



Segmentation of Pax Ecclesia Junior High School Students Using Deep Embedded Clustering Algorithm to Optimize Marketing Strategy

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Abstract

The competition among schools in attracting prospective students is becoming increasingly intense, necessitating a data-driven marketing strategy. This study applies the Deep Embedded Clustering (DEC) algorithm to group Pax Ecclesia Junior High School students based on specific characteristics, such as residence location and school origin. The evaluation was conducted using the Silhouette Index to assess clustering quality. The results identified three main groups: (1) students living around the school, (2) students residing at medium to long distances, and (3) students from specific elementary schools with close ties to Pax Ecclesia Junior High School. Based on this segmentation, more effective marketing strategies can be implemented, such as direct promotion for students near the school and digital marketing for prospective students from distant areas. The implementation of this data-driven strategy enhances the school's competitiveness and promotional effectiveness. Furthermore, this study demonstrates that the DEC algorithm can serve as a reliable tool for student segmentation.

Keywords : *Data Mining, DEC, Student Segmentation, Silhouette Index.*

1 Introduction

Competition in the world of education is increasingly competitive, encouraging schools to develop more targeted marketing strategies. PAX Ecclesia Junior High School faces similar challenges in attracting the interest of prospective students. One approach that can increase the effectiveness of promotions is segmentation of prospective students based on certain characteristics, such as the location of their parents' residence or work.

This research applies the Deep Embedded Clustering (DEC) method, a deep learning-based algorithm that is able to automatically group data in a latent space. DEC is effective in handling data with high dimensions and complexity, making it suitable for student segmentation.(Chan et al., 2016a)

The results of this research are expected to help PAX Ecclesia Junior High School develop a more optimal marketing strategy and increase the school's competitiveness.(Baru et al., 2023)

- a. Research Objectives
 - 1. Applying the *DEC algorithm* to group Pax ecclesia junior high school students based on certain characteristics.
 - 2. Identify patterns or groups of students that can provide strategic insights for school managers.
 - 3. Developing data-driven marketing strategy recommendations to increase the attractiveness of Pax Ecclesia Junior High School.
- b. Research Contributions
 - 1. Providing data-driven guidance to develop a more targeted marketing strategy for Pax Ecclesia Junior High School.
 - 2. Providing insight into the importance of student segmentation as a dsara in marketing strategy planning.
 - 3. Providing a real example of how data analysis can support strategic decisions in the education sector.

2 Literature Review

Segmentation has an important role in marketing strategies, especially in an era of fierce competition. General marketing approaches are often less effective because each individual or group has different needs. With segmentation, educational institutions can develop more relevant marketing strategies, for example by adjusting promotional messages for urban and rural students.

In addition, segmentation helps optimize marketing resources. By identifying specific target groups, schools can allocate budget and energy to the most potential areas, such as promoting technology-based programs to students interested in science and technology.

In education, segmentation is typically based on demographics (age, gender, and geographic location) and behavior (extracurricular interests and academic preferences). For example, students who live near Pax Ecclesia Junior High tend to be more interested in the school's flagship programs than those from farther away.

By implementing demographic and behavioral segmentation, schools can segment prospective students more effectively, improve the success of marketing strategies, and create added value for students and their parents.

a. Marketing Strategies in Education

Marketing in education aims to attract new students, retain old students, and build a positive image of the institution. (Akbar et al., 2024) defines education marketing as a strategy to create a profitable exchange between the institution and the target market. In the context of Pax Ecclesia Junior High School, a marketing strategy is needed to build the school's image and attract new students in the midst of competition with other institutions (Rousseuw, 1987).

Data mining is the process of extracting useful information and patterns from large amounts of data, including collecting, extracting, analyzing, and statistically analyzing data to produce useful models or knowledge (Wikipedia, 2016). The term is often associated with *Knowledge Discovery from Data* (KDD), which some people consider to be the entire process, while others see data mining as one of the important steps in KDD (Han et al., 2016).

The data mining process consists of several steps that form an iterative cycle. Starting with *Data Collection* to collect data, followed by *Data Preprocessing* for data cleaning and preparation,

and *Data Transformation* to match the required format. The core stage, *Data Mining*, aims to identify useful patterns. The results are then evaluated at the *Evaluation* stage and interpreted in *Knowledge Representation*. This cycle allows for repeated analysis to gain deeper insights (Sarjanako, 2019).

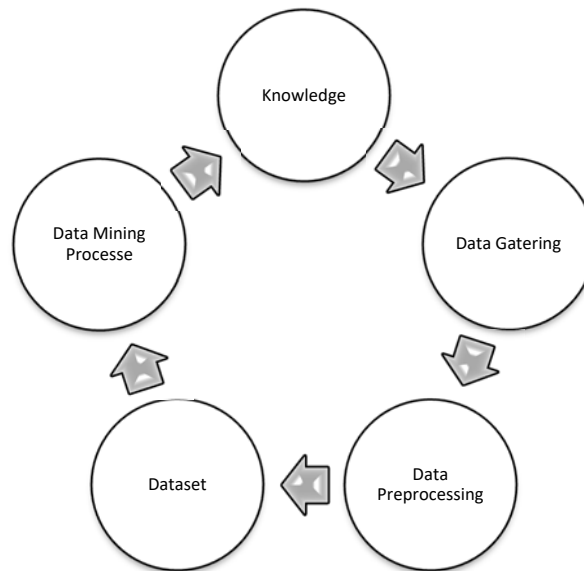


Figure 2. 1 Integrated lifecycle in Data Mining

Although data mining is often considered one step in the process of knowledge discovery, in industry and research, the term often refers to the entire process. Data mining aims to find interesting patterns and knowledge from large amounts of data, which can come from databases, data warehouses, the web, or other sources of information (Han et al., 2011).

b. Deep Embedded Clustering (DEC)

Deep Embedded Clustering (DEC) is a Deep Learning-based clustering method that integrates dimensional reduction and clustering in a single framework. DEC uses an autoencoder to learn latent representations of lower-dimensional data without losing important information. After the latent representation is obtained, the clustering process is carried out with an objective function based on the Kullback-Leibler (KL) divergence (Wada et al., 2019).

The autoencoder in DEC consists of an encoder that converts the input data into a latent representation and a decoder that reconstructs the original data. Autoencoder pretraining helps understand data structures, improving clustering accuracy (Guo et al., n.d.). After the training, the cluster center is initialized in the latent space, and the optimization process is carried out iteratively until convergence is achieved (Zahrani Putri et al., 2023).

DEC is particularly effective for high-dimensional data with complex and non-linear distributions, such as student data that includes demographic and geographic attributes. By combining dimension reduction and clustering, DEC produces high-quality clusters that are useful for further analysis (Chan et al., 2016b).

