

# Discovering Influential Nodes in Social Networks through Community Finding

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Abstract: Finding influential nodes in a social network has many practical applications in such areas as marketing, politics and even disease control. Proposed methods often take greedy approaches to find the best  $k$  nodes to activate so that the diffusion of activation will spread to the largest number of nodes. In this paper, we study the effects of using a community finding approach to not only maximize the number of activated nodes but to also spread the activation to more segments of the network. After describing our approach we present experiments that explain the effects of this approach.

## 1 INTRODUCTION

In a social network, nodes are often capable of exerting influence over the other nodes to which they are linked. An influenced node will take on a behavior or characteristic of a linked node. For example, a person who is friends with a number of people who visit a particular news website is more likely to start visiting the website as well. Some nodes in a network will be more influential than others.

Networks are generally not homogeneous. Nodes of similar types are often found grouped together in localized areas of the network. Community finding algorithms are designed to identify such groups. In this paper, using community finding, we investigate how localized influence is and how we can use communities to find influential nodes.

### 1.1 Influential Nodes

Finding nodes that are highly influential is of interest to managers and analysts who work with social networks. Marketing managers may want to find influential people to offer them a discount or free product hoping that they will convince their friends to buy the product. Political operatives are also interested in finding these influential people to help them to spread their message.

Researchers have studied and developed models to simulate how influence is spread throughout a network (Goldenberg et al., 2001; Granovetter, 1978). The same diffusion models that are used for influence

can also be applied to the spread of infectious disease. Infected influential nodes are capable of infecting a larger portion of the population than those that are less influential. Thus, public health officials might also be interested in issuing inoculations to influential nodes.

A number of algorithms have been proposed to find influential nodes, among them the probabilistic model of Domingos and Richardson (Domingos and Richardson, 2001) and the greedy approach by Kempe, et al. (Kempe et al., 2003). In this paper, we consider the later approach as it allows the number of nodes to be specified, which is important for comparisons. It is also simpler in that it requires only a network graph and the number of influential nodes desired as input. The Domingos/Richardson model requires associated cost and revenue amounts.

### 1.2 Communities in Networks

Our concern is to study the process of influence with regard to network communities. Communities are defined by the structure of the links. Good communities are those that have a heavy concentration of links within the community and few between them. Nodes within communities often tend to be similar due to the complementary forces of homophily (becoming friends with others like ourselves) and assimilation (the tendency to become like our friends) (Pearson et al., 2006).

Homophily and assimilation suggest that the nodes in communities all have similar characteristics.

People may be motivated to maximize the spread to communities for a number of reasons. A marketing manager may want to be certain that a new product is introduced to as many demographic groups as possible. Similarly, political operatives would certainly want to spread their message to as many groups as possible.

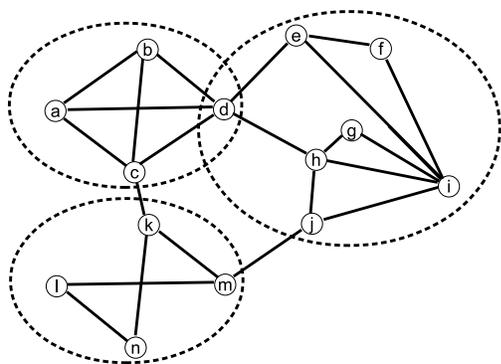


Figure 1: Network Communities

The influence maximization algorithms mentioned above find influential nodes without regard to communities or the types of nodes. One of the purposes in this study is to find out how effective they are at reaching nodes in scattered communities. Looking at Figure 1, assume that nodes *a*, *d* and *i* are selected to be activated first. The top two communities would include activated nodes from the beginning. Depending on parameters of the diffusion model used, it is more likely that the nodes in the top two communities would be activated from the initial set and less likely that the bottom community would have any nodes selected. However, choosing the nodes *k*, *d* and *i* might also be good influential choices and are guaranteed to spread to all three communities. Someone interested in spreading influence to as many groups as possible would be better served to choose nodes *k*, *d* and *i*.

