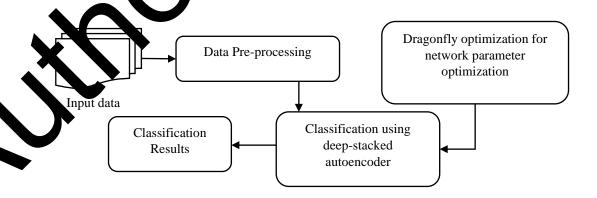
Decisio tree as Support vector machine algorithm, and multi-layer perceptron-based customer behavior invest, tion to fique is presented in [14] to classify customer behavior patterns. The presented approach initially as lies recency, frequency, monetary, and data modeling systems to detect customer behavior patterns. It then, it classified using machine learning approaches to attain maximum classification accuracy compared to easting methods. The customer behavior analysis model presented in [15] incorporates familiar machine barning approaches like Naive Bayes, decision tree and random forest to classify customer behavior in online should experiences. The classification model considers the product quality, product availability in the local market, return policy, and delivery time in the classification process. Simulation analysis of presented

approaches concludes that the Naive Bayes approach attains better performance than other machine learning approaches.

A fully connected long short-term network-based customer behavior analysis model is presented in [16] predict the purchase interest of customers. The presented model analyzes the interactions between promo channels and customers using a fully connected long-short-term network. In the analysis, customer behavi browsing, sequence correlations, demographics, and purchase history are included to enhance the performance. The deep learning-based customer behavior prediction model presented in [17] procustomer purchase behavior on large multidimensional data samples. Customer characteristics d platfo engagement are considered in the prediction model and the performances are compared with learr models like the decision tree, random forest, support vector machine, and artificial ne load forecasting model for power systems is analyzed using a convolution neg squeeze and excitation modules and micrometeorological data [18]. the presented approach and casual consumption behaviors using CNN. Initially, a sparse autoencoder is used to reatures and classified using the CNN model, results validate that the presented approach attains be easibility and improved accuracy than existing load forecasting techniques. from the analysis, it can be observed that the features of deep learning algorithms are less explored in customer behavior prediction and class approaches. Though In tree models are widely used machine learning models like random forest, support vector machine deci their performances can be overcome through deep learning approach ly, the importance of optimization algorithms is not incorporated into the customer behavior analysis w, this is the novel work of this time that incorporates deep learning and optimization algorithms her behavior classification. The following section provides the mathematical model deep learning model for customer optime behavior classification in detail.

#### 3. PROPOSED WORK

The proposed customer behavior classification mo using an optimized deep learning model incorporates a deep stacked autoencoder and dragonfly optimization algorithm. Compared to other deep learning approaches the deep stacked autoencoder has numerous Les of information in an encoded form which empirically supports the n. Similarly, the reliability of the deep stacked autoencoder is systems to converge for the better opt nal s much better than other deep learni ue to these reasons, a deep stacked autoencoder is selected for ques. customer behavior classification work. The optimal performance of the present autoencoder is the prese further optimized using a natureaired dragonfly optimization algorithm which optimizes the learning rate to attain better classification pared to existing machine learning and deep learning methods.



The process overview of the present customer behavior classification model is represented in figure 1. The process starts with pre-processing the customer data which removes the unnecessary features, and multiple a wrong entries. Further, the features are selected and classified using the stacked autoencoder. Drago optimization algorithms optimize the network parameters to attain better performances in the customer behaclassification process. The proposed stacked autoencoder model is presented as a simple illustration The deep-stacked autoencoder is obtained by training multiple autoencoder networks. The hidden autoencoder networks are stacked together to obtain the stacked network structure. Consider he stacl autoencoder has l layers, then in the pretraining of the autoencoder network, using the training hidden layer will be obtained. Using the hidden layer obtained in the first layer is layer autoencoder network. In the second layer, a hidden layer will be obtained a input to the third layer. Similarly, the process gets repeated till the last layer. In the last, a ne hidde stacked to layers obtain the stacked autoencoder network.