Proses Clustering DEC

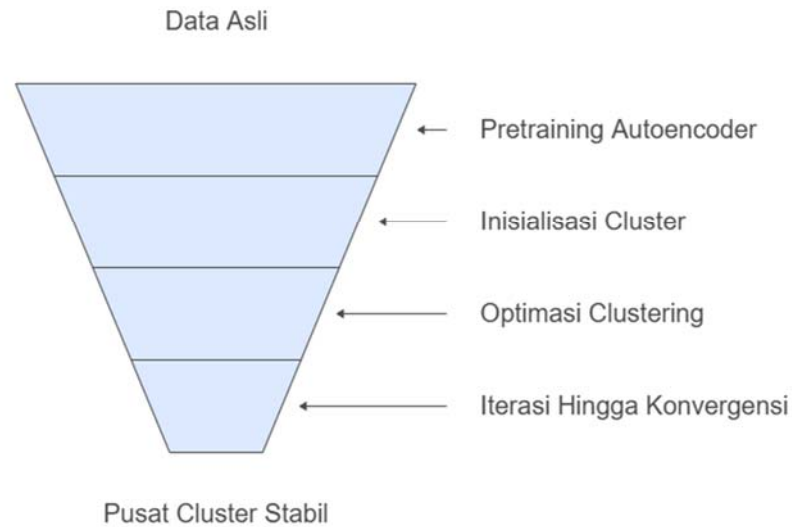


Figure 2. 2 Deep Embedded Clustering Process

Working stages of Deep Embedded Clustering :

1. Pretraining Autoencoder

The initial data is processed through an autoencoder to reduce dimensions and maintain relevant features.

2. Cluster Initialization

Once the latent representation is formed, the K-Means algorithm is applied to initialize the cluster center.

3. Clustering Optimization

The data are grouped based on the objective function based on the Kullback-Leibler (KL) Divergence, which is continuously updated until convergence is achieved.

4. Evaluation of Clustering Results

The clustering results are evaluated using metrics such as the Silhouette Index and Elbow Method.

c. Evaluation of Clustering with Silhouette Index

Silhouette index is one of the evaluation methods used to measure the quality of results from clustering algorithms. This method helps determine how well objects in a cluster are grouped, as well as how separate the cluster is from other clusters. In other words, the Silhouette Index helps to evaluate how precisely the clustering algorithm divides the data into different groups (Rousseeuw, 1987).

3 Research Methodology

a. Data Collection Techniques

This study uses data collected through the documentation method from the official document of data collection of Pax Ecclesia Junior High School students. This secondary data includes demographic information, addresses, distance from home to school, and other relevant aspects (Han et al., 2011).

The data is processed in a digital format using Microsoft Excel to facilitate analysis. Before processing, verification of completeness and validity of data is carried out to ensure the accuracy of the results. The main focus of this research is student segmentation using the Deep Embedded Clustering algorithm to support schools in designing more effective marketing strategies.

b. Research Stages

1. Data Selection

At this stage, relevant data is selected for analysis. The data used came from Pax Ecclesia Junior High School students, with a sample of tables prepared to illustrate the information to be analyzed.

No	Name	Jk	Origin School	Address	Distance
1	Rainhart Binsar Minaldo Sinaga	L	SD Maria Fransiska	Jl. Prambanan IV D85 Jakasampurna Bekasi	3,5 km
2	Marcelino Wiranata	L	SDN Pejakyon Jaya VI	KP Pulo Ceger Jl. Palem Raya	900 m
3	Queen Wilfy Lay	P	SD Dian Karunia	Jln Taman Edelweis Timur H 27 Galaxy	900 m
4	Aldo Pratama	L	SDS Santa Lusua	Pondok Mitra Lesatri E3/ 25	2,6 km
5	Christian Marcello Susanto	L	SD Dian Karunia	Jl. Palapa 2 F11 / 91 Bekasi 17147	1,3 km
6	Shanessa Avisha Sipasulta	P	SDMF	Jatibening Estate, Jl. Camar III F2 No. 17	3,9 km
7	Daniel Yanky Andika	L	SD Jatiasih VIII	Taman Anggrek Bulan II F3 No 6 Galaxy 17147	2,0 km
8	Christian Nathaniel Kalalo	L	SD UNITY	Jl. Lotus Utara 2 D6/10 Galaxy Bekasi 17147	600 m
9	Angelia Megumi Nauli Sihotang	P	SDMF	Jl. Musi Raya F 667 Masnaga Jakamulya	2,0 km
10	Hema Rosalind Kosasih	P		Jl. Pelangi II Blok E 101 Rt 001 / 006 Bekasi 17146	2,5 km
11	Gregorius Maximilian Jethro T	L	SD Maria Fransiska	Taman Cikas B12/22 Galaxy Rt 001 / 025 Bekasi	2,5 km
12	Angelique Paramitha C	P	SD Maria Fransiska	Komp. Bumi Palapa Jl. Palapa Raya F1127 Bekasi	1,2 km
13	David Nathan	L	SD Maria Fransiska	Perm. Satwika Permai Jl. Wibawa Mukti	6,8 km

14	Laura Anabelle Suryaputra	P	SDMF	Grand Galaxy City Cluster orchid garden 1/12	800 m
15	Arthur Zefanya Ngantung	L	SDMF	Taman Century 2 Jl. Tanjung 3 Blok J No 15 Beaksi	3,1 km
16	Bayu Wicaksono	L	SD Unity	Cluster Casanica Gardenia Blok E No 14	21,4 km
17	Devin	L		Ruko Rose Garden 6 No 5 Galaxy	98 m
18	Reno Mario Raphael Sirait	L	SDN Jatirasa III	Jl. Pulo Sirih Barat 4	800 m
19	Darren Woen Dinata	L	SD Maria Fransiska	Perumnas I Rt 007 / 010	11,2 km
20	Keth Jonathan Roring	L	SD UNITY	Cluster Casanica Gardenia Blok E No 14	21,4 km
21	Rachel Anastasia Sihombing	P	SDMF	Villa Galaxy D5 No.10	600 m
22	Michella Chentania	P	SD Strada Kampung Sawah	Jl. Pakis 6 Villa Bukit Safira No. 16 Pekayon	1,2 km
23	Ursula Demmi Escanty Sigaz	P	SDMF	Safari Garden Residence B.22	6 km
24	Keira Keilani	P	SDMF	Jl. Arjuna I No. 26 Agalaxy	9,4 km
25	Gracio Timotius Taruliasi Gultom	L	SDMF	Jl. Swadaya I No. 1 Jatiasih Bekasi	4,2 km
26	Josua Kristianto	L	SDMF	Botanikal Garden BG1 No 20	600 m
27	Josua Fransisco	L	SD Unity	Jl. Medan 3 No. 65 Masnaga	3,9 km
28	Ronen Martin Tua Sidabutar	L	SD Santo Paulus Jakarta	Pondok Mitra Lestari Blok A11 No 20	1,9 km
29	Gordon Marulitua Gultom	L	SDMF	Pondok Cikunir Indah	3,5 km
30	Manna Triasa Koentjoro	P	SD Harapan Mulia	Pondok Pekayon Indah AA10 / 12A	1,7 km
31	Helena Juliani Siagian	P	SD Harapan Mulia	Kemang IFI Graha D2 No. 18	4,0 km
32	Theresia Nadine Eristaputri	P	SMP 3 Minoh Jepang	Jl. Lotus Tengah II Blok E3/5 Galaxy Bekasi	850 m
33	Albertus Raynard Taurean	L	SD Unity School	Perum Jati Bening Estate Jl Murai V	4,0 km
34	Alfonsus Marvel oslan	L	SDK Pelita Kasih	Pondok Mitra Lestari Blok A15 No. 1	1,7 km
35	Amara Anastasia	P	SD Harapan Mulia	Jln Pekayon Raya No 8	1,8 km
36	Benny Christophor Aritonang	L	SD MARIA FRANSISKA	Pondok Cikunir Indah Jl Beringin I	3,5 km
37	Brigitta Fiore Anastasia	P	SD MARIA FRANSISKA	Komp Graha Indah Jalan Dieng Blok C7/4	3,9 km
38	Clavel Estell Prasela	P	SD MARIA FRANSISKA	Jl. Pulo Sirih Tengah 9 Blok BD No. 46	850 m