### 1.3 Using Communities to Find Influence Nodes

To make sure that all communities have at least one node activated, the second purpose of this paper is to propose a new approach to maximizing influence. First, a set of communities is formed using a community finding algorithm and then one node from each community is selected to be activated. This guarantees that all communities will have at least one node activated. The results will be compared with the traditional influence maximization technique.

The next section reviews some background work and defines terms used in the paper. Section 3 describes in detail the approach used in this paper. The experiments in Section 4 will show the comparison of the new approach to a more traditional influence maximization technique. Finally we will draw conclusions and discuss future possibilities in Section 5

## 2 BACKGROUND AND DEFINITIONS

### 2.1 Network Terminology

Networks are closed systems of *nodes* which can have *attributes* and are *linked* to each other in some sort of relationship. For example, a social network can be represented using nodes for people, links for friendship links and attributes for information related to people (favorite movies, etc.)

Nodes can also be grouped into *communities*. An ego-centric community generally means the community that is important to one or more particular nodes. In this paper we will say that a node has an ego-centric community to mean the node itself and all of its neighbors are included in that community. An ego-centric community set is one in which all nodes have at least one ego-centric community.

In other disciplines forming objects into groups can be called clustering or block modeling; we choose to use the term community finding, which is commonly used in the network mining literature. In data mining, a particular formation of clusters is called a clustering. Since we are using the term community, a particular community formation will be called a *community set*.

### 2.2 Influence Maximization

Influence maximization is concerned with finding the most influential nodes in a network. We assume that the nodes in the network are capable of adopting an idea, purchasing a product or something similar. This process is referred to as *activating*. We also assume that nodes that are activated have the ability to influence (e.g. activate) their immediate neighbors who themselves may choose to activate others. The problem becomes choosing the best nodes to initially activate in order to maximize the number of activated nodes at the end of the diffusion process.

The paper by Kempe, et al. (Kempe et al., 2003) discusses several models of diffusion that describe the behavior of the node activation. In our experiments

we chose to use the Independent Cascade model. Under this model, influence is spread from node to node in discrete steps. A node  $i$  that becomes active in step  $t$  has one chance to make its inactive neighbors active in step  $t + 1$  with a probability of  $p$ . Probabilities of nodes activating other nodes can be assigned individually to each pair. So, for example, node  $i$  will activate node  $j$  with a probability of  $p_{ij}$ . Like Kempe, et al., we consider only a single probability that applies to every linked pair, for simplicity.

The greedy approach used by Kempe, et al., starts by finding the best node to activate using a brute force method. A node is activated and then the diffusion model is applied many times (in our tests 1000 iterations). After testing all of the nodes, the one that activated the most nodes is chosen. Then each of the remaining nodes is added to the first node and the simulations are run again to find the best node to add to the first one. This process continues until  $k$  nodes are chosen.

Various enhancements and improvements have been made to the greedy approach. Bharathi, et al. (Bharathi et al., 2007) extended the approach to account for multiple, competing innovations. The degree of a node is the number of outgoing links, i.e. the number of friends to which it is connected. While it is very fast to select the  $k$  nodes with the largest degree, this has been shown to be inferior to the greedy approach. However, Chen, et al. (Chen et al., 2009) used degree heuristics to improve the running time of the greedy algorithm. Narayanam, et al. (Narayanam and Narahari, 2011), use the Shapley value from game theory as an heuristic to improve the running time of the greedy approach.

The work in influence maximization is primarily concerned with maximizing only the raw number of nodes activated. We suggest that it be extended to focus on the number of communities covered as well. A community is covered if one of the nodes in the community is activated. Our approach will be to choose the initial set of nodes using the communities found using the community finding algorithms.

## 2.3 Community Finding

The process of community finding in a network is similar to clustering in data mining. In clustering, the goal is to group the instances together in such a way as to minimize the distances within groups and maximize the distances between groups. Clustering normally uses a distance function between every pair of instances. Community finding algorithms use the link structure where two nodes are either linked or not. The goal differs depending on the algorithm, but

generally it is to maximize the number of links within communities and to minimize the number of links between communities.

Many community finding algorithms have come from the area of graph theory. Graph theory studies the mathematical properties of graphs. Two examples from graph theory will illustrate the power and limitations.

