Customer Intelligence and Big Data

Alan Rijnders and Lorenzo Severi

11/4/2021

We start reading in the data to perform the analysis

##

```
#read in data
data <- read.csv("ch.csv")</pre>
library(dplyr)
##
## Attaching package: 'dplyr'
## The following objects are masked from 'package:stats':
##
##
      filter, lag
## The following objects are masked from 'package:base':
##
##
      intersect, setdiff, setequal, union
library(ggplot2)
#install.packages('caret', dependencies = TRUE)
#install with dependencies = TRUE is important for the calculation of sensitivity and specficity
library(caret)
## Loading required package: lattice
library(corrplot)
## corrplot 0.90 loaded
library(tidyverse)
## -- Attaching packages -----
                                             ----- tidyverse 1.3.1 --
## v tibble 3.1.4
                     v purrr
                             0.3.4
## v tidyr
          1.1.4
                     v stringr 1.4.0
## v readr
          2.0.2
                     v forcats 0.5.1
## -- Conflicts -----
                              ## x dplyr::filter() masks stats::filter()
## x dplyr::lag()
                   masks stats::lag()
## x purrr::lift()
                   masks caret::lift()
library(repr)
library(caTools)
library(pROC)
## Type 'citation("pROC")' for a citation.
```

```
## Attaching package: 'pROC'
## The following objects are masked from 'package:stats':
##
## cov, smooth, var
library(rpart)
library(rpart.plot)
library(ggpubr)
```

We now start exploring the dataset

```
#summary of the dataset
summary(data)
```

```
##
          X
                       CLIENTNUM
                                         Attrition_Flag
                                                              Customer_Age
##
    Min.
                1
                    Min.
                            :708082083
                                         Length: 10127
                                                             Min.
                                                                     :26.00
    1st Qu.: 2532
                    1st Qu.:713036770
                                         Class : character
                                                             1st Qu.:41.00
##
    Median: 5064
                    Median :717926358
                                         Mode : character
                                                             Median :46.00
##
   Mean
           : 5064
                                                                     :46.33
                    Mean
                            :739177606
                                                             Mean
    3rd Qu.: 7596
                    3rd Qu.:773143533
                                                             3rd Qu.:52.00
                                                                     :73.00
##
    Max.
           :10127
                    Max.
                            :828343083
                                                             Max.
##
       Gender
                        Dependent_count Education_Level
                                                            Marital_Status
##
  Length: 10127
                       Min.
                               :0.000
                                        Length: 10127
                                                            Length: 10127
    Class :character
                       1st Qu.:1.000
                                        Class : character
                                                            Class : character
                                        Mode :character
                                                            Mode : character
##
    Mode :character
                        Median :2.000
##
                       Mean
                               :2.346
##
                       3rd Qu.:3.000
##
                       Max.
                               :5.000
##
    Income_Category
                        Card_Category
                                           Months_on_book
                                                            Total_Relationship_Count
##
   Length: 10127
                       Length: 10127
                                           Min.
                                                   :13.00
                                                            Min.
                                                                    :1.000
    Class : character
                        Class : character
                                            1st Qu.:31.00
                                                            1st Qu.:3.000
   Mode :character
##
                       Mode :character
                                           Median :36.00
                                                            Median :4.000
##
                                           Mean
                                                   :35.93
                                                            Mean
                                                                    :3.813
##
                                            3rd Qu.:40.00
                                                            3rd Qu.:5.000
##
                                           Max.
                                                   :56.00
                                                            Max.
                                                                    :6.000
##
    Months_Inactive_12_mon Contacts_Count_12_mon Credit_Limit
                                                                    Total_Trans_Amt
##
    Min.
           :0.000
                            Min.
                                   :0.000
                                                   Min.
                                                          : 1438
                                                                   Min.
                                                                         : 510
##
    1st Qu.:2.000
                            1st Qu.:2.000
                                                   1st Qu.: 2555
                                                                    1st Qu.: 2156
  Median :2.000
                            Median :2.000
                                                   Median : 4549
                                                                   Median: 3899
## Mean
                                                          : 8632
           :2.341
                            Mean
                                   :2.455
                                                   Mean
                                                                   Mean
                                                                           : 4404
##
    3rd Qu.:3.000
                            3rd Qu.:3.000
                                                   3rd Qu.:11068
                                                                    3rd Qu.: 4741
## Max.
           :6.000
                            Max.
                                   :6.000
                                                   Max.
                                                          :34516
                                                                    Max.
                                                                           :18484
  Total_Trans_Ct
##
                     Avg_Utilization_Ratio
## Min.
          : 10.00
                     Min.
                             :0.0000
##
  1st Qu.: 45.00
                      1st Qu.:0.0230
## Median: 67.00
                     Median :0.1760
## Mean
           : 64.86
                             :0.2749
                     Mean
##
    3rd Qu.: 81.00
                      3rd Qu.:0.5030
## Max.
           :139.00
                     Max.
                             :0.9990
#we drop the X and client number column
data <- subset(data, select=-c(X,CLIENTNUM))</pre>
```

We are interested to see how many customers have remained at the company and how many have left.

table(data\$Attrition_Flag)

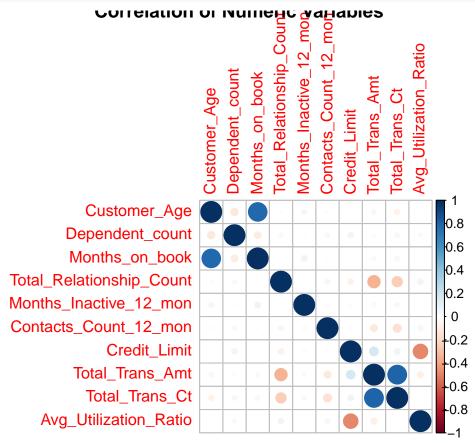
```
##
## Attrited Customer Existing Customer
## 1627 8500
```

