

# AdHeat, An Influence-based Social Ads Model & its Tera-scale Algorithms

[Edward Y. Chang](#)

Google Research



# Comparison between Parallel Computing Frameworks

- **Parallel LDA** (ACM Transactions on Internet Technology, 2010)
- **Parallel Spectral Clustering** (PAMI, 2010)
- **Parallel SVMs** (NIPS, 2007)

	MapReduce	Pregel	MPI
GFS/IO and task rescheduling overhead between iterations	Yes	No +1	No +1
Flexibility of computation model	AllReduce only +0.5	AllReduce only +0.5	Flexible +1
Efficient AllReduce	Yes +1	Yes +1	Yes +1
Recover from faults between iterations	Yes +1	Yes +1	Apps
Recover from faults within each iteration	Yes +1	Yes +1	Apps
Final Score for scalable machine learning	<b>3.5</b>	<b>4.5</b>	<b>5</b>

# Outline

- Social Network Ad Model
  - Relevance Model
  - Influence Model
- Key Algorithms
  - UserRank
  - Hint Word Generation
  - Diffusion

# Social Networks [Jeff Heer, visualization]



# Task: Targeting Ads at SNS Users

## Users

	<p>miss_ming 女 发消息 282 好友 0</p>		<p>宝宝玛德莲 女 发消息 12 好友 3 相册 0</p>		<p>歪笑笑 女 发消息 7424 好友 33</p>
	<p>combaby秋千闲逛 发消息 1494 好友 2</p>		<p>桃花临水 3.16 命中注定我 发消息 575 好友 51</p>		<p>travbley GOLD VS LEAF 发消息 81 好友 16 相册 1</p>
	<p>WTN 男 发消息 540 好友 0</p>		<p>ys5354 男 发消息 268 好友 2</p>		<p>诺百佳 男 发消息 571 好友 4</p>
	<p>32679319 男 发消息 569 好友 259</p>		<p>famously 女, 22岁 发消息 567 好友 73</p>		<p>飞老鼠标 男, 19岁, 河南 发消息 979 好友 112</p>

## Ads



# Mining Profiles, Friends & Activities for Relevance

## 我的资料



登录: 2008年9月23日  
人气: 7556 次浏览  
积分: 6777  
好友: 88  
照片: 62  
帖子: 10

姓名: eyuchang  
真实姓名: 张智威  
性别: 男  
星座: 狮子  
住址: 北京  
家乡: 甘肃  
大学: Stanford  
公司: Google  
书籍: The Castle (Franz Kafka)  
The Brothers Karamazov (Fyodor Dostoevsky)  
Essays of Friedrich Schiller  
Iphigenia in Tauris (Goethe)



## 相册



北京研究会  
2008-4-29  
18照片



北京过年 2008  
2008-2-13  
6照片



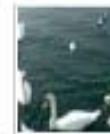
天涯谷歌会议  
2008-1-28  
12照片



绿色网路生活  
2007-12-29  
4照片



成都 December ...  
2007-12-29  
6照片



Europe Trip  
2007-10-24  
4照片

## 帖子

### 标签

[余建昆画] 小狐狸KIKO的QQ表情下载

[杨欣] 波霸杨欣激情

[体操] 莫慧兰等备战退役选手就业辅导基金 关注无名选手

[张梓琳] 中国张梓琳获世界小姐冠军全过程回放

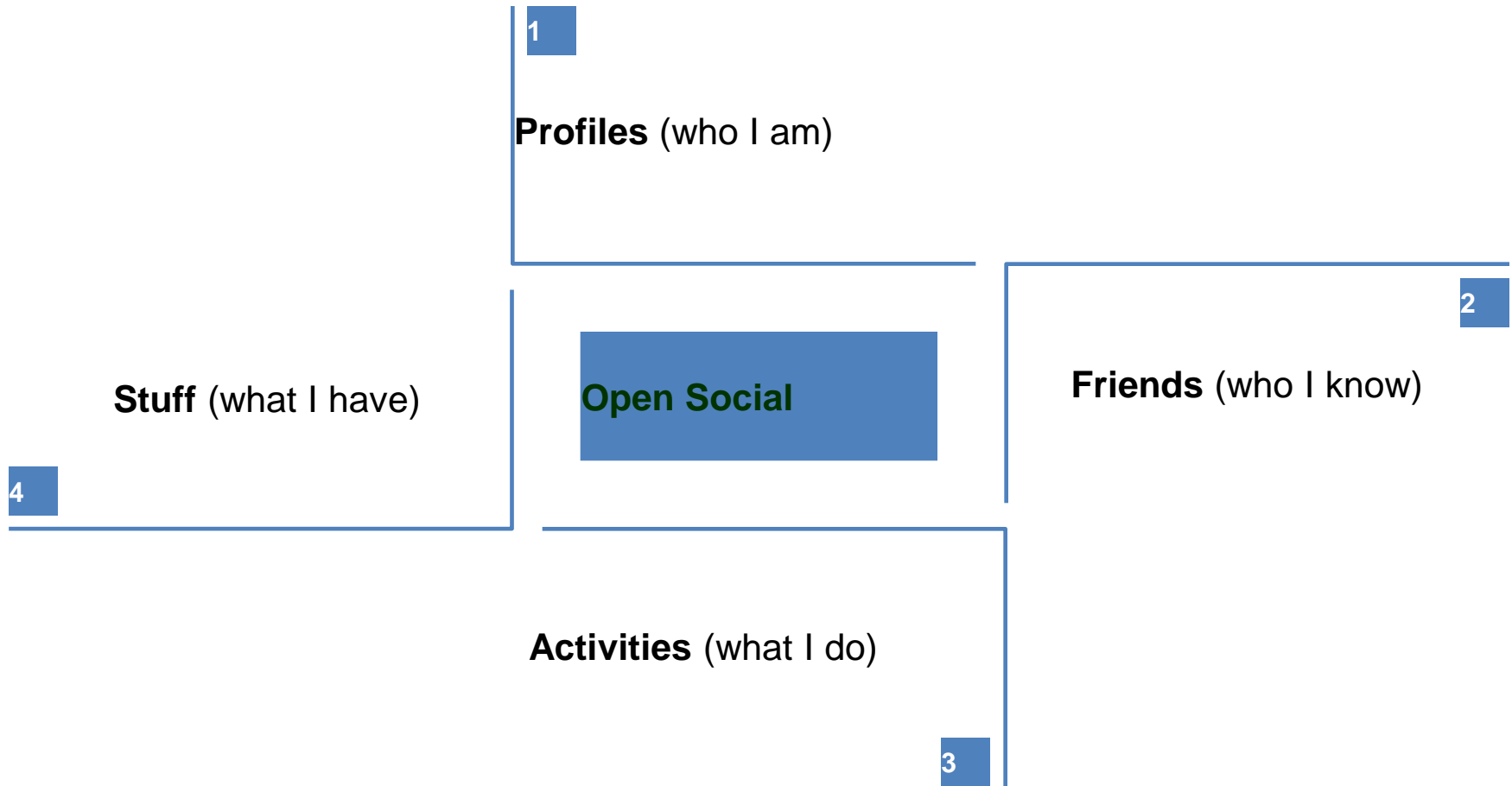
[摄影爱好者] 兵马俑在大英博物馆

[浪漫韩剧] 最新典藏文根英图集

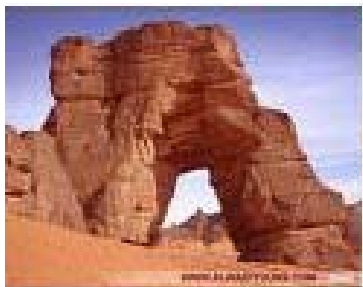
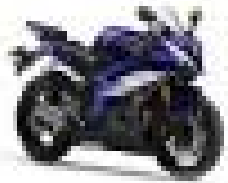
[谣言窥报] 外电称西门子中国有近一半的业务涉及行贿