First is the minimum spanning tree (MST) approach. Any fully connected graph can be converted to a tree (a graph with no cycles) using a breadth-first or depth-first search. The links of this minimum spanning tree can be removed to separate the graph into groups of nodes. The second method is called MinCut. In this method, a graph is analyzed to find the minimum number of links that can be removed or cut in order to separate the graph into two groups. Repeating this procedure will separate the graph into as many groups as desired. While MST and MinCut can be used to find communities in practice they are not used often. The problem with these methods is that they tend to form small, satellite communities around a large connected component or in the case of MST, form groups arbitrarily.

Others have successfully used modifications of graph theory metrics to find communities. Newman and Girvan (Newman and Girvan, 2004) proposed an algorithm based on betweenness, a measure of traffic through a network. Between every two nodes in a connected graph, one can find a shortest path. The betweenness for a link in a graph is the number of times it is used for the shortest path for all pairs of nodes in the graph. While this has shown excellent results the shortcoming is that it is extremely slow.

Spectral clustering (Shi and Malik, 2000) converts a graph to a set of features by taking the eigenvectors of the Laplacian matrix and then uses kmeans (a well known data mining clustering technique) to form communities. This popular method has been shown to be equivalent to normalized cut, a more sophisticated version of MinCut which produces more balanced communities.

In data mining, the agglomerative approach to clustering (Jain and Dubes, 1988), begins with every instance in its own cluster by itself. Then clusters are merged together based on a particular distance formula. This approach (Porter et al., 2009) has also been applied to networks, where nodes are assigned to their own community (called singletons) and the communities stepwise joined based on reducing the number of between-community links. Another method has recently been proposed (Tang et al., 2010) where, instead of starting with singletons, it starts by forming neighborhood communities around each node and

then joining communities to minimize overlap. This approach achieves ego-centric communities.

## 2.4 Influence Maximization using Communities

Recently two other papers have addressed the problem of influence maximization within the confines of community finding. Wang, et al. (Wang et al., 2010), designed a greedy algorithm which attempts to improve on Kempe’s algorithm. Their algorithm is similar in that it finds the  $k$  best influential nodes in a greedy fashion (first one, then add another, etc.). They improve the efficiency by first finding  $m$  communities and then when evaluating the nodes to add to the initial set, they only consider the other nodes in the candidate’s community which results in a much faster algorithm.

Another approach, by Chen, et al. (Chen et al., 2012) again uses the community structure to speed up influence maximization. As in the Wang approach, they first find communities and then place the high-degree nodes from just the largest communities in the candidate pool from which they choose the initial seed set. Their algorithm is designed to be used strictly under the heat diffusion model whereas the approach we are studying in this paper can be used under any diffusion model. Also, while both Wang’s and Chen’s methods make use of communities neither attempts to cover the maximum communities.

## 3 METHOD

This section discusses the method used to find influential nodes aided by communities. The goal is two-pronged:

1. to select the initial set of nodes such that the final set covers as many communities as possible.
2. to select the initial set of nodes to maximize the size of the final set.

### 3.1 General Method

The method for finding community-based influential nodes consists of finding communities in the network and then choosing one node in each of the communities to activate. By definition then, this will maximize goal 1 above. We also want to choose the nodes so that it does well with goal 2.

It should be noted that an algorithm that is designed to optimize goal 1 above will probably not do as well in optimizing goal 2 as an algorithm that is

designed for goal 2. The opposite is also assumed to be true. Thus we do not expect the community-based influential maximization approach to do better with goal 2 as the greedy method but we are interested in getting results that are close.

