

```
In [1]: import seaborn as sns
import matplotlib.pyplot as plt
import numpy as np
import pandas as pd
```

```
In [2]: df = pd.read_csv(r"C:\Users\Owner\Documents\techtern datas\Marketing_Data.csv")
```

```
In [3]: df
```

Out[3]:

| | Income | Kidhome | Teenhome | Recency | MntWines | MntFruits | MntMeatProducts | MntFishProducts | MntSweetProducts | MntGoldProds | ... | marital_Together | marital_Widow | education_2n Cycle | education_Basic |
|------|--------|---------|----------|---------|----------|-----------|-----------------|-----------------|------------------|--------------|-----|------------------|---------------|-----------------------|-----------------|
| 0 | 58138 | 0 | 0 | 58 | 635 | 88 | 546 | 172 | 88 | 88 | ... | 0 | 0 | 0 | 0 |
| 1 | 46344 | 1 | 1 | 38 | 11 | 1 | 6 | 2 | 1 | 6 | ... | 0 | 0 | 0 | 0 |
| 2 | 71613 | 0 | 0 | 26 | 426 | 49 | 127 | 111 | 21 | 42 | ... | 1 | 0 | 0 | 0 |
| 3 | 26646 | 1 | 0 | 26 | 11 | 4 | 20 | 10 | 3 | 5 | ... | 1 | 0 | 0 | 0 |
| 4 | 58293 | 1 | 0 | 94 | 173 | 43 | 118 | 46 | 27 | 15 | ... | 0 | 0 | 0 | 0 |
| ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| 2200 | 61223 | 0 | 1 | 46 | 709 | 43 | 182 | 42 | 118 | 247 | ... | 0 | 0 | 0 | 0 |
| 2201 | 64014 | 2 | 1 | 56 | 406 | 0 | 30 | 0 | 0 | 8 | ... | 1 | 0 | 0 | 0 |
| 2202 | 56981 | 0 | 0 | 91 | 908 | 48 | 217 | 32 | 12 | 24 | ... | 0 | 0 | 0 | 0 |
| 2203 | 69245 | 0 | 1 | 8 | 428 | 30 | 214 | 80 | 30 | 61 | ... | 1 | 0 | 0 | 0 |
| 2204 | 52869 | 1 | 1 | 40 | 84 | 3 | 61 | 2 | 1 | 21 | ... | 0 | 0 | 0 | 0 |

2205 rows × 39 columns



```
In [4]: df.shape
```

Out[4]: (2205, 39)

```
In [5]: df.info()
```

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 2205 entries, 0 to 2204
Data columns (total 39 columns):
#   Column                                Non-Null Count  Dtype
---  -
0   Income                                2205 non-null   int64
1   Kidhome                              2205 non-null   int64
2   Teenhome                             2205 non-null   int64
3   Recency                              2205 non-null   int64
4   MntWines                             2205 non-null   int64
5   MntFruits                            2205 non-null   int64
6   MntMeatProducts                      2205 non-null   int64
7   MntFishProducts                     2205 non-null   int64
8   MntSweetProducts                    2205 non-null   int64
9   MntGoldProds                        2205 non-null   int64
10  NumDealsPurchases                   2205 non-null   int64
11  NumWebPurchases                     2205 non-null   int64
12  NumCatalogPurchases                 2205 non-null   int64
13  NumStorePurchases                   2205 non-null   int64
14  NumWebVisitsMonth                   2205 non-null   int64
15  AcceptedCmp3                        2205 non-null   int64
16  AcceptedCmp4                        2205 non-null   int64
17  AcceptedCmp5                        2205 non-null   int64
18  AcceptedCmp1                        2205 non-null   int64
19  AcceptedCmp2                        2205 non-null   int64
20  Complain                             2205 non-null   int64
21  Z_CostContact                       2205 non-null   int64
22  Z_Revenue                           2205 non-null   int64
23  Response                             2205 non-null   int64
24  Age                                  2205 non-null   int64
25  Customer_Days                       2205 non-null   int64
26  marital_Divorced                    2205 non-null   int64
27  marital_Married                     2205 non-null   int64
28  marital_Single                      2205 non-null   int64
29  marital_Together                    2205 non-null   int64
30  marital_Widow                       2205 non-null   int64
31  education_2n Cycle                  2205 non-null   int64
32  education_Basic                     2205 non-null   int64
33  education_Graduation                2205 non-null   int64
34  education_Master                    2205 non-null   int64
35  education_PhD                       2205 non-null   int64
36  MntTotal                            2205 non-null   int64
37  MntRegularProds                     2205 non-null   int64
38  AcceptedCmpOverall                  2205 non-null   int64
dtypes: int64(39)
memory usage: 672.0 KB
```

```
In [6]: list(df.columns)
```

```
Out[6]: ['Income',
        'Kidhome',
        'Teenhome',
        'Recency',
        'MntWines',
        'MntFruits',
        'MntMeatProducts',
        'MntFishProducts',
        'MntSweetProducts',
        'MntGoldProds',
        'NumDealsPurchases',
        'NumWebPurchases',
        'NumCatalogPurchases',
        'NumStorePurchases',
        'NumWebVisitsMonth',
        'AcceptedCmp3',
        'AcceptedCmp4',
        'AcceptedCmp5',
        'AcceptedCmp1',
        'AcceptedCmp2',
        'Complain',
        'Z_CostContact',
        'Z_Revenue',
        'Response',
        'Age',
        'Customer_Days',
        'marital_Divorced',
        'marital_Married',
        'marital_Single',
        'marital_Together',
        'marital_Widow',
        'education_2n Cycle',
        'education_Basic',
        'education_Graduation',
        'education_Master',
        'education_PhD',
        'MntTotal',
        'MntRegularProds',
        'AcceptedCmpOverall']
```

```
In [7]: df.values
```

```
Out[7]: array([[58138,    0,    0, ..., 1529, 1441,    0],
               [46344,    1,    1, ...,  21,  15,    0],
               [71613,    0,    0, ...,  734,  692,    0],
               ...,
               [56981,    0,    0, ..., 1217, 1193,    1],
               [69245,    0,    1, ...,  782,  721,    0],
               [52869,    1,    1, ...,  151,  130,    0]], dtype=int64)
```

```
In [8]: df.dtypes
```

```
Out[8]: Income                int64
Kidhome                    int64
Teenhome                   int64
Recency                    int64
MntWines                   int64
MntFruits                  int64
MntMeatProducts            int64
MntFishProducts            int64
MntSweetProducts           int64
MntGoldProds               int64
NumDealsPurchases          int64
NumWebPurchases             int64
NumCatalogPurchases        int64
NumStorePurchases          int64
NumWebVisitsMonth          int64
AcceptedCmp3               int64
AcceptedCmp4               int64
AcceptedCmp5               int64
AcceptedCmp1               int64
AcceptedCmp2               int64
Complain                   int64
Z_CostContact              int64
Z_Revenue                  int64
Response                   int64
Age                        int64
Customer_Days              int64
marital_Divorced           int64
marital_Married            int64
marital_Single             int64
marital_Together           int64
marital_Widow              int64
education_2n Cycle         int64
education_Basic            int64
education_Graduation       int64
education_Master           int64
education_PhD              int64
MntTotal                   int64
MntRegularProds            int64
AcceptedCmpOverall         int64
dtype: object
```

```
In [9]: df.duplicated().sum()
```

```
Out[9]: 184
```

```
In [10]: df.isnull().sum()
```

```
Out[10]: Income      0
Kidhome      0
Teenhome     0
Recency      0
MntWines     0
MntFruits    0
MntMeatProducts  0
MntFishProducts  0
MntSweetProducts  0
MntGoldProds  0
NumDealsPurchases  0
NumWebPurchases  0
NumCatalogPurchases  0
NumStorePurchases  0
NumWebVisitsMonth  0
AcceptedCmp3  0
AcceptedCmp4  0
AcceptedCmp5  0
AcceptedCmp1  0
AcceptedCmp2  0
Complain     0
Z_CostContact  0
Z_Revenue    0
Response     0
Age          0
Customer_Days  0
marital_Divorced  0
marital_Married  0
marital_Single  0
marital_Together  0
marital_Widow  0
education_2n Cycle  0
education_Basic  0
education_Graduation  0
education_Master  0
education_PhD  0
MntTotal     0
MntRegularProds  0
AcceptedCmpOverall  0
dtype: int64
```

```
In [11]: df.skew()
```

```
Out[11]: Income      0.013164
Kidhome      0.635495
Teenhome     0.404623
Recency     -0.001874
MntWines     1.166917
MntFruits    2.099281
MntMeatProducts  1.818916
MntFishProducts  1.912028
MntSweetProducts  2.098355
MntGoldProds  1.834468
NumDealsPurchases  2.312369
NumWebPurchases  1.201376
NumCatalogPurchases  1.368122
NumStorePurchases  0.706960
NumWebVisitsMonth  0.229994
AcceptedCmp3  3.259123
AcceptedCmp4  3.246508
AcceptedCmp5  3.284676
AcceptedCmp1  3.551642
AcceptedCmp2  8.402967
Complain     10.363651
Z_CostContact  0.000000
Z_Revenue    0.000000
Response     1.950559
Age          0.089941
Customer_Days -0.019176
marital_Divorced  2.590858
marital_Married  0.463015
marital_Single  1.378865
marital_Together  1.109366
marital_Widow  5.107283
education_2n Cycle  2.871626
education_Basic  6.157110
education_Graduation -0.019061
education_Master  1.805504
education_PhD  1.382120
MntTotal     0.915811
MntRegularProds  0.984218
AcceptedCmpOverall  2.719448
dtype: float64
```

```
In [ ]:
```

```
In [12]: #Data Cleaning
```

```
df.drop_duplicates(inplace=True)
```

```
In [13]: df.duplicated().sum()
```

```
Out[13]: 0
```

```
In [14]: refCol = ['education_2n Cycle', 'education_Basic', 'education_Graduation',
                  'education_Master', 'education_PhD'] # hEduc
```

```
df['highEd'] = ' '
df['lowEd'] = " "
```

```
hList = []
lList = []
```

```
for sample in df.values:

    if sample[33] ==1.0:
        hList.append(1.0)
        lList.append(0.0)

    elif sample[34] ==1.0:
        hList.append(1.0)
        lList.append(0.0)
    elif sample[35] ==1.0:
        hList.append(1.0)
        lList.append(0.0)
    else:
        hList.append(0.0)
        lList.append(1.0)
```