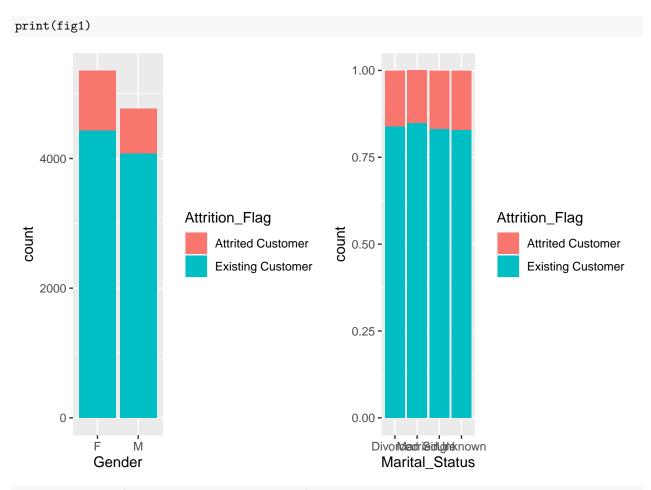
In other words, out of total 10127 customers in the database we have 8500 customers that have remained at the company ,whereas 1627 customers have left.

Similarly we transform the variables Gender, Education Level, Marital Status, Income Category and Card Category to factor variables.

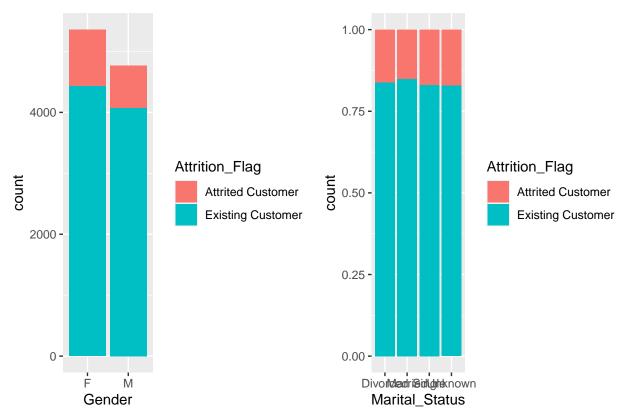
```
data <- transform(
  data,
  Attrition_Flag = as.factor(Attrition_Flag),
  Gender = as.factor(Gender),
  Education_Level = as.factor(Education_Level),
  Marital_Status = as.factor(Marital_Status),
  Income_Category = as.factor(Income_Category),
  Card_Category = as.factor(Card_Category))

nv <- sapply(data, is.numeric)
  cormat <- cor(data[,nv])
  corrplot::corrplot(cormat, title = "Correlation of Numeric Variables")</pre>
```



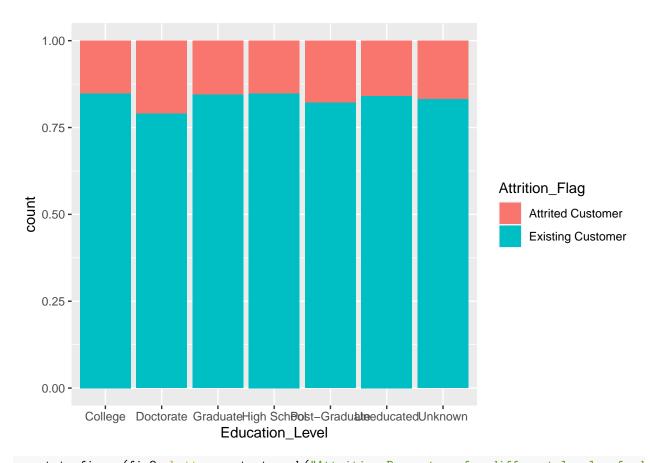


annotate_figure(fig1, bottom = text_grob("Attrition Percentage in Gender, Marital Status and Card Cate

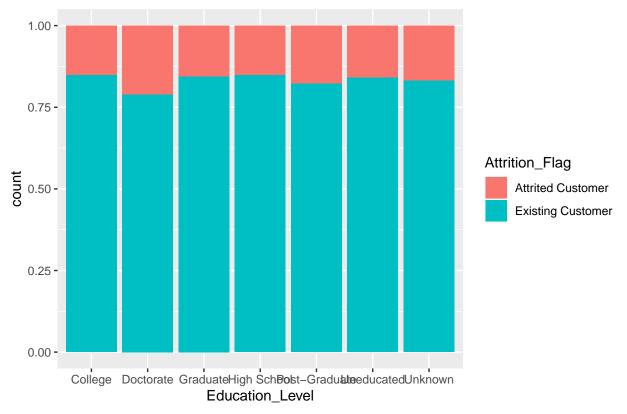


Attrition Percentage in Gender, Marital Status and Card Category

fig2 <- ggplot(data, aes(x=Education_Level,fill=Attrition_Flag))+ geom_bar(position = 'fill')
print(fig2)</pre>