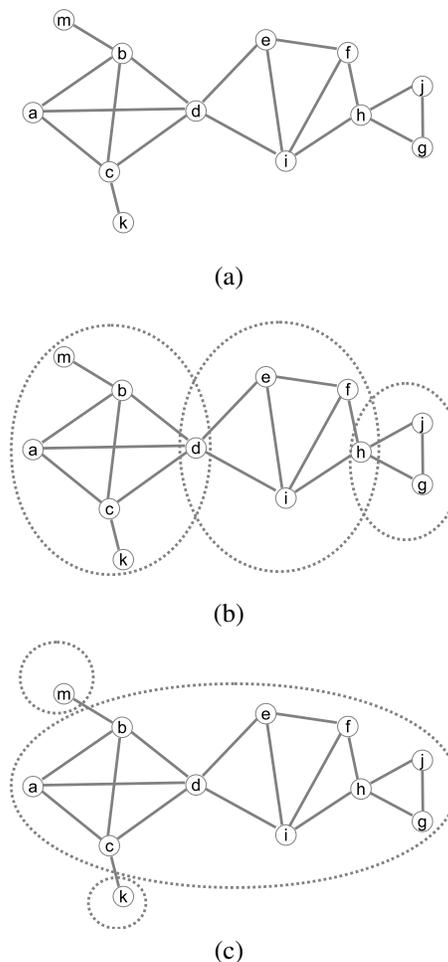


Figure 2: Small network example

The key to maximizing the final set is to find the right kind of communities. Different community finding algorithms will find communities with different characteristics. Observe the network in Figure 2(a) and imagine separating it into 3 communities. An intuitive approach to forming communities would be to put nodes  $a, b, c, k$  and  $m$  into the first community,  $e, i$  and  $f$  into the second and  $j$  and  $g$  into the third.  $d$  could be placed in either the first or second (or both if overlapping communities are allowed). In the same way,  $h$  could be placed in the second and/or third community. Figure 2(b) shows the overlapping, intuitive community set.

A naive community finding algorithm might separate nodes into communities by finding the mincut, that is the minimum number of links to remove to separate the network into communities. In this type of algorithm,  $m$  would be placed in one community,  $k$  would be placed in another and the rest would all be placed in the third community as can be seen in (c). This community set would not be that helpful as it would remove only two nodes from the large component. The large component would still be like the original network, without a clear set of characteristics that adequately defines it. Typically, more balanced community sizes are preferred so that the communities begin to assume some clear characteristics.

If we are trying to maximize the final set of activated nodes, it would be obviously better to select nodes from the three intuitive communities described first rather than the three naive communities described second. So it is important to use to choose our community finding algorithms with care.

### 3.2 Algorithms

For this study, we chose the two algorithms of spectral clustering also known as normalized cut (ncut) and our implementation of the agglomerative method (agglom) of Tang, et al. The method proposed by Tang, et al., uses heuristics to avoid building a complete dendrogram (which leaves out some layers). Since we needed a specific number of communities, we chose the more straightforward approach of merging two communities in each step.

These algorithms were chosen because they are efficient, effective and provide two different approaches. The normalized cut yields disjoint communities, meaning that a node is placed in one and only one community. On the other hand, the agglomerative method produces overlapping communities (nodes can be placed in more than one community), where every node has at least one community that is ego-centric for it – in other words, there is one community for each node where all of its neighbors are contained within.

Once we have decided on the community finding algorithms to use we must also decide how to select the nodes within the community. One method would be to apply an influence maximization algorithm to each one of the communities. However, these algorithms are often not efficient. Instead we have chosen to use a fast and intuitive way. It is to select the node in each community that has the highest degree, that is, the most number of links attached to it. This has the advantage of simplicity and efficiency.

### 3.3 Complexity

The problem of influence maximization has been shown to be NP-hard (Kempe et al., 2003). The greedy algorithm proposed by Kempe, et al. is tractable but is still very slow. Its complexity is  $O(k \cdot n \cdot x \cdot s)$ , where  $k$  is the number of initial nodes desired,  $n$  is the number of nodes in the network,  $x$  is the number of sample iterations chosen (more sample iterations means a more accurate answer) and  $s$  is the number of nodes visited during diffusion (which depends on the network graph and the probabilities assigned to diffusion).

The complexity for the approach we propose is bounded by the community finding algorithm chosen. Once the communities are found, the highest degree nodes can be chosen in  $O(n)$  time. The complexity of normalized cut is approximately  $O(n^3)$  and for the agglomerative method it is  $O(n^4)$ . It is difficult to compare these directly but it will be shown in the experiments that the community-based approach is faster.