# Open Social APIs

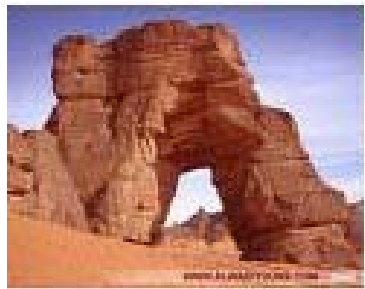


# Relevance Model



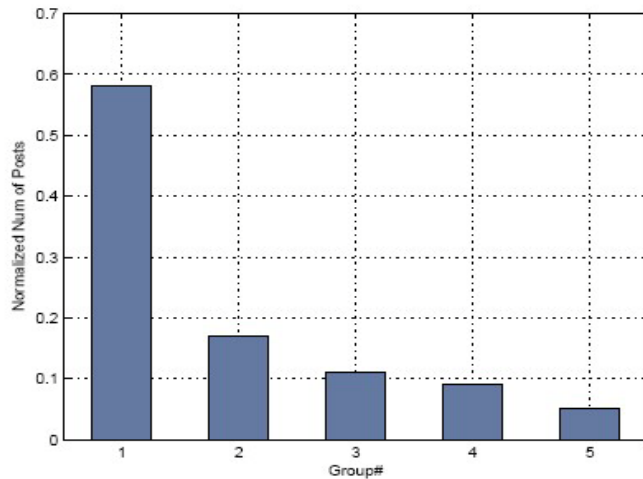


# Limitation #1

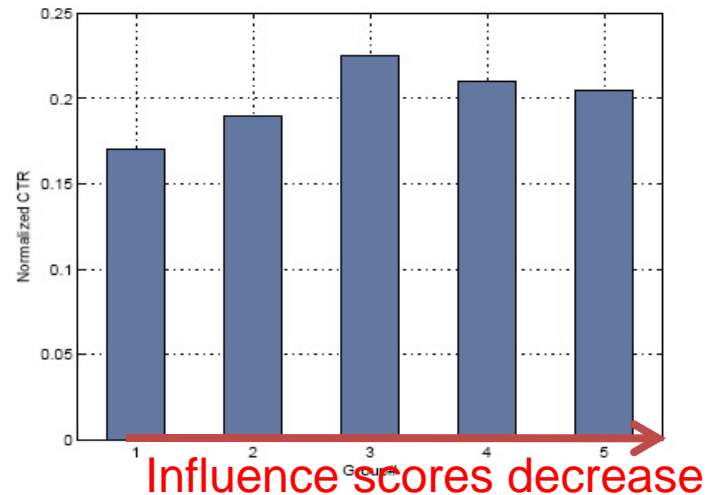


# Relevance $\rightarrow$ High CTR

- Correlation between users' Influence and Performance
  - Rank users by their content contributions
  - Evaluate *relevance* vs. *CTR*



(a) Content



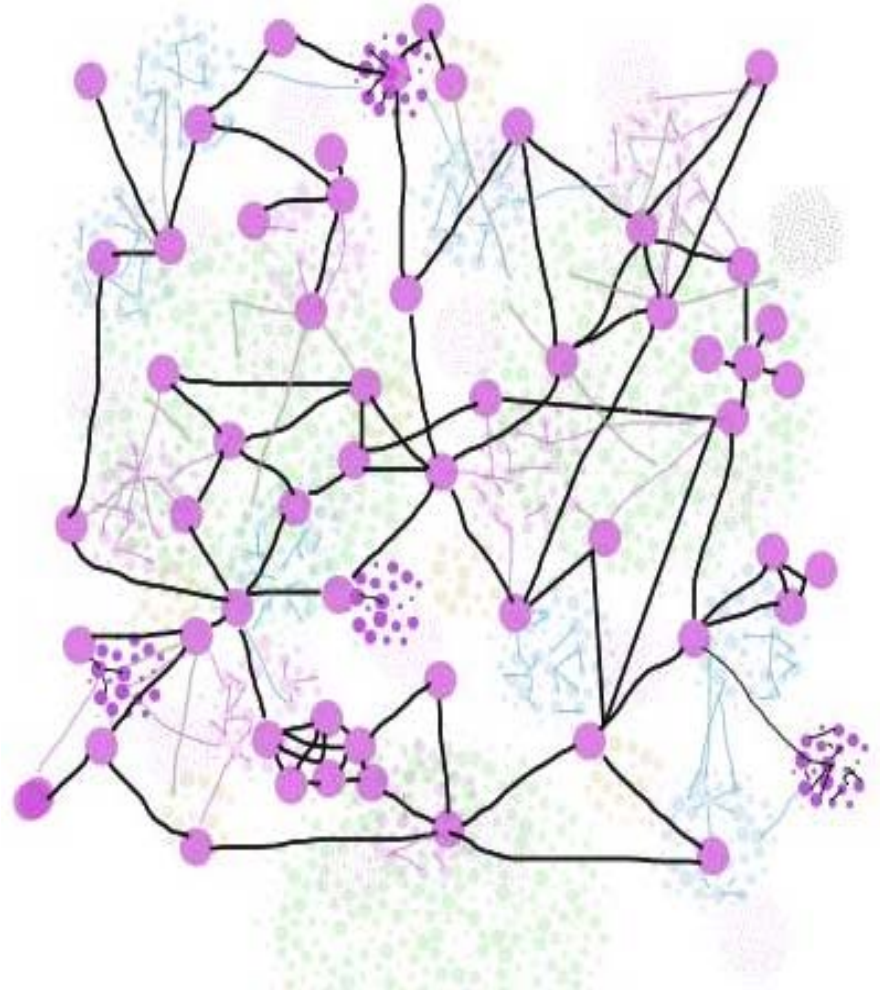
(b) CTR

# Summary of Relevance

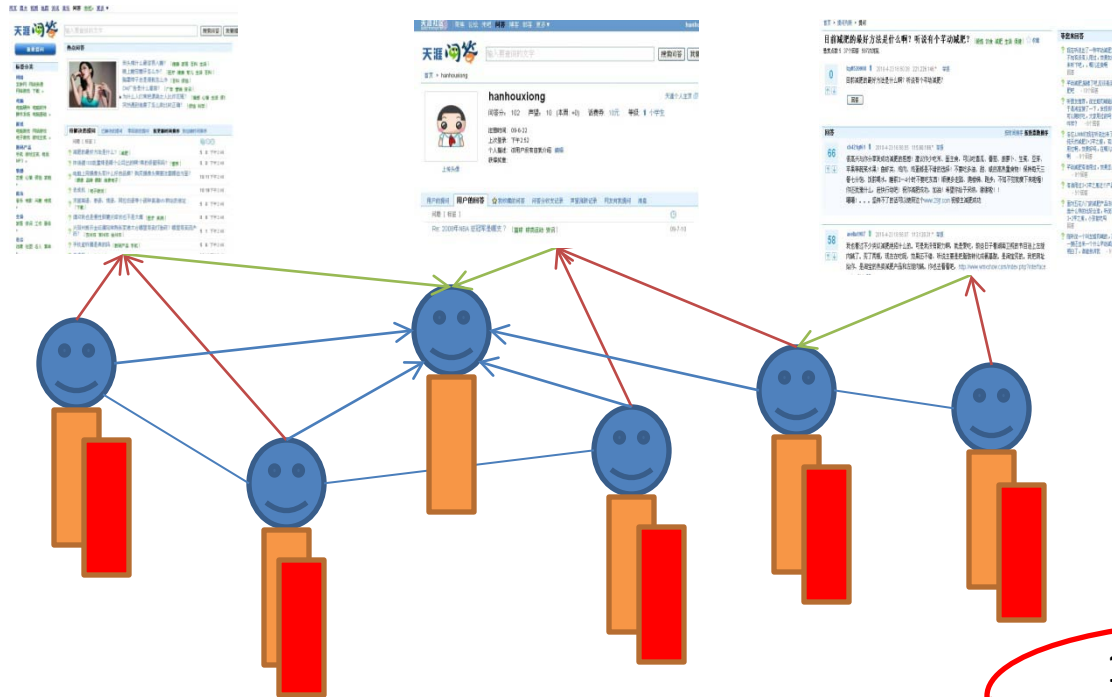
- Relevance analysis based on
  - User profile/friends/activities/stuff
- Active users
  - Sufficient data to conduct relevance analysis
  - Do not click on relevant ads
- Inactive users
  - Data too sparse to conduct relevance analysis