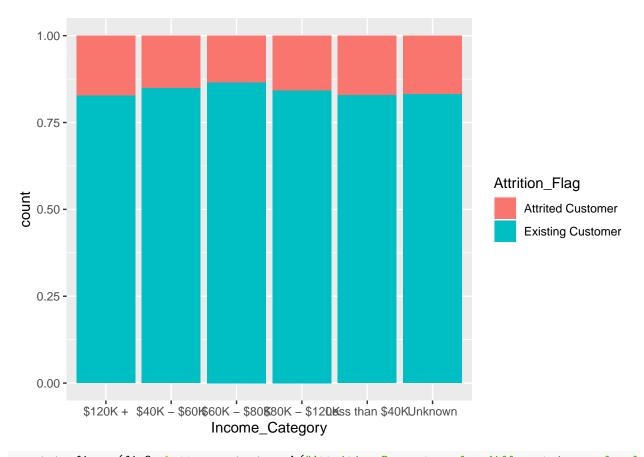


annotate_figure(fig2, bottom = text_grob("Attrition Percentage for different levels of education", col

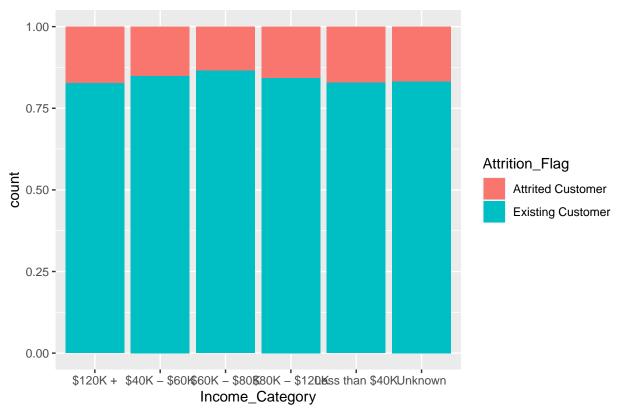


Attrition Percentage for different levels of education

fig3 <- ggplot(data, aes(x=Income_Category,fill=Attrition_Flag))+ geom_bar(position = 'fill')
print(fig3)</pre>

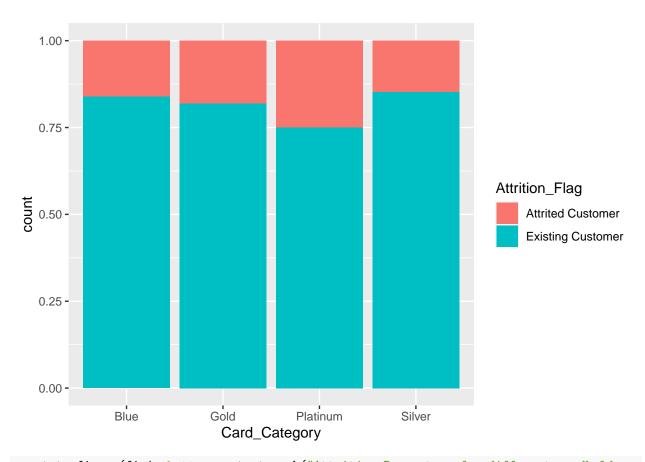


annotate_figure(fig3, bottom = text_grob("Attrition Percentage for different income levels", col = "bl")

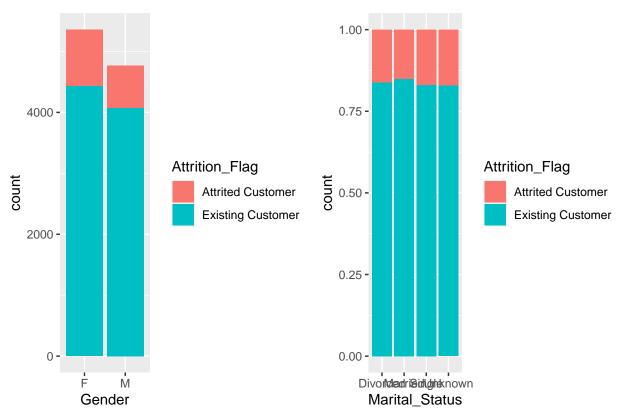


Attrition Percentage for different income levels

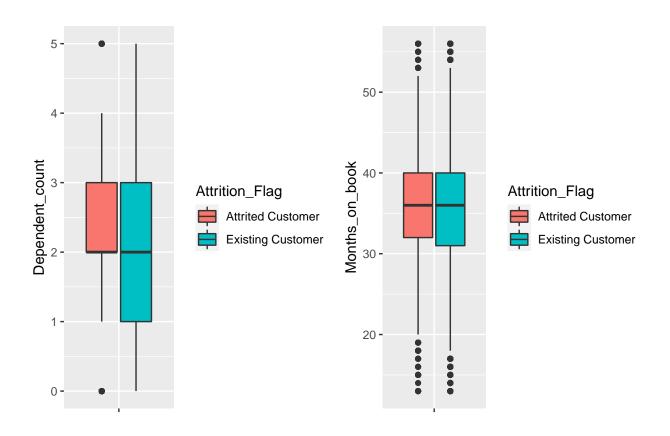
fig4 <- ggplot(data, aes(x=Card_Category,fill=Attrition_Flag))+ geom_bar(position = 'fill')
print(fig4)</pre>



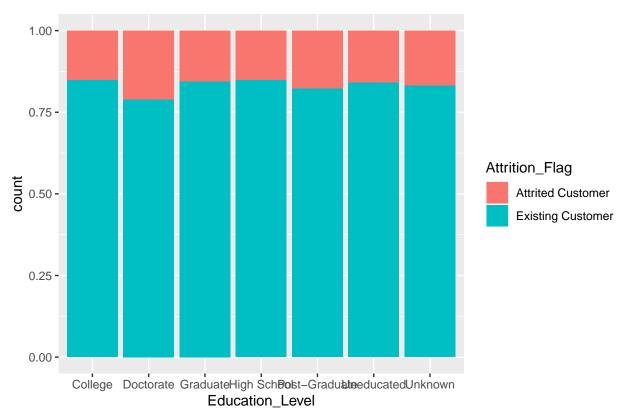
annotate_figure(fig1, bottom = text_grob("Attrition Percentage for different cardholder categories", c