```
In [15]: df['highEd'] = hList
df['lowEd'] = lList
```

In [16]: df['highEd'].value_counts()

Out[16]: 1.0 1789
0.0 232
Name: highEd, dtype: int64

In [17]: df['lowEd'].value_counts()

Out[17]: 0.0 1789
1.0 232
Name: lowEd, dtype: int64

In [18]: # segmenting based on family size

add all children

df['numKids'] = df['Kidhome'] + df['Teenhome']

In [19]: df[['Kidhome', 'Teenhome', 'numKids']]

Out[19]:

| | Kidhome | Teenhome | numKids |
|------|---------|----------|---------|
| 0 | 0 | 0 | 0 |
| 1 | 1 | 1 | 2 |
| 2 | 0 | 0 | 0 |
| 3 | 1 | 0 | 1 |
| 4 | 1 | 0 | 1 |
| ... | ... | ... | ... |
| 2198 | 0 | 0 | 0 |
| 2200 | 0 | 1 | 1 |
| 2202 | 0 | 0 | 0 |
| 2203 | 0 | 1 | 1 |
| 2204 | 1 | 1 | 2 |

2021 rows × 3 columns

In [20]: #Calculating total number of family

col2 = ['marital_Divorced', 'marital_Married','marital_Single', 'marital_Together', 'marital_Widow']
tFSize = []
for sample in df.values:
 numKids = sample[-1]

 if sample[26] == 1 or sample[28]==1 or sample[30]==1:
 tFSize.append(numKids+1)
 else:
 tFSize.append(numKids+2)

In [21]: df['fSize'] = tFSize

In [22]: #Segmenting the families

fSize = list(df.fSize)
fSeg = []
for val in fSize:
 if val == 1:
 fSeg.append('mono')
 elif val == 2:
 fSeg.append('duo')
 elif val == 3:
 fSeg.append('Triad')
 elif val == 4:
 fSeg.append('Tetra')
 else:
 fSeg.append('mega')

df['f_Seg'] = fSeg

In [23]: #income brackets:

#0 - 20000 : Low income
#20000 - 40000 : Medium Low
#40000 - 75000: Medium High
#75000 - 100000 High
#over 100000 : Wealthy

IncomeBra = []

for sample in df.values:
 if sample[0] >= 0 and sample[0] <= 20000:
 IncomeBra.append('Low income')
 elif sample[0] >= 20000 and sample[0] <= 40000:
 IncomeBra.append('Medium Low')
 elif sample[0] >= 40000 and sample[0] <= 75000:
 IncomeBra.append('Medium High')
 elif sample[0] >= 75000 and sample[0] <= 100000:
 IncomeBra.append('High income')
 else:
 IncomeBra.append('Wealthy')

df['IncomeBrac'] = IncomeBra

In [24]: df.Age.min()

Out[24]: 24

In [25]: df.Age.max()

Out[25]: 80

In [26]: #Binning of Age to be able to us to gain insight

df['Age_Group'] = pd.cut(df.Age, bins=[5,12,17,65,85], labels=['Child','Teenager','Adult','Elderly'])

In []:

In [27]: df

Out[27]:

| | Income | Kidhome | Teenhome | Recency | MntWines | MntFruits | MntMeatProducts | MntFishProducts | MntSweetProducts | MntGoldProds | ... | MntTotal | MntRegularProds | AcceptedCmpOverall | highEd | lowE |
|------|--------|---------|----------|---------|----------|-----------|-----------------|-----------------|------------------|--------------|-----|----------|-----------------|--------------------|--------|------|
| 0 | 58138 | 0 | 0 | 58 | 635 | 88 | 546 | 172 | 88 | 88 | ... | 1529 | 1441 | 0 | 1.0 | 0 |
| 1 | 46344 | 1 | 1 | 38 | 11 | 1 | 6 | 2 | 1 | 6 | ... | 21 | 15 | 0 | 1.0 | 0 |
| 2 | 71613 | 0 | 0 | 26 | 426 | 49 | 127 | 111 | 21 | 42 | ... | 734 | 692 | 0 | 1.0 | 0 |
| 3 | 26646 | 1 | 0 | 26 | 11 | 4 | 20 | 10 | 3 | 5 | ... | 48 | 43 | 0 | 1.0 | 0 |
| 4 | 58293 | 1 | 0 | 94 | 173 | 43 | 118 | 46 | 27 | 15 | ... | 407 | 392 | 0 | 1.0 | 0 |
| ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... |
| 2198 | 26816 | 0 | 0 | 50 | 5 | 1 | 6 | 3 | 4 | 3 | ... | 19 | 16 | 0 | 1.0 | 0 |
| 2200 | 61223 | 0 | 1 | 46 | 709 | 43 | 182 | 42 | 118 | 247 | ... | 1094 | 847 | 0 | 1.0 | 0 |
| 2202 | 56981 | 0 | 0 | 91 | 908 | 48 | 217 | 32 | 12 | 24 | ... | 1217 | 1193 | 1 | 1.0 | 0 |
| 2203 | 69245 | 0 | 1 | 8 | 428 | 30 | 214 | 80 | 30 | 61 | ... | 782 | 721 | 0 | 1.0 | 0 |
| 2204 | 52869 | 1 | 1 | 40 | 84 | 3 | 61 | 2 | 1 | 21 | ... | 151 | 130 | 0 | 1.0 | 0 |

2021 rows × 46 columns



In [28]:

```
df1 = df
df1.to_csv('Cleaned Marketing.csv')
```

In []:

In [29]:

```
df.T
```

Out[29]:

| | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | ... | 2193 | 2194 | 2195 | 2196 | 2197 | 2198 | 2200 | 2202 | 2203 | 2204 |
|----------------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|------------|------------|------------|-----|-------------|-------------|------------|------------|-------------|------------|-------------|-------------|-------------|-------------|
| Income | 58138 | 46344 | 71613 | 26646 | 58293 | 62513 | 55635 | 33454 | 30351 | 5648 | ... | 63777 | 57967 | 24434 | 11012 | 44802 | 26816 | 61223 | 56981 | 69245 | 52865 |
| Kidhome | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | ... | 1 | 0 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| Teenhome | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | ... | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 |
| Recency | 58 | 38 | 26 | 26 | 94 | 16 | 34 | 32 | 19 | 68 | ... | 87 | 39 | 9 | 82 | 71 | 50 | 46 | 91 | 8 | 40 |
| MntWines | 635 | 11 | 426 | 11 | 173 | 520 | 235 | 76 | 14 | 28 | ... | 457 | 229 | 3 | 24 | 853 | 5 | 709 | 908 | 428 | 84 |
| MntFruits | 88 | 1 | 49 | 4 | 43 | 42 | 65 | 10 | 0 | 0 | ... | 5 | 7 | 2 | 3 | 10 | 1 | 43 | 48 | 30 | 3 |
| MntMeatProducts | 546 | 6 | 127 | 20 | 118 | 98 | 164 | 56 | 24 | 6 | ... | 106 | 137 | 8 | 26 | 143 | 6 | 182 | 217 | 214 | 61 |
| MntFishProducts | 172 | 2 | 111 | 10 | 46 | 0 | 50 | 3 | 3 | 1 | ... | 15 | 4 | 20 | 7 | 13 | 3 | 42 | 32 | 80 | 2 |
| MntSweetProducts | 88 | 1 | 21 | 3 | 27 | 42 | 49 | 1 | 3 | 1 | ... | 17 | 0 | 0 | 1 | 10 | 4 | 118 | 12 | 30 | 1 |
| MntGoldProds | 88 | 6 | 42 | 5 | 15 | 14 | 27 | 23 | 2 | 13 | ... | 53 | 91 | 17 | 23 | 20 | 3 | 247 | 24 | 61 | 21 |
| NumDealsPurchases | 3 | 2 | 1 | 2 | 5 | 2 | 4 | 2 | 1 | 1 | ... | 8 | 5 | 2 | 3 | 2 | 1 | 2 | 1 | 2 | 3 |
| NumWebPurchases | 8 | 1 | 8 | 2 | 5 | 6 | 7 | 4 | 3 | 1 | ... | 11 | 4 | 2 | 3 | 9 | 0 | 9 | 2 | 6 | 3 |
| NumCatalogPurchases | 10 | 1 | 2 | 0 | 3 | 4 | 3 | 0 | 0 | 0 | ... | 1 | 2 | 1 | 1 | 4 | 0 | 3 | 3 | 5 | 1 |
| NumStorePurchases | 4 | 2 | 10 | 4 | 6 | 10 | 7 | 4 | 2 | 0 | ... | 6 | 8 | 2 | 2 | 12 | 3 | 4 | 13 | 10 | 4 |
| NumWebVisitsMonth | 7 | 5 | 4 | 6 | 5 | 6 | 6 | 8 | 9 | 20 | ... | 8 | 5 | 7 | 9 | 8 | 4 | 5 | 6 | 3 | 7 |
| AcceptedCmp3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | ... | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| AcceptedCmp4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| AcceptedCmp5 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| AcceptedCmp1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| AcceptedCmp2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Complain | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Z_CostContact | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | ... | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Z_Revenue | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | ... | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 |
| Response | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Age | 63 | 66 | 55 | 36 | 39 | 53 | 49 | 35 | 46 | 70 | ... | 41 | 58 | 48 | 36 | 50 | 34 | 53 | 39 | 64 | 66 |
| Customer_Days | 2822 | 2272 | 2471 | 2298 | 2320 | 2452 | 2752 | 2576 | 2547 | 2267 | ... | 2621 | 2642 | 2201 | 2629 | 2836 | 2840 | 2540 | 2314 | 2315 | 2781 |
| marital_Divorced | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| marital_Married | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | ... | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 1 |
| marital_Single | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | ... | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 |
| marital_Together | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| marital_Widow | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| education_2n Cycle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| education_Basic | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| education_Graduation | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | ... | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 |
| education_Master | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | ... | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 |
| education_PhD | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | ... | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| MntTotal | 1529 | 21 | 734 | 48 | 407 | 702 | 563 | 146 | 44 | 36 | ... | 600 | 377 | 33 | 61 | 1029 | 19 | 1094 | 1217 | 782 | 151 |
| MntRegularProds | 1441 | 15 | 692 | 43 | 392 | 688 | 536 | 123 | 42 | 23 | ... | 547 | 286 | 16 | 38 | 1009 | 16 | 847 | 1193 | 721 | 130 |
| AcceptedCmpOverall | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | ... | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 |
| highEd | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | ... | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| lowEd | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | ... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| numKids | 0 | 2 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | ... | 2 | 1 | 2 | 1 | 0 | 0 | 1 | 0 | 1 | 2 |
| fSize | 1.0 | 3.0 | 2.0 | 3.0 | 3.0 | 3.0 | 2.0 | 3.0 | 3.0 | 4.0 | ... | 4.0 | 2.0 | 4.0 | 2.0 | 1.0 | 1.0 | 3.0 | 1.0 | 3.0 | 4.0 |
| f_Seg | mono | Triad | duo | Triad | Triad | Triad | duo | Triad | Triad | Tetra | ... | Tetra | duo | Tetra | duo | mono | mono | Triad | mono | Triad | Tetra |
| IncomeBrac | Medium High | Medium High | Medium High | Medium Low | Medium High | Medium High | Medium High | Medium Low | Medium Low | Low income | ... | Medium High | Medium High | Medium Low | Low income | Medium High | Medium Low | Medium High | Medium High | Medium High | Medium High |
| Age_Group | Adult | Elderly | Adult | Adult | Adult | Adult | Adult | Adult | Adult | Elderly | ... | Adult | Adult | Adult | Adult | Adult | Adult | Adult | Adult | Adult | Elderly |

46 rows × 2021 columns

In [30]: df.f_Seg.value_counts()

Out[30]:

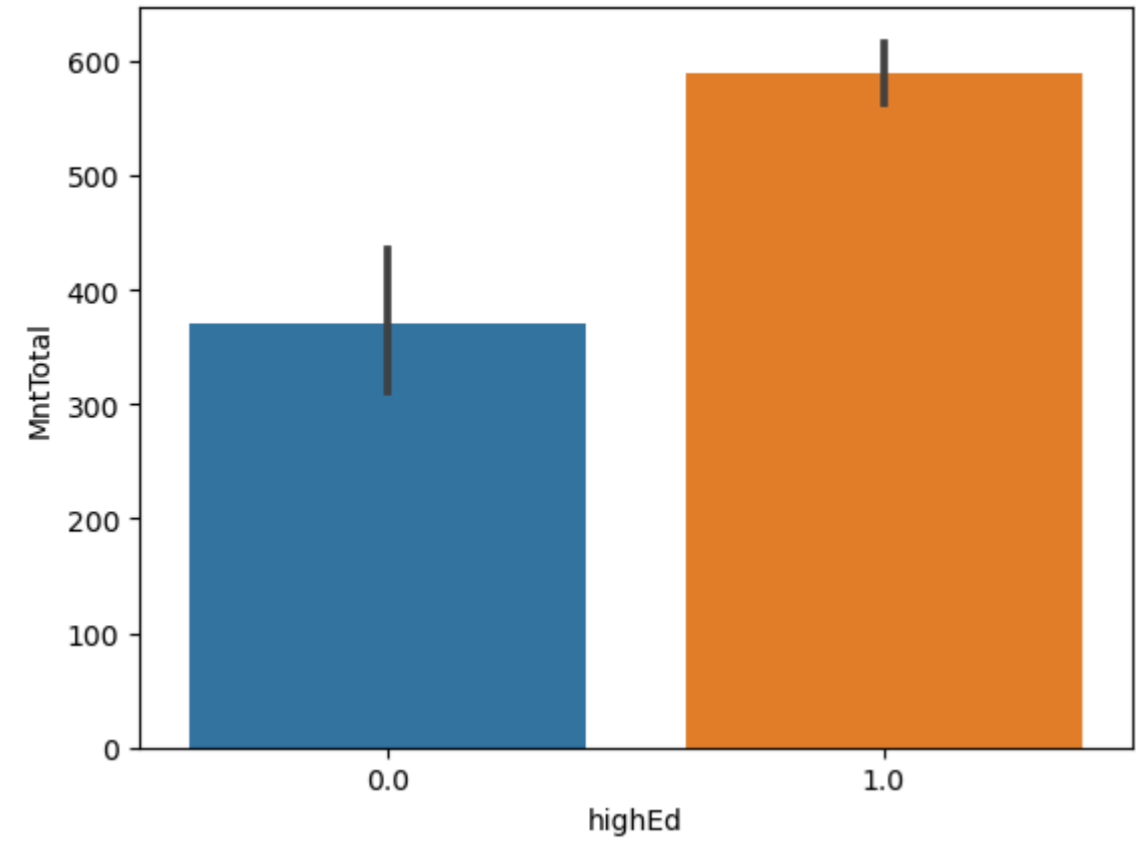
Triad 806
duo 684
Tetra 272
mono 232
mega 27
Name: f_Seg, dtype: int64

In [31]: df.f_Seg.unique()

Out[31]: array(['mono', 'Triad', 'duo', 'Tetra', 'mega'], dtype=object)

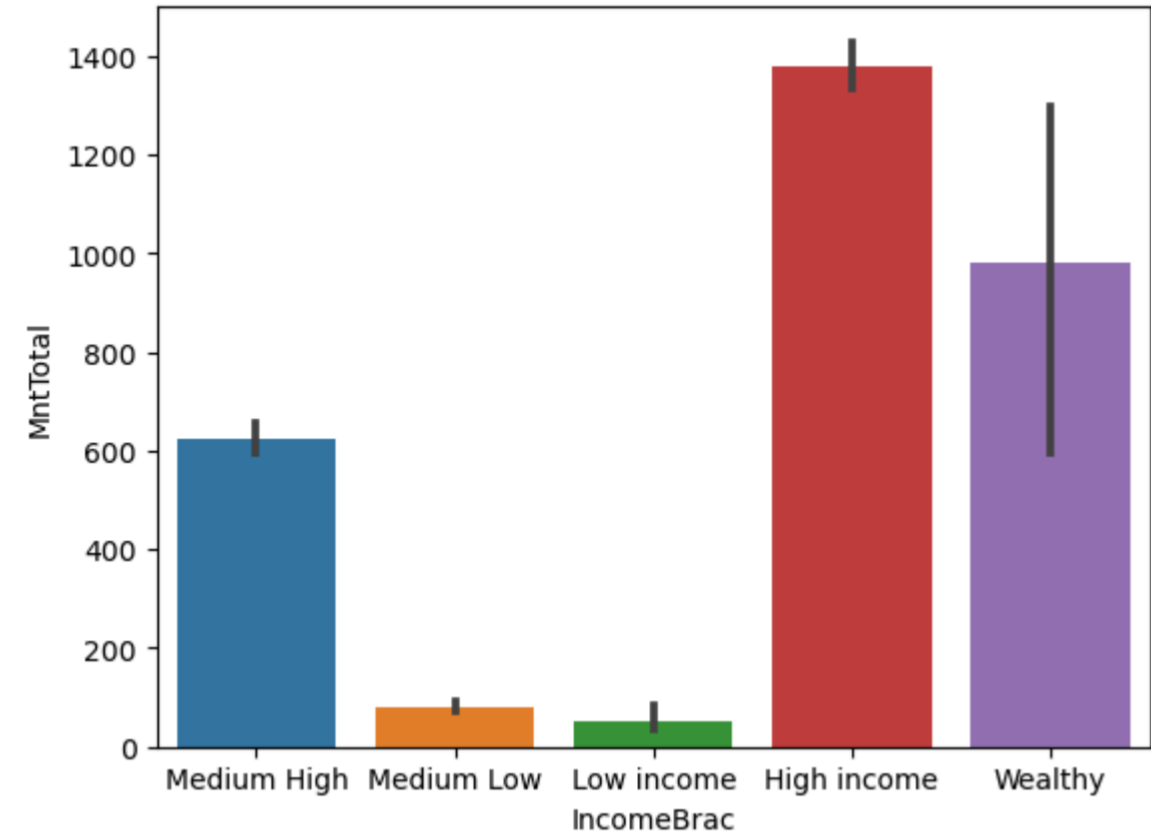
In [32]: sns.barplot(data=df, x="highEd", y="MntTotal")

Out[32]: <AxesSubplot:xlabel='highEd', ylabel='MntTotal'>



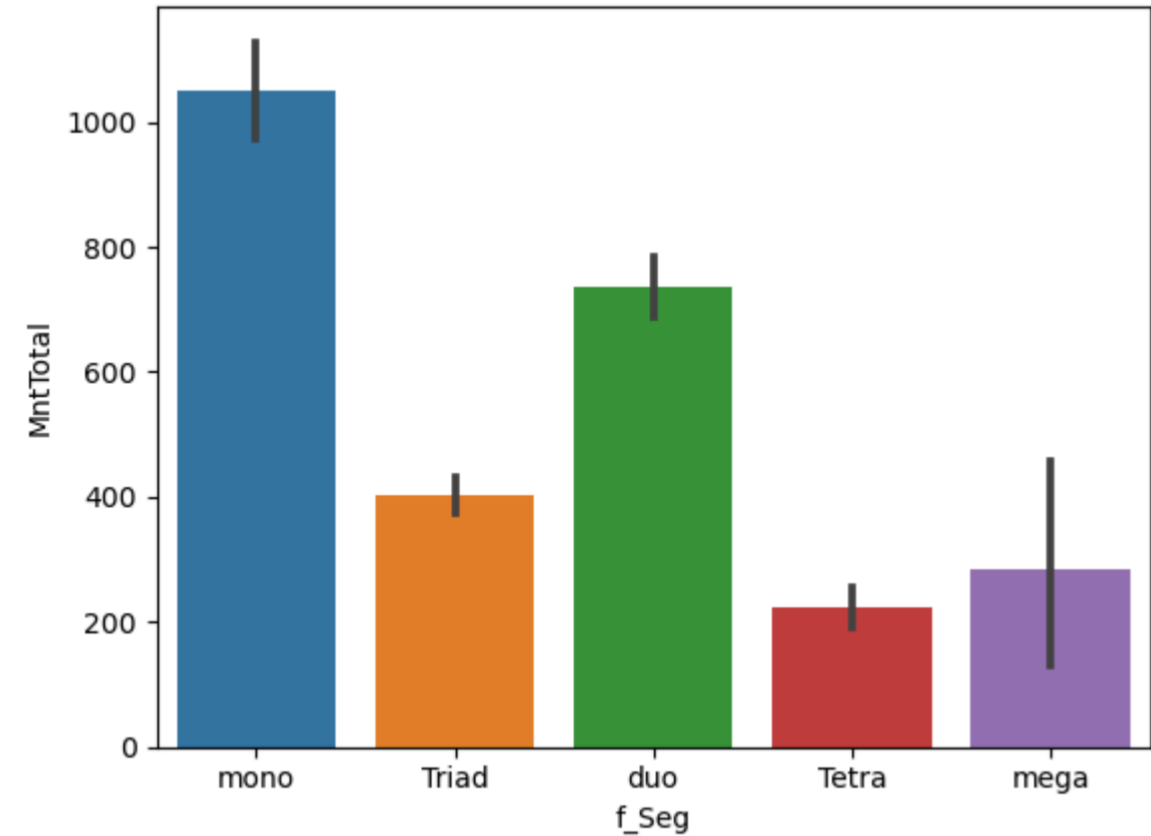
```
In [33]: sns.barplot(data=df, x="IncomeBrac", y="MntTotal")
```