# AdHeat: Consider also User *Influence*

- Advertisers compete for users who are
  - relevant
  - *influential*
- SNS Influence Analysis
  - Centrality
  - Expertise
  - Activeness
  - Heat Diffusion Rate



# AdHeat



- AdHeat model

- mines the Individuals' characteristics/interests based on their contributions;
- quantifies mutual influence between users based on their interactions, constructs social network graph, and ranks the users by their influence;
- propagates the interests of the influential users to those who are influenced by them.

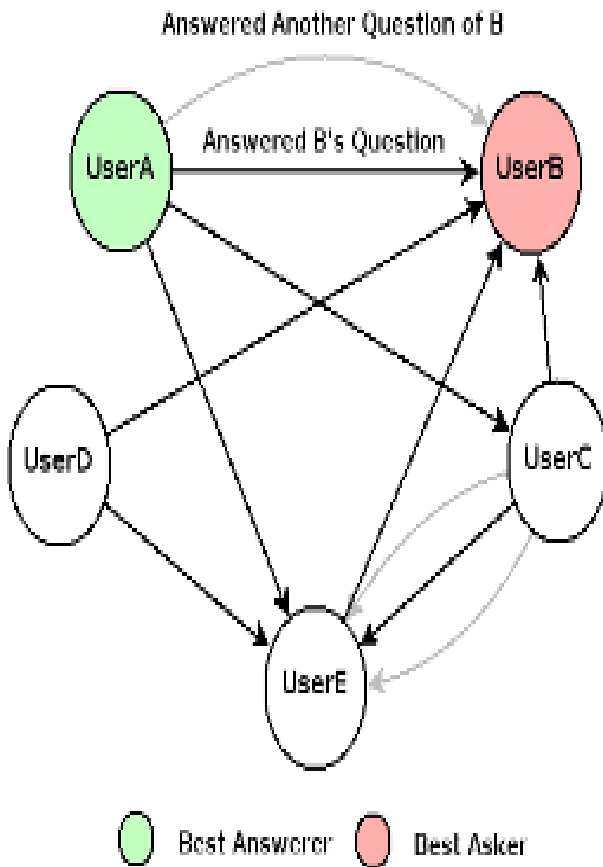
1. Relevance analysis

2. Influential user ranking  
3. Relevance propagation

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  - UserRank
  - Hint Word Generation
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# UserRank [VLDB 2010]




- Rank users by quantity (**number of links**) and quality (**weights on links**) of contributions

Quality include:

- **Relevance.** Is an answer relevant to the Q? Measured by KL divergence between *latent-topic vectors* of A and Q
- **Originality.** Detect potential plagiarism and spam
- **Topic-dependent Factors.**

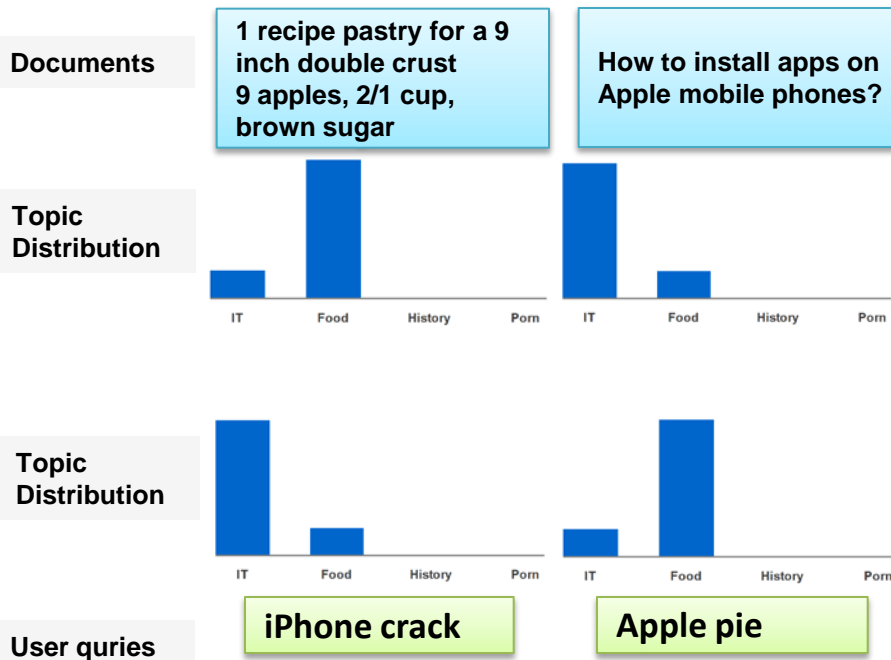
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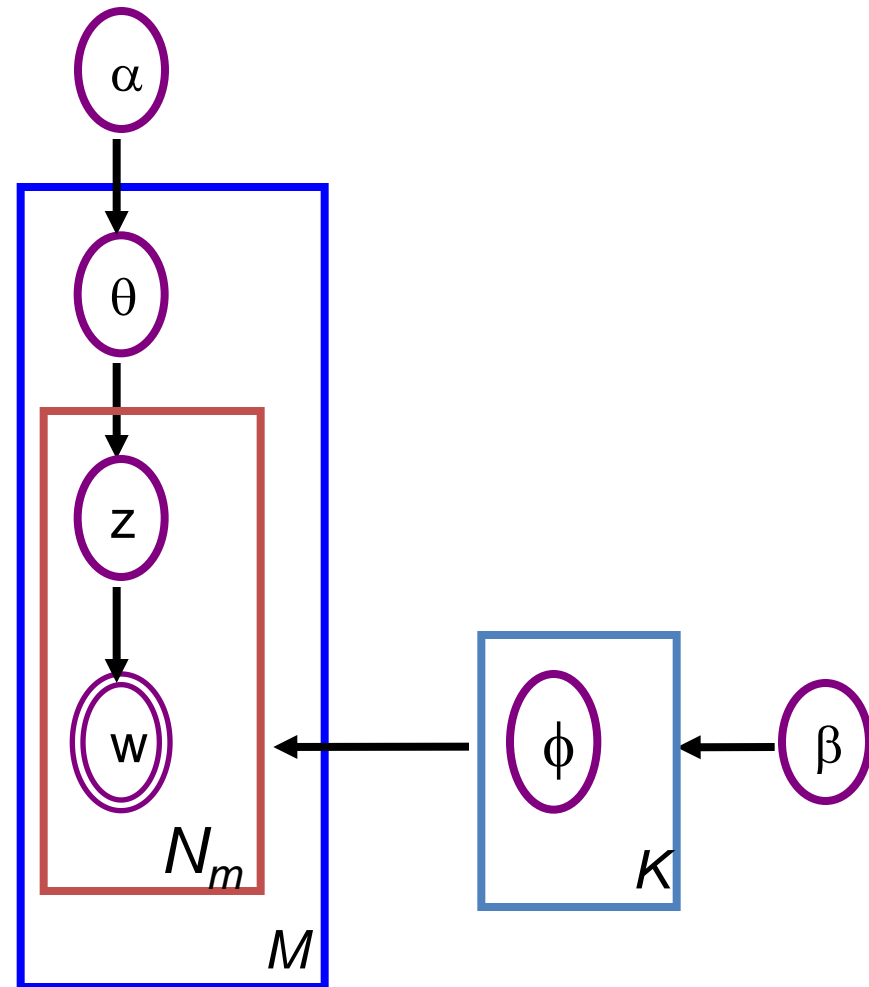
# Latent Semantic Analysis