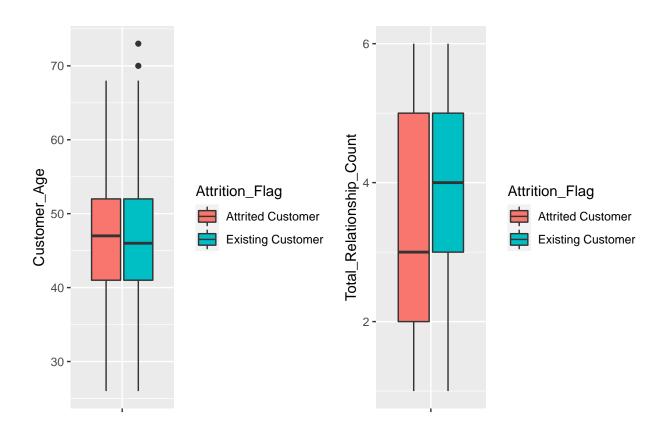
Attrition Percentage for different cardholder categories



annotate_figure(fig2, bottom = text_grob("Attrition Percentage for different number of dependents in f



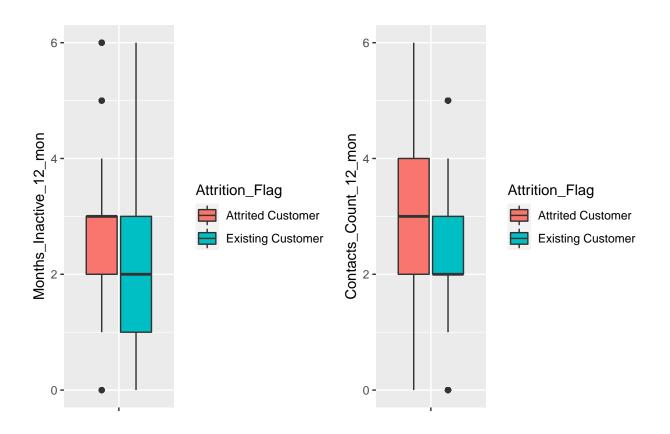
ge for different number of dependents in family and different number o



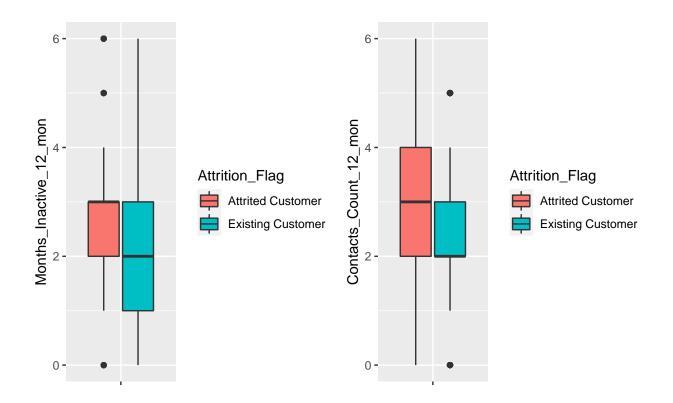
annotate_figure(fig6, bottom = text_grob("Attrition Percentage in Age and Relationship counts", col =



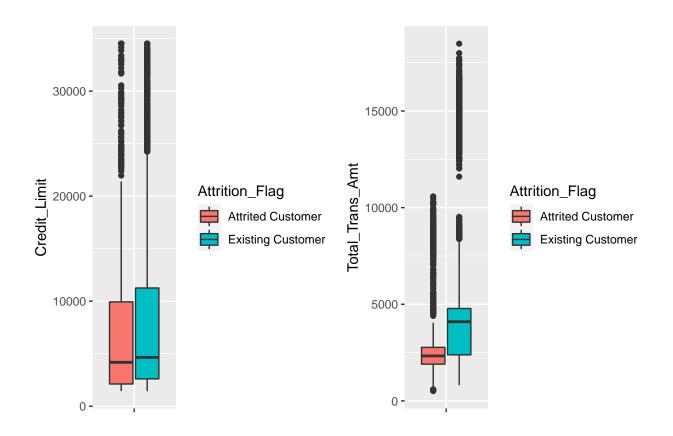
Attrition Percentage in Age and Relationship counts



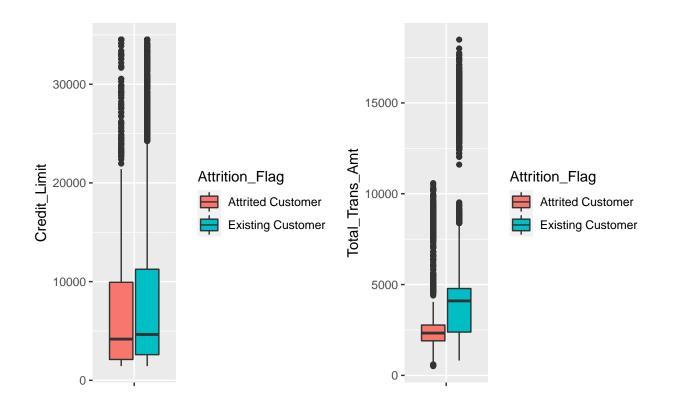
annotate_figure(fig7, bottom = text_grob("Attrition Percentage in inactivity and number of contracts",



