Data Glacier
Your Deep Learning Partner

Exploratory Data Analysis

<ABC Bank>

<15/10/2022>

Agenda

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- ➢ Data Visualization
- ➢ Recommendation
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Group information

Group name : OPG (The One Person-Group)
Specialization : Data science
Members :

Name	Email	Country	College
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Problem Statement

Problem : ABC Bank wants to sell it's term deposit product to customers and before launching the product they want to develop a model which help them in understanding whether a particular customer will buy their product or not (based on customer's past interaction with bank or other Financial Institution).

Task : We are analyzing the Data related to banks to help ABC make the right decision before launching their product

After understanding the problem, The work was made through 4 steps :

1. Gaining insights from the Data
2. Data preparation
3. Data Visualization
4. Conclusion and ML model Recommendations

Insights

We have a total of 21 columns (5 of them float64 , 5 Int64 and the rest are objects) without any Null values.

```
 #   Column          Non-Null Count   Dtype
---  ------          --------------   -----
 0   age             41188 non-null   int64
 1   job             41188 non-null   object
 2   marital         41188 non-null   object
 3   education       41188 non-null   object
 4   default         41188 non-null   object
 5   housing         41188 non-null   object
 6   loan            41188 non-null   object
 7   contact         41188 non-null   object
 8   month           41188 non-null   object
 9   day_of_week     41188 non-null   object
 10  duration        41188 non-null   int64
 11  campaign        41188 non-null   int64
 12  pdays           41188 non-null   int64
 13  previous        41188 non-null   int64
 14  poutcome        41188 non-null   object
 15  emp.var.rate    41188 non-null   float64
 16  cons.price.idx  41188 non-null   float64
 17  cons.conf.idx   41188 non-null   float64
 18  euribor3m       41188 non-null   float64
 19  nr.employed     41188 non-null   float64
 20  y               41188 non-null   object
```
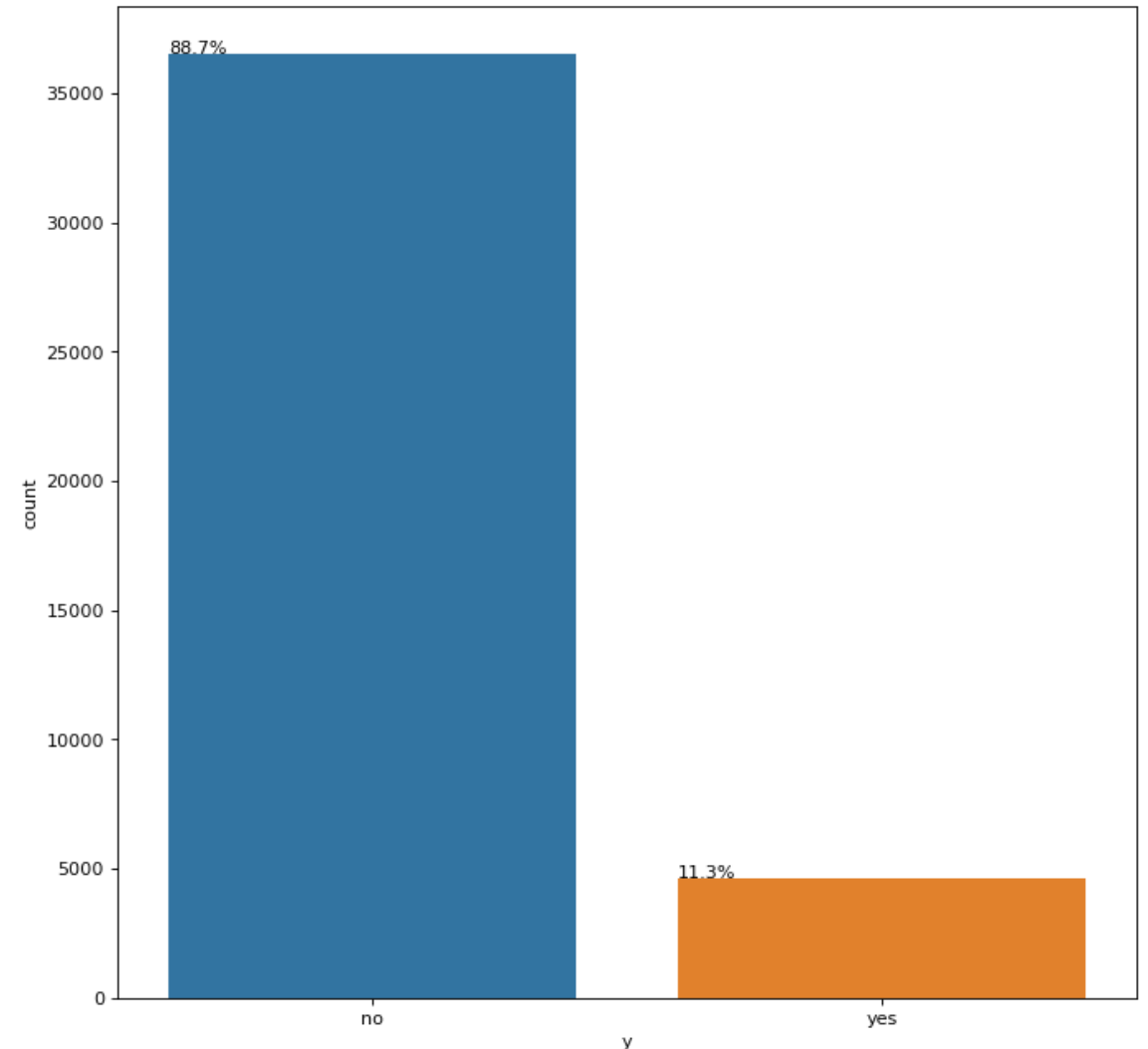
Data preparation