- Construct a latent layer for better for semantic matching
- Example:
  - iPhone crack
  - Apple pie



# Latent Dirichlet Allocation [D. Blei, M. Jordan 04]

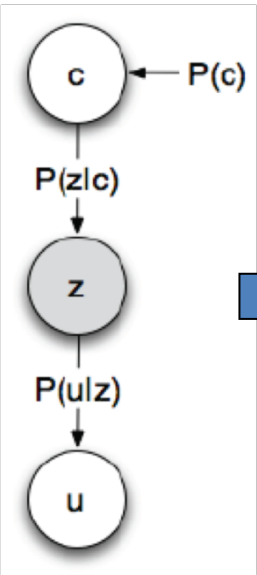
- $\alpha$ : uniform Dirichlet  $\phi$  prior for per document  $d$  topic distribution (corpus level parameter)
- $\beta$ : uniform Dirichlet  $\phi$  prior for per topic  $z$  word distribution (corpus level parameter)
- $\theta_d$  is the topic distribution of document  $d$  (document level)
- $z_{dj}$  the topic if the  $j^{\text{th}}$  word in  $d$ ,  $w_{dj}$  the specific word (word level)



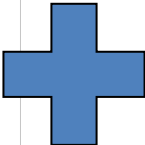
# Combinational Collaborative Filtering Model (CCF)

[KDD2008]

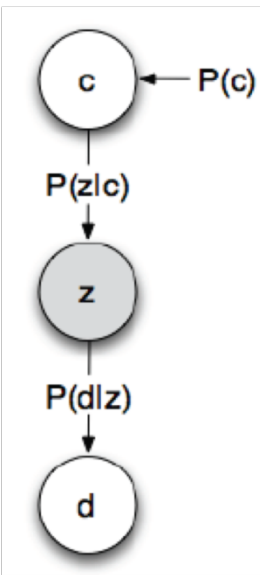
Communities



users



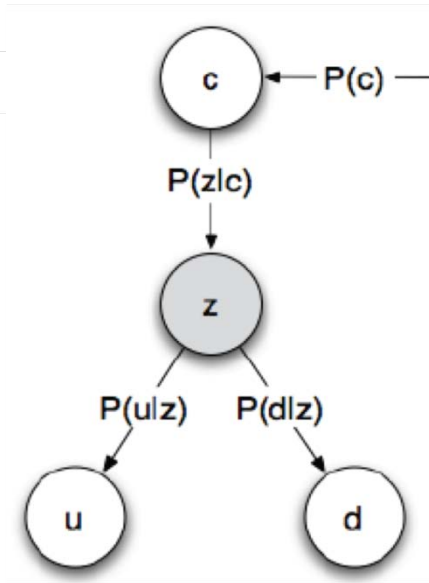
Communities



descriptions

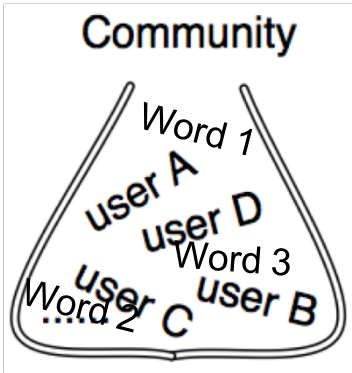


Communities



users

descriptions



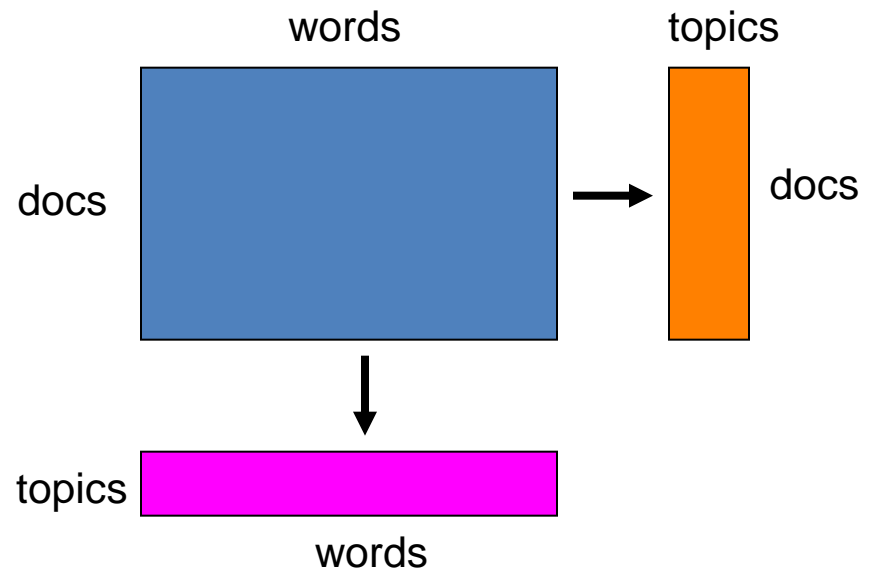
# LDA Gibbs Sampling: Inputs & Outputs

## Inputs:

1. training data: documents as bags of words
2. parameter: the number of topics

## Outputs:

1. model parameters: a co-occurrence matrix of topics and words.
2. by-product: a co-occurrence matrix of topics and documents.