There have been a number of other community finding algorithms that have been proposed that have a much better complexity than the two used for this study. The experiments show that even the two fairly slow algorithms used for this paper are (for the most part) faster than using the greedy method of influence maximization. An analyst that wishes to use the approach we propose should be able to find an appropriate community finding algorithm that is also efficient.

## 4 EXPERIMENTS

### 4.1 Data Sets

Four data sets were used for the experiments that vary in size and type of network. The sets are all non-directional networks.

The American college *football* (<http://www-personal.umich.edu/mejn/netdata/>) network represents the schedules of teams in the NCAA college football, division 1A division. There are 115 nodes, representing the schools and 613 links representing the games. The division is broken up into 11 conferences where schools play many more intra-conference games than games between conferences.

The *jazz* musician's dataset (<http://deim.urv.cat/aarenas/data/welcome.htm>) has 198 nodes representing musicians and 2,742 links representing their collaboration. Since their collaboration involves a number of musicians, communities are somewhat naturally occurring.

The *webkb* web page network contains information about web pages and links between them from four universities. This set has been processed by the Linqs (linqs, ) research group and posted to their website. There are 877 nodes and 1388 links. The websites belonged to students, instructors, staff and other entities at the university, so it is assumed that communities formed around courses and instructors.

Another set that was taken from the Linqs site is the *cora* citation network. There are 2708 nodes representing scientific publications which are linked by 5429 citations. While some papers may have had citations with many others, the relatively small number of links indicates that this set might not have very well defined communities.

## 4.2 Setup

In this paper we are proposing using community finding algorithms to find influential nodes. The experiments in this section are designed to test whether this community-based approach yields comparable results to accepted influence maximization implementations. We show results by comparing:

- the number of nodes that are activated after the diffusion process finishes
- the number of communities that are covered by the activated nodes
- the run time speed of each algorithm

For each experiment we chose in advance the number  $k$  of initial nodes to be activated. We also used  $k$  to determine the number of communities to form. Given an initial node set size of  $k$ , the greedy influence maximization algorithm was run. Then, in turn, we ran *ncut* and *agglom* algorithms for  $k$  communities and then chose the node from each community with the highest degree (most friends) to be in the initial node set. After the initial sets were chosen, it was run through the diffusion model  $x$  times where  $x = 1000$ . The resulting number of nodes that were activated were averaged across all 1000 runs.

In addition to using the four data sets described above, we ran the experiments for varying number of communities/initial activation size, specifically, for 5, 10 and 15. The activation probability was also varied. In the Independent Cascade model, recall that once activated each node has a one-time chance to activate its neighbors with a probability of  $p$ . We ran experiments for  $p = .05$ ,  $p = .10$  and  $p = .15$ .

## 4.3 Activation results

Results for the activation experiments are summarized in Table 1. The data sets (football, jazz, webkb

and cora) are listed in the far left column. Within each data set the results are broken out by the probability  $p$  values of .05, .10 and .15.

The columns are organized by the number of communities (and initial nodes activated), grouped by 5, 10 and 15. Within these groups, the algorithms (greedy, *agglom* and *ncut*) are broken out. The values listed are the average number of nodes activated after running the diffusion model on the initial activated nodes. Thus, the average number of nodes activated for the football set with  $p = .10$  with 15 communities using the greedy algorithm is 53.23.

One general trend is that the greedy algorithm produces the largest set of activated nodes in nearly all of the cases. We expect that the greedy algorithm would be best in all cases if the number of iterations was increased to something much larger than 1000 which was used due to time constraints.

The community-based approach in almost all cases (except *cora*) produces results that are nearly as good as the greedy algorithm. The *ncut* and *agglom* algorithm are similar in performance with a few differences. In both football and *webkb*, sometimes *ncut* does slightly better than *agglom* and sometimes *agglom* does slightly better than *ncut*. With jazz, *ncut* is consistently better by a small amount. With the *cora* data set, there is a large difference, with *agglom* doing much better than *ncut* but even then it is not nearly as good as greedy.

The results indicate that some data sets may work better for the community-based approach than others. football, jazz and *webkb* show much better results than *cora* for the community-based methods relative to the greedy algorithm. Since football, jazz and *webkb* have natural sets of communities inherent, it is reasonable that the community-based approach would have an advantage with these sets.