1- Data preparation phase:

- Checking for NAN values in Data and dealing with it (already checked)

- Checking whether we have imbalanced data or not

- Dealing with imbalanced data (if found)

Data preparation

The Data we have contains 41188 Row and 21 Columns but the target data (y column) is unfortunately unequally distributed as shown :
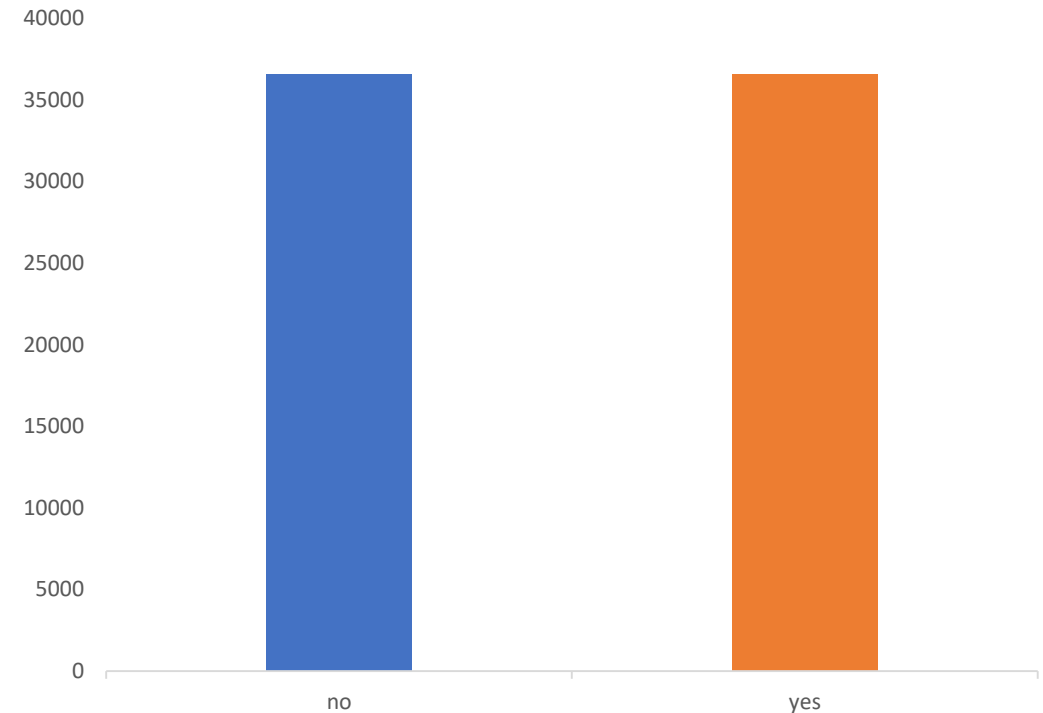
We can clearly see that more than 88% of the data is a No and only a small portion (10%) is yes

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Data preparation

To overcome this problem we tried many methods including SMOTE and the results are phenomenal!

We managed to make the data 100% balanced by creating synthetic instances and now we have a total of 73096 rows (more data = better training)