39	David Sam Miracle	L	SD Strada Bhakti Wiyata	Perum Taman Cikas Blok C6 No 10	2,3 km
40	Feby Nikta Ginting	P	SD MARIA FRANSISKA	Perum Pemda Blok B Jl Abimanyu III	2,8 km
41	Gilbert Marfris	L	SD MARIA FRANSISKA	Jl H Gamun	7,9 km
42	Gracia Giovanca Anabelle	P	SD MARIA FRANSISKA	Pondok Pekayon Indah BB 22 No 8	1,7 km
43	Graciella Rizma Kiding Allo	P	SD HARAPAN MULIA	Vila Nusa Indah V Cluster Walet SE 4 / 16	9,5 km
44	Jonathan Haposan Ambarita	L	SD Unity School	Jl. P. Bawean Blok AA1 / 9 Jatimakmur	9,3 km
45	Josiah Julian Makauntung	L	SD Harapan Mulia	Royal Cikunir Residence Blok C No 7	2,8 km
46	Kenzo Hogan	L	SD Driwantie	Jl Patriot No 34	4,3 km
47	Lidwina Stefania Hayuningtyas	P	SD MARIA FRANSISKA	Perumahan Bening Indah A9/15	6,7 km
48	Maria Renata Feani Wulan Rosari	P	SD MARIA FRANSISKA	Perum Graha Indah	4,2 km
49	Nasya Stefanie Chandra	P	SD Unity School	KP Pondok Benda No 52	2,2 km
50	Olivia Jeni Sutarman	P	SD MARIA FRANSISKA	Jln Swatantra 1 Kav 8 No 3	2,9 km
51	Rachel Claudia Monica Pangaribuan	P	SD Dian Karunia	Jl Cirata Blok DB 27	4,8 km
52	Raffael Lambok Purba	L	SD MARIA FRANSISKA	Jl. Badar D223	3,6 km
53	Revallyno Hendriawan Triadrian	L	SD HARAPAN MULIA	Taman Permata Cikunir A12/5	2,8 km
54	Ringgo Qolbu Mahdafiqia	L	SD MARIA FRANSISKA	The Green View Blok C No 5	2,2 km
55	Teresa Putri Mahardika	P	SD MARIA FRANSISKA	Jl. Sadewa VII / C 405 JakasampurnaBekasi	1,5 km
56	Thomas Alvareno Suryatmojo	L	SD HARAPAN MULIA	Perum Kemang Pratama Blok A No 7	5,2 km
57	Yohanes Bernard Hadiano	L	SDSK Harapan Mulia Jakarta	Jl Medan III F/65 Jaka Mulya	2,6 km
58	Alfrido Jonathan	L	SD MARIA FRANSISKA	Jl Patriot No 21	4,4 km
59	Azarya Hotasi Josua Manik	L	SD HARAPAN MULIA	Jl Udang V No 125,Perum 2	5,5 km
60	Cornelius Steven Adi Saputra	L	SD Unity School	Jl Pulo Sirih Selatan IX AE261	500 m
61	Devito Nicolaus	L	SD Maria Fransiska	Jl Pulo Sirih Timur 4 blok CB no 85	700 m
62	Gabrielle Dixon Darmawan	P	SD Maria Fransiska	Jl Lotus Utara 2 blok Ds 128 villa galaxy	750 m

63	Gisela Chelsea Lukita	P	SD Maria Fransiska	Taman Cikas blok c18 no 10	2,4 km
64	Jessica Natasha Prayitno	P	SD Strada Wiyata	Villa Galaxi AA1 no 58	600 m
65	Larasati Kezia Pangaribuan	P	SD Maria Fransiska	Jl Pulo Sirih Selatan IX AE261	500 m
66	Marc Constantine Lee Tjahjono	L	SD Unity	Jl Tumapel No 8 Jaka Permai	5,8 km
67	Marcelinus Mayer	L	SD Driewanti	Victorya Garden G No 88	850 km
68	Nathan Rephael Thansamart L Tobing	L	SDS Edelweiss	Perumahan Mediterania Cikunir blok CB no 24	3,0 km
69	Nicholas Garcia Hutauruk	L	SD Maria Fransiska	Taman Galaxi Indah,jl bougenvile II Blok T/24	300 m
70	Rachel Imanuela	P	SD Maria Fransiska	Jl Sadewa 2 no 50	19,2 km
71	Sunday Nathanael Siregar	L	SD Unity	Safari Garden Residence B.22	6 km
72	Theophilus Nathanael Sihombing	L	SD Maria Fransiska	Pondok Pekayon Indah AA10 / 12A	1,7 km
73	Valorie Reine Taruli Sirait	P	SD Maria Fransiska	Jl Swakarya no 2A	3,3 km
74	Yeshaya Vidrawata Thanisia	L	SD Maria Fransiska	Pondok Timur Mas Blok H2/9-10	2,3 km
75	Aristo Azario Christyan	L		PTM F4 jln Jingga Mas III	2,4 km
76	Aloysius Andi Reanhart Ongkor	L	SD Global Inbyra School Tegal	Perum Kemang Ifi Graha jln madiun	4,0 km
77	Joseph Darren	L	SD Maria Fransiska	Jl. Arjuna I No. 26 Agalaxy	9,4 km
78	Cramendo Nafiri Pakasi	L	SD Maria Fransiska	Jl Arjuna I B 25	5,5 km
79	Elita Tjin	P	SD Maria Fransiska	Kp Poncol Pekayon Jaya	1,7 km
80	Gaby Gabriella Ajawaila	P	SDN Pekayon Jaya VI	Jl Bintang No 94 Perum JatiAsih Indah	2,3 km
81	Gerardus Moreno Andianca	L	SD Maria Bintang Laut	Pulo Sirih Timur 3 CB 25	700 m
82	Glenn Raditya Pratama	L		Jl Musi 1 Blok F no 521 Komplek Nagamas	2,0 km
83	Jason Wijaya Lok	L	SDN Jatiasih XIII	Victorya Garden G No 88	850 m
84	Jessica Liaurencia	P	SD Maria Fransiska	Grand Galaxy City cluster Victoria Garden VG 5	700 m
85	Marcelino Willy Sitompul	L	SD Harapan Mulia	Pondok Mitra Lestari Blok A/6 no 7	1,7 km

