Using the data in the link below, attempt to model a customer's propensity to join our loyalty program: https://bit.ly/2Etq2Ux (https://bit.ly/2Etq2Ux)

Genesis L. Taylor

```
In [1]:
      %matplotlib inline
      import pandas as pd
      import numpy as np
       import seaborn as sns
      import time
      import timeit
      from matplotlib import pyplot as plt
      from scipy import stats
      from sklearn.model_selection import train test split
      from sklearn.tree import DecisionTreeClassifier
      from sklearn.ensemble import AdaBoostClassifier, BaggingClassifier, ExtraTreesClassifier
      from sklearn.svm import SVC
      from sklearn.ensemble import RandomForestClassifier
      from sklearn.feature selection import SelectFromModel
      from sklearn.linear_model import LogisticRegression
      from sklearn.metrics import classification report
      from sklearn.preprocessing import LabelEncoder
      from sklearn.utils import resample
      import sklearn.metrics
      from sklearn.metrics import accuracy_score, f1_score, precision_score, recall_score, log_loss
      from sklearn.metrics import classification report, confusion matrix, roc auc score
      from sklearn.model_selection import cross val score, GridSearchCV, train test split
      from sklearn.preprocessing import StandardScaler
      from xgboost import XGBClassifier
      from lightgbm import LGBMClassifier
      #warning ignorer
      import warnings
       warnings.filterwarnings("ignore")
      plt.style.use('dark_background')
```

In [2]:

#import dataframe

df = pd.read_csv('https://raw.githubusercontent.com/Thinkful-Ed/data-201-resources/master/customers_data.csv' (https://raw.githubusercontent.com/Thinkful-Ed/data-201-resources/master/customers_data.csv'))

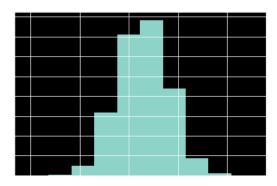
```
In [3]:
        #check columns and shape
        print(df.columns)
        print(df.shape)
        df.head()
          Index(['Unnamed: 0', 'purch_amt', 'gender', 'card_on_file', 'age',
                 'days_since_last_purch', 'loyalty'],
          (120000, 7)
            Unnamed: 0 purch_amt gender card_on_file age days_since_last_purch
                                                                                       loyalty
In [4]:
        #check info: dtypes, nulls, etc
        df.info()
          RangeIndex: 120000 entries, 0 to 119999
          Data columns (total 7 columns):
          Unnamed: 0
                               120000 non-null int64
          purch_amt
                                120000 non-null float64
          gender
                               120000 non-null object
          card_on_file
                               120000 non-null object
                                120000 non-null float64
                                120000 non-null float64
          days_since_last_purch
                                120000 non-null bool
          dtypes: bool(1), float64(3), int64(1), object(2)
          memory usage: 5.6+ MB
In [5]:
        df.describe()
                Unnamed: 0
                               purch_amt
                                                         days_since_last_purch
In [6]:
        #objects
        df.describe(include=[np.object]).transpose()
                     count unique
                                     top
                                           freq
In [7]:
        #bool
        df.describe(include=[np.bool]).transpose()
                 count unique
                                 top
```

Data Cleaning

No null values continue to outliers

```
In [9]: df.age.hist()
```

<matplotlib.axes._subplots.AxesSubplot at 0x1a0eadb5b00>



We have some outliers and some negative numbers for age. There are no negative ages so they need to be handled. Also, usually with these loyalty programs, people under the age of 13 are not allowed to join, and people under 18 need parental permission.

With this being said, negative ages and children under 13 will be deleted. Under 18 ages will be addressed separately in an age group column.