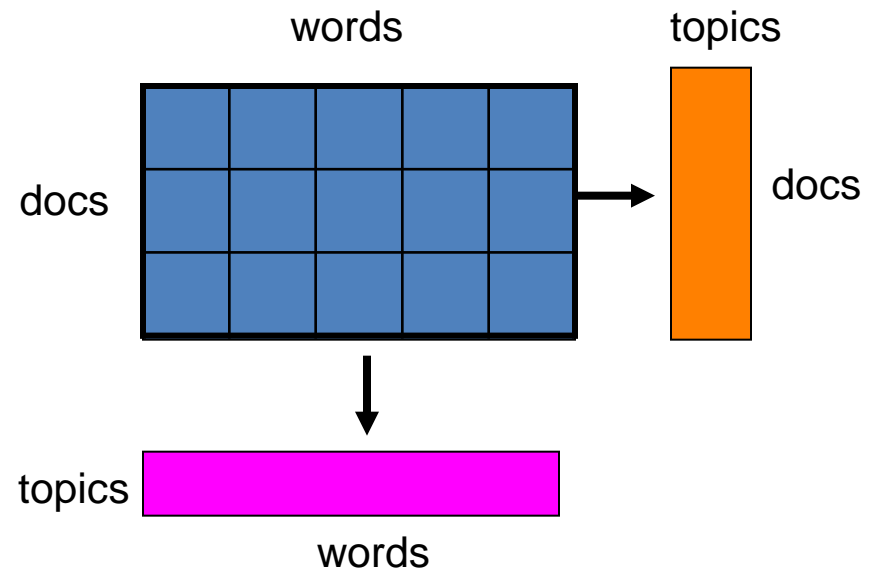
# Parallel Gibbs Sampling

## Inputs:

1. training data: documents as bags of words
2. parameter: the number of topics

## Outputs:

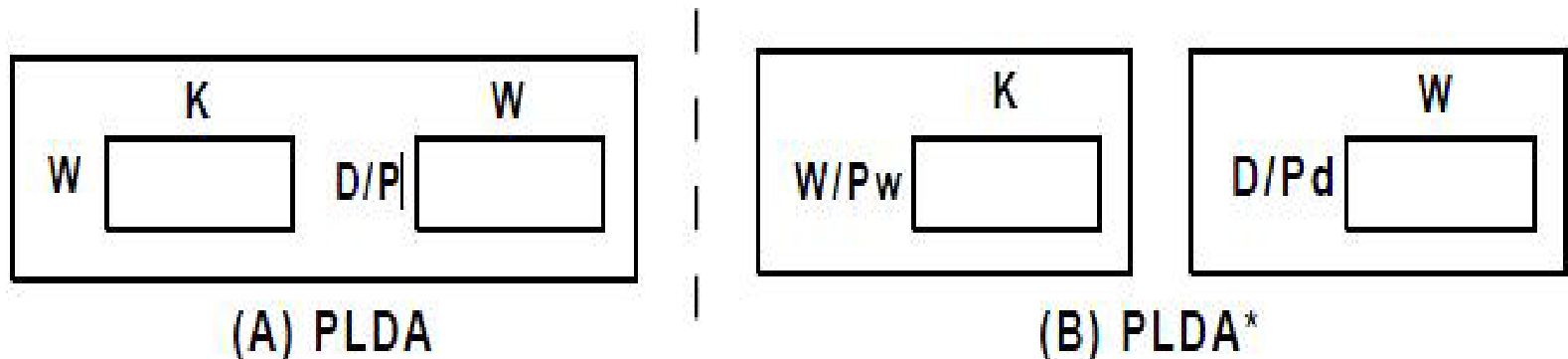
1. model parameters: a co-occurrence matrix of topics and words.
2. by-product: a co-occurrence matrix of topics and documents.



# PLDA\* -- enhanced parallel LDA

[ACM Transactions on IT]

- PLDA is restricted by memory: Topic-word matrix has to fit into memory
- Restricted by Amdahl's Law: communication costs too high



# PLDA\* -- enhanced parallel LDA

- Take advantage of bag of words modeling: each Pw machine processes vocabulary in a word order
- Pipelining: fetching the updated topic distribution matrix while doing Gibbs sampling

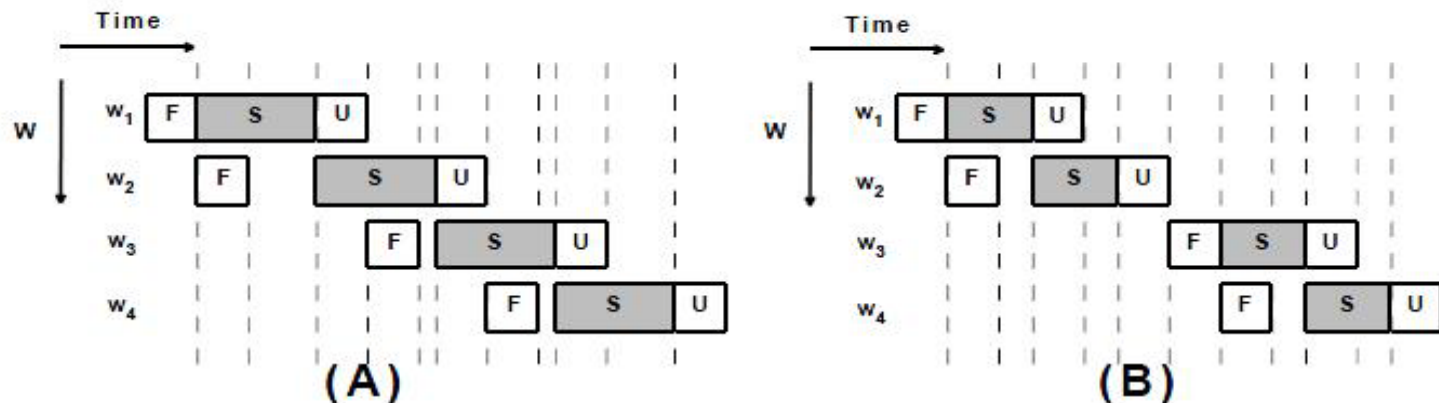
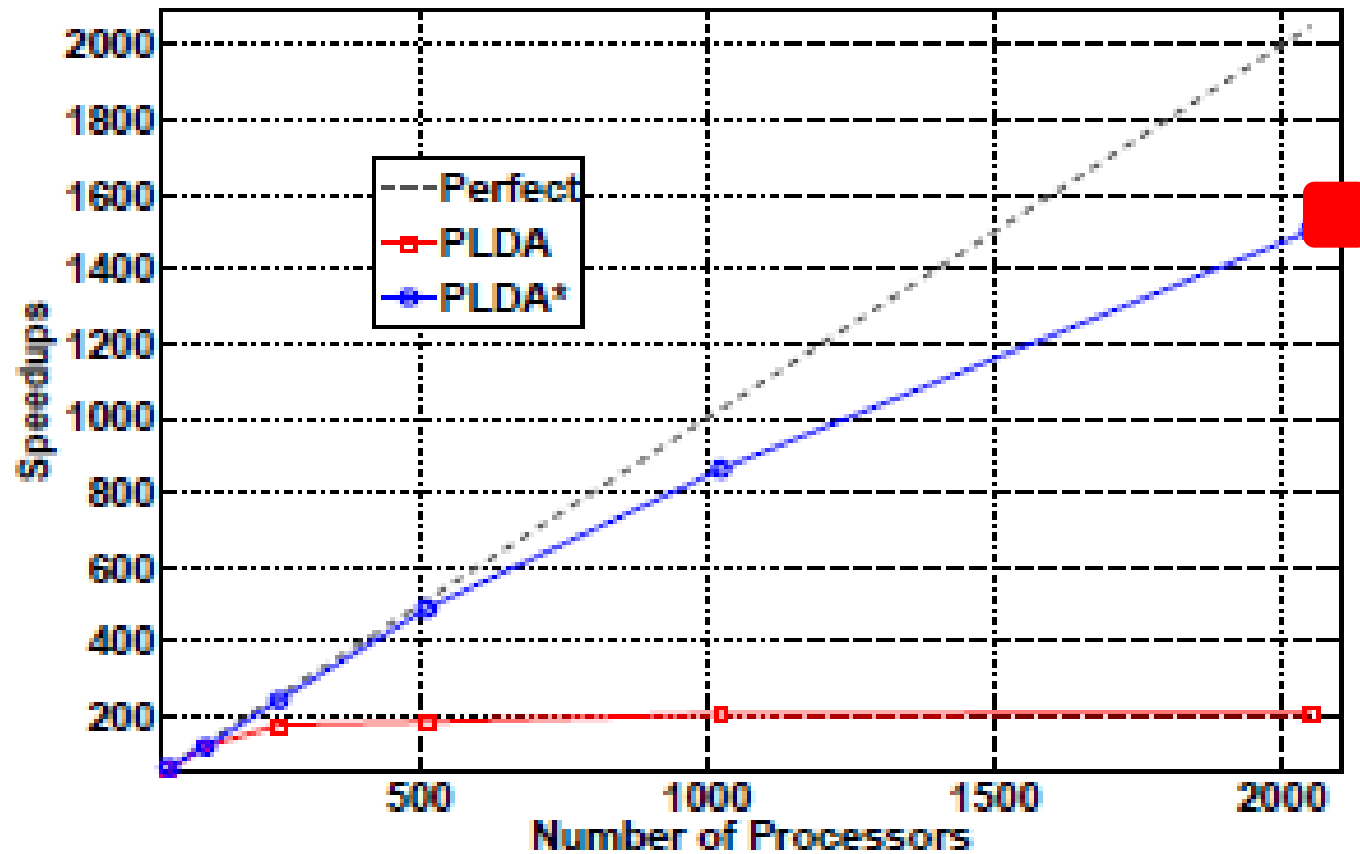


Fig. 4: Pipeline-based Gibbs Sampling in PLDA\*. (A):  $t_s \geq t_f + t_u$ . (B):  $t_s < t_f + t_u$ .