86	Marcello Aldi Immanuel Sihalo	L	SD Maria Fransiska	Jl Intan Raya No 22 Blok 8 BSK	4,8 km
87	Neal Matias Simanjuntak	L	SD Maria Fransiska	Jl Swadaya No 1 HKBP Jatiasih	7,4 km
88	Salsabilla Naysilla Madinnah Sopi Wanju	P	SD Maria Fransiska	Pondok Timur Mas Blok H2/9-10	2,5 km
89	Setia Kristiani Uli	L	SD Citra Anak Bangsa	Pondok Pekayon Indah B6/9	1,7 km
90	Timotius Jason Lesmana	L	SD Maria Fransiska	Jl Galaxi IV No 356 E	10,5 km
91	Viktor Giovany Aron Purba	L	SD Edel Weis	Pulo Permata Sari B5/18	1,8 km
92	Vira Amanda	P	SD Maria Fransiska	Villa Galaxy Blok B7 No 20	600 m
93	Angelia Megumi Nauli Sihotang	P	SD Maria Fransiska	Jl. Musi Raya F 667 Masnaga Jakamulya	2,0 km
94	Arthur Zefanya Ngantung	L	SD Maria Fransiska	Taman Century 2 Jl. Tanjung 3 Blok J No 15 Beaksi	3,1 km
95	Christian Marcello Susanto	L	SD Maria Fransiska	Jl. Palapa 2 F11 / 91 Bekasi 17147	1,3 km
96	Devin	L	SD Harapan Mulia	Ruko Rose Garden 6 No 5 Galaxy	400 m
97	Gordon Marulitua Gultom	L	SD Maria Fransiska	Pondok Cikunir Indah	3,5 km
98	Gregorius Maximilian Jethro T	L	SD Maria Fransiska	Taman Cikas B12/22 Galaxy Rt 001 / 025 Bekasi	2,5 km
99	Helena Juliani Siagian	P	SD Unity	Kemang IFI Graha D2 No. 18	4,0 km
100	Hema Rosalind Kosasih	P	SD Tunas Jakasampurna	Jl. Pelangi II Blok E 101 Rt 001 / 006 Bekasi 17146	2,5 km
101	Josua Kristianto	L	SD Maria Fransiska	Botanikal Garden BG1 No 20	600 m
102	Keth Jonathan Roring	L	SD Maria Fransiska	Jl. Palapa 2 F11 / 91 Bekasi 17147	1,3 km
103	Marcelino Wiranata	L	SD Harapan Mulia	KP Pulo Ceger Jl. Palem Raya	900 m
104	Queen Wilfy Lay	P	SD Harapan Mulia	Jln Taman Edelweis Timur H 27 Galaxy	1,7 km
105	Rainhart Binsar Minaldo Sinaga	L	SD Harapan Mulia	Jl. Prambanan IV D85 Jakasampurna Bekasi	3,5 km
106	Reno Mario Raphael Sirait	L	SD Maria Fransiska	Jl. Pulo Sirih Barat 4	750 m
107	Shanessa Avisha Sipasulta	P	SD Maria Fransiska	Jatibening Estate, Jl. Camar III F2 No. 17	3,9 km
108	Ursula Demmi Escanty Sigaz	P	SD Maria Fransiska	Safari Garden Residence B.22	6 km

109	Aldo Pratama	L	SD Driwanti	Pondok Mitra Lesatri E3/ 25	1,7 km
110	Daniel Yanky Andika	L	SDN 173632 Porsea Tobasa Sumut	Taman Anggrek Bulan II F3 No 6 Galaxy 17147	2,0 km
111	Christian Nathaniel Kalalo	L	SD Maria fransiska	Jl. Lotus Utara 2 D6/10 Galaxy Bekasi 17147	750 m
112	Angelique Paramitha C	P	SD Maria Fransiska	Komp. Bumi Palapa Jl. Palapa Raya F1127 Bekasi	1,2 km
113	David Nathan	L	SDN Pekayon Jaya VII	Perm. Satwika Permai Jl. Wibawa Mukti E6/6 Rt 001 / 009	6,8 km
114	Laura Anabelle Suryaputra	P	SD Maria Fransiska	Grand Galaxy City Cluster orchid garden 1/12	800 m
115	Bayu Wicaksono	L	SD Rhema Indonesia	Cluster Casanica Gardenia Blok E No 14	21,5 km
116	Darren Woen Dinata	L	SD Maria fransiska	Perumnas I Rt 007 / 010	2,5 km
117	Michella Chentania	P	SD MARIA FRANSISKA	Jl. Pakis 6 Villa Bukit Safira No. 16 Pekayon	1,2 km
118	Keira Keilani	P	SD Maria Fransiska	Jl. Arjuna I No. 26 Agalaxy	9,5 km
119	Gracio Timotius Taruliasi Gultom	L	SD Maria Fransiska	Jl. Swadaya I No. 1 Jatiasih Bekasi	4,2 km
120	Josua Fransisco	L	SD Maria Fransiska	Jl. Medan 3 No. 65 Masnaga	3,9 km
121	Ronen Martin Tua Sidabutar	L	SD Maria Fransiska	Pondok Mitra Lestari Blok A11 No 20	1,9 km
122	Manna Triasa Koentjoro	P	SD Maria Fransiska	Pondok Pekayon Indah AA10 / 12A	1,7 km
123	Theresia Nadine Eristaputri	P	SD Harapan Mulia	Jl. Lotus Tengah II Blok E3/5 Galaxy Bekasi	850 m
124	Abigail Sofie Wardana	P	SD Maria Fransiska	Jl. Enggano No. B23 komp TNI AL Jatibening Rt 003/010 Bekasi	5,2 km
125	Adrian Marvel Lasro Manik	L	SD Harapan Mulia	Jl. Udang 5 No. 125 Rt 001/008 Bekasi	5,5 km
126	Angel Edward Naibaho	P	SD Unity	Jl. Lumba - lumba Blok D14 Bekasi, 2 km	2,2 km
127	Danella Luvena Putri Permana	P	SD Harapan Mulia	Green Royale Residence Blok D7 Bekasi	15,0 km
128	Darius Willy Kerta Jaya	L	SD Maria Fransiska	Apartemen Kemang View	3,3 km
129	Delbert Joshua Wungkana	L	SD Maria Fransiska	Jl. Pramuka Komp Mutiara Baru Blok J/7 Rt 003/012 Bekasi	5,4 km
130	Felicia Yiwenny	P	SD Maria Fransiska	Jl. Manggis 1 No. 19 D Rt 004/017 Jakasetia Bekasi	750 m
131	Inez Valentine Mulia	P	SD Citra Anak Bangsa	MRC Cluster Penrose Blok G9/5 Rt 005/012 Bekasi	3,2 km
132	Jeanne Kanaya Fardiansyah	P	SD Harapan Mulia	Villa Galaxy Jl. Gardenia Utara BA2/31 Rt 02/019 Bekasi	600 m