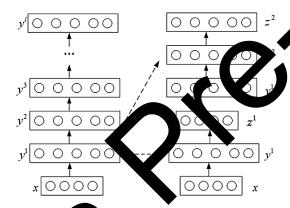


Fig 2 Stacked a toene layer-wise training to obtain hidden layers

The proposed deep-stacked at encoder net ork is an unsupervised deep-learning architecture that includes multiple autoencoders. A single autoncoder structure has an input layer, hidden layer, and output layer. The autoencoder has a feature the autope x is always equal to input x and the network can be reconstructed from y. so the input network can also be expressed using y. Mathematically the encode and decode function for an autoencoder network is for ulated as

$$\mathbf{v}(\mathbf{c}) = \mathbf{v}_1 \mathbf{x} + \mathbf{b}_1 \tag{1}$$

where x encoung weight matrix is represented as  $w_1$ , the encoding bias vector is represented as  $b_1$ , and the function that encodes x as y is represented as f(.) which is a sigmoid function represented as  $\frac{1}{1+e^{-x}}$ , Similarly, the decode function of the network is mathematically formulated as

$$(x) = g(w_2y(x) + b_2)$$
 (2)

re the decoding weight matrix is represented as  $w_2$ , the decoding bias vector is represented as  $b_2$ , and the function that encodes x as y is represented as g(.) which is the sigmoid function represented as  $\frac{1}{1+e^{-x}}$ . For the given set of training data  $\{x^{(1)}, x^{(2)}, x^{(3)}, ...\}$ , based on equation (1) the sample  $x^{(i)}$  obtains hidden layer outputs as

 $y(x^{(i)})$ . further based on equation (2) the hidden layer output  $y(x^{(i)})$  has been decoded into  $z(x^{(i)})$ . The deep-stacked autoencoder in the proposed customer behavior classification process extracts feature from the collected data and performs classification. A simple illustration of a single autoencoder network is depicted in figure 3 for a better understanding

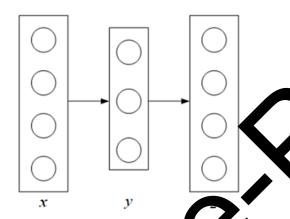


Fig 3 Autoencer

Further, the training process of the stacked arcter along lier a splitted into two phases. In the initial phase, greedy layer-wise unsupervised learning is per amed to pretrain the hidden layer, in the second phase, a backpropagation algorithm is utilized to fine-tune be entire network. It is essential to minimize the reconstruction error for a single-layer autoencoder through the rock parameters like  $w_1$ ,  $w_2$ ,  $b_1$ , and  $b_2$ . In the training process, if any one of the parameters is included then a remaining parameters will be kept as same without any changes. Once the pretraining is performed for hidden layers, the backpropagation algorithm is incorporated for fine-tuning the entire network, all the parameters are expressed as  $\theta$  and mathematically the network parameters are formulated as

$$\theta^* = \operatorname{argmin}_{\theta} L(x_{\bullet})$$

$$\theta^* = \operatorname{argmin}_{\theta} \frac{1}{2} \left\| x^{(i)} - z(x^{(i)}) \right\|^2 \quad (4)$$

The meters fter applying back propagation are formulated as

$$\theta = \theta - \alpha \frac{\partial L(x,z)}{\partial \theta} \tag{5}$$

ber the number of the training set is represented as N and the gradient descent step is represented as  $\alpha$ . The features are extracted in the initial stage and classified in the last stage to classify the customer behavior. The features  $\{y^{(1)}, y^{(2)}, y^{(3)}, ...\}$  which are obtained through training were fed into a stacked autoencoder network as  $\{x^{(1)}, x^{(2)}, x^{(3)}, ...\}$ . Finally, the features are classified using SoftMax function which is mathematically expressed as

$$\sigma(x^{(i)}) = \frac{e^{x^{(i)}}}{\sum_{k} e^{x^{(k)}}}$$
 (6)

Further, the network parameters are optimized using the dragonfly optimization algorithm to improve the classification accuracy in the customer behavior analysis process, compared to other optimization algorithms, dragonfly requires minimum parameters and provides a better solution to real-time problems. The optimal solution can be obtained with minimum iterations thus it reduces the computation time and complexity to other nature-inspired optimization algorithms. In the proposed work, the optimization model is in reported decrease the mean square error and increase the classification accuracy by optimizing the learning rate of deep-stacked autoencoder network.

ing food and Dragonfly algorithm is formulated based on the swarming behavior of drag escaping from enemies. The swarming characteristics of dragonflies are gen rized in static and dynamic which used for better exploration and exploitation. For the expl hase, static swarming characteristics are considered and for exploitation dynamic swarming characte are considered. Static warming has the major features like local movement and adapts for abrupt change flying path. Similarly dynamic swarming has the ability to cover wide area and able to migrate in one ction or long distances. The major characteristics of dragonfly algorithm is termed as separation, cohesion. In addition to the fly characteristic for food and enemy is considered for mathematical separation behavior defines the static collision avoidance of individuals whereas alignment behavior velocity matching of individuals with others. The cohesion behavior the tendency of individual t the center of mass. The food and enemy define the motion of flies towards the food and the ener