# Speedup

3.2B word occurrences

1,500x using 2,000 machines

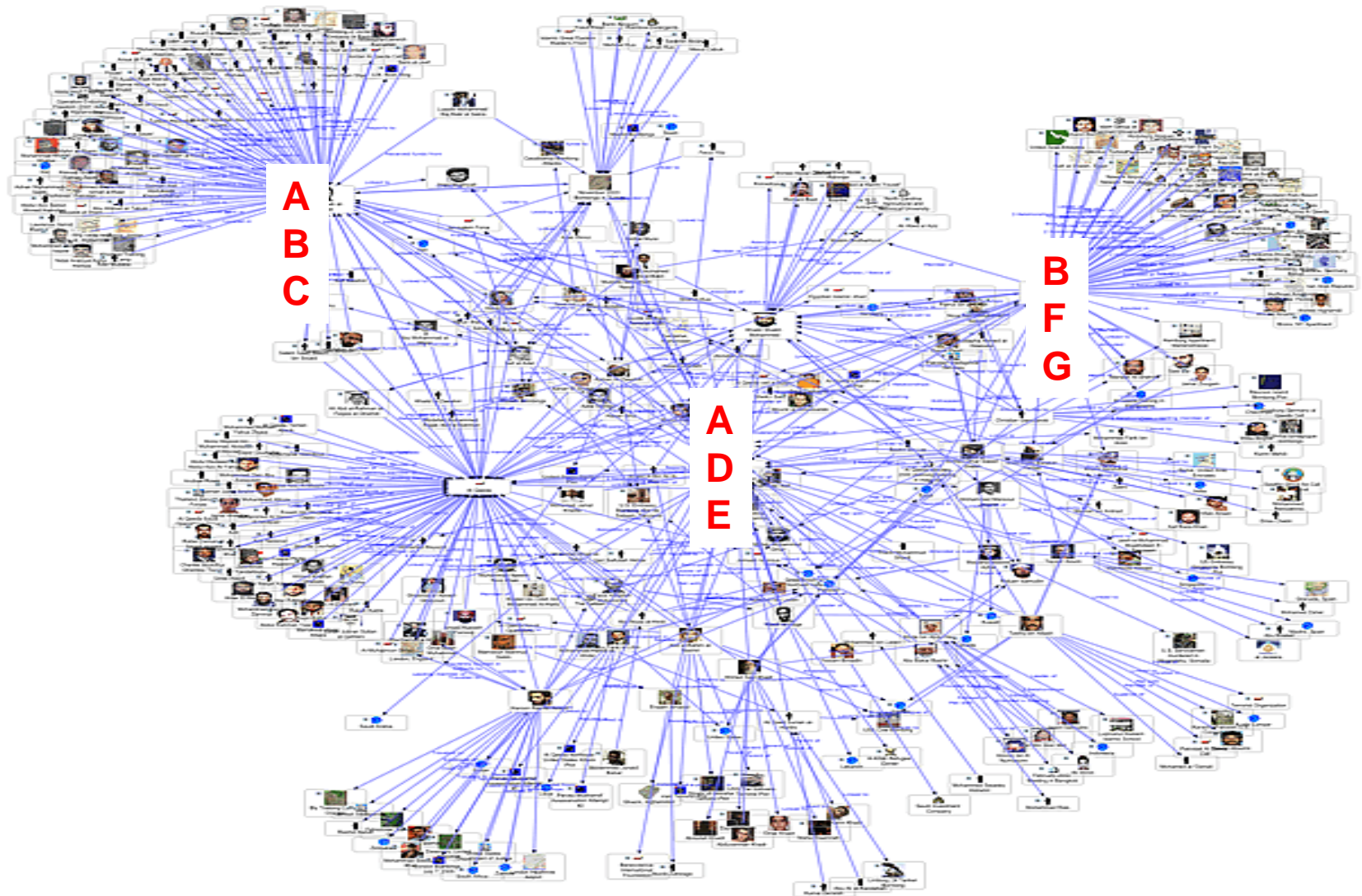




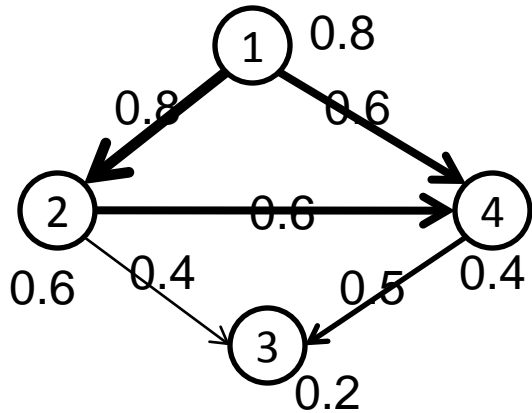
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# Influence Analysis, Relevance Analysis, Influence-based Relevance Propagation



# Illustrative Example



$$h^1 = [0.8 \quad 0.6 \quad 0.2 \quad 0.4]^T$$

**Hint words:**

#1: (a, 0.6) (b, 0.4)

#2: (c, 0.8) (b, 0.2)

#3: (e, 0.5) (f, 0.5)

#4: (d, 0.9) (b, 0.1)

**Word Propagation:**

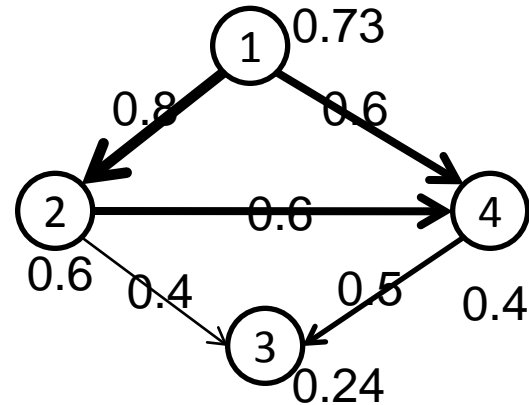
#1: (a, 0.6) (b, 0.4)

#2: (c, 0.69) (b, 0.23) (a, 0.08)

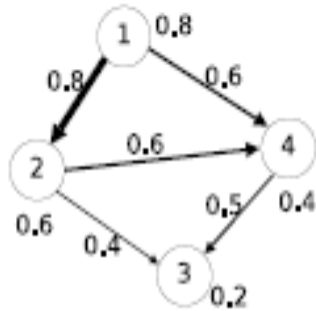
#3: (e, 0.4) (f, 0.4) (c, 0.1) (d, 0.07) (b, 0.03)

#4: (d, 0.66) (b, 0.16) (a, 0.11) (c, 0.07)

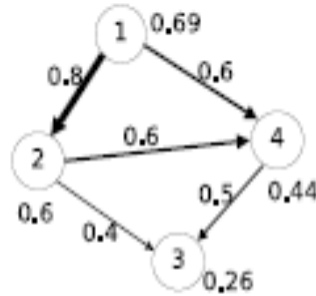
$$h^1 = \left(1 + \frac{\Gamma \circ A}{M}\right) h^0 = [0.73 \quad 0.6 \quad 0.24 \quad 0.4]^T$$