In [13]:

```
In [12]: df['age_group'].value_counts(ascending=True)

55+ 211
45-54 3019
Under 18 14784
35-44 17099
18-24 30376
25-34 41035
Name: age_group, dtype: int64
```

```
<matplotlib.axes._subplots.AxesSubplot at 0x1a0eb3bc6a0>
```

df['days_since_last_purch'].hist()

Days since last purchase also has negative values. Since I am unsure if those negative values indicate returns or anything else, I am going to assume that they are errors. First I am going to get rid of any values less than or equal to zero. From there I will decide if further changes are needed.

```
In [14]: df = df[df['days_since_last_purch']>=0]
    print("Days Values")
    print("Average Days: ", df['days_since_last_purch'].mean())
    print("Minimum Days: ", df['days_since_last_purch'].min())
    print("Maximum Days: ", df['days_since_last_purch'].max())
    print("Null values: ", pd.isnull(df['days_since_last_purch']).sum())

Days Values
Average Days: 56.41451554974353
Minimum Days: 0.0
Maximum Days: 125.0
Null values: 0
```

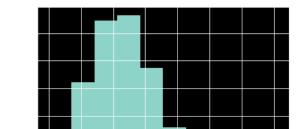
```
In [15]: df['days_since_last_purch'].hist()

<matplotlib.axes._subplots.AxesSubplot at 0x1a0ea6a35f8>
```

While there may still be some outliers, they can be understandable depending on the business

Purchase amount also has negative values. As with days since last purchase, I am unsure if those negative values indicate returns or anything else, I am going to assume that they are errors. First I am going to get rid of any values less than or equal to zero. From there I will decide if further changes are needed.

```
In [17]: df = df[df['purch_amt']>=0]
In [18]: #purch_amt
df['purch_amt'].hist()
```



<matplotlib.axes._subplots.AxesSubplot at 0x1a0eb46de80>

```
In [19]: df['purch_amt'].describe()

count 106911.000000

mean 44.936517

std 19.621061

min 0.010000

25% 31.050000

50% 44.510000

75% 58.180000

max 142.200000

Name: purch_amt, dtype: float64
```

There are still some outliers that I am somewhat uncomfortable with, I will handle this using the ideals of quantiles and the interquartile range (IQR).

```
In [20]: #(determine the min and max cuttoffs for detecting the outlier)
q75, q25 = np.percentile(df['purch_amt'].dropna(), [75 ,25])
iqr = q75 - q25

ecmin = q25 - (iqr*1.5)
ecmax = q75 + (iqr*1.5)

print(ecmax)

98.875
```

Since I'm only interested at this point in the outliers on the "max" end of the column, I will only be handling ecmax.

```
In [21]: df = df[df['purch_amt']
```