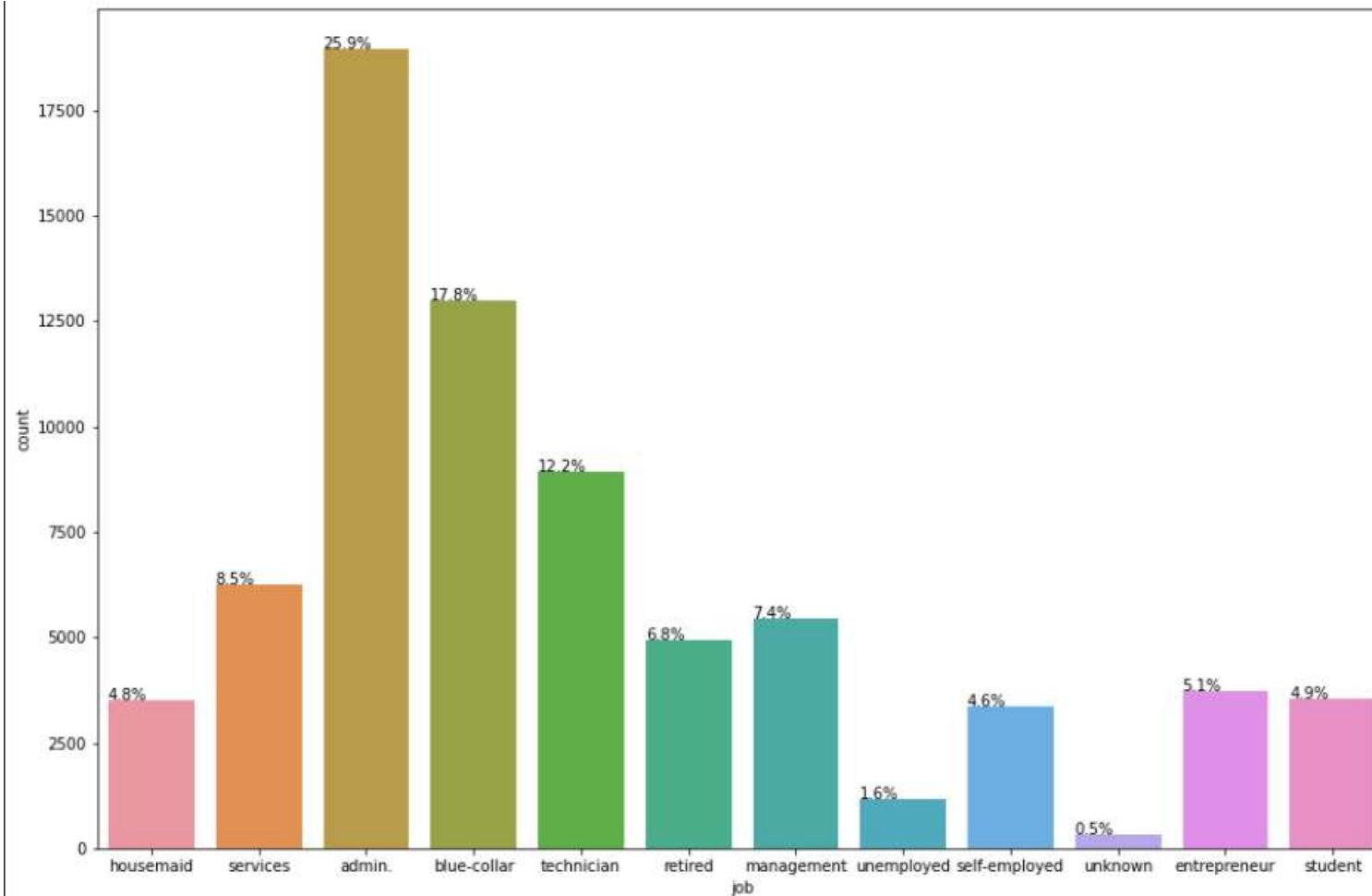# Data preparation

The data before applying SMOTE method :

The data after :