133	Magdalena Phoebe Rosemary Tirtaatmadja	P	SD Maria Fransiska	Jl. Cikas Tengah 3 B12/22 Taman Cikas Rt 001/025 Bekasi	2,5 km
134	Matthew Angelo Tjahyana	L	SD Harapan Mulia	Pondok Timur Mas Blok H5/14 Ri 009/03 Bekasi	2,5 km
135	Mikael Garicoits Matthew Atmaja	L	SD Maria Fransiska	Jl. Cendrawasih A/5 Rt 002/009 Jakamulya Bekasi	2,7 km
136	Novando	L	SD Maria Fransiska	Jl. Taman Aster Blok N4/21 Rt 009/014 Bekasi	1,3 km
137	Pandito Abram Bagus Susilo	L	SD Maria Fransiska	Royal Cikunir Residence Blok A7 Rt 008/013 Bekasi	2,0 km
138	Raphael Gallen Tan	L	SMP Tamiang Layang Kalteng	Jl. Pondok Mas Raya B2/12 Rt 001/013 Jakasetia Bekasi	2,0 km
139	Ruth Angelina Nathania Pasaribu	P	SD Harapan Mulia	Pondok Pekayon Indah B2/4 Rt 004/011 Bekasi	1,7 km
140	William Mikhael Putra Setyawan Siregar	L	SD Strada Nawar Bekasi	Pondok Mitra Lestari Blok C5/07 Rt 014/013 Bekasi	1,7 km
141	Yovita Linardi	P	SD Santa Maria Monica	Griya Jatisari DU 12 /6 Rt 002/014 Bekasi	5,1 km
142	Margareta Orlin Matta Rompas	P	SD Royal Wells	Kp Poncol Bulak Rt 004/017 Jakasetia Bekasi Selatan	650 km
143	Riza Avian Setiadi	L	SD Harapan Mulia	Jl. Jingga Mas 7 zBlok R2	2,5 km
144	Aurelia Hon	P	SD Maria Fransiska	Jl. RH Umar Kp Utan Rt 004/002 Jakasetia Bekasi Selatan	1,2 km
145	Claudius Joshe Franklyn Candra Fanny Sinaga	L	SD Unity	Jl. Padang Raya Blok F/ 260 Rt 004/005 Bekasi	2,7 km
146	Florencia Chandra Winata	P	SD Maria Fransiska	Jl. Pulosirih Selatan 5 /AE-189 Rt 011/13 Pekayon Jaya Bekasi	500 m
147	Gabriel Pangihutan Tampubolon	L	SD Unity	Pondok Timur Mas Rt 006/ 013 Bekasi	11,6 km
148	Ignatius Manggala Wisnu	L	SD Citra Anak Bangsa	Jl. Bulus No. 5 Rt Kp Pulo Ceger Bekasi	950 m
149	Jefferson Hinca Ambarita	L	SD Maria Fransiska	Jatibening Estate Jl. Murai VI	4,0 km
150	Jeremy Patrick Situmeang	L	SD Maria Fransiska	Patricia & Patrick Palace Jl H. Banir No. 213 Rt 005 / 03	2,7 km
151	Jonathan Kevin	L	SDK Petra Madiun	Jl. Pondok Jingga Mas VII Blok R2/7 Bekasi	2,3 km
152	Kefin Trixie Sembiring	L	SD Maria Fransiska	Cluster De Flamboyan No.3 Jl. Dr. Ratna Jatikramat Bekasi	3,4 km
153	Lyonel Marthin Siregar	L	SD Maria Fransiska	Jl. Berlian Blok D No. 495 Rt 01 RW 09 Jakasampurna Bekasi	3,6 km
154	Michael Gerald Sidabutar	L	SD Unity	Komp BSK Jl. Nakula VI No.10 Rt 005/022 Bekasi	5,8 km
155	Nilia Jowannibie Tobing	P	SD Citra Anak Bangsa	Jl. California IV Blok H3/36 Jatikramat Jatiasih Bekasi	3,3 km

156	Quinnsha Morcilia Marika Simarmata	P	SD Maria Fransiska	The Swatantra Town House Blok B/6 Rt 004/005 Bekasi	3,4 km
157	Rahel Sendler Sianturi	P	SD Maria Fransiska	Pondok Surya Mandala Bok i 1 No. 17 Rt 005/013	2,6 km
158	Rellyn Ruth Magdalena	P	SD Harapan Mulia	Jl. Flores Blok D/ 34 Komp AL Rt 011/012 Bekasi	4,1 km
159	Rory Abraham Hutagalung	L	SD Maria Fransiska	Komplek Depnaker Trans Blok D.93 Rt 011/05 Bekasi	3,0 km
160	Sonia Mireille Marpaung	P	SD Harapan Mulia	Jl. Edelweis Barat 3 Blok C5 / 20 Rt 003/019	700 m
161	Stephanie Christy Gunardi	P	SD Maria Fransiska	Jl. Pulo Sirih Barat Raya FE 454 Rt 002 / 015	800 m
162	Theodore Regid Wungkana	L	SD Maria Fransiska	Jl. Kelud No. 111A Perm Masnaga Rt 007/009 Bekasi	3,0 km
163	Vanessa Florencia	P	SD Maria Fransiska	Jl. Patriot Raya No. 21 Rt 009/02 Bekasi	4,6 km
164	ANTHONY ABEDNEGO CHRISTIAN	L	SD Maria Fransiska	Pulo Permatasari blok B4 No 25 Bekasi	1,9 km
165	AZARYA JUNIOR WIJANARKO	L	SD Maria Fransiska	Pondok Kelapa IF Blok A4 No.16	7,5 km
166	CARISSA AUREL	P	SD Maria Fransiska	Jl Pulo Sirih Selatan AE 2 No 123	400 m
167	GABRIEL ALESSANDRO ARIO	L	SD Harapan Mulia	Jl. Matahari I / 25 Jakasetia	1,2 km
168	GADING ARGASATYA PUTRA	L	SD Harapan Mulia	Jl. Musi I Blok F No. 521 Masnaga Jakamulya Bekasi	2,0 km
169	GARY FIDDEL RYSZARD	L	SD Harapan Mulia	Jl. Nakula 7A No. 106 Jakasetia Rt 003/07 Bekasi	1,8 km
170	HANABEL CHRISTY	P	SD Maria Fransiska	Taman Cikunir Indah, Jl. Nusantara Raya E6 No 19	1,5 km
171	ICHA FIDELYA CALLYSTA	P	SD Maria Fransiska	Jl. Siput 5 No.54 Kayuringin Bekasi	4,9 km
172	INTAN EPIP HANIAT LAWOLO	P	SD Maria Fransiska	Jl. Surya Raya Blok B No. 390	2,1 km
173	JESSYCA ANGELYNE TEREZIA	P	SD Driwanti	Jl. Arjuna 3 Blok B No 94 Jakasetia Bekasi	2,6 km
174	KAYLEEN JOSHUA SOEGIANTO	P	SDN 173632 Porsea Tobasa Sumut	Komp The Green View C - 18	2,2 km
175	LILIA WODNA KOSASIH	P	SD Maria fransiska	Jl. Pelangi 3 Blok E No. 83 Bekasi	2,6 km
176	LIONER CU	L	SD Maria Fransiska	Lotus Garden 2 No. 52 Galaxy	450 m