Better

Next, I want to create more features, maybe for purchase days and purchase amounts like I did with age.

```
In [24]:
        #create features from days since last purchase
        #week
        df['weeks_since_last_purch'] = round(df['days_since_last_purch']/7,0)
        df['weeks since last purch'].value counts()
         8.0
         9.0
         7.0
         10.0
         6.0
         11.0
                8565
         5.0
                7940
         12.0
                4580
         4.0
                4505
         13.0
         3.0
         2.0
         14.0
         15.0
         1.0
                 181
         16.0
                 46
         0.0
         17.0
         18.0
         Name: weeks_since_last_purch, dtype: int64
In [25]:
        #month (using around 30 days as the month increment)
        df['months_since_last_purch'] = round(df['days_since_last_purch']/30,0)
        df['months_since_last_purch'].value_counts()
         2.0 67974
         1.0 24801
         3.0 12952
         0.0
             612
         4.0
                145
         Name: months_since_last_purch, dtype: int64
In [26]:
        print("Purchase Amount Values")
        print("Average Purchase Amount: ", df['purch_amt'].mean())
        print("Minimum Purchase Amount: ", df['purch_amt'].min())
        print("Maximum Purchase Amount: ", df['purch_amt'].max())
        print("Null values: ", pd.isnull(df['purch_amt']).sum())
         Average Purchase Amount: 44.69287207467771
         Minimum Purchase Amount: 0.01
         Maximum Purchase Amount: 98.81
         Null values: 0
In [27]:
        #create purchase amount increments
        #Group the ages into groups
        df['purch group'] = pd.cut(df['purch amt'],
                                   [0, 25, 50, 75, 100]
                                   labels=['Under 25','25-50','51-75','75+'])
```

```
In [28]:
        df.head(20)
            Unnamed:
                       purch_amt gender card_on_file age days_since_last_purch loyalty age_group weeks_since_last_purch mo
In [29]:
        df['purch_group'].value_counts(ascending=True)
                    6758
          Under 25
          25-50
                    47527
          Name: purch_group, dtype: int64
In [30]:
        #Set Unnamed: 0' to index
        df.set_index('Unnamed: 0', inplace=True)
```

```
In [31]:
        #Plot loyalty to get an idea of the ratio
        plt.figure(figsize=(12,6))
        ax=sns.countplot(x="loyalty", palette="magma", data=df)
        plt.style.use('dark_background')
        plt.title("Loyalty",fontsize=25,fontweight="bold")
        plt.xlabel("", fontsize=15, fontweight="bold")
        plt.ylabel("\nNumber of Customers\n", fontsize=15, fontweight="bold")
        plt.xticks(fontsize=18)
        plt.yticks(fontsize=12)
        sns.despine(top=True, right=True, left=True, bottom=False)
        plt.show()
        print(df['loyalty'].value_counts(ascending=True))
                18818
         True
          False
                87666
         Name: loyalty, dtype: int64
In [32]: | df.dtypes
                       float64
         purch_amt
         gender OUJECC card_on_file object float64
         days_since_last_purch float64
         weeks_since_last_purch floated
months since ?
         months_since_last_purch float64
         purch_group
                             category
         dtype: object
```

```
In [33]:
        df['age_group'] = df['age_group'].astype(str)
        df['purch_group'] = df['purch_group'].astype(str)
        df.dtypes
         purch_amt
         gender
                               object
         card_on_file
                              object
         days_since_last_purch
                              float64
         weeks_since_last_purch float64
         months_since_last_purch float64
         purch_group
                               object
         dtype: object
In [34]:
        #separate the data into object vs nonobjects
        notif=df.select_dtypes(exclude=['int','float','int64'])
        intfldtypes = df.select_dtypes(include=['int','float','int64'])
        print(df.shape)
        print(notif.shape)
        print(intfldtypes.shape)
         (106484, 10)
         (106484, 5)
         (106484, 5)
In [35]:
       #label encode objects
        obj le= notif.apply(LabelEncoder().fit transform)
        #re-add with non-objects
        df_ml= pd.concat([obj_le,intfldtypes], axis=1, sort=False)
        #check shape
        print(df_ml.shape)
         (106484, 10)
In [36]:
        #check correlation
        df_ml.corr()['loyalty']
         gender
                              0.002016
         card_on_file
                              0.000061
                              1.000000
         loyalty
         age_group
                              -0.016306
         purch_group
                             -0.005534
         purch_amt
                             0.211915
                              0.169726
         days_since_last_purch
                              -0.465956
         weeks_since_last_purch -0.462277
         months_since_last_purch -0.418968
         Name: loyalty, dtype: float64
In [37]:
       #set X and y
        X=df_ml.drop(['loyalty'],axis=1)
        y=df_ml['loyalty'
In [38]:
       # setting up testing and training sets
        X_train, X_test, y_train, y_test = train_test_split(X, y, test_size=0.25,
                                                                 random_state=27)
In [39]:
        # concatenate our training data back together
        X = pd.concat([X_train, y_train], axis=1)
```

```
In [40]:
       # separate minority and majority classes
        not loyalty = X[X.loyalty==0]
        loyalty = X[X.loyalty==1]
In [41]:
       # decrease majority
       not_loyalty_decreased = resample(not_loyalty,
                                  replace=True, # sample with replacement
                                  n_samples=len(loyalty), # match number in majority class
                                  random state=27) # reproducible results
In [42]:
       # combine majority and loyalty_increased minority
       newdf = pd.concat([loyalty, not_loyalty_decreased])
In [43]:
       #recheck values of lyalty
       newdf.loyalty.value_counts()
           14146
         Name: loyalty, dtype: int64
In [44]:
       #set new X and y training data
       X train = newdf.drop('loyalty', axis=1)
       y_train = newdf['loyalty']
       scaler = StandardScaler()
       #fit training set
        scaler.fit(X train)
       # Apply transform to both the training set and the test set
       X_train = scaler.transform(X_train)
        X test = scaler.transform(X test)
In [45]:
       #confusion matrix plot function
       def cm_plot(var):
           plt.figure(figsize=(15,5))
           plt.clf()
           plt.imshow(var, interpolation='nearest', cmap='viridis')
           classNames = ['No Loyalty','Loyalty']
           plt.title('Confusion Matrix')
           plt.ylabel('Actual\n')
           plt.xlabel('Predicted\n')
           tick_marks = np.arange(len(classNames))
           plt.xticks(tick_marks, classNames)
           plt.yticks(tick_marks, classNames)
           s = [['TN', 'FP'], ['FN', 'TP']]
           for i in range(2):
                for j in range(2):
                    plt.text(j,i, str(s[i][j])+"="+str(var[i][j]),horizontalalignment='center')
           plt.show()
```