Survival is the major objective of swarm scattraction owards to food and distracted from enemies should be performed. The separation behavior of dragon to a great athematically formulated as

$$s_i = \sum_{j=1}^m l - l_j \tag{7}$$

where current individual position is derected as l and the position of neighbor is represented as  $l_j$ . The total value of neighbors is described as m. Similar the ment behavior is mathematically formulated as

$$A_i = \frac{\sum_{j=1}^m v_j}{(8)}$$

where the velocity of neighbor is described as  $v_i$ . The cohesion behavior of dragonflies are formulated as

$$C_i = \frac{\sum_{i=1}^{m} l_i}{l} - l \tag{9}$$

where the distinction findividual is represented as l and position of neighbor is represented as  $l_j$ . The behaviors of attraction towards the food and distraction from enemy is mathematically formulated as

$$f_i = l^f - l \tag{10}$$

$$e_i = l^e + l \tag{11}$$

where the position of individual is represented as l and position of food source is represented as l. Similarly, the position of enemy is represented as l. Combining these five behaviors the characteristics of dragonflies can be obtained. In order to formulate the real characteristics in simulation environment two vectors are required for

defining the step and position. The vector function for step is considered as  $\Delta l$  and l is considered for position. These step vectors define the direction of dragonfly's movement. Mathematical formulation for combined characteristics is given as

$$\Delta l_{t+1} = (\delta s_i + dA_i + gC_i + \hbar f_i + \mathcal{K}e_i) + w\Delta l_t (12)$$

where  $s_i$  represents the  $i^{th}$  individual separation, alignment, cohesion, food and enemy behaviors. Since t, t, t, t, t, t, t, and t represents the weight factor for separation, alignment, cohesion, food, enemy and in weight. t represents the iteration counter. Based on the step vector, the position vector is calculated a follows.

$$l_{t+1} = l_t + \Delta l_{t+1} \tag{13}$$

flies di where t represents the iteration counter. Using these weight factors of drag ent experitative and explorative behaviors can be accomplish in the optimization steps. In orde tain better exploration ed. This can be obtained characteristics dragonflies with high alignment and low cohesion is generally prefrom the static swarming behavior. Similarly for better exploitation characteristic dragonflies with low swarming behavior. Based on alignment and high cohesion are preferred which can be obtained from dynami the number of iterations, the neighbor radius is increased to attain ransition between exploration and exploitation. In other way, the swarming behavior weight factors c e-tuned to obtain better exploration and exploitation in the optimization process. compared to other ion algorithms, the convergence and divergence of dragonfly algorithm because of its best nd w ion selection process. Figure 5 represents the process flow of the present optimized method for customer behavior analysis.