177	MENSIOUS YIVENT	L	SDN Pekayon Jaya VII	Jl. Manggis 1 No 190	900 m
178	MIKHAEL MALVINO ANDREAS JUWANTO	L	SD Maria Fransiska	Jl. Barito 3 Blok F / 625 Rt 003/07	2,1 km
179	NATHAN LEAW	L	SD Rhema Indonesia	Grand Galaxy RSN 2 No 31 Galaxy Bekasi	1,9 km
180	NEIL DEVANO KASALI	L	SD Maria fransiska	Kp. Jaha Jl. Rambutan No. 29 Bekasi	3,4 km
181	RAFAEL STEVANO LINARDI	L	SD MARIA FRANSISKA	Jl Cirata Blok DB 27	4,8 km
182	RAYMOND SALVATOR KARTADINATA	L	SD Maria Fransiska	Jl. Taman Akasia Blok C2 No 2	2,1 km
183	REBECCA OKTARIANA LAMTIUR TAMBUNAN	P	SD Maria Fransiska	Pondok Timur Mas Blok H3 No 5 Bekasi	2,5 km
184	RITCHE DIEGO STYSHA LIE	L	SD Maria Fransiska	Villa Jatibening Tol Blok KH 7 Bekasi	4,2 km
185	SAMANTHA JEANE LUCIANE MATONDANG	P	SD Maria Fransiska	Jl. Pulo Sirih Barat X FE-489 Bekasi	1,0 km
186	TIFFANY CHRISTIE ONG	P	SD Maria Fransiska	Perm Taman Cikas Jl. Cikas Timur 2 Blok C10 No. 7	2,5 km
187	URIEL NOAH OLOAN SIDABUTAR	L	SD Harapan Mulia	Pondok Mitra Lestari Blok A11No. 20 Rt 013/13 Bekasi	1,9 km
188	YANTI AULIA	P	SD Maria Fransiska	Jl. Raya Pekayon Jaya Kav II No. 1	2,1 km
189	YEHEZKIEL RADEN BATISTUTA SIPAHUTAR	L	SD Harapan Mulia	Jl. Kp.Pondok Benda	2,2 km
190	YOSIA GAVRIEL SIANTURI	L	SD Unity	Perm: Pondok Surya Mandala Blok I No. 17	2,6 km
191	IMMANUEL EVRIAGSA SIDABUTAR	L	SD Harapan Mulia	Taman Cikas Blok B16 / 21 Rt 005/025	2,5 km
192	Alvaro Reynard Vito Marbun	L	SD Maria Fransiska	Jl. Sepakat Raya Perum Emerald Residence	4,3 km
193	Alvieza Van Devan	L	SD Maria Fransiska	Jl. Merpati Pos No A/31 Rt 001/09 Jakamulya Bekasi Selatan	10,9 km
194	Amanda Pangtambang	P	SD Maria Fransiska	Jl. Pulo sirih Tengah 17 EB 242 Rt 009/014 Pekayon Bekasi Selatan	1,3 km
195	Andrew Koji Maduma Sihotang	L	SD Citra Anak Bangsa	Jl. Musi Raya F 667 Rt 005/007 Jakamulya Bekasi Selatan	2,0 km

196	Angelica Ghisela Novanda	P	SD Harapan Mulia	Jl. Al Ihsan Rt 004/018 Jatibening Pondokgede	6,3 km
197	Carlen Quenishia Cool	P	SD Maria Fransiska	Jl. HJ. Moh Zain No. 60 Rt 008/04 Jatibening Pondokgede 17412	7,4 km
198	Chiko Candra	L	SD Harapan Mulia	Jl. Pulo Ribung Gg Manggis I Rt 004 / 017 Jakasetia Bekasi Selatan	450 m
199	Desindah Mastiur Manurung	P	SD Maria Fransiska	Jl. Seruni 6 Blok 05 No.14 Rt 005/014 Jakasetia Bekasi Selatan	1,6 km
200	Elisabeth Yanky Andhika	P	SD Maria Fransiska	Taman Anggrek Bulan II F3/6 Rt 002/014 Jakasetia Bekasi Selatan	2,0 km
201	Felix Brema Sitepu	L	SD Maria Fransiska	East Point Residence Jl. Caman Raya Pondokgede	4,9 km
202	Firalda Lambe Kamoda	P	SMP Tamiang Layang Kalteng	Jl. Pulo Sirih Tengah 19 EB 300 Rt 009 / 014 Pekayon Bekasi	1,3 km
203	Gabrielle Justine Kidding Allo	L	SMP Santa Lusia Dolok Sanggul	Jl. Badar D223 Rt 003/ 009 Jakasampurna Bekasi Barat	3,6 km

Tabel 3. 1 Data Selection

2. Preprocessing

3. Transformation

Data transformation is carried out through several steps to ensure data readiness in the data mining process. Based on the data that has been processed previously, this transformation stage is implemented to improve the quality and relevance of the data for further analysis:

- Normalization of Distance Columns
- Categorical Data Coding
- Handling of Address Data
- Data Validation

The following is the result of the data after the transformation :

Name	Jk	Origin School	Distance
Siswa 1	1	2	3,5
Siswa 2	1	1	900
Siswa 3	0	2	900
Siswa 4	1	2	2,6
Siswa 5	1	2	1,3
Siswa 6	0	2	3,9
Siswa 7	0	2	2
Siswa 8	1	2	600
Siswa 9	0	2	2
Siswa 10	0	2	2,5