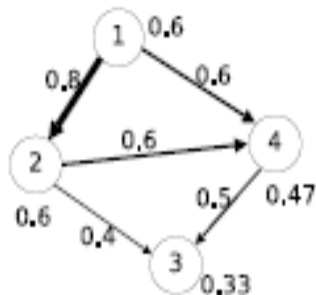
# Influence Propagation



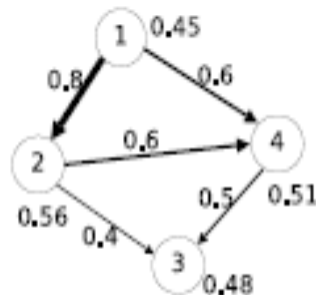
(a)  $n = 0$



(b)  $n = 2$



(c)  $n = 4$

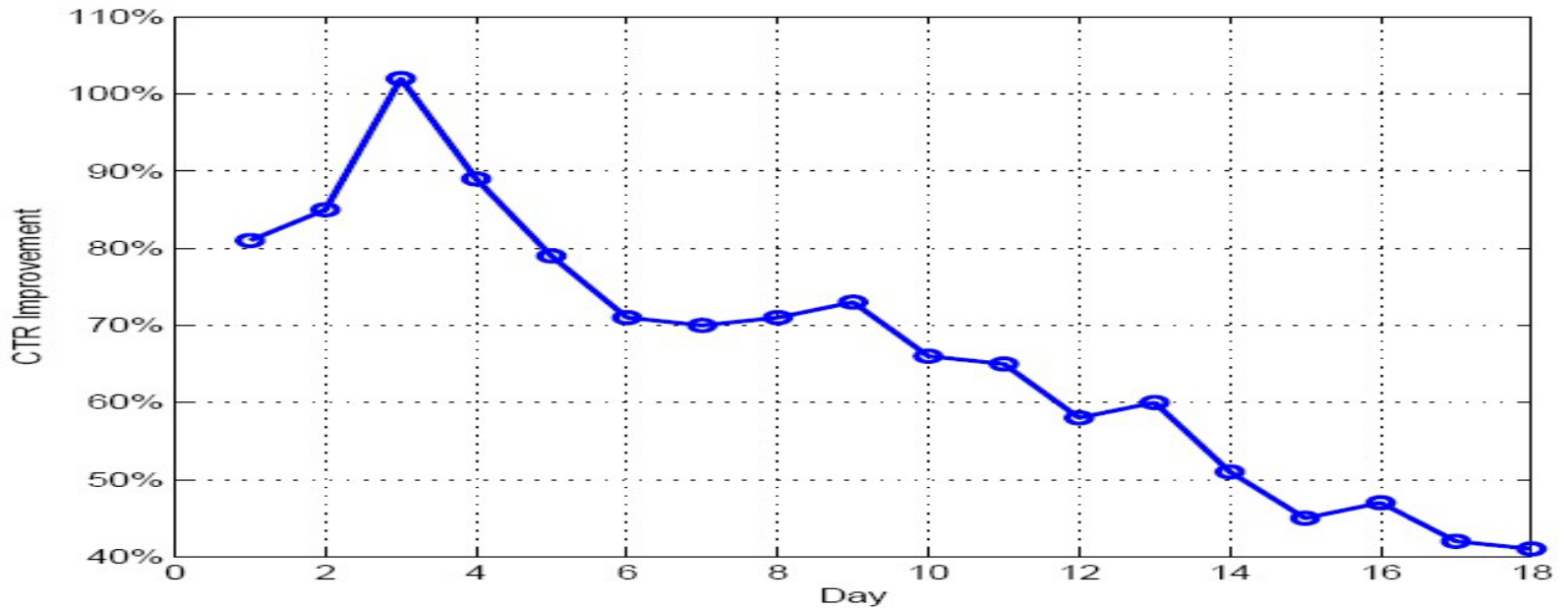


(d)  $n = 8$

$n^{th}$	User	Hint Words
0	#1 #2 #3 #4	(a, 0.6) (b, 0.4) (c, 0.8) (b, 0.2) (e, 0.5) (f, 0.5) (d, 0.9) (b, 0.1)
1	#1 #2 #3 #4	(a, 0.6) (b, 0.4) (c, 0.69) (b, 0.23) (a, 0.08) (e, 0.4) (f, 0.4) (c, 0.1) (d, 0.07) (b, 0.03) (a, 0.01) (d, 0.66) (a, 0.18) (c, 0.07) (b, 0.01)
2	#1 #2 #3 #4	(a, 0.6) (b, 0.4) (c, 0.65) (b, 0.24) (a, 0.11) (e, 0.32) (f, 0.32) (c, 0.18) (d, 0.11) (b, 0.06) (a, 0.03) (d, 0.5) (a, 0.25) (b, 0.15) (c, 0.12)
4	#1 #2 #3 #4	(a, 0.6) (b, 0.4) (c, 0.59) (b, 0.25) (a, 0.16) (c, 0.26) (e, 0.21) (f, 0.21) (d, 0.13) (b, 0.11) (a, 0.08) (d, 0.34) (a, 0.29) (b, 0.21) (c, 0.17)
8	#1 #2 #3 #4	(a, 0.6) (b, 0.4) (c, 0.59) (b, 0.25) (a, 0.16) (c, 0.33) (b, 0.16) (e, 0.13) (f, 0.13) (a, 0.13) (d, 0.12) (a, 0.29) (d, 0.26) (b, 0.23) (c, 0.22)