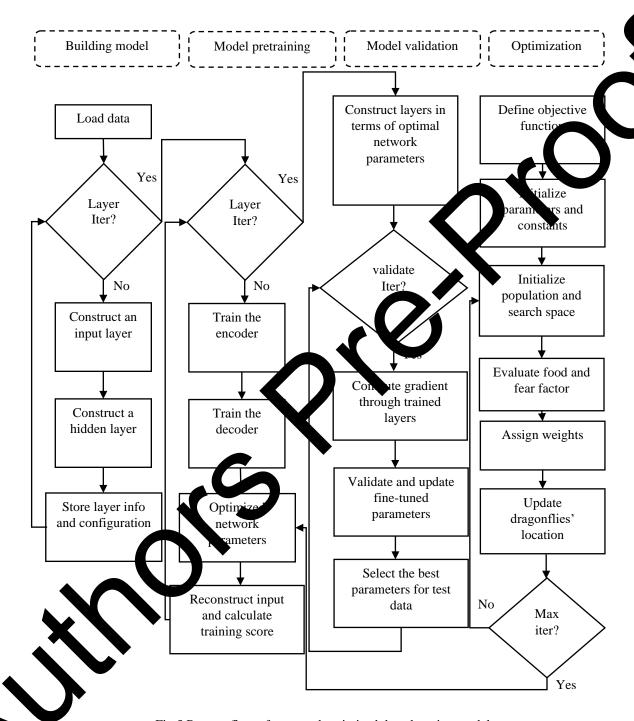


Fig 5 Process flow of proposed optimized deep learning model

# 4. RESULT AND DISCUSSION

The execution analysis of the present optimized deep learning model for customer behavior classification is performed in the python platform. The essential packages required to simulate the proposed model in python are tensor flow-GPU 2.2.0, pandas, pretty table, pyqt5, matplotlib, seaborn, scikit-learn, and NumPy. The Benchmark dataset of customer behavior in e-commerce is obtained from Kaggle [19] and experimented with the proposed model and a few other deep learning approaches like long-short term memory (LSTM), convolutional network (CNN), and conventional autoencoder models. The dataset is basically defining the customer behavior on e-commerce sites where a survey is performed with 254 participants. The questionaries include the basinformation about the personal details which is provided as optional for participants. The remaining destion are marked as compulsory and specific reasons are provided as multiple choices to select. The data collected for led duration of 8 days and the dataset is publicly available in Kaggle website. The simulation parameter used in the proposed analysis is depicted in table 1.

Table 1 simulation parameters

| S.No | Parameters                          | Value    |
|------|-------------------------------------|----------|
| 1.   | Encoder and decoder dimensions      | 128×128  |
| 2.   | Number of layers in the autoencoder | 2        |
| 3.   | Learning rate                       | 0.01     |
| 4.   | Number of iterations                | 128      |
| 5.   | Number of dragonflies               | 25       |
| 6.   | Number of wavelengths               | 100      |
| 7.   | Tuning type                         | Adaptive |
| 8.   | Number of epochs                    | 100      |

classification model includes initial-level data preprocessing, feature The proposed custon which, the optimization model is incorporated to optimize the learning rate of extraction, and classific on. Me the classification netwo nmark dataset used for simulation analysis has columns like time stamps and The ber in the analysis. so, the unwanted columns in the dataset have been removed. city details which wanted columns, mixed data columns are processed. For example, in the age column if Next to the d in numbers and another customer entered in wordings then in the preprocessing all column are converted into numerical values. Next to the mixed data column, spelling mistakes details are processed. Multiple subproducts are converted into a single product in the last while end essing so that all the data can be converted into standard numerical values which can be step using a deep learning technique. The deep-stacked autoencoder selects the features and further sustomer behavior. The dragonfly optimization model optimizes the learning rate of a deep stacked and reduces the mean square error thus an enhanced performance is attained in the proposed model. sion matrix obtained for the training and test process is depicted in figure 6 (a) and (b) respectively. on the confusion matrix values, the performance metrics like recall, precision, f1-score, and accuracy are evaluated for the proposed optimized deep stack autoencoder model.

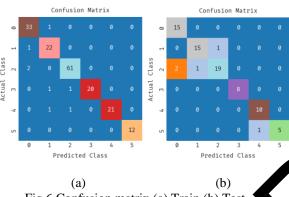


Fig 6 Confusion matrix (a) Train (b) Test

g and testing process for Figure 7 (a) and (b) depict the relation between precision and recall for the transn recall and precision. different threshold values. The precision-recall curve demonstrates the better tradeoff between High precision show that the outcomes have low false positive values and high re show that the outcomes have low false negative values. Where the high precision and recall indicate classification performance is more accurate and provides the majority of the positive results. This is car ed by figures 7(a) and (b). The proposed model has high precision values and provides con nilarly, the receiver operating characteristic curve (ROC) curve of the present technique for the g is depicted in figure 8(a) and (b) respectively. It can be determined that the present te es maximum true positive values in both the training and testing process which indicates better ormand avior classification process. in the