Siswa 11	1	2	2,5
Siswa 12	0	2	1,2
Siswa 13	1	2	6,8
Siswa 14	0	2	800
Siswa 15	1	2	3,1
Siswa 16	1	2	21,4
Siswa 17	1	2	98
Siswa 18	1	1	800
Siswa 19	1	2	11,2
Siswa 20	1	2	21,4
Siswa 21	0	2	600
Siswa 22	0	2	1,2
Siswa 23	0	2	6
Siswa 24	0	2	9,4
Siswa 25	1	2	4,2
Siswa 26	1	2	600
Siswa 27	1	2	3,9
Siswa 28	1	2	1,9
Siswa 29	1	2	3,5
Siswa 30	0	2	1,7
Siswa 31	0	2	4
Siswa 32	0	2	850
Siswa 33	1	2	4
Siswa 34	1	2	1,7
Siswa 35	0	2	1,8
Siswa 36	1	2	3,5
Siswa 37	0	2	3,9
Siswa 38	0	2	850
Siswa 39	1	2	2,3
Siswa 40	0	2	2,8
Siswa 41	1	2	7,9
Siswa 42	0	2	1,7
Siswa 43	0	2	9,5
Siswa 44	1	2	9,3
Siswa 45	1	2	2,8
Siswa 46	1	2	4,3
Siswa 47	0	2	6,7

Siswa 48	0	2	4,2
Siswa 49	0	2	2,2
Siswa 50	0	2	2,9
Siswa 51	0	2	4,8
Siswa 52	1	2	3,6
Siswa 53	1	2	2,8
Siswa 54	1	2	2,2
Siswa 55	0	2	1,5
Siswa 56	1	2	5,2
Siswa 57	1	2	2,6
Siswa 58	1	2	4,4
Siswa 59	1	2	5,5
Siswa 60	1	2	500
Siswa 61	1	2	700
Siswa 62	0	2	750
Siswa 63	0	2	2,4
Siswa 64	0	2	600
Siswa 65	0	2	500
Siswa 66	1	2	5,8
Siswa 67	1	2	850
Siswa 68	1	2	3
Siswa 69	1	2	300
Siswa 70	0	2	19,2
Siswa 71	1	2	6
Siswa 72	1	2	1,7
Siswa 73	0	2	3,3
Siswa 74	1	2	2,3
Siswa 75	1	2	2,4
Siswa 76	1	2	4
Siswa 77	1	2	9,4
Siswa 78	1	2	5,5
Siswa 79	0	2	1,7
Siswa 80	0	1	2,3
Siswa 81	1	2	700
Siswa 82	1	2	2
Siswa 83	1	1	850
Siswa 84	0	2	700

Siswa 85	1	2	1,7
Siswa 86	1	2	4,8
Siswa 87	1	2	7,4
Siswa 88	0	2	2,5
Siswa 89	1	2	1,7
Siswa 90	1	2	10,5
Siswa 91	1	2	1,8
Siswa 92	0	2	600
Siswa 93	0	2	2
Siswa 94	1	2	3,1
Siswa 95	1	2	1,3
Siswa 96	1	2	400
Siswa 97	1	2	3,5
Siswa 98	1	2	2,5
Siswa 99	0	2	4
Siswa 100	0	2	2,5
Siswa 101	1	2	600
Siswa 102	1	2	1,3
Siswa 103	1	2	900
Siswa 104	0	2	1,7
Siswa 105	1	2	3,5
Siswa 106	1	2	750
Siswa 107	0	2	3,9
Siswa 108	0	2	6
Siswa 109	1	2	1,7
Siswa 110	0	1	2
Siswa 111	1	2	750
Siswa 112	0	2	1,2
Siswa 113	1	1	6,8
Siswa 114	0	2	800
Siswa 115	1	2	21,5
Siswa 116	1	2	2,5
Siswa 117	0	2	1,2
Siswa 118	0	2	9,5
Siswa 119	1	2	4,2
Siswa 120	1	2	3,9
Siswa 121	1	2	1,9

Siswa 122	0	2	1,7
Siswa 123	0	2	850
Siswa 124	0	2	5,2
Siswa 125	1	2	5,5
Siswa 126	0	2	2,2
Siswa 127	0	2	15
Siswa 128	1	2	3,3
Siswa 129	1	2	5,4
Siswa 130	0	2	750
Siswa 131	0	2	3,2
Siswa 132	0	2	600
Siswa 133	0	2	2,5
Siswa 134	1	2	2,5
Siswa 135	1	2	2,7
Siswa 136	1	2	1,3
Siswa 137	1	2	2
Siswa 138	1	2	2
Siswa 139	0	2	1,7
Siswa 140	1	2	1,7
Siswa 141	0	2	5,1
Siswa 142	0	2	650
Siswa 143	1	2	2,5
Siswa 144	0	2	1,2
Siswa 145	1	2	2,7
Siswa 146	0	2	500
Siswa 147	1	2	11,6
Siswa 148	1	2	950
Siswa 149	1	2	4
Siswa 150	1	2	2,7
Siswa 151	1	2	2,3
Siswa 152	1	2	3,4
Siswa 153	1	2	3,6
Siswa 154	1	2	5,8
Siswa 155	0	2	3,3
Siswa 156	0	2	3,4
Siswa 157	0	2	2,6
Siswa 158	0	2	4,1

Siswa 159	1	2	3
Siswa 160	0	2	700
Siswa 161	0	2	800
Siswa 162	1	2	3
Siswa 163	0	2	4,6
Siswa 164	1	2	1,9
Siswa 165	1	2	7,5
Siswa 166	0	2	400
Siswa 167	1	2	1,2
Siswa 168	1	2	2
Siswa 169	1	2	1,8
Siswa 170	0	2	1,5
Siswa 171	0	2	4,9
Siswa 172	0	2	2,1
Siswa 173	0	2	2,6
Siswa 174	0	1	2,2
Siswa 175	0	2	2,6
Siswa 176	1	2	450
Siswa 177	1	1	900
Siswa 178	1	2	2,1
Siswa 179	1	2	1,9
Siswa 180	1	2	3,4
Siswa 181	1	2	4,8
Siswa 182	1	2	2,1
Siswa 183	0	2	2,5
Siswa 184	1	2	4,2
Siswa 185	0	2	1
Siswa 186	0	1	2,5
Siswa 187	1	1	1,9
Siswa 188	0	1	2,1
Siswa 189	1	1	2,2
Siswa 190	1	1	2,6
Siswa 191	1	2	2,5
Siswa 192	1	2	4,3
Siswa 193	1	2	10,9
Siswa 194	0	2	1,3
Siswa 195	1	2	2