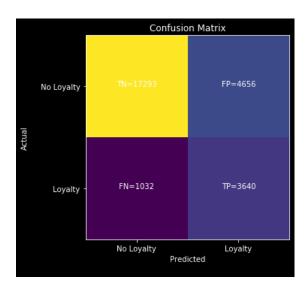
```
In [46]:
       #Try modeling using different classification models
       classifiers = [
           SVC(probability=True, random_state=42),
           #DecisionTreeClassifier(), worst performer so I commented out for plotting
           RandomForestClassifier(random_state=42, n_estimators=100),
           AdaBoostClassifier(random state=42, n estimators=100),
           GradientBoostingClassifier(random_state=42, n_estimators=100),
           XGBClassifier(random state=42, n estimators=100),
           ExtraTreesClassifier(random state=42, n estimators=100),
           LGBMClassifier(random state=42, n estimators=100)]
       #putting results in df
       res_cols=["Classifier", "Accuracy", "Log Loss", "Cross Val", "Recall", "Roc Auc","F1",
                 "False Positive Rate", "Error Rate"]
       results = pd.DataFrame(columns=res cols)
       for clf in classifiers:
           clf.fit(X train, y train)
           name = clf.__class__.__name__
           print("\n"*3)
           print(name, "Results:")
           print('~'*40)
           y pred = clf.predict(X test)
           acc = accuracy_score(y_test, y_pred)
           print("Accuracy: {:.4%}".format(acc))
           cv= np.mean(cross val score(clf, X train, y train, cv=3))
           print("Cross validation scores:",cv)
           train predictions = clf.predict proba(X test)
           logloss = log_loss(y_test, train_predictions)
           print("Log Loss: {}".format(logloss))
           cm = confusion matrix(y test, y pred)
           #FPR and Error Rate setup
           tn, fp, fn, tp = confusion_matrix(y_test,y_pred).ravel()
           fpr = fp/(tn+fp)
           ers = 1-acc
           rec= recall_score(y_test, y_pred)
           roc=roc_auc_score(y_test, y_pred)
           f1s=f1_score(y_test, y_pred)
           results_final = pd.DataFrame([[name, round(acc*100,3), round(logloss,3),
                                          round(cv*100,3), round(rec*100,3), round(roc*100,3),
                                          round(f1s*100,3),round(fpr*100,3),round(ers*100,3)]],
                                        columns=res cols)
           results = results.append(results final)
       print("*"*40)
```

SVC Results:

Accuracy: 78.6334%

Cross validation scores: 0.7891277814205292

Log Loss: 0.4959796797258027

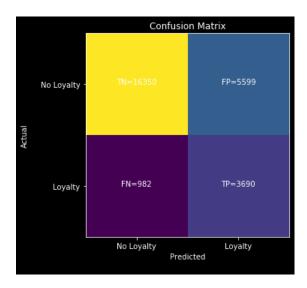


RandomForestClassifier Results:

Accuracy: 75.2789%

Cross validation scores: 0.7815989264826823

Log Loss: 0.6120240784338765

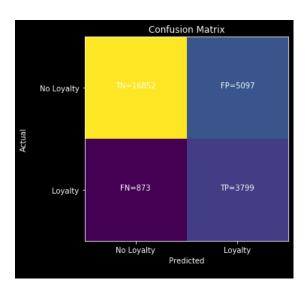


${\tt AdaBoostClassifier\ Results:}$

Accuracy: 77.5741%

Cross validation scores: 0.7901878970111751

Log Loss: 0.6814076969143326

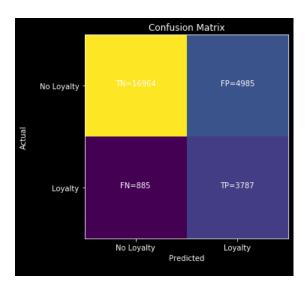


GradientBoostingClassifier Results:

Accuracy: 77.9497%

Cross validation scores: 0.7928033924658308

Log Loss: 0.45222127833781683

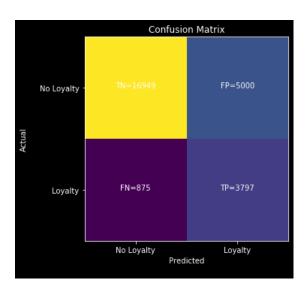


${\tt XGBClassifier\ Results:}$

Accuracy: 77.9310%

Cross validation scores: 0.7935103335710866

Log Loss: 0.451735243909281

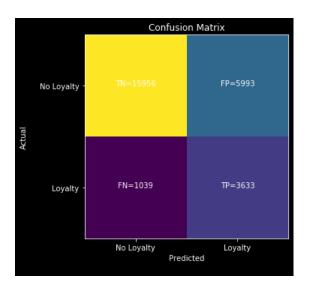


ExtraTreesClassifier Results:

Accuracy: 73.5848%

Cross validation scores: 0.7698995485087057

Log Loss: 0.9271580230834471

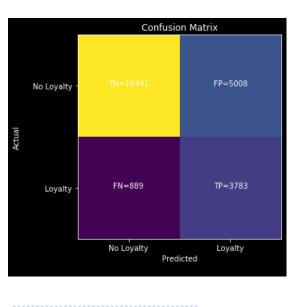


LGBMClassifier Results:

Accuracy: 77.8483%

Cross validation scores: 0.791919897847059

Log Loss: 0.4552361993730162



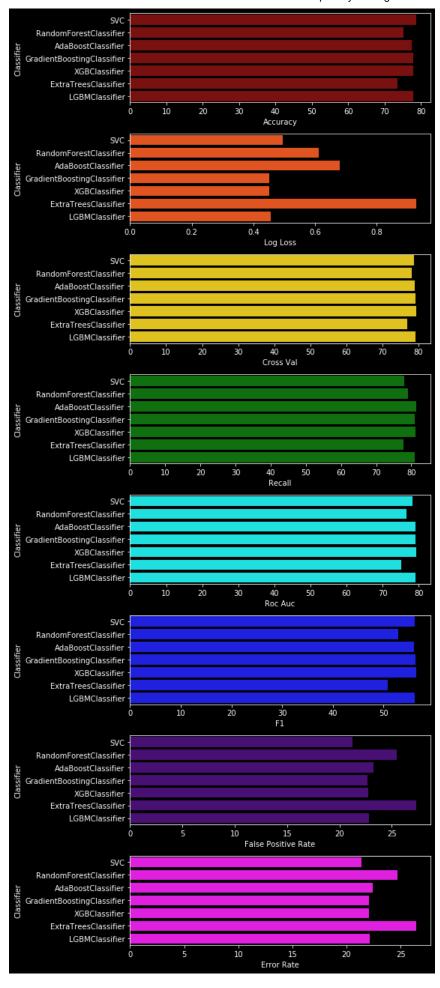
In [47]: print("Shape",results.shape)
 results.head(10)