```
Out[33]: <AxesSubplot:xlabel='IncomeBrac', ylabel='MntTotal'>
```



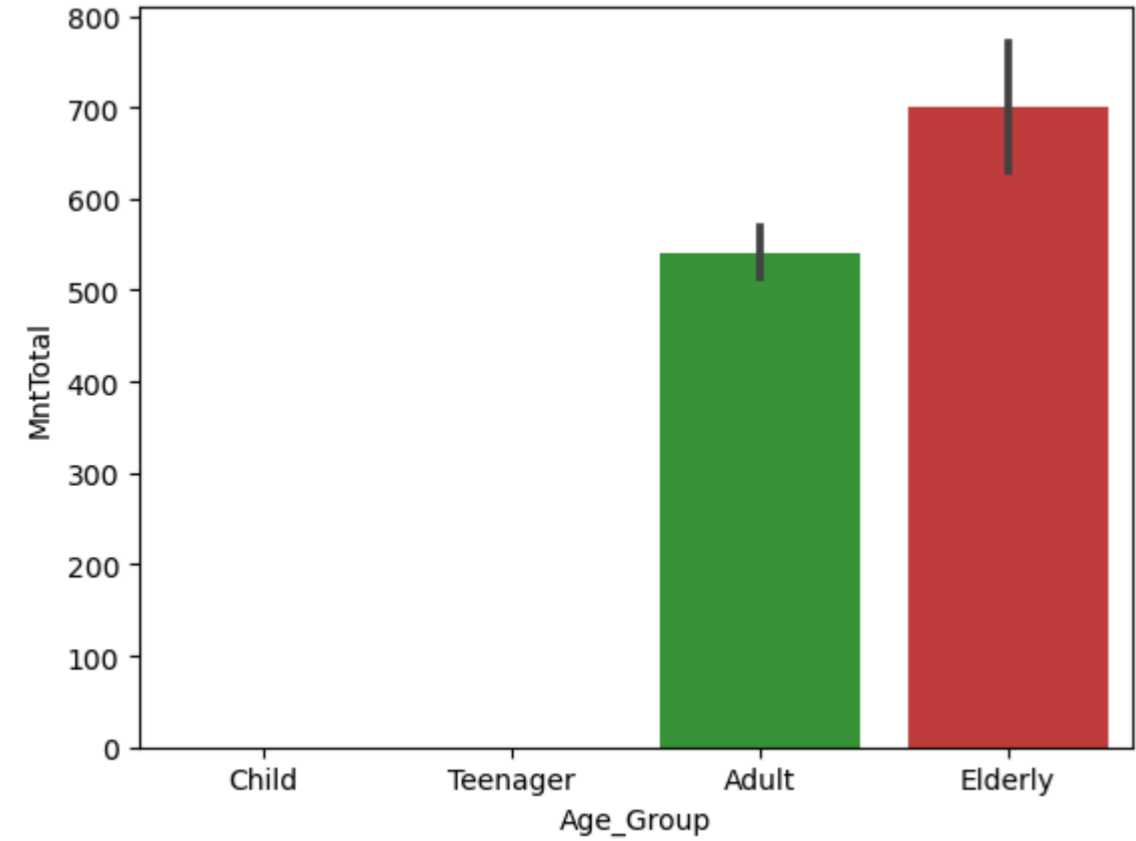
```
In [34]: sns.barplot(data=df, x="f_Seg", y="MntTotal")
```

```
Out[34]: <AxesSubplot:xlabel='f_Seg', ylabel='MntTotal'>
```



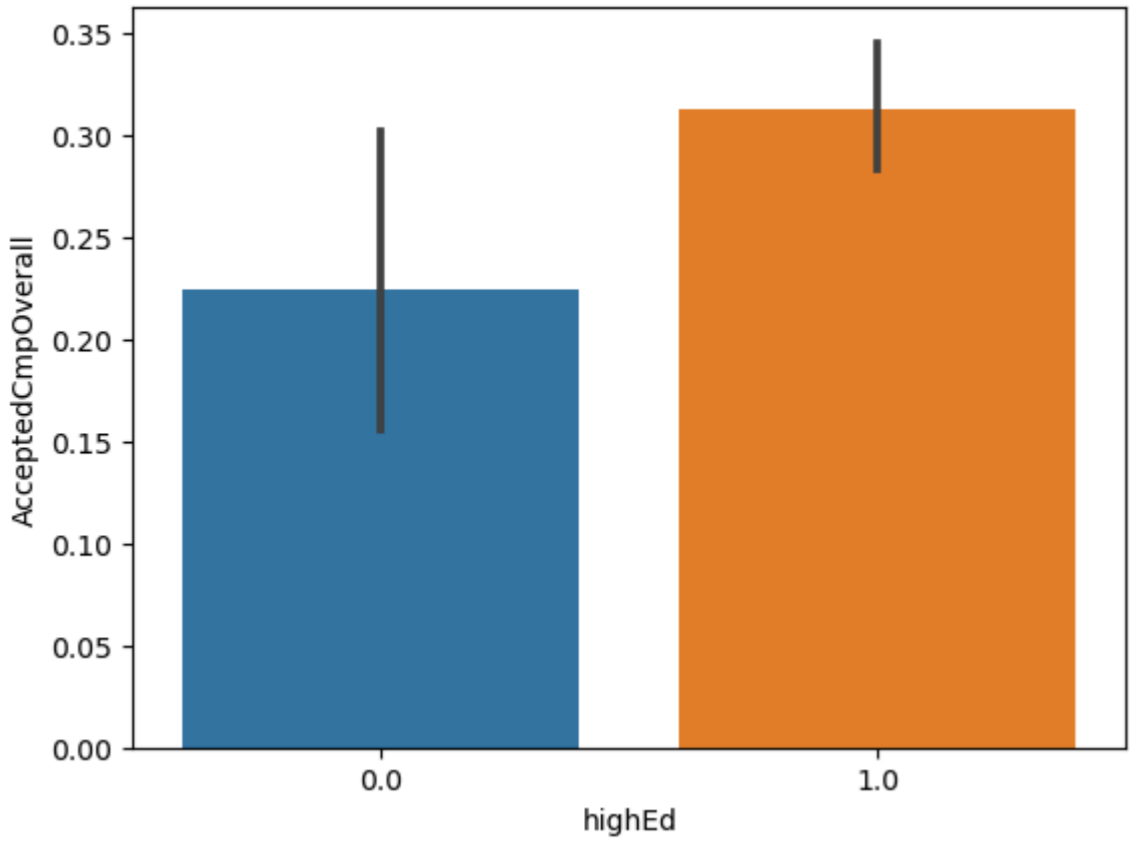
```
In [35]: sns.barplot(data=df, x="Age_Group", y="MntTotal")
```