# Influence Model with Propagation

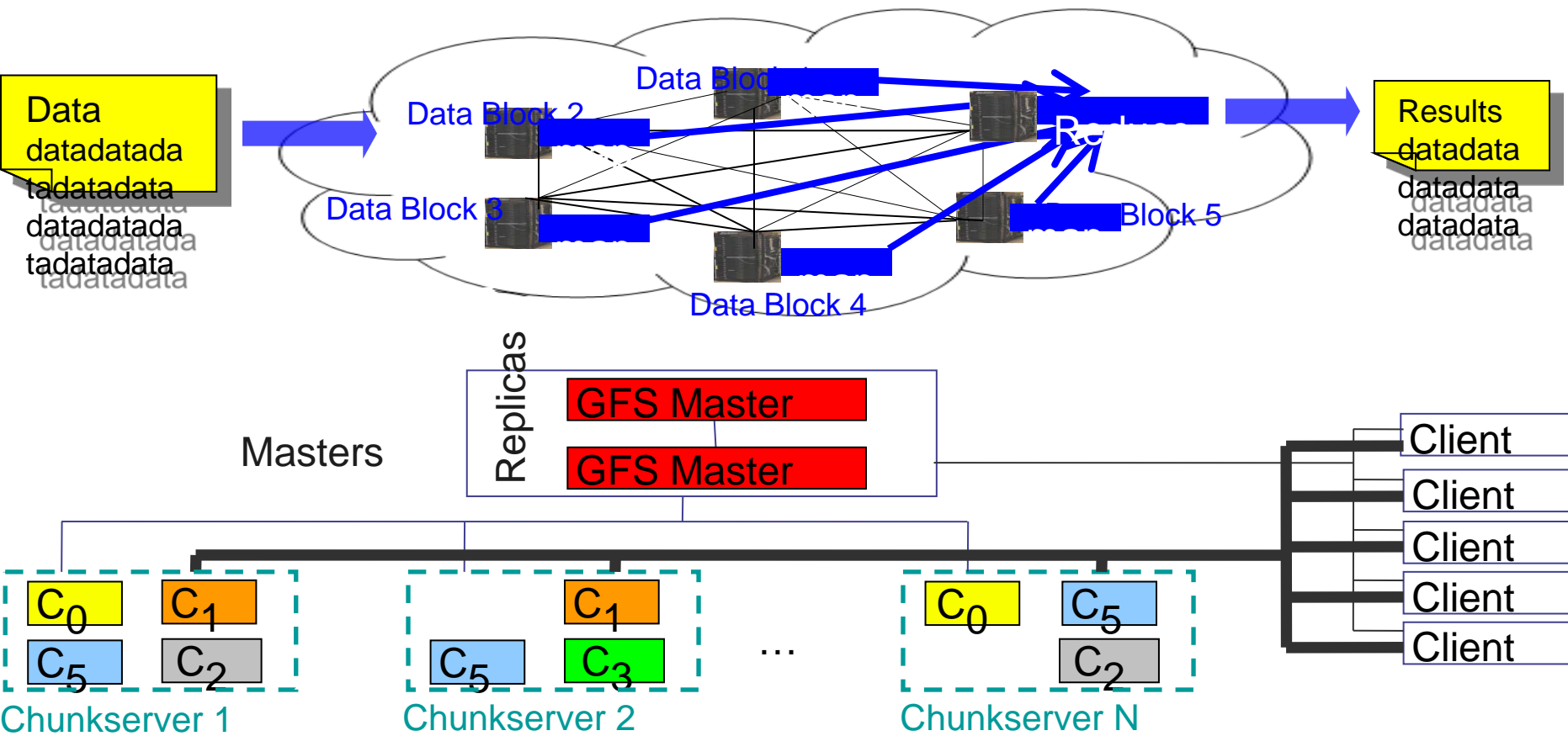
- For two groups of users to be shown ads, G1 and G2
  - G1: AdHeat with propagation (M3)
  - G2: AdHeat without propagation (M2)



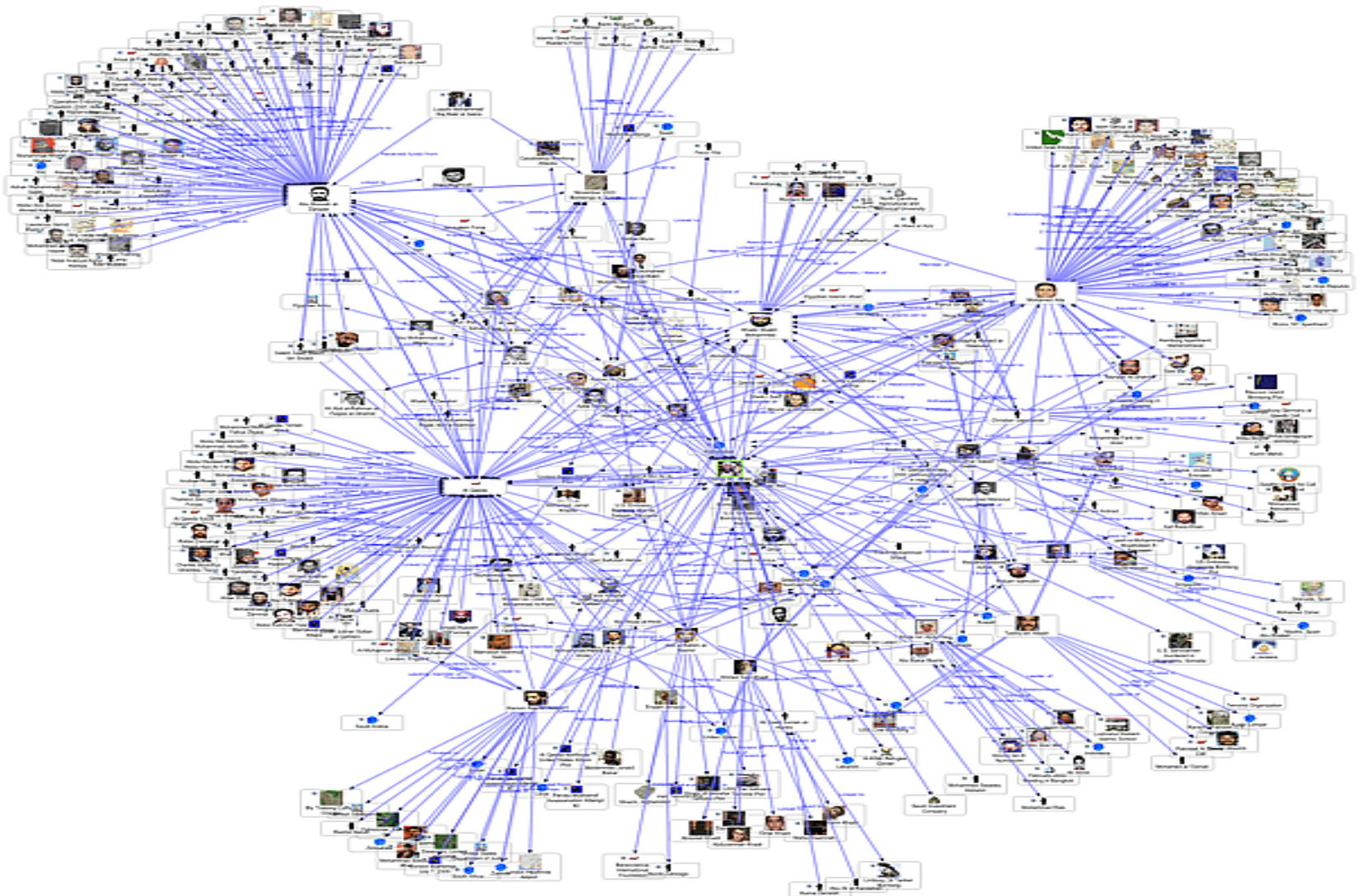
Improvement of Accumulative CTR  
(M3 vs. M2)

# AdWords, AdSense, AdHeat

	<b>Target</b>	<b>Interaction</b>	<b>Propagation</b>	<b>Page</b>	<b>Bid</b>
<b>AdWords</b>	<b>Query</b>	<b>X</b>	<b>X</b>	<b>Google pages</b>	<b>Key words</b>
<b>AdSense</b>	<b>Content</b>	<b>X</b>	<b>X</b>	<b>Web pages</b>	<b>Key words</b>
<b>AdHeat</b>	<b>User</b>	<b>✓</b>	<b>✓</b>	<b>User Home page</b>	<b>Users</b>



# Social Network Analysis





# References

- **AdHeat (Social Ads):**

- [AdHeat: An Influence-based Diffusion Model for Propagating Hints to Match Ads](#), H.J. Bao and E. Y. Chang, WWW 2010, North Carolina, April 2010.
- [Parallel Spectral Clustering in Distributed Systems](#), Wen-Yen Chen, Yangqiu Song, Hongjie Bai, Chih-Jen Lin, and E. Y. Chang, IEEE Transactions on Pattern Analysis and Machine Intelligence (PAMI), 2010.

- **UserRank:**

- Confucius and its Intelligent Disciples, X. Si, E. Y. Chang, Z. Gyongyi, VLDB, September 2010 .
- Topic-dependent User Rank, Xiance Si, Z. Gyongyi, E. Y. Chang, and M.S. Sun, Google Technical Report.

- **Large-scale Collaborative Filtering:**

- PLDA\*: Parallel Latent Dirichlet Allocation for Large-Scale Applications, ACM Transactions on Internet Technology, 2010.
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- Parallel SVMs, E. Y. Chang, et al., NIPS 2007.