An interesting trend that the table highlights is that the number of activated nodes appears to follow the law of diminishing returns. That is, while there is a large number of additional nodes activated when going from 5 to 10 communities, the increase is much smaller from 10 to 15. While we were not looking for this trend it is not unexpected, since as more nodes are added to the initial activation set, more of them will be close neighbors and thus will not activate that many more nodes.

The results support our hypothesis that community-based influence maximization can yield results that are competitive with the more traditional approaches. It can be seen more clearly in Table 2. This table shows the results for *agglom* and *ncut* as a percentage of the greedy algorithm summarized for the whole data set. A value of 0.95

Table 1: Total activation by algorithm.

	p	comm=5			comm=10			comm=15		
		greedy	agglom	ncut	greedy	agglom	ncut	greedy	agglom	ncut
football	0.05	10.27	9.97	9.88	19.26	18.96	18.80	27.36	26.47	26.69
	0.10	27.09	27.93	26.36	43.41	41.93	42.05	53.23	50.90	50.90
	0.15	68.31	67.76	67.59	78.17	76.93	77.67	82.88	82.07	81.64
jazz	0.05	109.36	105.80	107.44	113.92	109.18	112.10	117.97	111.49	115.49
	0.10	164.09	159.55	161.08	168.61	160.46	162.41	172.64	160.19	162.61
	0.15	178.32	174.13	175.29	182.61	174.33	175.96	185.86	174.39	176.47
webkb	0.05	30.67	26.09	29.64	38.18	37.93	37.42	45.34	45.88	44.57
	0.10	63.09	52.21	61.50	72.79	72.79	71.53	83.08	83.90	80.46
	0.15	103.24	85.91	102.22	118.30	116.10	114.58	127.71	127.41	124.46
cora	0.05	31.71	29.04	19.60	47.08	41.56	33.30	60.72	54.12	43.29
	0.10	78.48	73.76	46.25	108.38	96.41	77.50	131.60	116.55	94.35
	0.15	167.52	164.35	111.54	213.88	198.34	169.54	247.08	221.19	196.05

Table 2: Activation as a fraction of Greedy Results

	comm=5		comm=10		comm=15	
	agg	ncut	agg	ncut	agg	ncut
football	1.00	0.97	0.98	0.98	0.97	0.97
jazz	0.97	0.98	0.95	0.97	0.94	0.96
webkb	0.84	0.98	0.99	0.98	1.00	0.98
cora	0.95	0.62	0.9	0.74	0.89	0.74

means that the algorithm is 95% as effective as greedy. It can be seen that for all of the data sets except cora, that both agglom and ncut perform at the 0.90 level or higher (with one exception) and in most cases, they are close to 1.00%.

#### 4.4 Community Coverage

The results for the experiments on the community coverage are presented in Figures 3 to 6. Figure 3 shows the results for the football set. The results are separated into two charts, the top shows the results for communities formed by the agglom algorithm and the bottom one shows the results for ncut.

The charts show the percentage of the communities that are covered by the activated nodes after the diffusion process. The bars are grouped first by the  $p$  values of .05, .10 and .15. Within these groups there is a set of bars for communities of 5, 10 and 15. The three bars in each group represent the three algorithms, greedy, agglom and ncut.

For example, looking at the first set of bars (for  $p = .05$  and communities=5), greedy covered about 80% of the communities, agglom covered 100% and ncut covered about 75%. Note that for the agglom groups, the agglom algorithm always has 100% coverage and for the ncut communities, ncut always has

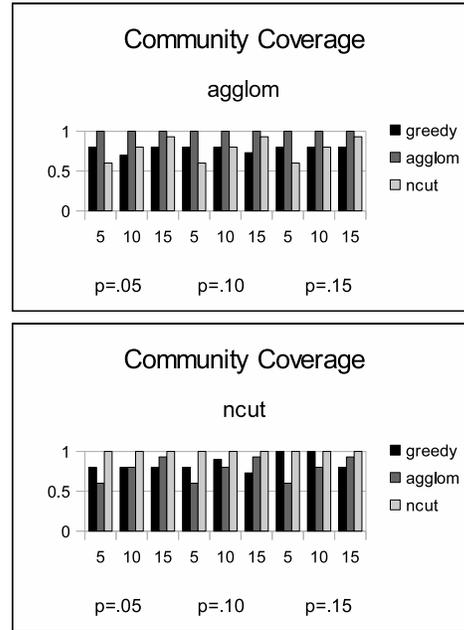


Figure 3: Community coverage for football data set.