Siswa 196	0	2	6,3
Siswa 197	0	2	7,4
Siswa 198	1	2	450
Siswa 199	0	2	1,6
Siswa 200	0	2	2
Siswa 201	1	2	4,9
Siswa 202	0	2	1,3
Siswa 203	1	2	3,6
Siswa 204	1	2	5,6
Siswa 205	1	2	1,8
Siswa 206	0	2	2,5
Siswa 207	0	2	2,3
Siswa 208	1	2	2,5
Siswa 209	0	2	2,5
Siswa 210	1	2	1,3
Siswa 211	1	2	1,7
Siswa 212	1	2	1,7
Siswa 213	1	2	1,2
Siswa 214	1	2	2,6
Siswa 215	0	2	850
Siswa 216	0	2	1,3
Siswa 217	1	2	6,4
Siswa 218	1	1	2,6
Siswa 219	1	2	1,6
Siswa 220	1	2	9,1
Siswa 221	0	1	700
Siswa 222	0	2	600
Siswa 223	1	2	900
Siswa 224	1	2	1,8
Siswa 225	1	2	2
Siswa 226	1	2	1,8
Siswa 227	1	2	1,1
Siswa 228	0	2	1,8
Siswa 229	1	2	9,7
Siswa 230	1	2	13,3
Siswa 231	1	2	6
Siswa 232	0	1	2,4

Siswa 233	0	1	5
Siswa 234	0	2	900
Siswa 235	0	1	6,4
Siswa 236	1	2	1,3
Siswa 237	0	1	9,1
Siswa 238	1	2	2,3
Siswa 239	1	2	1,4
Siswa 240	1	2	1,7
Siswa 241	0	2	5,7
Siswa 242	0	2	2
Siswa 243	0	2	900
Siswa 244	0	2	3,8
Siswa 245	0	2	1,4
Siswa 246	0	2	6,2
Siswa 247	0	2	350
Siswa 248	1	2	2,1
Siswa 249	1	2	1,3
Siswa 250	1	2	3
Siswa 251	1	2	800
Siswa 252	1	2	7,5
Siswa 253	1	2	1,4
Siswa 254	0	2	350
Siswa 255	1	2	2

Tabel 3. 2 Data Transformation

c. Programming language

The programming language used for data analysis is *Python*.

4 Results and Discussion

a. Segmentation Results

Visualization of clustering results is used to understand the distribution pattern of students in each cluster. The following graph presents the results of student segmentation obtained using Deep Embedded Clustering (DEC)).

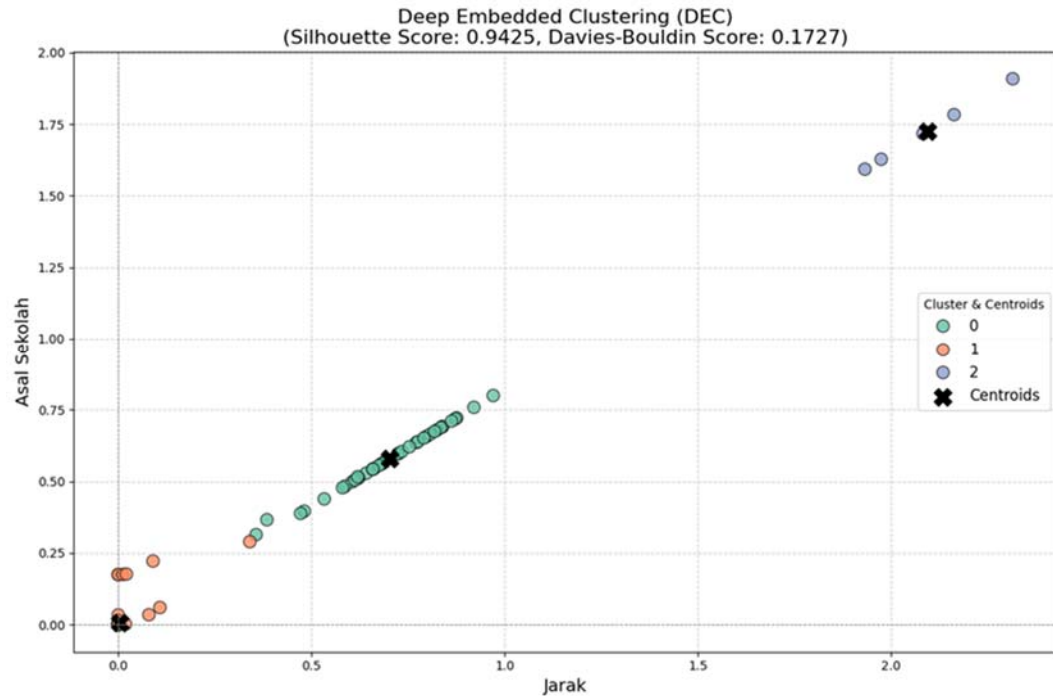


Figure 4. 1 Student Segmentation Results

b. Interpretation of Results

This study uses the Deep Embedded Clustering (DEC) method to group prospective students based on characteristics that are relevant to the promotion strategy of PAX Ecclesia Junior High School. The clustering results divided students into three main groups with optimal separation, supported by a Silhouette Score of 0.9425 and a Davies-Bouldin Score of 0.1727, which indicates excellent clustering quality.

1. Cluster 1 (Red): Students who live very close to the school, have great potential to apply. Suggested promotional strategies include open houses, educational seminars, and collaboration with the nearest elementary school.
2. Cluster 0 (Green): Students with moderate to long distances, but have a certain connection to the school. Suitable strategies include a community approach, scholarship programs, and cooperation with the home school.
3. Cluster 2 (Blue): Students from more distant areas or schools with specific academic relationships. Effective strategies include digital marketing, out-of-town scholarships, and partnerships with other educational institutions.

c. Impact on Promotion Strategy

The application of the Dec method can assist schools in optimizing their marketing strategies by understanding the characteristics of prospective students. With this information, schools can:

1. Tailor the promotion approach to prospective students based on the characteristics of their cluster.

2. Offer specialized programs that suit the profile of students in each cluster.
3. Allocate marketing resources more efficiently.

5 Conclusion and Advice

a. Conclusion

Cluster 1 : students nearby area with easy transportation access.

Open houses, visits to nearby elementary schools, as well as scholarship programs for local students.

Cluster 2 : students from further areas

Digital campaigns through social media and webinars to reach a wider area.

Cluster 3 : students from a particular elementary school with a strong connection to that school.

Cooperation with elementary schools that have high registrations, as well as socialization programs for grade 6 students.

b. Suggestion

This study proves that *Deep Embedded Clustering* (DEC) is effective in grouping students based on certain characteristics, helping Pax Ecclesia Junior High School in developing a more appropriate marketing strategy. However, several aspects can still be developed to improve the accuracy and application of this method in the future, including:

1. DEC Algorithm Enhancement

Further parameter optimization can improve clustering accuracy.

2. Use of Additional Variables

Incorporating factors such as academic interests, extracurriculars, and socioeconomic background can provide more comprehensive segmentation.

3. Testing with Wider Datasets

Use data over a longer period or with a larger scope to make the results more representative.

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