Shape (7, 9)

	78.633	0.100					
				78.349	56.138	21.213	21.367

```
In [48]: #Visualize accuracy and Loss for all model
fig, ax =plt.subplots(nrows=8, ncols=1,figsize = (8,18))
sns.barplot(x='Accuracy', y='Classifier', data=results, color="darkred", ax=ax[0])
sns.barplot(x='Log Loss', y='Classifier', data=results, color="gold", ax=ax[1])
sns.barplot(x='Cross Val', y='Classifier', data=results, color="gold", ax=ax[2])
sns.barplot(x='Recall', y='Classifier', data=results, color="green", ax=ax[3])
sns.barplot(x='Roc Auc', y='Classifier', data=results, color="cyan", ax=ax[4])
sns.barplot(x='F1', y='Classifier', data=results, color="blue", ax=ax[5])
sns.barplot(x='False Positive Rate', y='Classifier', data=results, color="indigo", ax=ax[6])
sns.barplot(x='Error Rate', y='Classifier', data=results, color="magenta", ax=ax[7])
plt.tight_layout()
plt.show()
```

11/9/2019	Propensity Testing
1	



Although the results were close, SVC gave the best results of the 7. With that being known, I decided to performing tuning on the algorithm to find the best result.

```
In [72]:
       svc = SVC(C=2,class_weight='balanced', probability=True, random_state = 42)
       svc.fit(X train, y train)
       pred_svc = svc.predict(X_test)
       print('Support Vector Results')
       print('~'*30)
       print("Accuracy Score: {:0.2f}%".format(accuracy_score(y_test,pred_svc )*100))
       print("F1 Score: {:0.2f}%".format(f1_score(y_test, pred_svc, average="macro")*100))
       print("Precision Score: {:0.2f}%".format(precision score(y test,pred svc, average="macro")*100))
       print("Recall Score: {:0.2f}%".format(recall score(y test, pred svc, average="macro")*100))
       print("Cross Validation Score: {:0.2f}%".format(np.mean(cross_val_score(svc,
                                                                                X_train, y_train, cv=3)*10
       0)))
       train_predictions = clf.predict_proba(X_test)
       logloss = log_loss(y_test, train_predictions)
       print("Log Loss Score:",logloss)
       #FPR and Error Rate setup
       tn, fp, fn, tp = confusion_matrix(y_test,pred_svc).ravel()
       fpr = fp/(tn+fp)
       ers = 1-acc
       print("False Positive Rate: {:0.2f}%".format(fpr*100))
       print("Error Rate: {:0.2f}%".format(ers*100))
       svc_cm = confusion_matrix(y_test,pred_svc)
       svc cm df = pd.DataFrame(svc cm,
                                index = ['No Loyalty', 'Loyalty'],
                                columns = ['No Loyalty','Loyalty'])
       plt.figure(figsize=(15,5))
       sns.heatmap(svc_cm_df, annot=True, fmt="d", cmap='viridis', linecolor='black', linewidths=1)
       plt.ylabel('Actual\n')
       plt.xlabel('Predicted\n')
       plt.show()
```

In []:



Accuracy Score: 78.68% F1 Score: 71.12% Precision Score: 69.23% Recall Score: 78.56%

Cross Validation Score: 78.99% Log Loss Score: 0.4552361993730162 False Positive Rate: 21.26%

Error Rate: 22.15%