```
Out[35]: <AxesSubplot:xlabel='Age_Group', ylabel='MntTotal'>
```



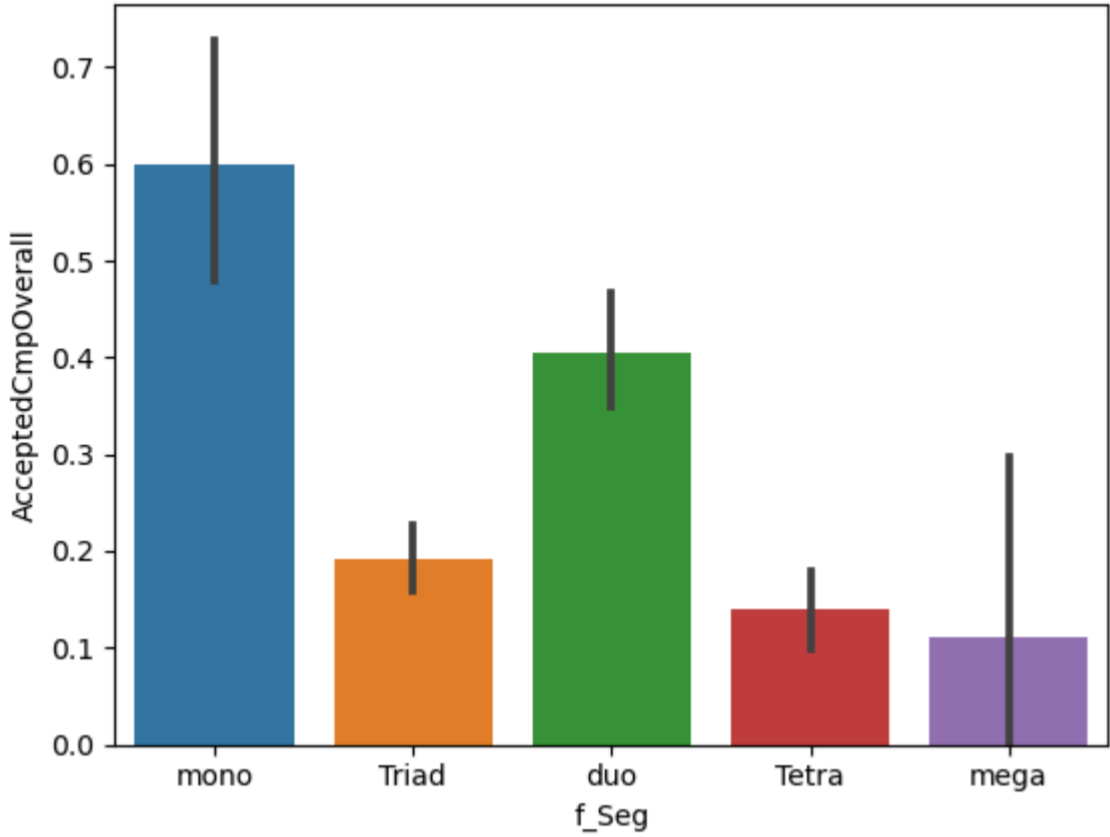
```
In [36]: sns.barplot(data=df, x="highEd", y="AcceptedCmpOverall")
```

```
Out[36]: <AxesSubplot:xlabel='highEd', ylabel='AcceptedCmpOverall'>
```



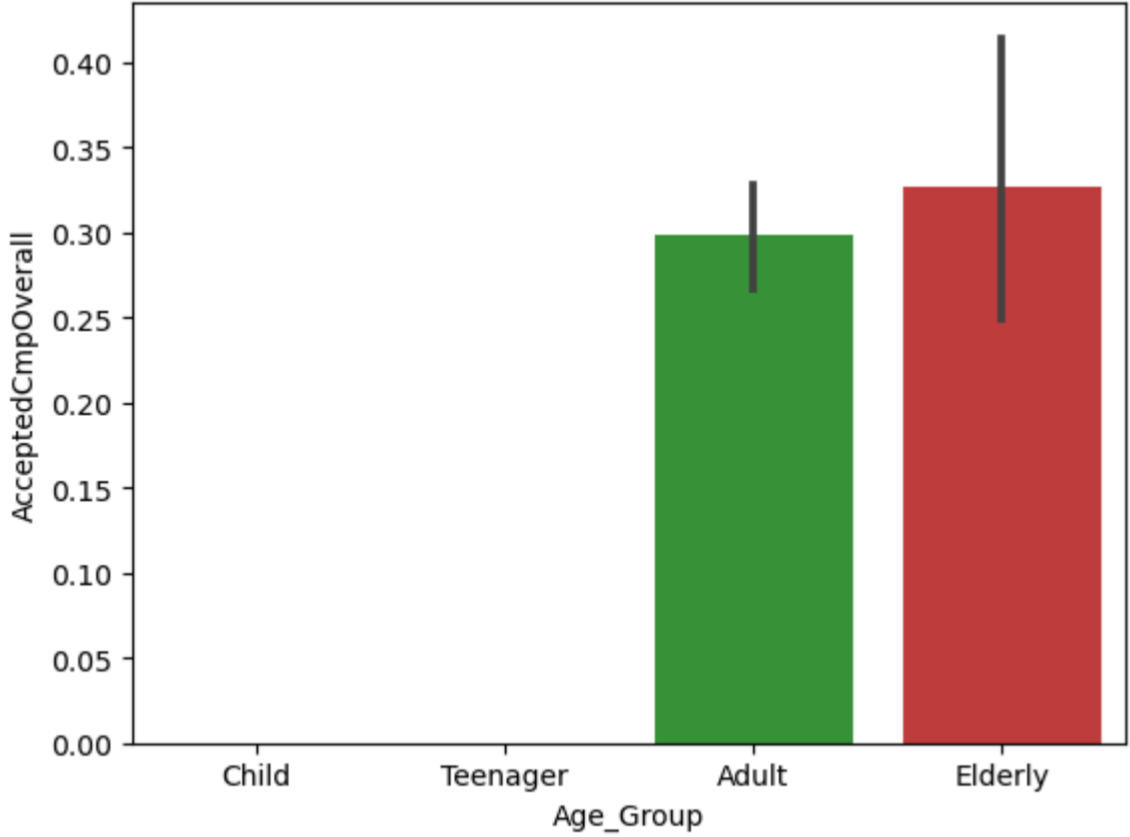
```
In [37]: sns.barplot(data=df, x="f_Seg", y="AcceptedCmpOverall")
```

```
Out[37]: <AxesSubplot:xlabel='f_Seg', ylabel='AcceptedCmpOverall'>
```



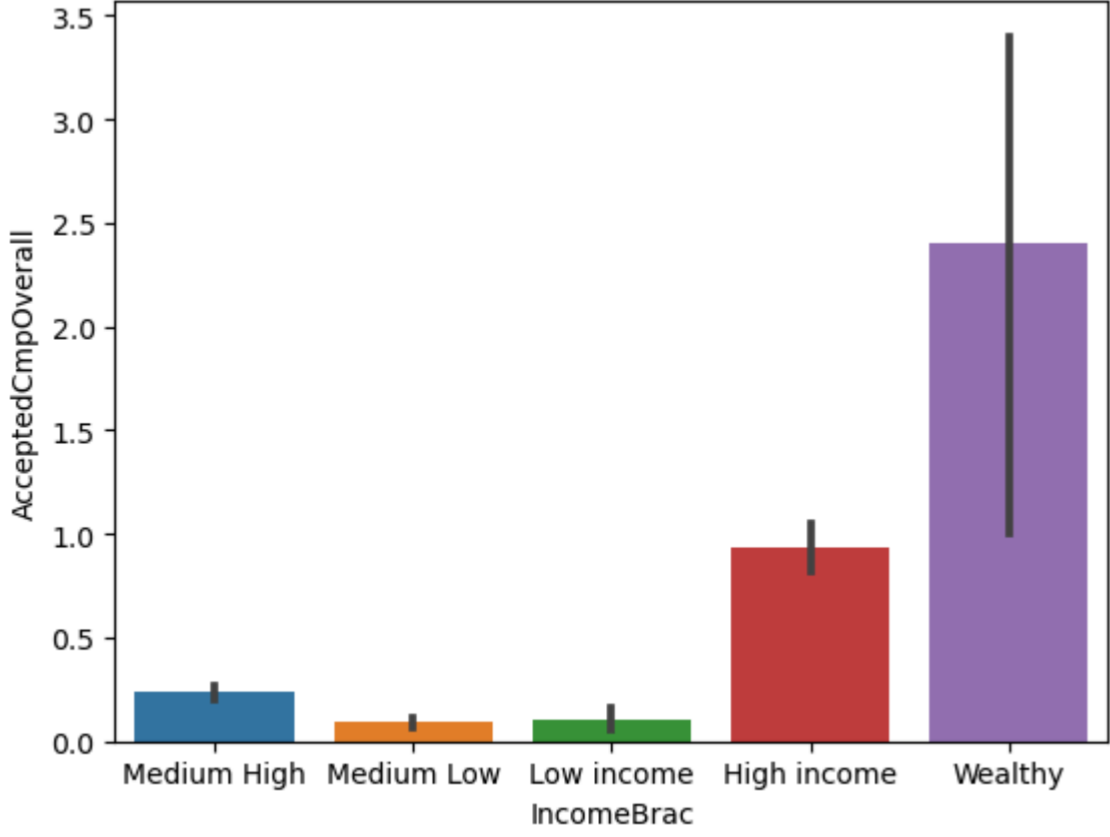
```
In [38]: sns.barplot(data=df, x="Age_Group", y="AcceptedCmpOverall")
```

```
Out[38]: <AxesSubplot:xlabel='Age_Group', ylabel='AcceptedCmpOverall'>
```



```
In [39]: sns.barplot(data=df, x="IncomeBrac", y="AcceptedCmpOverall")
```

```
Out[39]: <AxesSubplot:xlabel='IncomeBrac', ylabel='AcceptedCmpOverall'>
```



```
In [ ]:
```

```
In [40]: eduList = ['education_2n Cycle', 'education_Basic', 'education_Graduation',  
                'education_Master', 'education_PhD']
```

```
In [41]: eduList2 = []  
  
for val in eduList:
```

```
edu = '_' .join(x for x in val.split(' '))
edulist2.append(edu)
```

In [42]: edulist2

Out[42]: ['education_2n_Cycle',
'education_Basic',
'education_Graduation',
'education_Master',
'education_PhD']