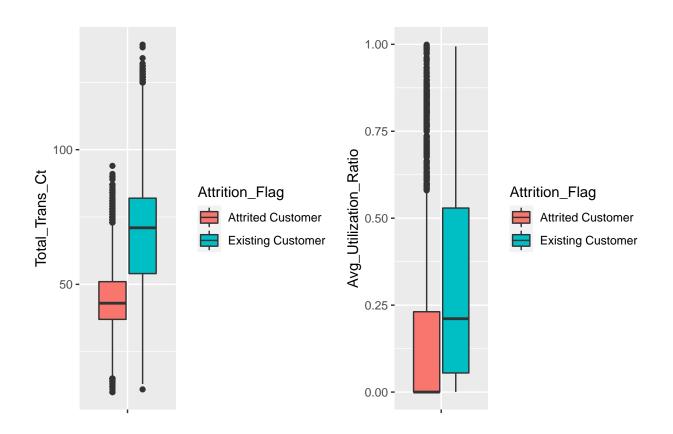
Attrition Percentage in inactivity and number of contracts



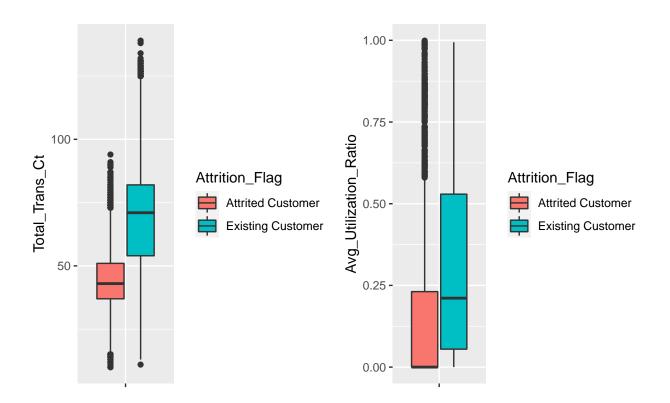
annotate_figure(fig8, bottom = text_grob("Attrition Percentage in different levels of credit limit tra



Attrition Percentage in different levels of credit limit transaction levels



annotate_figure(fig9, bottom = text_grob("Attrition Percentage in number of transactions and utilizati



Attrition Percentage in number of transactions and utilization ratio

```
##
             Attrition_Flag
                                           Customer_Age
                                                                            Gender
                    "factor"
                                              "integer"
                                                                          "factor"
##
##
             Dependent_count
                                        Education_Level
                                                                    Marital_Status
                   "integer"
                                               "factor"
                                                                          "factor"
##
##
             Income_Category
                                          Card_Category
                                                                    Months_on_book
                    "factor"
                                               "factor"
##
                                                                         "integer"
                                                            Contacts_Count_12_mon
##
   Total_Relationship_Count
                                Months_Inactive_12_mon
##
                   "integer"
                                              "integer"
                                                                         "integer"
                                                                    Total_Trans_Ct
##
                Credit_Limit
                                        Total_Trans_Amt
##
                   "numeric"
                                              "integer"
                                                                         "integer"
##
      Avg_Utilization_Ratio
                   "numeric"
##
```

We now split the data into a training and a test sample, we use the training sample to train our model and the test sample to test our predictions to assess the power of our models.

```
smp_size <- floor(0.75 * nrow(data))

## set the seed to make your partition reproducible
set.seed(12345)
train_ind <- sample(seq_len(nrow(data)), size = smp_size)

train <- data[train_ind, ]
test <- data[-train_ind, ]
prop.table(table(train$Attrition_Flag))</pre>
```

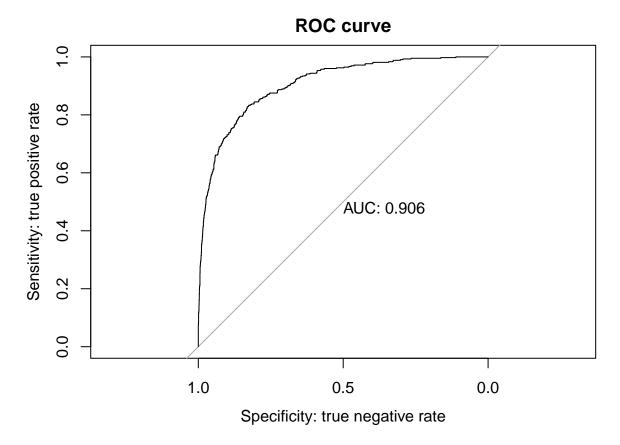
##

```
## Attrited Customer Existing Customer
## 0.158262 0.841738
```

Since Attrition_Flag is a character variable with two possible values: either "Existing Customer" or "Attrited Customer" for modeling purposes we recode this variable into a factor with levels 0 and 1, where 1 represents a customer that has left the company when the person is still a customer at the company.