4640

36548
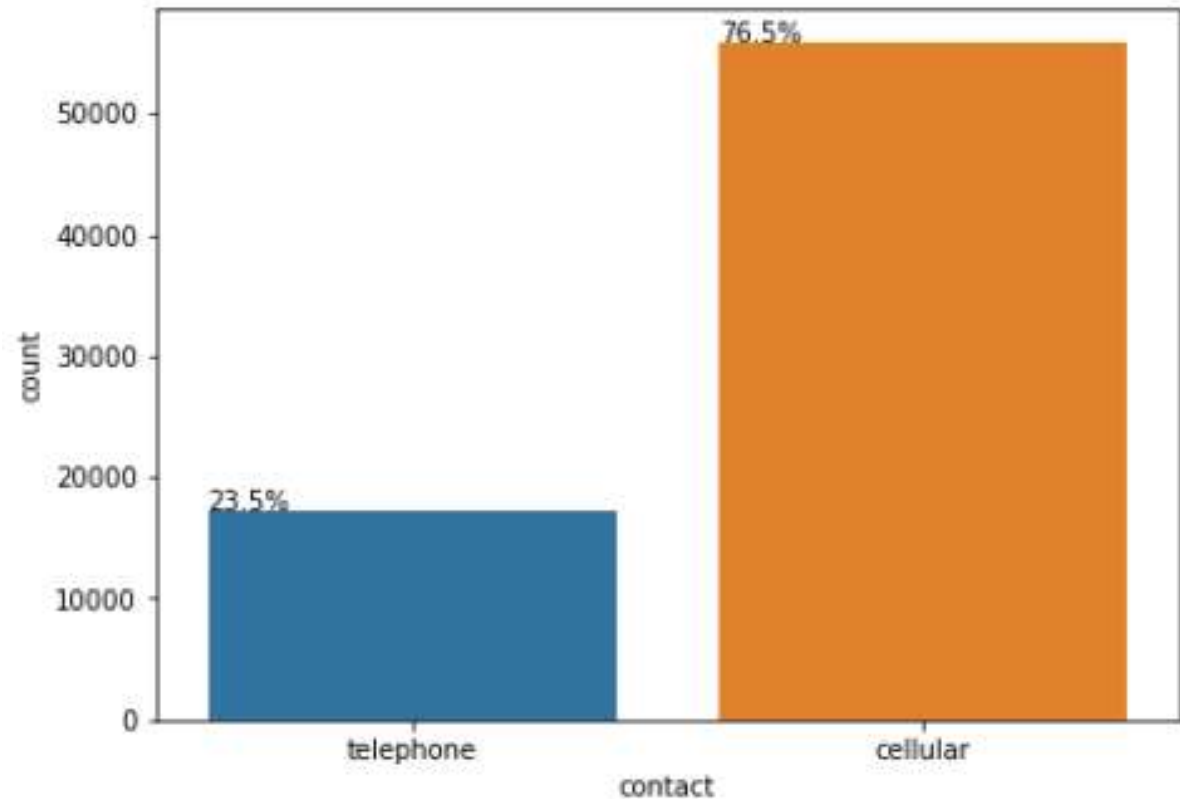
36548

36548
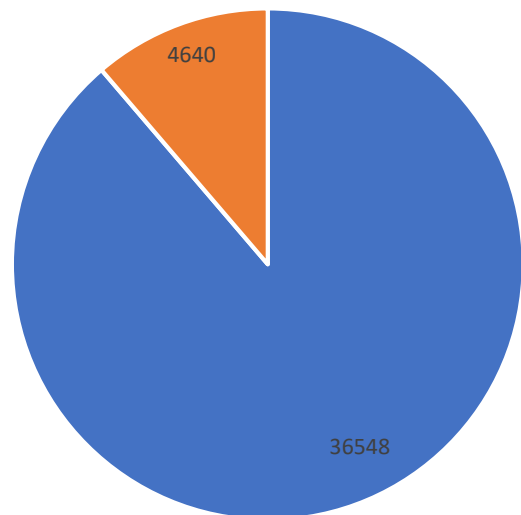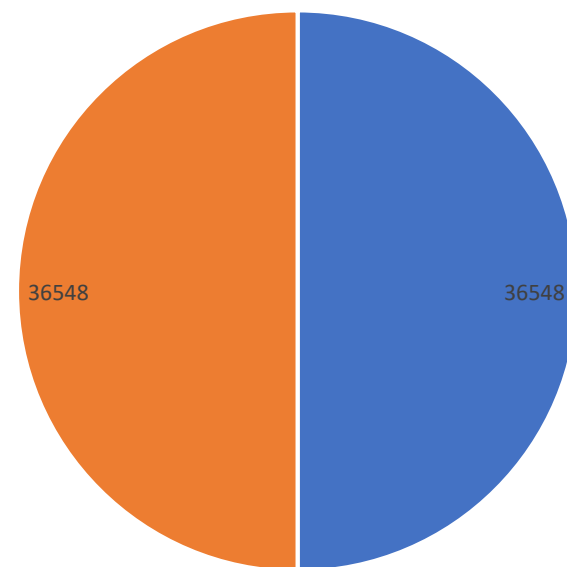
■ no

■ yes

Data Visualization

The graph shows the jobs of the bank customers, we can clearly see that admin blue-collar and technician are the top 3 jobs with more than 50% of the whole bank costumers
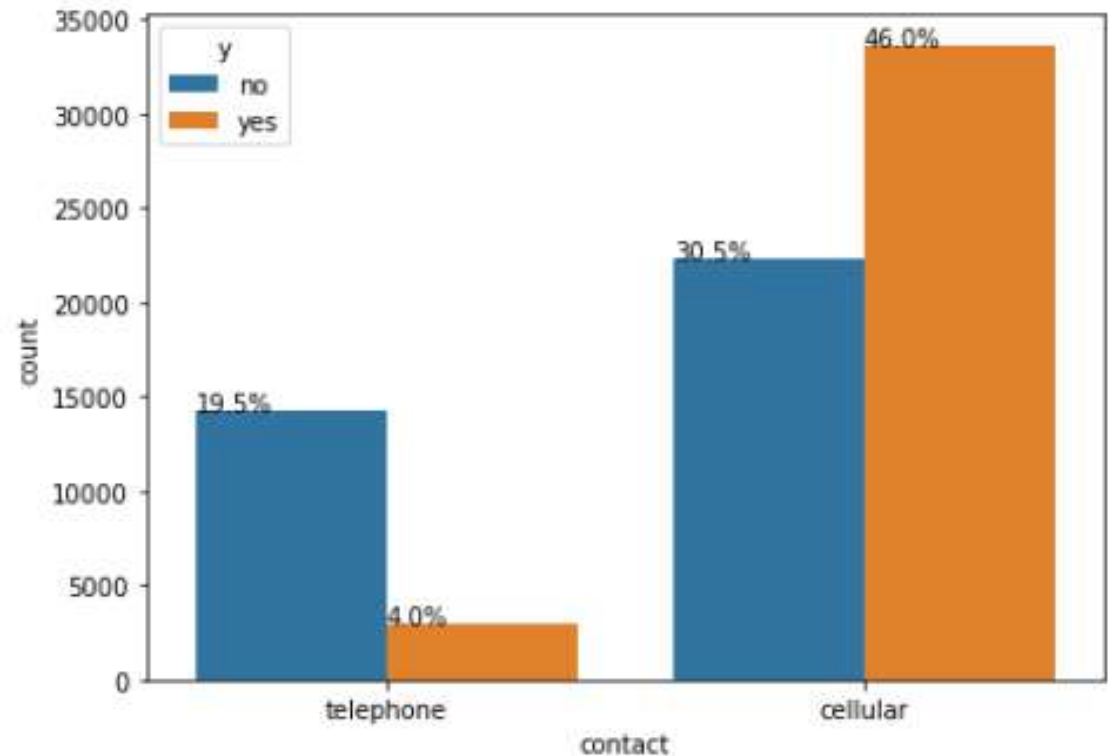
Data Visualization