```
In [43]: def colChanger(data):
          edulist = []
          cols = list(data.columns)
          for val in cols:
              edu = '_' .join(x for x in val.split(' '))
              edulist.append(edu)
          return edulist
```

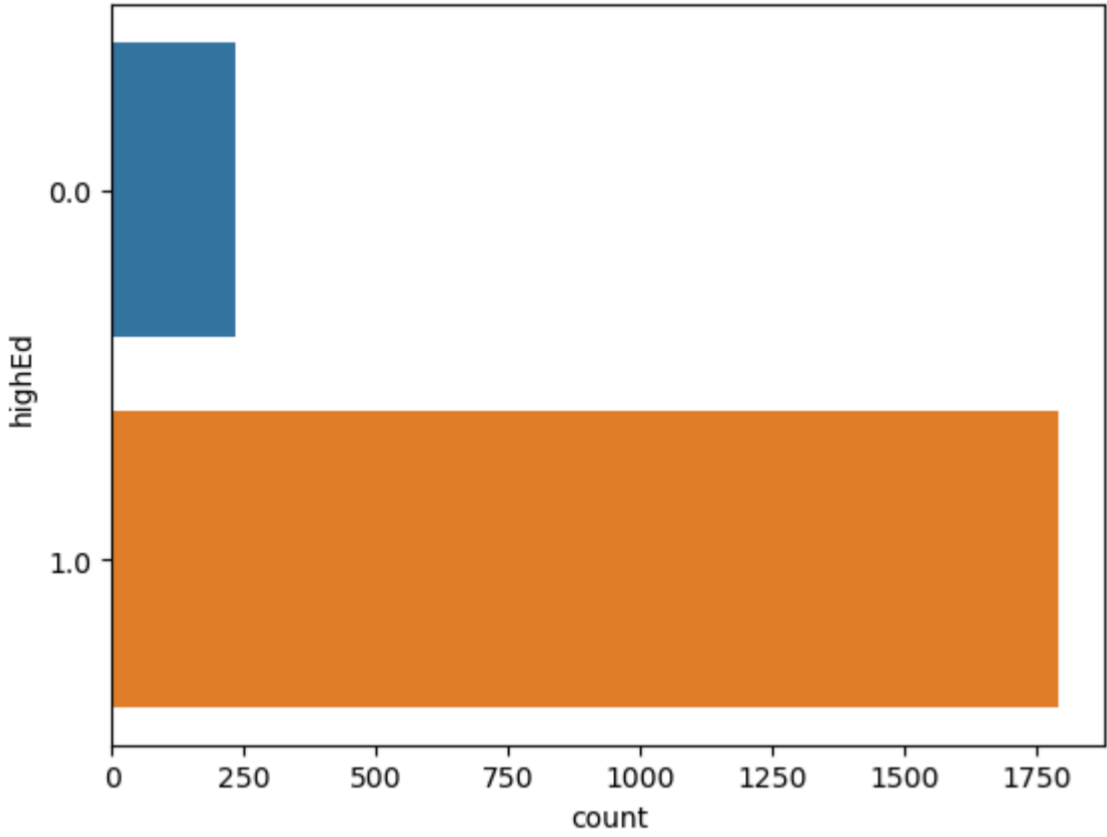
In [44]: df.columns = colChanger(df)

In [45]: df.columns

Out[45]: Index(['Income', 'Kidhome', 'Teenhome', 'Recency', 'MntWines', 'MntFruits',
'MntMeatProducts', 'MntFishProducts', 'MntSweetProducts',
'MntGoldProds', 'NumDealsPurchases', 'NumWebPurchases',
'NumCatalogPurchases', 'NumStorePurchases', 'NumWebVisitsMonth',
'AcceptedCmp3', 'AcceptedCmp4', 'AcceptedCmp5', 'AcceptedCmp1',
'AcceptedCmp2', 'Complain', 'Z_CostContact', 'Z_Revenue', 'Response',
'Age', 'Customer_Days', 'marital_Divorced', 'marital_Married',