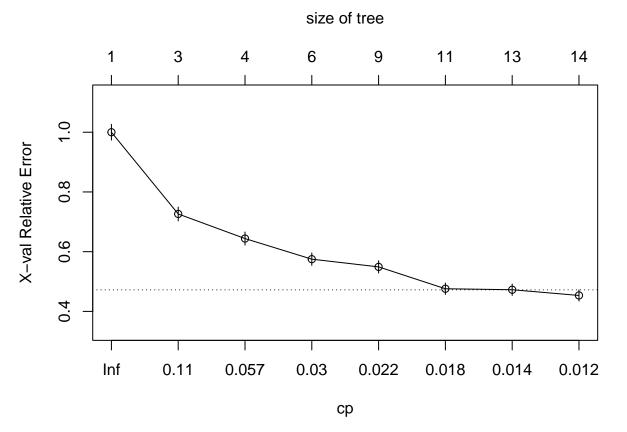
```
#recoding attrition flag
train$Attrition_Flag <-ifelse(train$Attrition_Flag=="Attrited Customer",1,0)
test$Attrition Flag <- ifelse(test$Attrition Flag=="Attrited Customer", 1,0)
#logistic regression
glm <- glm(Attrition_Flag ~., data = train, family = "binomial")</pre>
summary(glm)
##
## Call:
## glm(formula = Attrition_Flag ~ ., family = "binomial", data = train)
## Deviance Residuals:
                 1Q
                     Median
                                   3Q
                                           Max
   -2.6806
           -0.4127
                    -0.1936
                             -0.0800
                                        3.3684
##
##
## Coefficients:
##
                                   Estimate Std. Error z value Pr(>|z|)
## (Intercept)
                                  4.916e+00
                                             4.913e-01
                                                       10.007 < 2e-16 ***
## Customer_Age
                                 -5.264e-04 8.325e-03 -0.063 0.949579
## GenderM
                                 -1.009e+00
                                            1.652e-01 -6.105 1.03e-09 ***
## Dependent_count
                                             3.241e-02
                                                         3.375 0.000737 ***
                                  1.094e-01
## Education_LevelDoctorate
                                  3.667e-01
                                             2.200e-01
                                                         1.667 0.095536
## Education_LevelGraduate
                                  1.094e-01 1.520e-01
                                                         0.720 0.471788
## Education_LevelHigh School
                                 -3.988e-02 1.620e-01 -0.246 0.805586
                                  2.768e-01 2.222e-01
## Education_LevelPost-Graduate
                                                         1.246 0.212839
## Education LevelUneducated
                                  9.045e-02
                                             1.703e-01
                                                         0.531 0.595397
## Education_LevelUnknown
                                  1.984e-01 1.683e-01
                                                         1.179 0.238356
## Marital StatusMarried
                                 -5.234e-01 1.698e-01 -3.082 0.002054 **
## Marital_StatusSingle
                                  1.005e-01 1.705e-01
                                                         0.589 0.555614
## Marital_StatusUnknown
                                  1.198e-01 2.132e-01
                                                         0.562 0.574139
## Income Category$40K - $60K
                                 -1.214e+00 2.208e-01 -5.499 3.82e-08 ***
## Income_Category$60K - $80K
                                 -9.105e-01 1.905e-01 -4.780 1.75e-06 ***
## Income_Category$80K - $120K
                                 -5.444e-01
                                             1.776e-01
                                                       -3.065 0.002178 **
## Income_CategoryLess than $40K -1.048e+00
                                             2.401e-01 -4.365 1.27e-05 ***
## Income_CategoryUnknown
                                 -1.166e+00
                                             2.517e-01 -4.634 3.58e-06 ***
## Card_CategoryGold
                                  1.087e+00
                                             3.964e-01
                                                         2.742 0.006111 **
## Card_CategoryPlatinum
                                  2.162e+00 7.218e-01
                                                         2.996 0.002740 **
                                  5.485e-01 2.070e-01
                                                         2.650 0.008055 **
## Card_CategorySilver
## Months_on_book
                                 -1.004e-02 8.315e-03 -1.208 0.227239
## Total_Relationship_Count
                                 -4.734e-01 3.007e-02 -15.746 < 2e-16 ***
## Months_Inactive_12_mon
                                  4.953e-01
                                             4.134e-02
                                                       11.982
                                                                < 2e-16 ***
                                  5.425e-01 3.968e-02
                                                       13.672
                                                                < 2e-16 ***
## Contacts_Count_12_mon
## Credit Limit
                                            7.126e-06
                                                        -8.539
                                 -6.085e-05
                                                                < 2e-16 ***
## Total_Trans_Amt
                                  4.121e-04
                                             2.497e-05
                                                       16.504
                                                                < 2e-16 ***
## Total_Trans_Ct
                                 -1.139e-01 3.964e-03 -28.738
                                                                < 2e-16 ***
## Avg_Utilization_Ratio
                                 -2.959e+00 1.844e-01 -16.048 < 2e-16 ***
```

```
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
## (Dispersion parameter for binomial family taken to be 1)
       Null deviance: 6634.6 on 7594 degrees of freedom
##
## Residual deviance: 3958.3 on 7566 degrees of freedom
## AIC: 4016.3
##
## Number of Fisher Scoring iterations: 6
pred <- predict(glm, data = train, type = "response")</pre>
# confusion matrix on training set
conmat <- table(train$Attrition_Flag, pred >= 0.5)
#show confusion matrix
print(conmat)
##
##
       FALSE TRUE
##
     0 6149 244
     1
       590 612
accuracy <- (6149+612)/nrow(train)
specificity <-6149/(6149+244)
sensitivity <-612/(612+590)
precision \leftarrow 612/(612+244)
\# observations on the test set
predtest <- predict(glm, newdata = test, type = "response")</pre>
conMattest <- table(test$Attrition_Flag, predtest >= 0.5)
#show confusion matrix
print(conMattest)
##
##
       FALSE TRUE
##
     0 2029
               78
       189 236
     1
accuracytest <- (2029+236)/nrow(test)</pre>
specificitytest <- 2029/(2029+78)</pre>
sensitivitytest \leftarrow 236/(236+189)
precisiontest <- 236/(236+78)</pre>
par(mai=c(.9,.8,.2,.2))
plot(roc(test$Attrition_Flag, predtest), print.auc=TRUE,
     col="black", lwd=1, main="ROC curve", xlab="Specificity: true negative rate", ylab="Sensitivity: t.
## Setting levels: control = 0, case = 1
## Setting direction: controls < cases
```