the costumer that contact the bank by cellular are greater than telephone
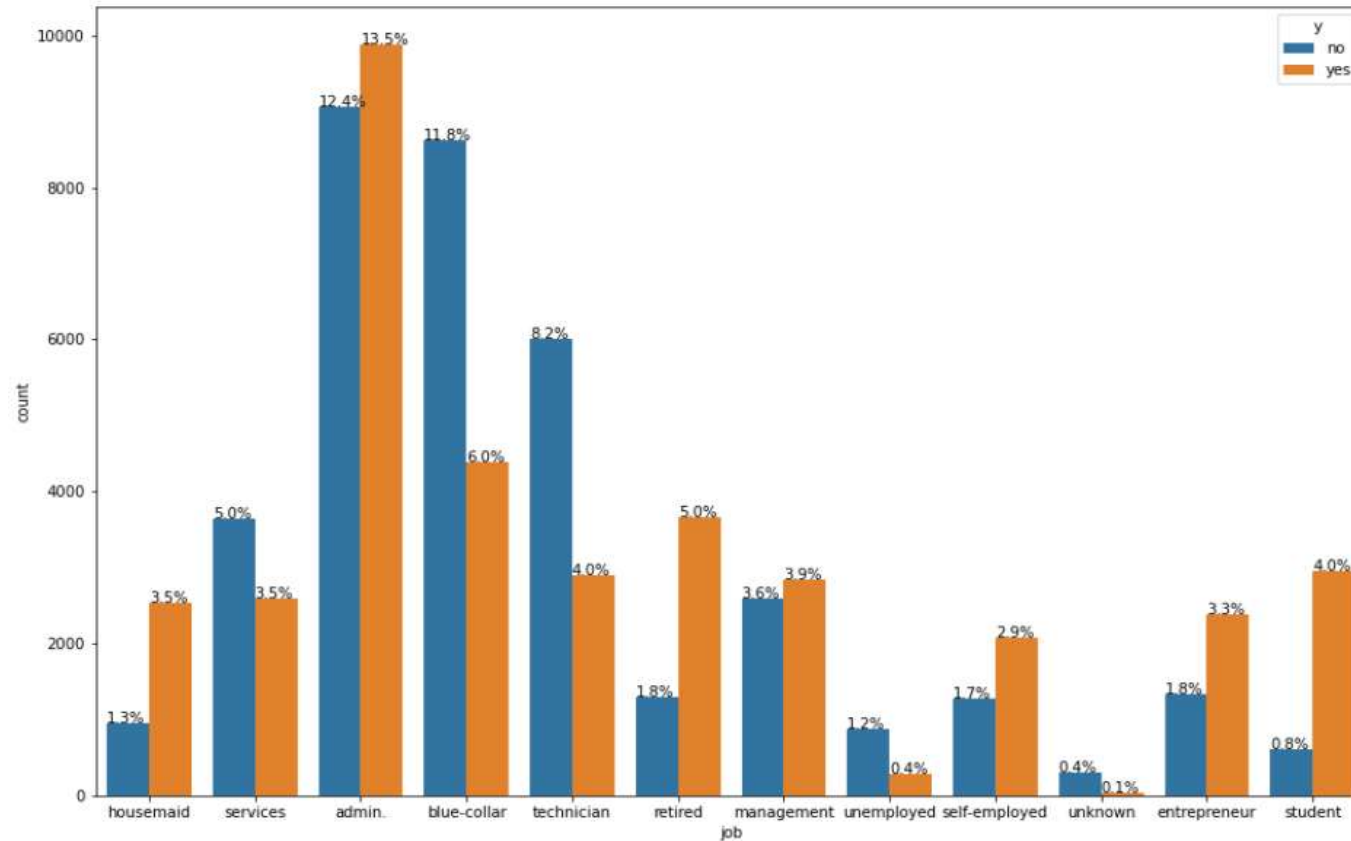
Data Visualization