'marital_Single', 'marital_Together', 'marital_Widow',
'education_2n_Cycle', 'education_Basic', 'education_Graduation',
'education_Master', 'education_PhD', 'MntTotal', 'MntRegularProds',
'AcceptedCmpOverall', 'highEd', 'lowEd', 'numKids', 'fSize', 'f_Seg',
'IncomeBrac', 'Age_Group'],
dtype='object')

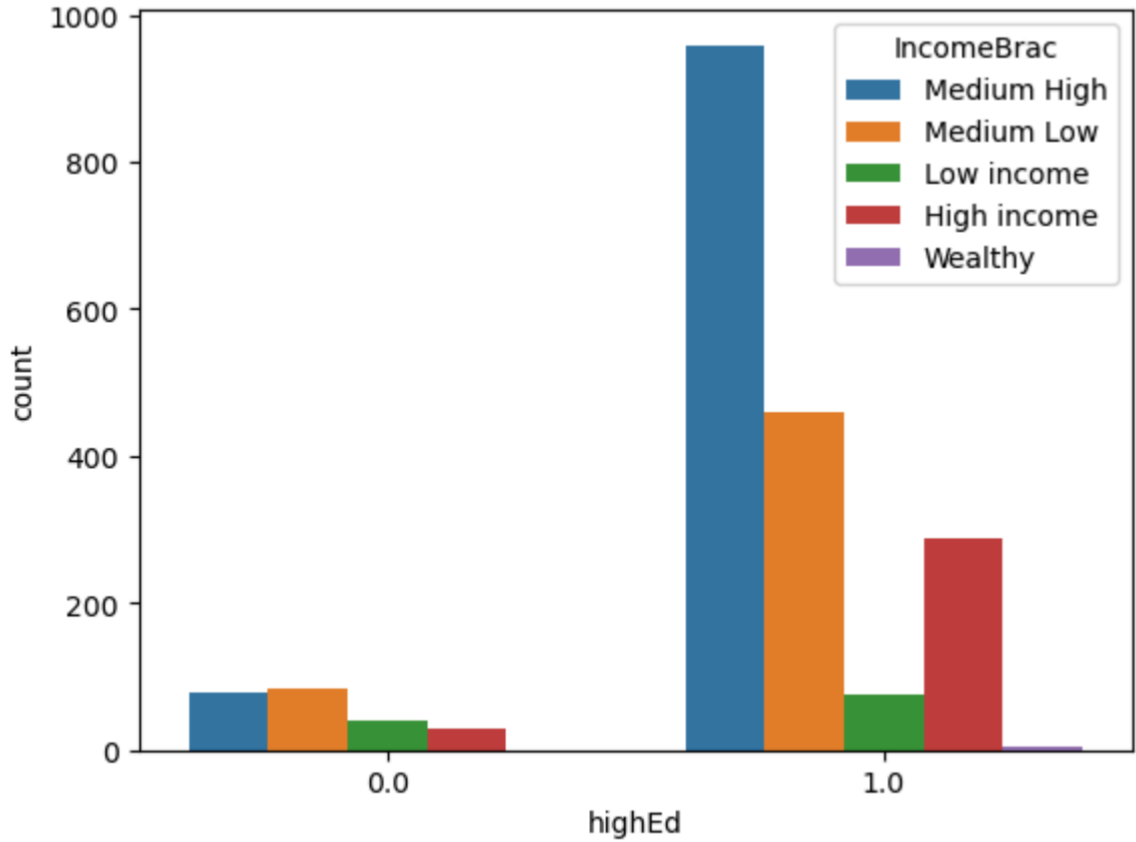
In [46]: sns.countplot(y='highEd', data=df)

Out[46]: <AxesSubplot:xlabel='count', ylabel='highEd'>



In [47]: sns.countplot(data=df, x="highEd", hue="IncomeBrac")

Out[47]: <AxesSubplot:xlabel='highEd', ylabel='count'>

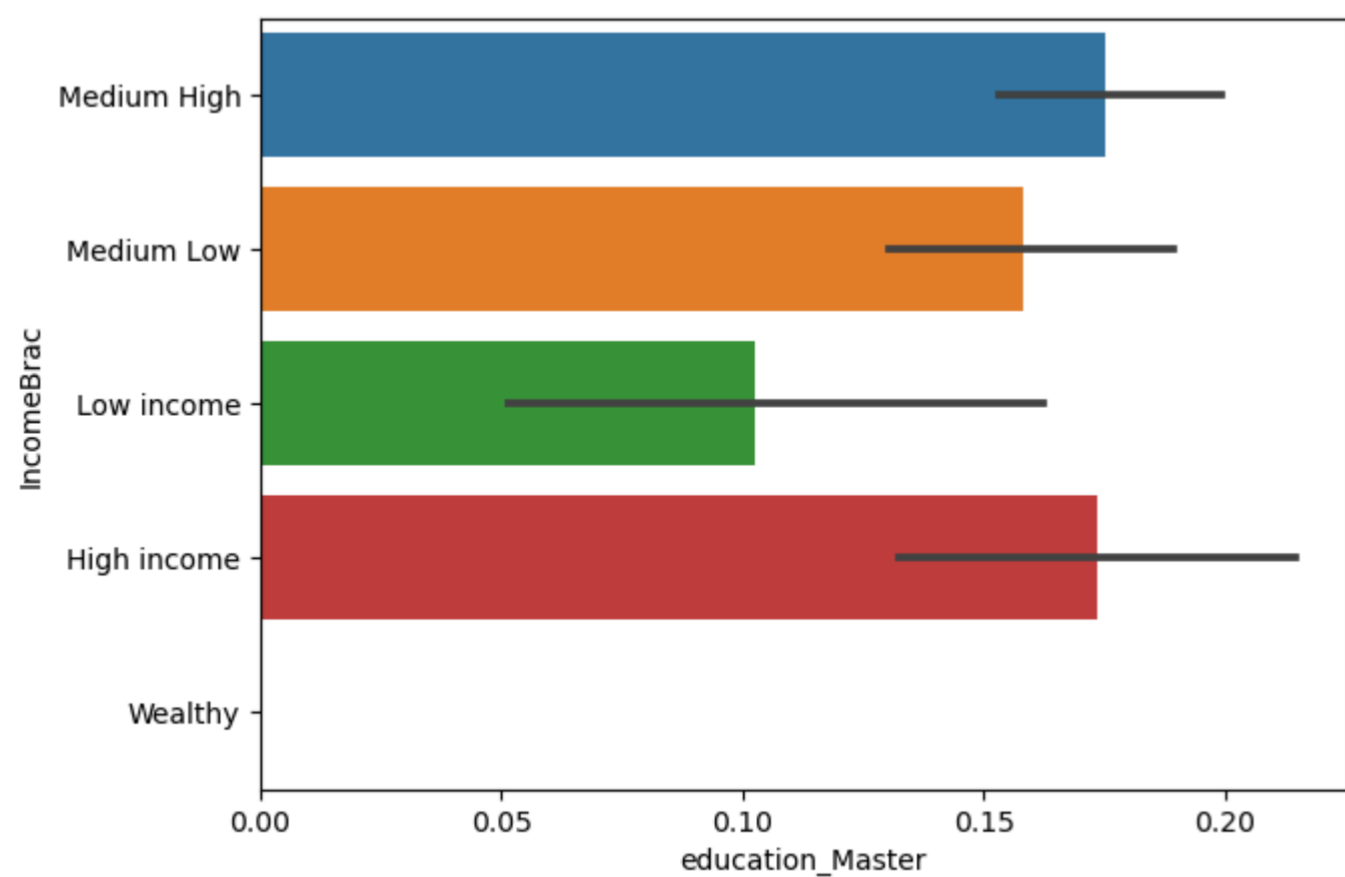
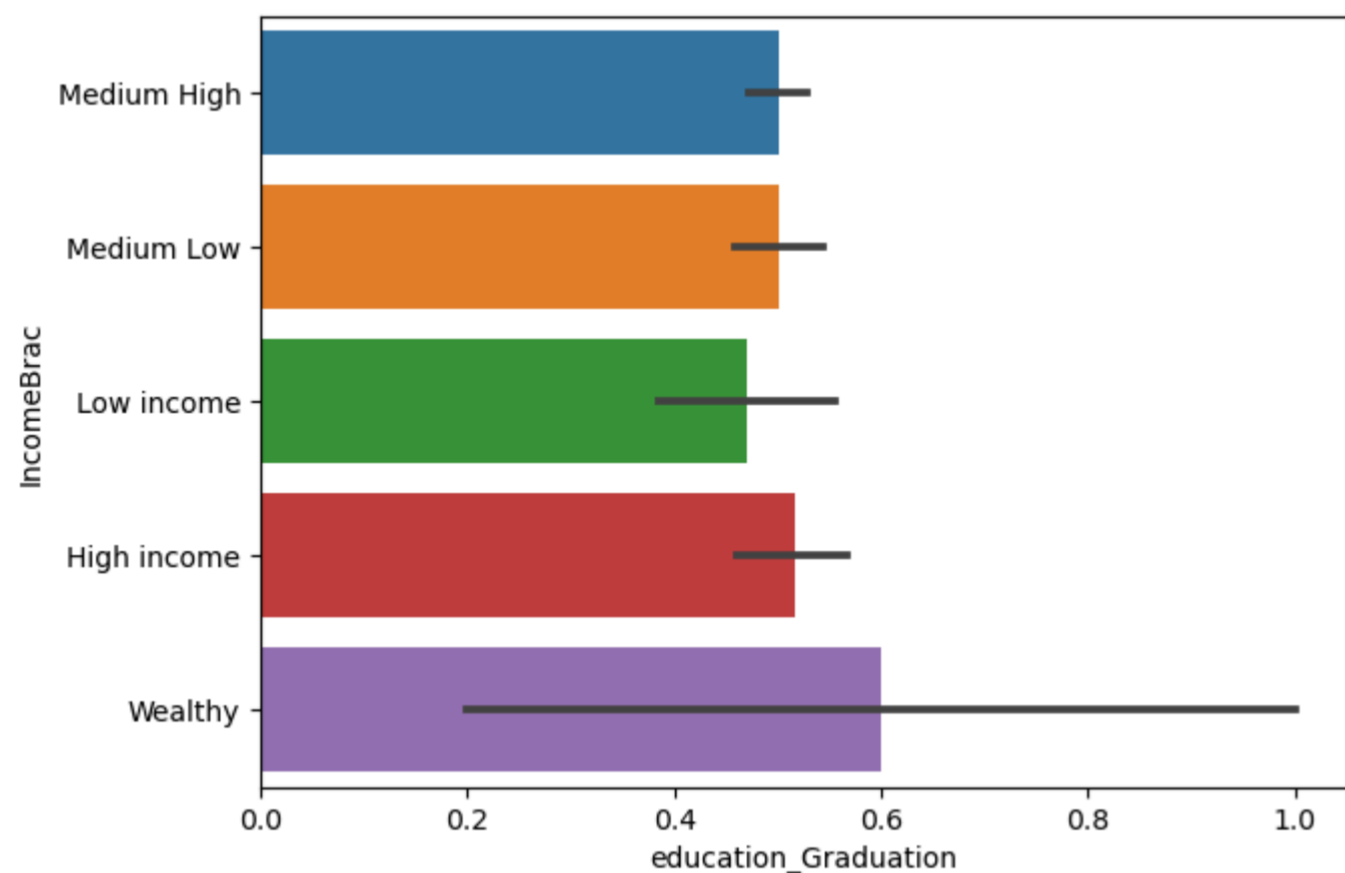
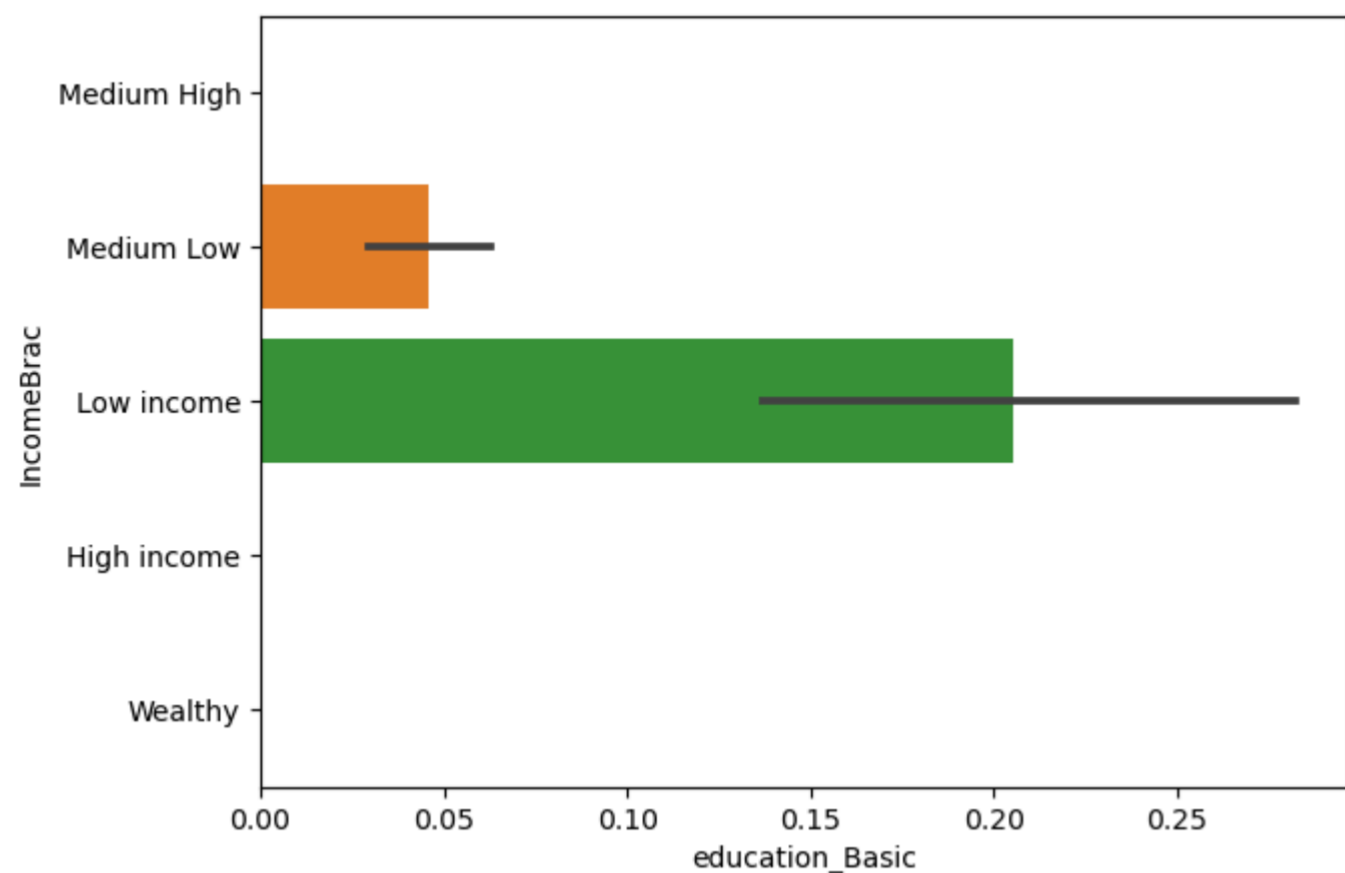
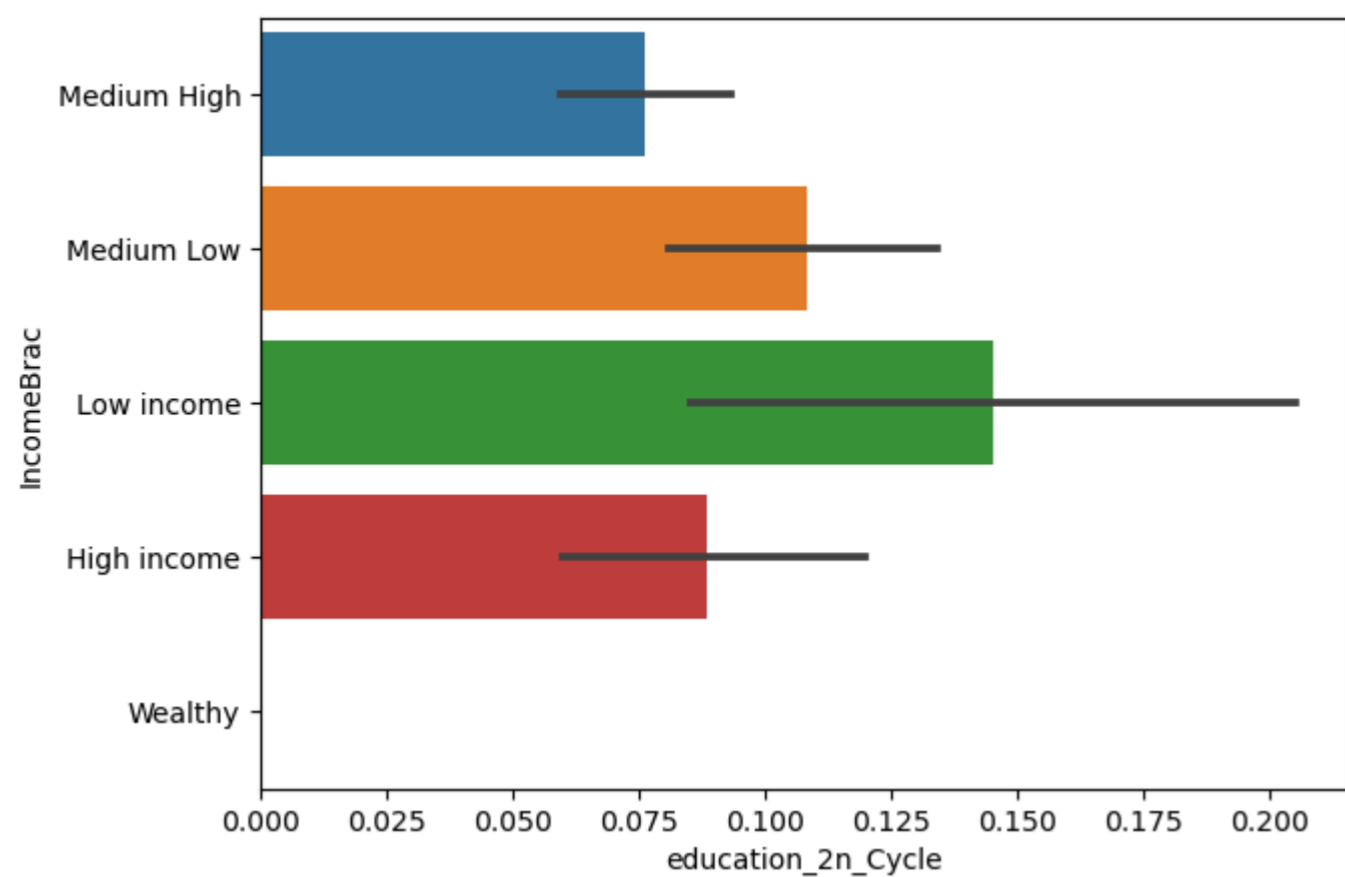


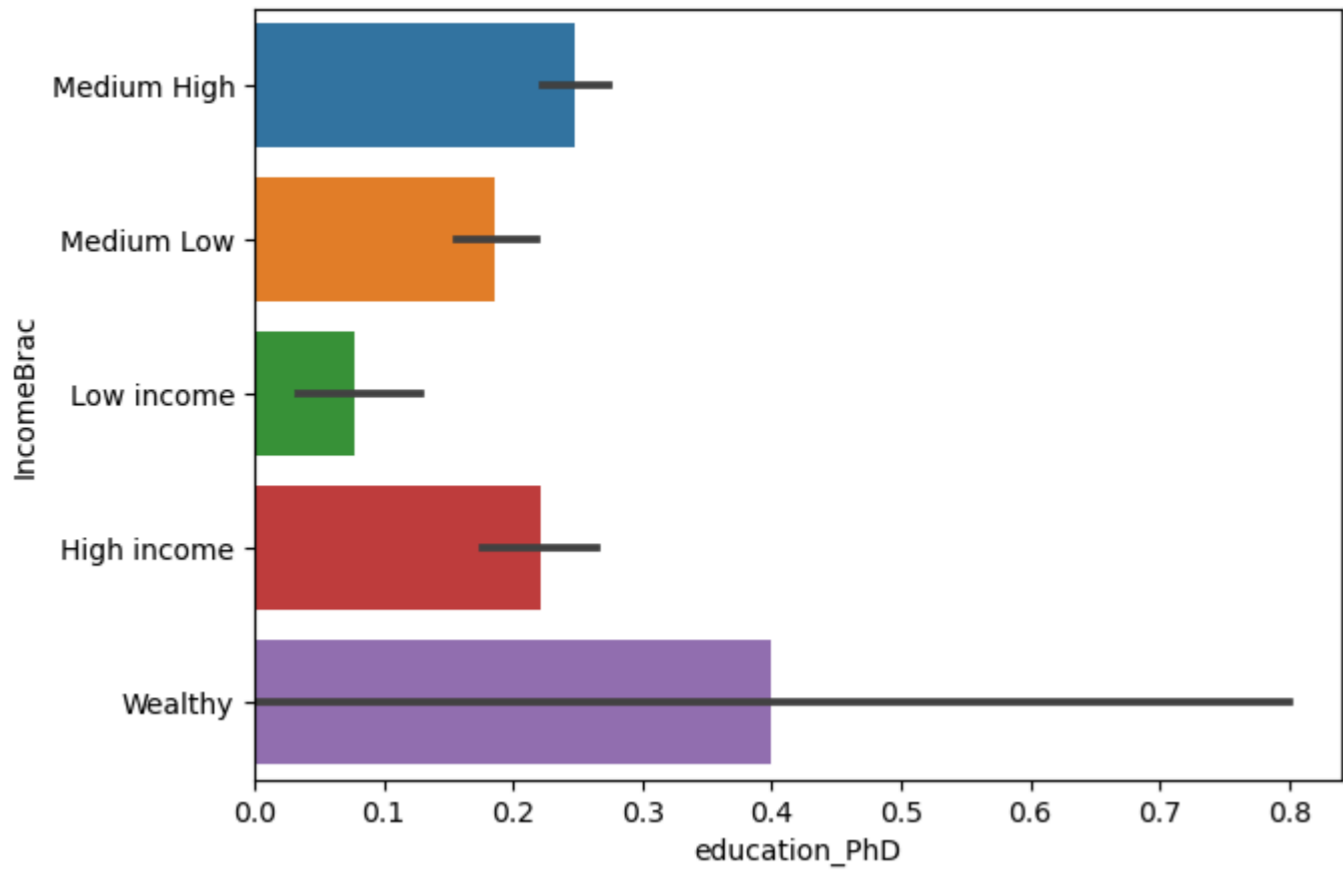
```
In [48]: def plotter( X, Y, df):
          plt.figure(figsize=(7,5))