100% coverage. This is by design, since the algorithms select a node from every community. However, one of the algorithms (say agglom) may not (and often does not) do as well covering the communities of the other community-finding algorithm.

The results in the other figures are organized in the same way as Figure 3, with Figure 4 for the jazz set, Figure 5 for the webkb set and Figure 6 for the cora set.

In analyzing the community coverage results, as already stated, the algorithm used to find the communities will always cover 100% of the communities but what we are interested in is how well the greedy algo-

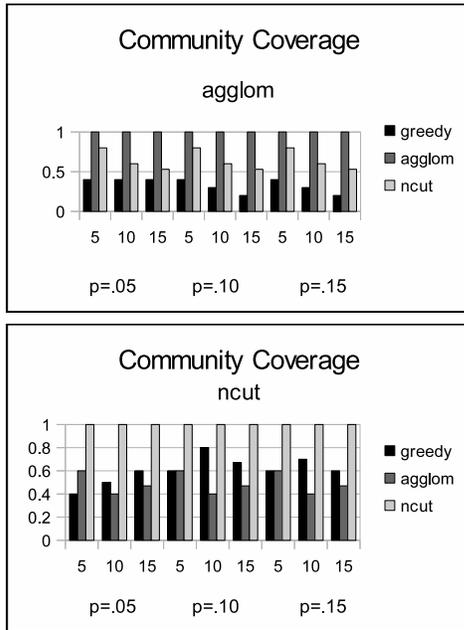


Figure 4: Community coverage for jazz data set.

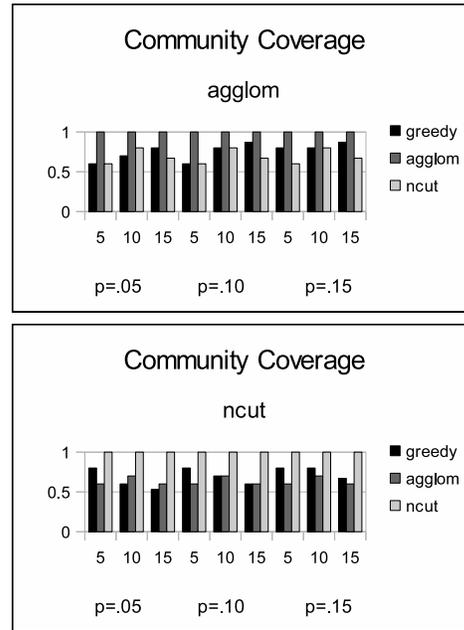


Figure 5: Community coverage for webkb data set.

rithm and the other community-based approach do in covering them.

In Figure 3, the top chart shows mixed results where in most cases both greedy and ncut cover between 60% and 90%. In slightly more than half of the experiments ncut does better than greedy. In the bottom chart the algorithms do about the same at covering the ncut groups with agglom doing better in some cases and greedy doing better in some.

The coverage for the jazz set in Figure 4 has a different look from the football set. In general the algorithms are not as good at covering communities in the jazz set. In the top chart, the ncut algorithm is much better at covering the agglom communities than greedy. However, in the bottom chart the agglom algorithm does worse than greedy at covering the ncut communities.

Figure 5 appears to reflect the observations made for the previous two figures. Figure 6 however, appears to deviate from the other charts. The coverage of greedy and the other method are about 50% for the top chart and much below 50% for the bottom.