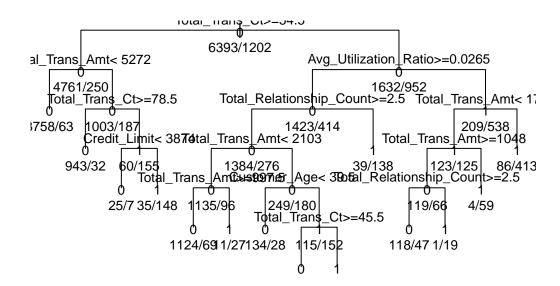
logisticvariableimportance <- varImp(glm, scale = FALSE)
print(logisticvariableimportance)</pre>

##		Overall
##	Customer_Age	0.0632359
##	GenderM	6.1052300
##	Dependent_count	3.3753243
##	Education_LevelDoctorate	1.6668892
##	Education_LevelGraduate	0.7195736
##	Education_LevelHigh School	0.2461248
##	Education_LevelPost-Graduate	1.2457979
##	Education_LevelUneducated	0.5310317
##	Education_LevelUnknown	1.1791066
##	Marital_StatusMarried	3.0822941
##	Marital_StatusSingle	0.5893686
##	Marital_StatusUnknown	0.5619667
##	Income_Category\$40K - \$60K	5.4989659
##	<pre>Income_Category\$60K - \$80K</pre>	4.7802932
##	<pre>Income_Category\$80K - \$120K</pre>	3.0648737
##	<pre>Income_CategoryLess than \$40K</pre>	4.3652086
##	Income_CategoryUnknown	4.6344535
##	Card_CategoryGold	2.7417825
##	Card_CategoryPlatinum	2.9955012
##	Card_CategorySilver	2.6497523
##	Months_on_book	1.2075007
##	Total_Relationship_Count	15.7457192



```
# plot tree
plot(tree, uniform=TRUE,
    main="Classification Tree for Attrition")
text(tree, use.n=TRUE, all=TRUE, cex=.8)
```

Classification Tree for Attrition



```
#library caret is a comprehensive library support all sorts of model analysis
library(caret)
options(digits=4)
# assess the model's accuracy with train dataset by make a prediction on the train data.
Predict_model1_train <- predict(tree, train, type = "class")</pre>
#build a confusion matrix to make comparison
conMat <- confusionMatrix(as.factor(Predict_model1_train), as.factor(train$Attrition_Flag))</pre>
#show confusion matrix
conMat$table
##
             Reference
## Prediction
                 0
##
            0 6190 291
##
            1 203 911
sensitivity(conMat$table)
## [1] 0.9682
specificity(conMat$table)
## [1] 0.7579
print(accuracy <- (6190+911)/(6190+911+291+203))</pre>
## [1] 0.935
print(precision <- 911/(911+203))</pre>
```

```
## [1] 0.8178
```

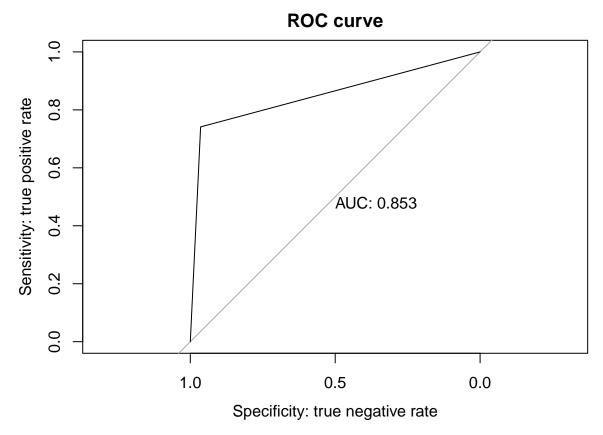
The model looks to do a decent job, our sensitivity seems to be quite higher than our specificity, which implies that our model is better at correctly classifying clients that left than at finding true loyal customers. This could be because of . . .

Now that we have constructed the model we proceed by predicting the values in the test set in order to assess the suitability of the model.

```
Predict model1 test <- predict(tree, test, type = "class")</pre>
conMattest <- confusionMatrix(as.factor(Predict_model1_test), as.factor(test$Attrition_Flag))</pre>
conMattest$table
##
              Reference
## Prediction
                  0
##
             0 2032 110
##
                 75 315
sensitivity(conMattest$table)
## [1] 0.9644
specificity(conMattest$table)
## [1] 0.7412
print(accuracy <- (2032+315)/(2032+315+110+75))</pre>
## [1] 0.9269
print(precision \leftarrow 315/(315+75))
## [1] 0.8077
There is not much difference between the accuracy for our model when comparing for the test and training
```

There is not much difference between the accuracy for our model when comparing for the test and training set. The Sensitivity is slightly higher (0.01) and the specificity slightly lower (0.01). The accuracy is slightly lower than when predicting on the training set, however the difference is marginal

```
str(Predict_model1_test)
```



A 3rd type of model that we could implement is a random forest. CART decision trees are easily interpretable, however, output can be ... because of ... Therefore we implement a random forest model that uses a bagging procedure producing ... regression trees and takes the average of each regression tree to improve the .. of the model results.