          sns.barplot(x=X, y=Y, data = df)
          plt.show()

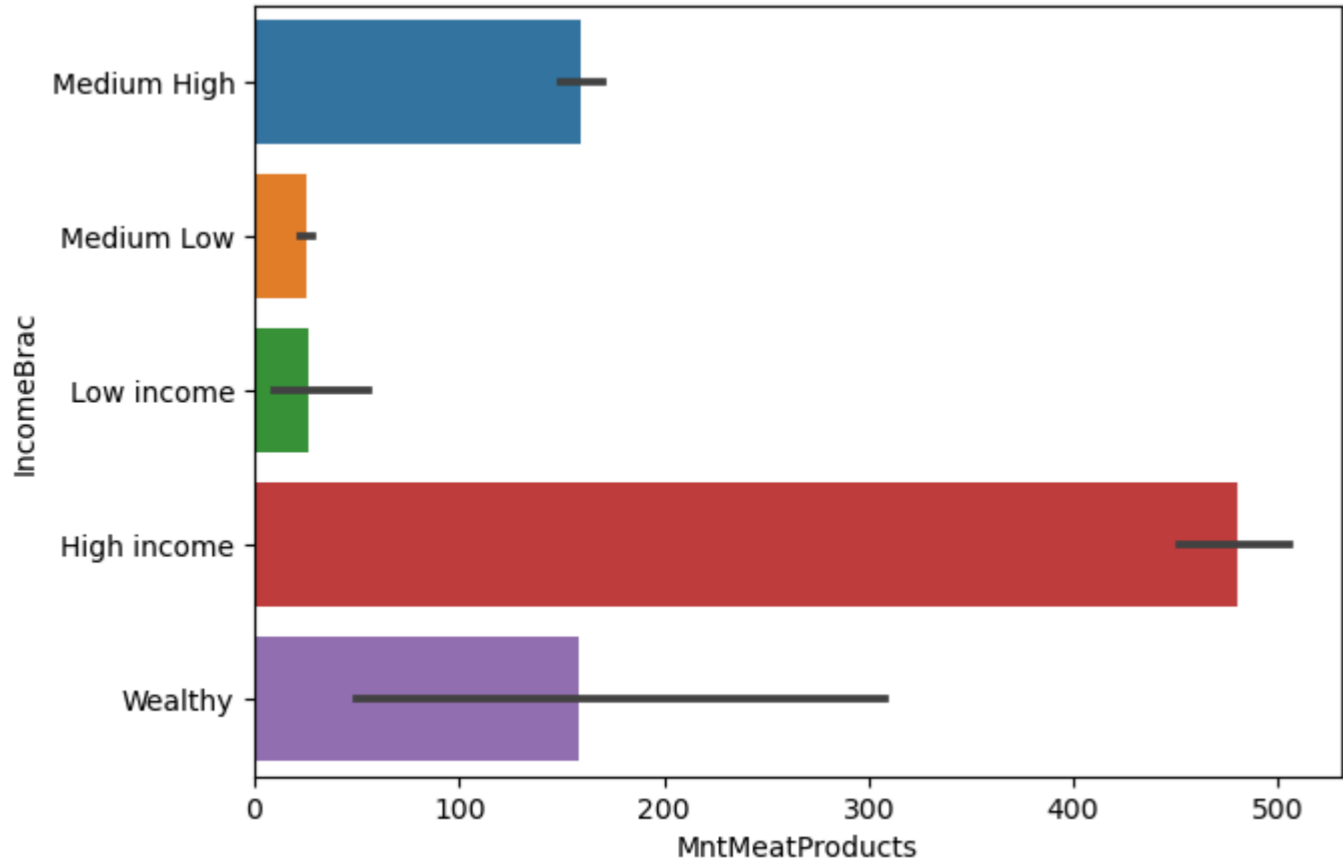
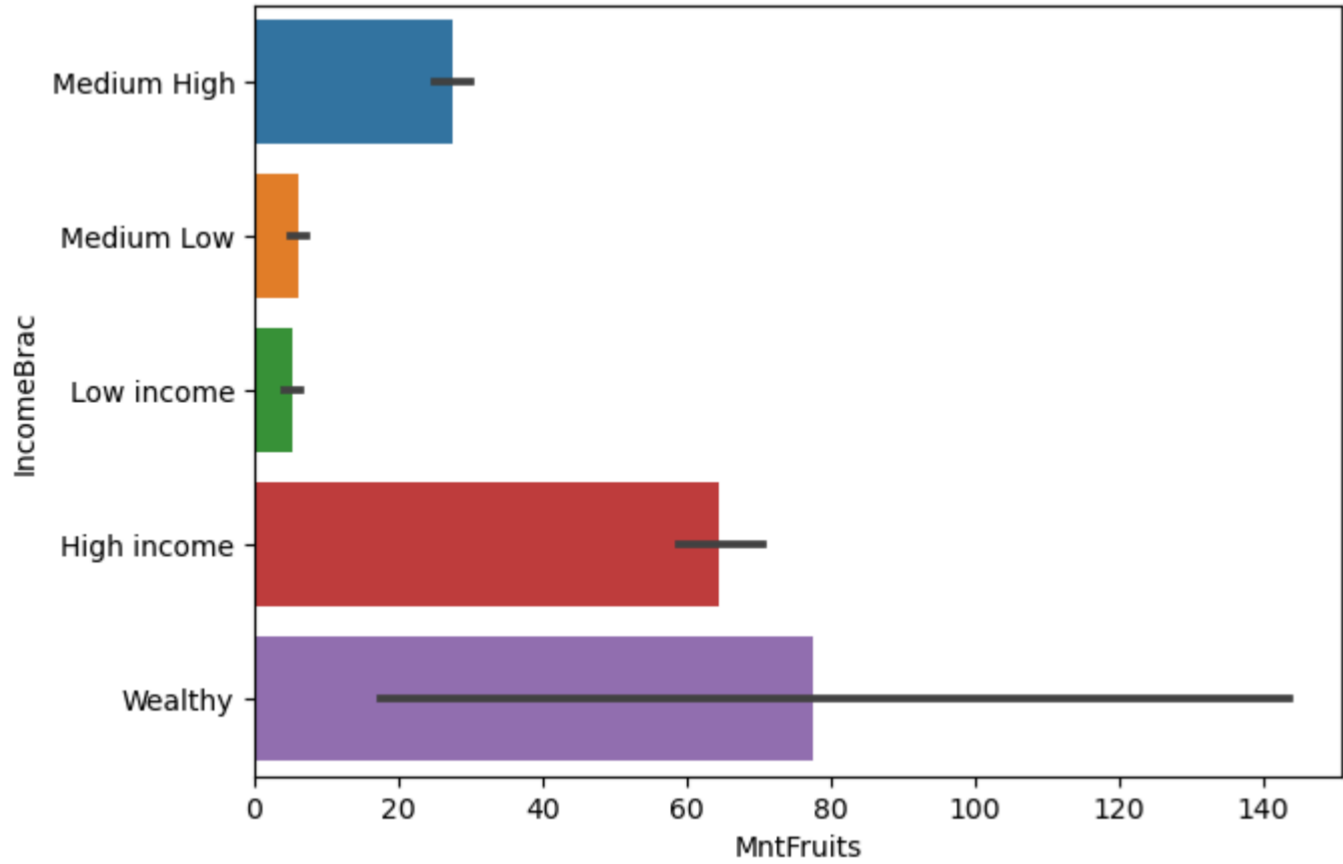
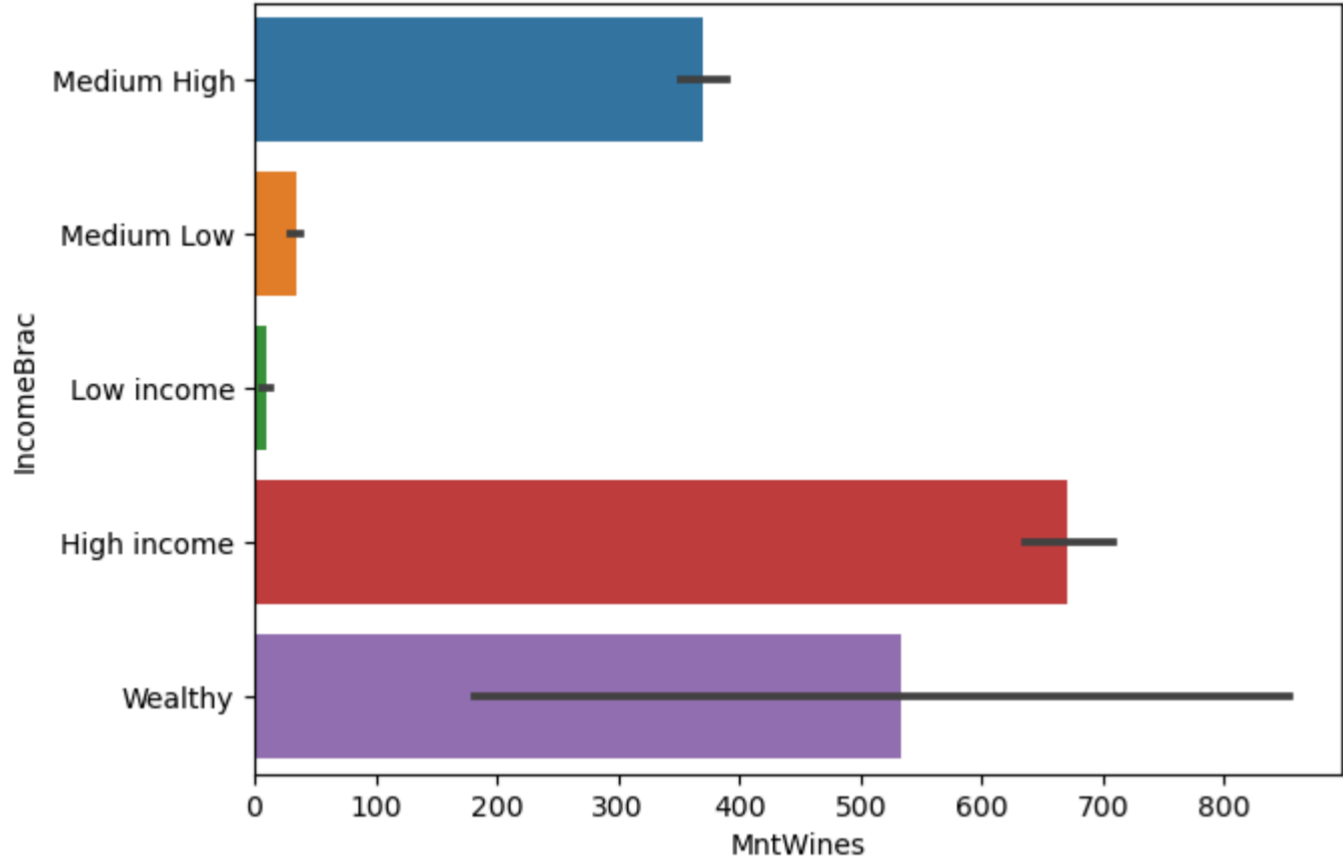
          eduList = ['education_2n_Cycle', 'education_Basic', 'education_Graduation',
                     'education_Master', 'education_PhD']

