The folder contains two notebooks, data set and submission file.

The “Reduce-Marketing-waste” notebook contains the steps performed to explore and prepare data, feature encoding performed and their respective explanation along with code for processing, model building, training, testing and generation submission file.

The “Reduce Marketing test data” consist of preprocessing code and explanation of test file and other detail.

Data set consist of Train.csv to train and prepare model and test.csv to generate submission file.

Submission file – The Submission\_file1.csv consist of Deal\_title and Success\_probability.