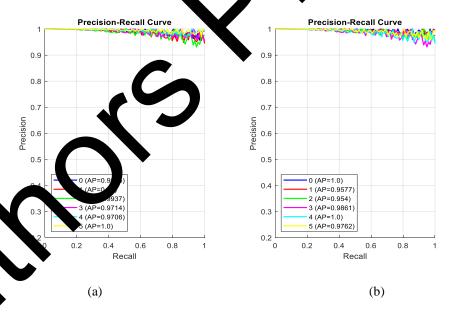


Fig 7 Precision-Recall curve (a) Train (b) Test

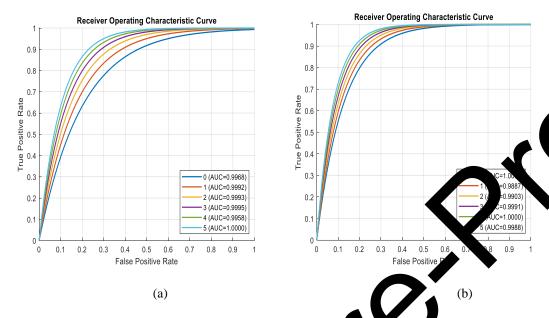


Fig 8 ROC analysis (a) Tr in (b) 3st

Figure 9 represents the training and validation by attained by a proposed method for the different epochs. It can be determined that initially the loss is maximal and it reduces gravally due to fine-tuning of the network and optimization of network parameters. The epochs are been edited till 100 as after this value it continues the same for further values. The validation curve closely follows a graining curve indicates that the proposed model attains better training and testing performance.

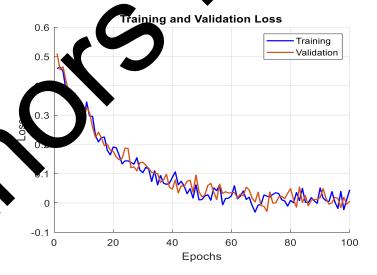


Fig 9 Analysis of training and validation Loss

Further to validate the execution of the present model, a few other deep learning techniques like LSTM, CNN, and autoencoder models are employed for customer behavior analysis. all the models are implemented separately

and the results are comparatively presented in terms of recall, precision, f1-score, and accuracy to compared to other deep validate the improved representation of the present technique. Figure 10 show the comparative investigation of the present technique and other deep learning methods for recall, precision and f1-score. It can be determined from the results that the present technique attains best performance for all the metrics learning techniques. The incorporated optimization model enhances the precision and recall performance of the present technique which directly improves the f1-score over other deep learning techniques.

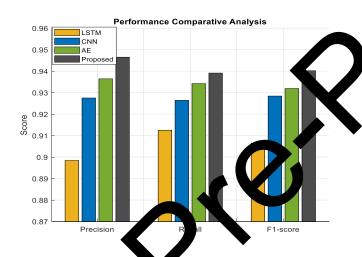


Fig 10 perform se comparative analysis

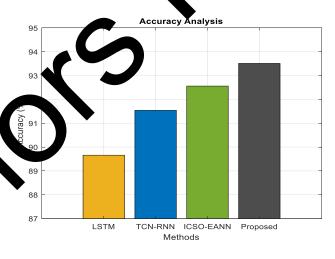


Fig 11 Accuracy analysis

Figure 11 Shows the accuracy analysis of the planned technique and other deep learning techniques results show the maximum accuracy of the present model over other techniques which is achieved due to optimized

network parameters. The accuracy earned by the present method is 94% whereas LSTM lesser than the proposed optimized deep stacked encoder model.

ttains 89%, CNN attains 92% and traditional autoencoder attains 92.5% which is maximum

| Methods                         | Precision | Recall | F1-score | Acuracy |
|---------------------------------|-----------|--------|----------|---------|
| Long-Short Term Memory (LSTM)   | 0.8984    | 0.9125 | 0.9065   | 0 966   |
| Convolutional Neural Network    | 0.9275    | 0.9264 | 0.9284   | 0.9154  |
| Autoencoder                     | 0.9364    | 0.9342 | 319      | 0.5256  |
| Proposed Optimized deep stacked | 0.9465    | 0.9391 | 0.946    | 0.9351  |

Table 2 performance comparative analysis

The overall performance of comparison analysis of the present technique at other deep learning methods are presented in table 2 for different performance metrics. It can be the real that the present method attains better performance than other models and attains maximum classification accuracy in the customer behavior classification process.

### 5. CONCLUSION

An optimized deep-stacked autoencoder mo pavior classification method is presented in omer this work. To explore the Feature benefits of ng methods in customer relationship and behavior eep lear analysis a deep stacked autoencoder is incorp this research work. To enhance the classification d dragonfly optimization model is incorporated to fineperformance of the proposed methods, a nature-ins k parameters increase the classification accuracy and tune the network model parameters. The optimized net reduce the computation complexity. Simulation results of the proposed model and other deep learning techniques are comparatively analyzed and valid ed the superior performance of the proposed model. the maximum classification accuracy earned by the od is 94% which is much higher than the other deep learning techniques. in the future, this res ach work car be improved by adopting hybrid deep learning techniques for better prediction and classification erform

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