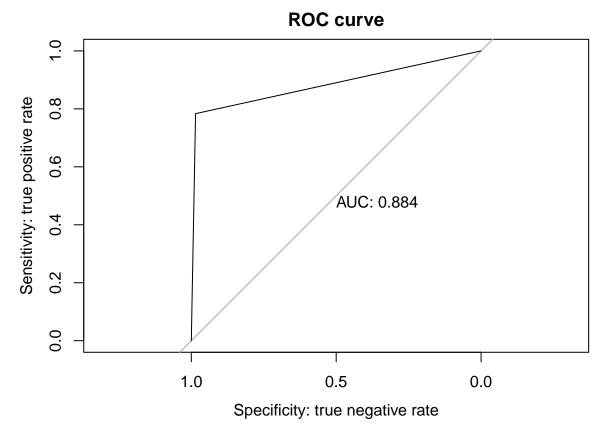
```
treevariableimportance <- varImp(tree, scale = FALSE)
print(treevariableimportance)</pre>
```

##		Overall
##	Avg_Utilization_Ratio	586.33
##	Contacts_Count_12_mon	137.53
##	Credit_Limit	205.62
##	Customer_Age	31.69
##	Gender	80.31
##	Months_Inactive_12_mon	203.83
##	Months_on_book	17.75
##	Total_Relationship_Count	413.91
##	Total_Trans_Amt	872.06
##	Total_Trans_Ct	625.79
##	Dependent_count	0.00
##	Education_Level	0.00
##	Marital_Status	0.00
##	Income_Category	0.00
##	Card_Category	0.00
library(randomForest)		
	J \ 0 1 02 0	

randomForest 4.6-14

```
## Type rfNews() to see new features/changes/bug fixes.
##
## Attaching package: 'randomForest'
## The following object is masked from 'package:ggplot2':
##
##
       margin
## The following object is masked from 'package:dplyr':
##
##
       combine
train$Attrition_Flag <- as.character(train$Attrition_Flag)</pre>
train$Attrition_Flag <- as.factor(train$Attrition_Flag)</pre>
rf <- randomForest(Attrition_Flag ~ ., , data = train, proximity=FALSE, importance = FALSE)
print(rf)
##
## Call:
##
   randomForest(formula = Attrition_Flag ~ ., data = train, , proximity = FALSE,
                                                                                         importance = FAL
##
                  Type of random forest: classification
                        Number of trees: 500
##
## No. of variables tried at each split: 3
##
##
           OOB estimate of error rate: 5.29%
## Confusion matrix:
          1 class.error
       0
## 0 6297 96
                  0.01502
## 1 306 896
                  0.25458
summary(rf)
##
                   Length Class Mode
## call
                       6 -none- call
## type
                       1 -none- character
                    7595 factor numeric
## predicted
## err.rate
                    1500 -none- numeric
## confusion
                       6 -none- numeric
## votes
                   15190 matrix numeric
                    7595 -none- numeric
## oob.times
## classes
                       2 -none- character
## importance
                      15 -none- numeric
## importanceSD
                      O -none- NULL
## localImportance
                       O -none- NULL
## proximity
                       O -none- NULL
## ntree
                       1 -none- numeric
## mtry
                      1 -none- numeric
                      14 -none- list
## forest
## y
                    7595 factor numeric
## test
                      O -none- NULL
## inbag
                       O -none- NULL
## terms
                       3 terms call
predrf <- predict(rf, data = "train", type = "response")</pre>
print(rftab <- table(predrf, train$Attrition_Flag))</pre>
```

```
## predrf 0
                   1
##
        0 6297 306
           96 896
print(accuracyrf <- (6290+914)/nrow(train))</pre>
## [1] 0.9485
print(sensitivityrf <- 914/(914+103))</pre>
## [1] 0.8987
print(precisionrf <- 914/(914+288))</pre>
## [1] 0.7604
print(specificityrf \leftarrow 6290/(6290 + 288))
## [1] 0.9562
predrftest <- predict(rf, newdata = test, type = "response")</pre>
print(rftabtest <- table(predrftest, test$Attrition_Flag))</pre>
##
## predrftest
##
            0 2076
                      92
##
             1
                 31 333
print(accuracyrftest <- (2073+335)/nrow(test))</pre>
## [1] 0.951
print(sensitivityrftest <- 335/(335+34))</pre>
## [1] 0.9079
print(precisionrftest <- 335/(335+90))</pre>
## [1] 0.7882
print(specificityrftest <- 2073/(2073 + 90))</pre>
## [1] 0.9584
par(mai=c(.9,.8,.2,.2))
plot(roc(test$Attrition_Flag, as.numeric(predrftest)), print.auc=TRUE,
     col="black", lwd=1, main="ROC curve", xlab="Specificity: true negative rate", ylab="Sensitivity: t.
## Setting levels: control = 0, case = 1
## Setting direction: controls < cases
```



```
library(pROC)
glm.roc <- roc(response = test$Attrition_Flag, predictor = as.numeric(predtest))</pre>
## Setting levels: control = 0, case = 1
## Setting direction: controls < cases
rpart.roc <- roc(response = test$Attrition_Flag, predictor = as.numeric(Predict_model1_test))</pre>
## Setting levels: control = 0, case = 1
## Setting direction: controls < cases
rf.roc <- roc(response = test$Attrition_Flag, predictor = as.numeric(predrftest))</pre>
## Setting levels: control = 0, case = 1
## Setting direction: controls < cases
                   legacy.axes = TRUE, print.auc.y = 1.0, print.auc = TRUE)
plot(glm.roc,
plot(rpart.roc, col = "blue", add = TRUE, print.auc.y = 0.65, print.auc = TRUE)
plot(rf.roc, col = "red" , add = TRUE, print.auc.y = 0.85, print.auc = TRUE)
legend("bottom", c("Random Forest", "Decision Tree", "Logistic"),
       lty = c(1,1), lwd = c(2, 2), col = c("red", "blue", "black"), cex = 0.75)
```