With all four sets, there is no clear winner between using greedy and the other method; in trying to cover unknown communities, there does not seem to be an advantage to using a community-based method over a general influence maximization algorithm. The two algorithms, agglom and ncut find drastically different types of communities. So it appears that in trying to cover communities of an unknown type, there may

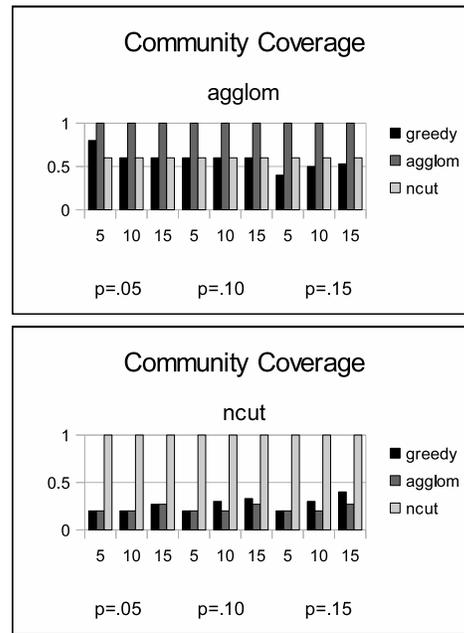


Figure 6: Community coverage for cora data set.

not be an advantage to using an arbitrary community finding algorithm.

However, clearly, if one feels as though the underlying community structure of a data set is modeled after a particular community finding algorithm, then using that algorithm in a community based approach to finding influential nodes will almost certainly max-

imize the community coverage.

Table 3: Recap of average speedup of agglom and ncut over greedy.

	nodes	agglom	ncut
football	115	876	876
jazz	198	1908	1882
webkb	877	14	6512
cora	2708	1	27541

## 4.5 Speed Comparisons

Finding communities is a very different task from finding influential nodes and the algorithms compared here have very different approaches to the task at hand. Thus the discussion of complexity in Section 3 was unfortunately unable to give a clear comparison of the different methods.

The running time of the experiments performed in this section were recorded and summarized in Table 3. The numbers in the table represent the speed up over the greedy algorithm using the formula  $speedup = \frac{t_g}{t_a}$  for agglom and  $speedup = \frac{t_g}{t_n}$  where  $t_g$ ,  $t_a$  and  $t_n$  are the runtimes for greedy, agglom and ncut respectively. Both algorithms show a profound increase in speed over greedy for small data sets. For ncut, the increase becomes more pronounced with a higher number of nodes. The agglom algorithm, however slows down relative to greedy as the data sets become larger. With the cora set they are actually about the same speed. With larger sets, it is assumed that greedy becomes faster than agglom.

Two things must be noted. First is that agglom is a rather slow community finding algorithm. We chose it because it provides pure ego-centric communities as a contrast to ncut’s purely disjoint communities. Second, there have been many other community finding algorithms proposed that have a much better complexity than ncut or agglom. Again these were chosen to provide a clear contrast between different types of communities and not for speed but it should be clear that using a community finding algorithm would almost certainly be faster than using the greedy approach.

## 5 CONCLUSIONS

Finding influential nodes is an interesting problem that can be important to managers in marketing, politics and other diverse areas. Algorithms have been

proposed that find an initial set of nodes to activate in order to maximize the number of nodes that will become activated after the initial set of nodes are used in the diffusion model.

The problem itself has been previously shown to be NP-hard (Clauset et al., 2006). The approximation algorithms, while tractable are normally quite slow. They are designed to simply find an initial node set to maximize the spread of influence. An interesting extension to the problem is to not only maximize the spread of influence but to widen the spread by covering many different communities within the network.

We propose in this paper to use community finding algorithms to not only find a large number of activated nodes but also to cover as many of the communities as possible.

We have shown in the experiments that our approach is competitive in many data sets, with the results of the traditional greedy algorithm. While the greedy approach will almost always perform better using a community finding approach will often perform quite well.

The most interesting finding from this study though, concerns the problem of maximizing the community coverage. Many network data sets have an underlying community structure. However, even if it is known that there is a community structure, the structure type can vary from one set to another. Without knowing what the community structure of a set is, using a community finding approach is no better than a typical greedy algorithm for maximizing the community coverage. However, if an analyst is knowledgeable about the community structure of a set, they can use a community finding algorithm appropriate for that set which should maximize the community coverage.

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