And the contact's effect is clear! People who use cellular are almost 10 times more likely to subscribe to the product that people with telephone.
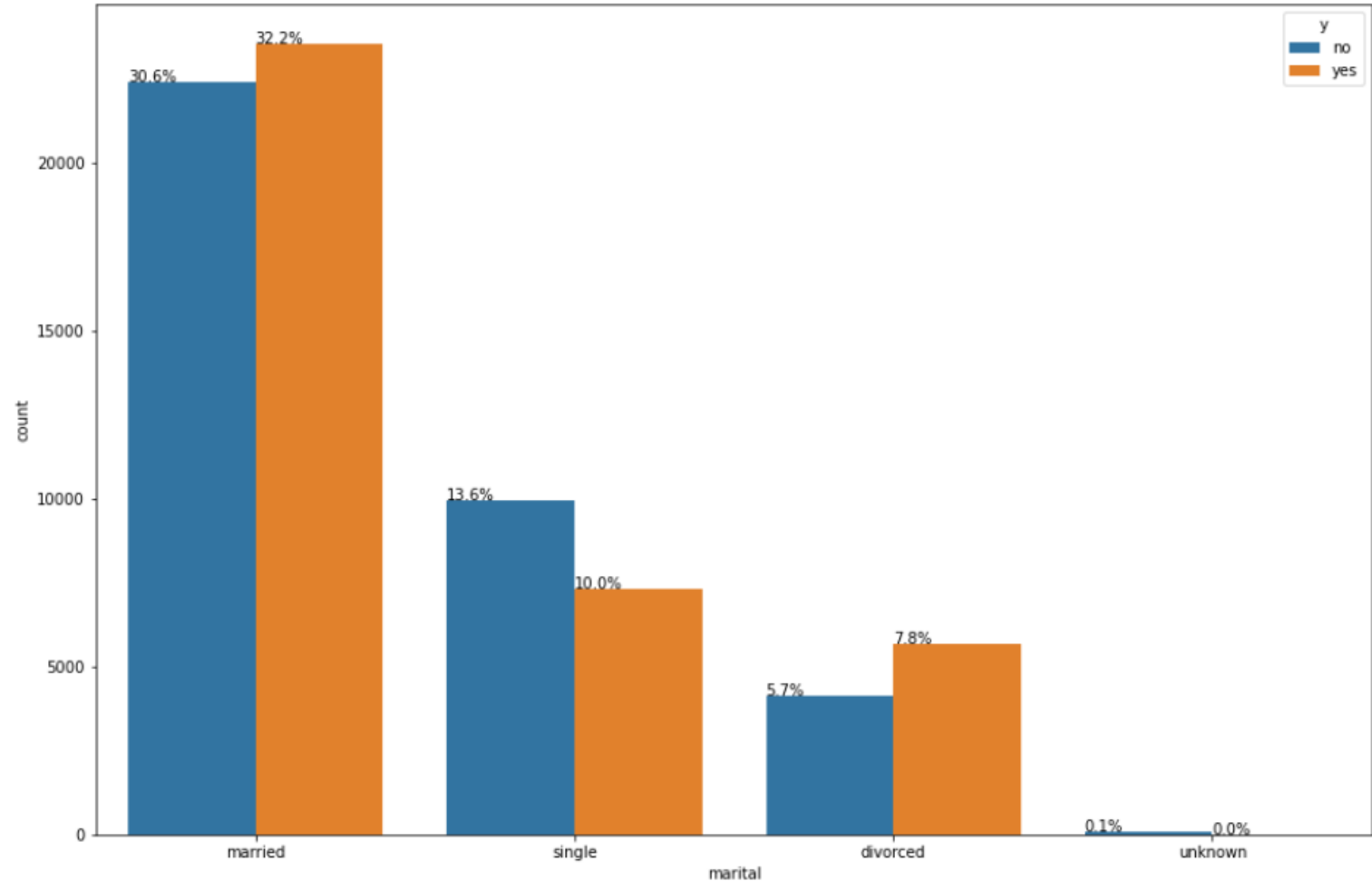(46% vs 4%)

Data Visualization

Even though the admin, blue collar and technician are the top 3 jobs in the banks customers, the people who subscribe the most are students (for every 5 subscribers 1 does not subscribe)
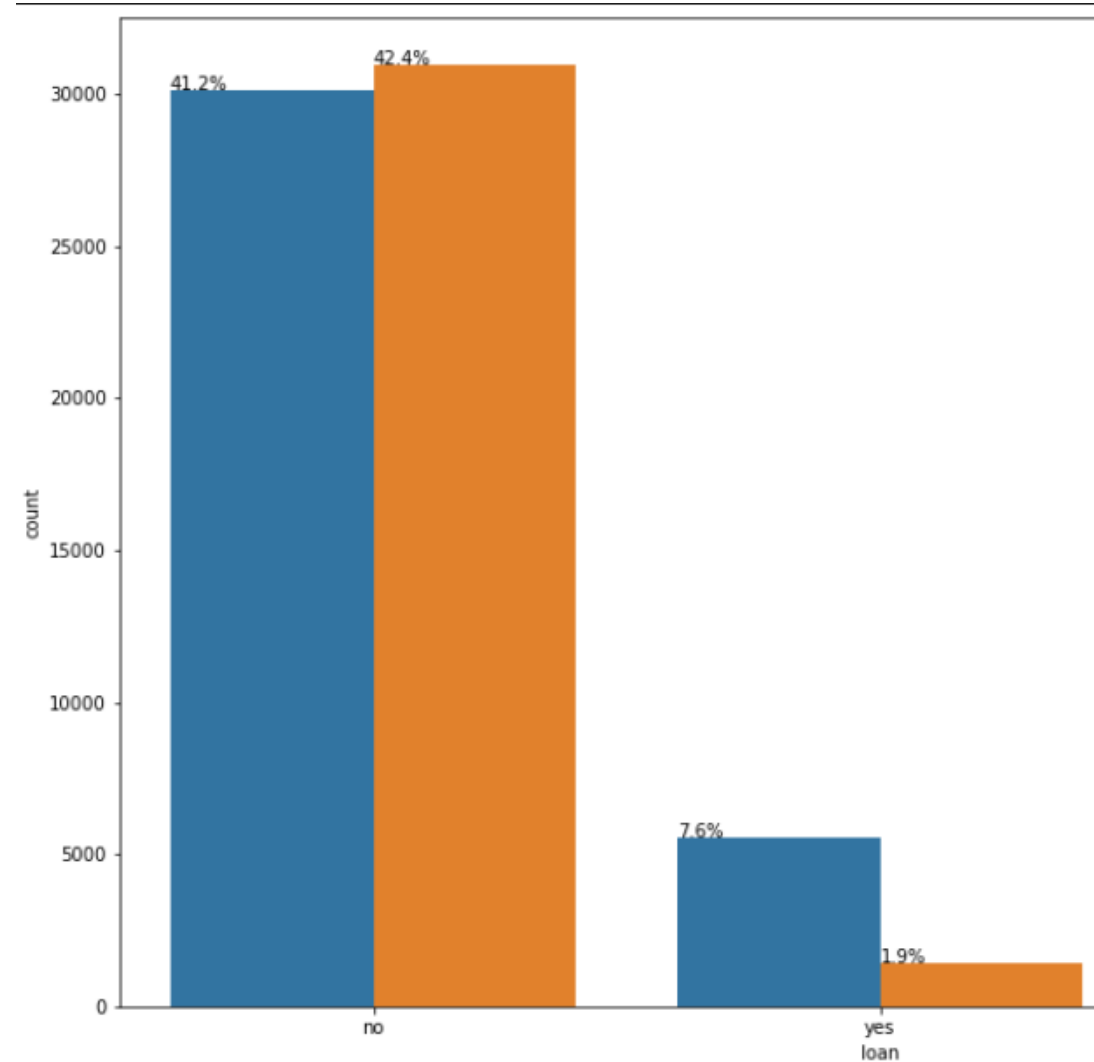
Data Visualization

Social status seems to be somewhat important. Married and divorced people seem to be more likely to subscribe
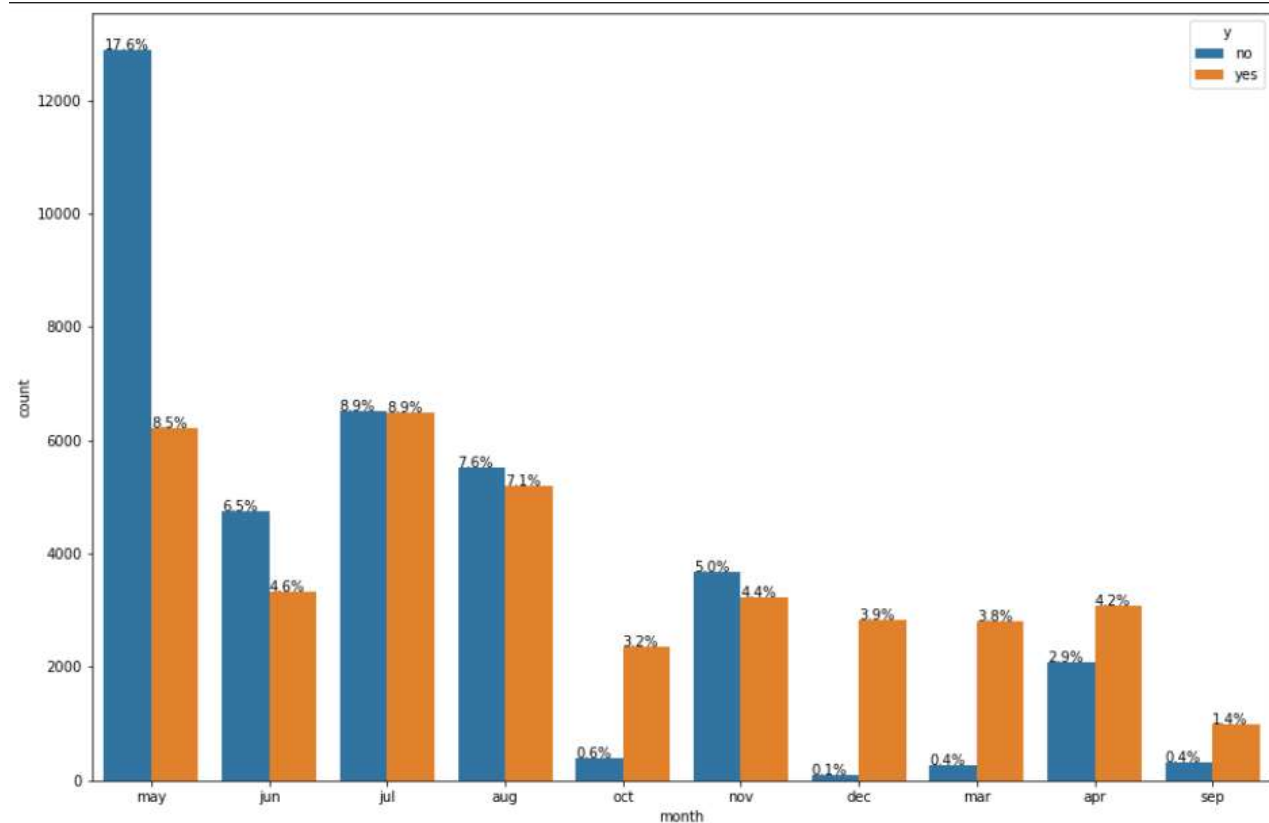
Data Visualization

People with loans are less likely to subscribe
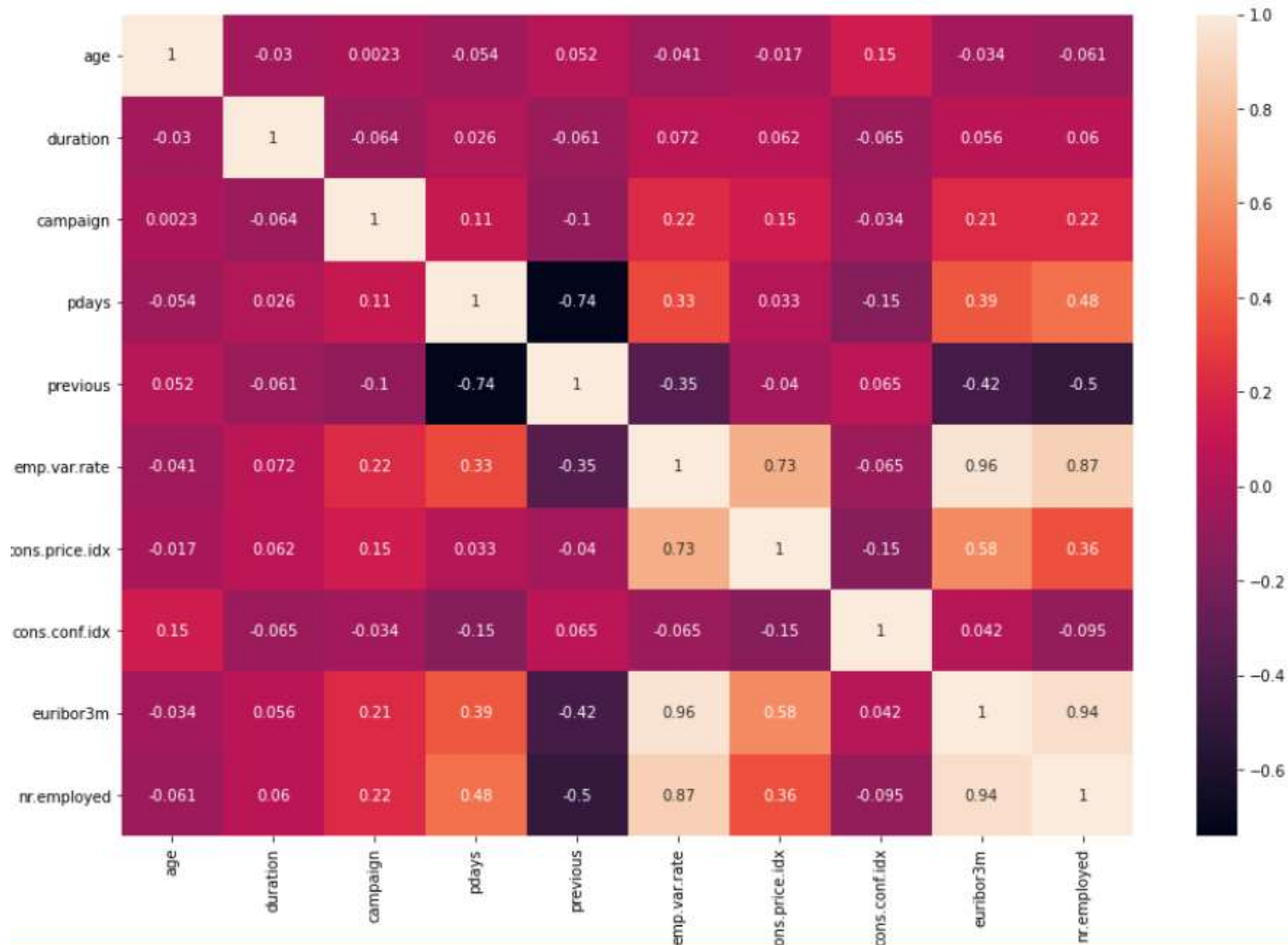
Data Visualization

Subscriptions in Mart , April, October in December are the peak
of the year, and may is the worst

Data Visualization

The heat map:
To show the correlation between columns

Recommendations

1. Students and home maids are most likely to subscribe to the product.

2. People who are married has been contacted more for the deposits by the bank.

3. The contact type (cellular vs telephone) plays a role.

4. People has been contacted more in the month of May than any other month. They have not been contacted in January and Februray at all.

5. Single people are less likely to subscribe.

6. People with no personal loan has been contacted more by the bank.

7. People who are in university has been contacted more by the bank.

8. Age,Duration,Campaign have outliers and are rightly skewed.

9. Pdays have more than 70% of data imputed so it is better either to impute or remove the column.

10. Euribor3m with nr.employed and emp.var.rate with nr.employed with the highest correlation

Model Recommendations

1.Since the data contains many columns with categorical data which are going to increase the dimensionality (e.g. after applying one-hot encoding) we recommend using PCA for dimensionality reduction.

2.We recommend starting with tree-based models like Decision Tree, Extra Tree and the Random forest classifier because they are simple yet effective models.

3.Lasso and Ridge classifiers can also be used in case PCA didn't give any improvements in the results

4.Accuracy score can be used as an accuracy metric since the problem is classification problem.

5.Only choosing the model is not sufficient, Tuning the hyper parameters plays a huge rule.

6.Finally we recommend using more than one model, tuning the hyperparameters and settling for the best model (accuracy-wise)

Thank You