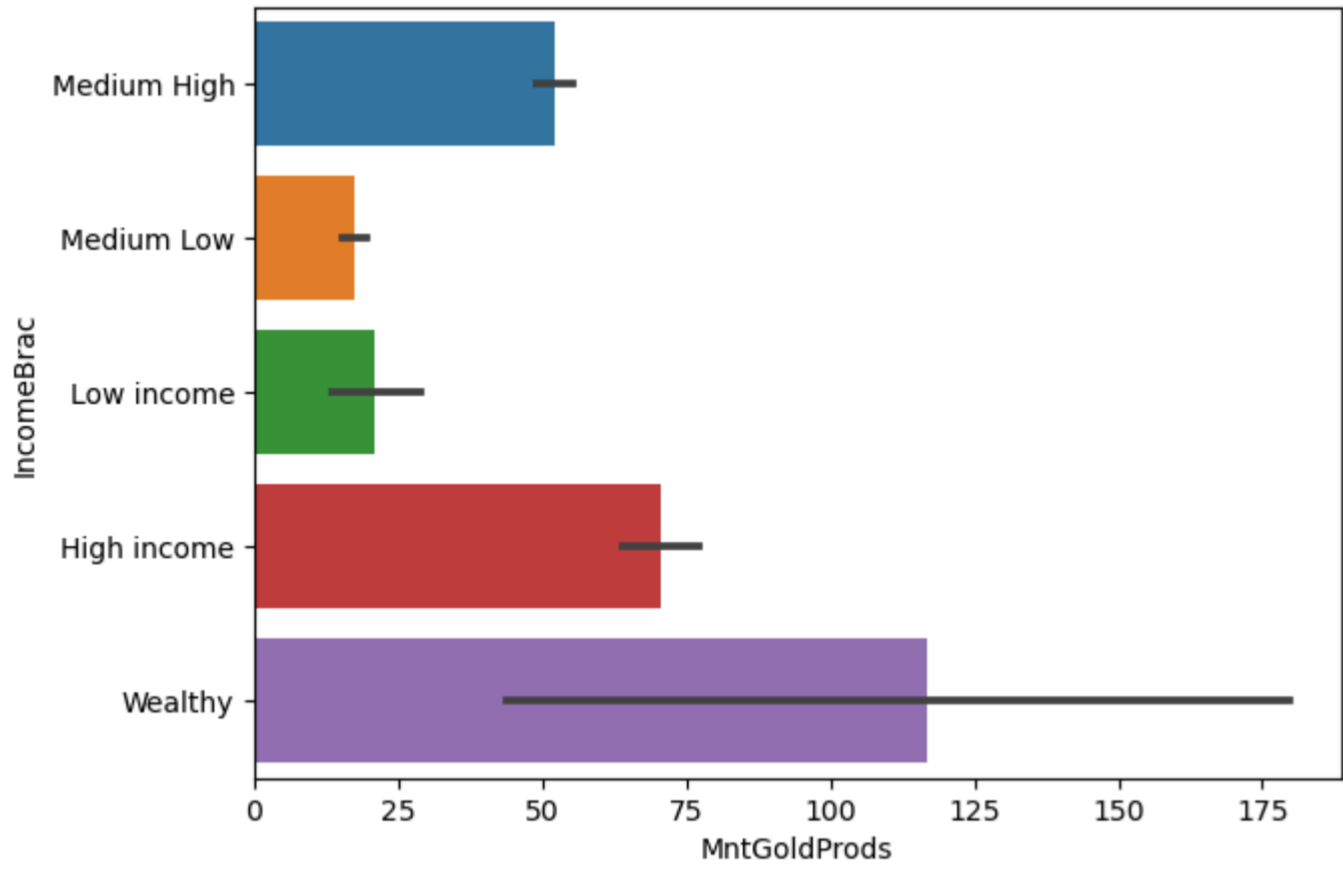
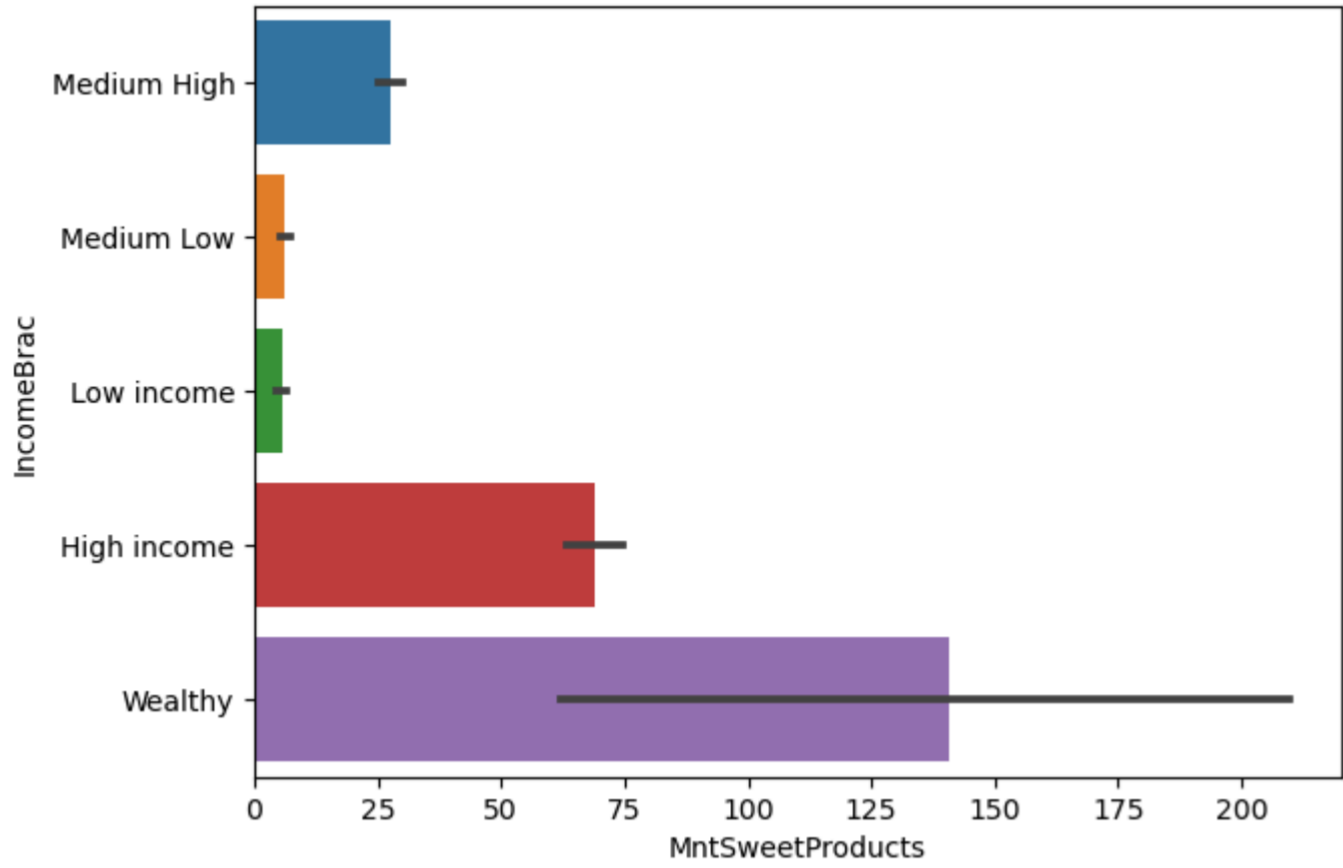
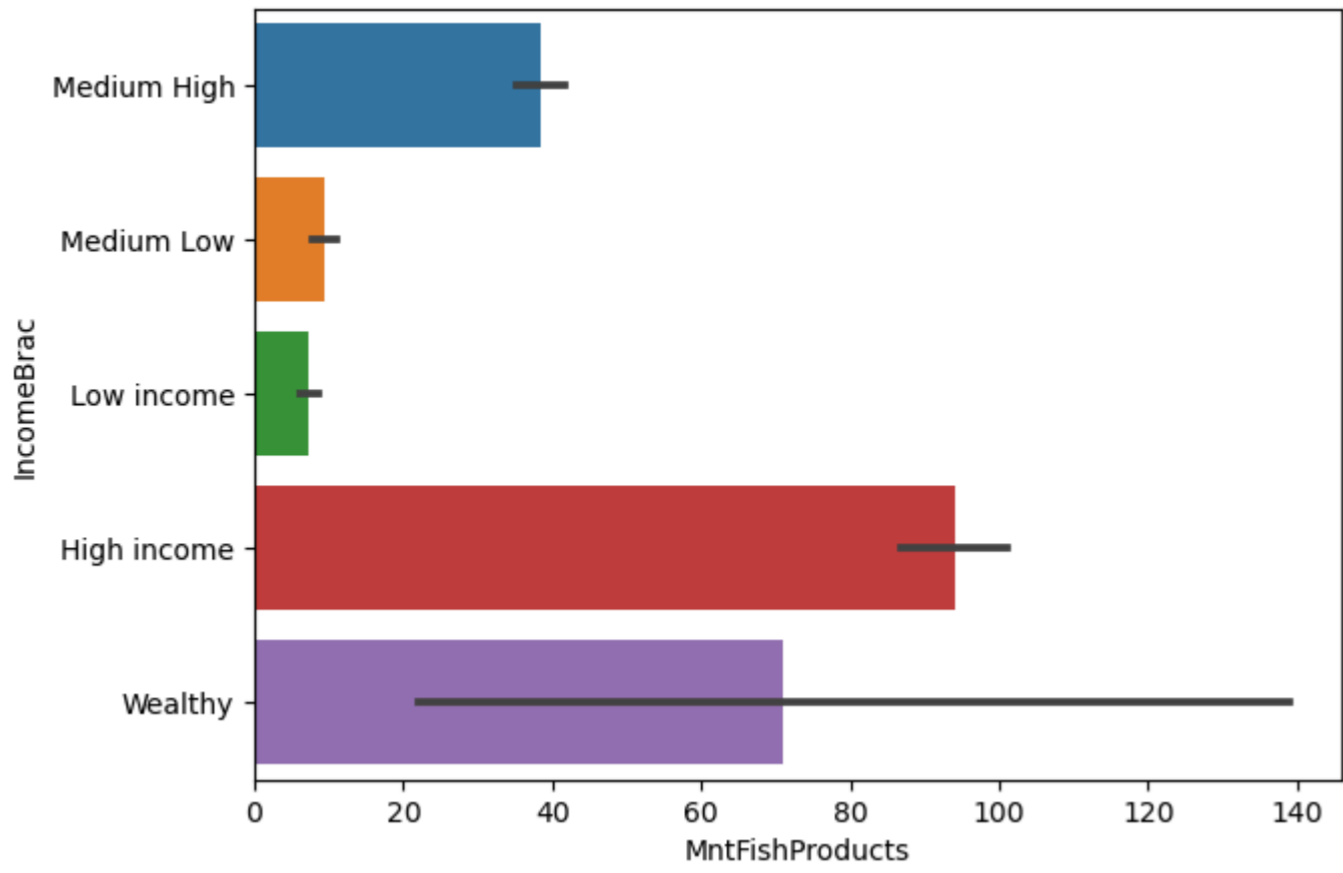
          for edu in eduList:
              plotter(edu, 'IncomeBrac', df)
```





```
In [49]: def plotter( X, Y, df):  
    plt.figure(figsize=(7,5))  
  
    sns.barplot(x=X, y=Y, data = df)  
    plt.show()  
  
Products = ['MntWines', 'MntFruits','MntMeatProducts', 'MntFishProducts', 'MntSweetProducts',  
            'MntGoldProds']  
  
for Prod in Products:  
    plotter(Prod, 'IncomeBrac', df)
```



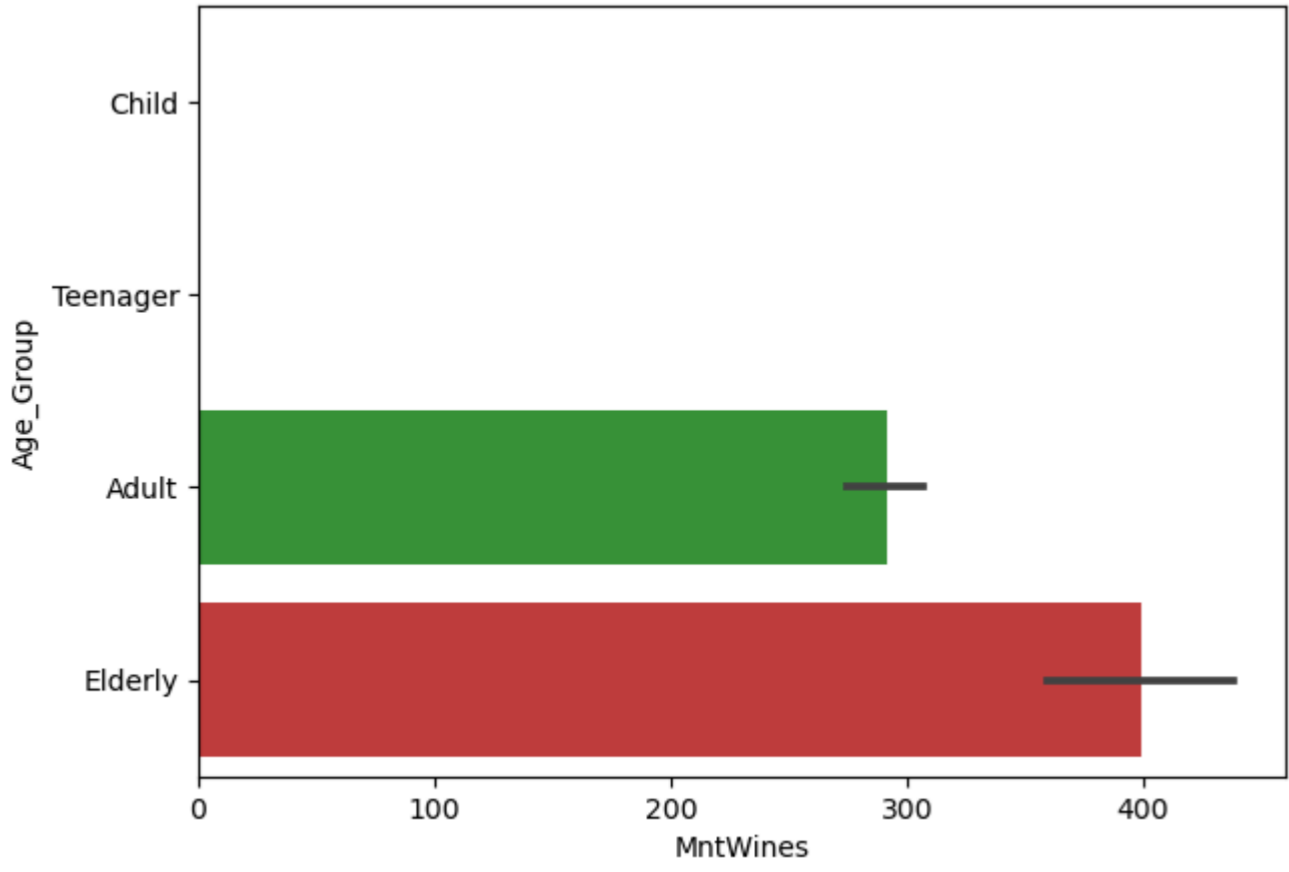


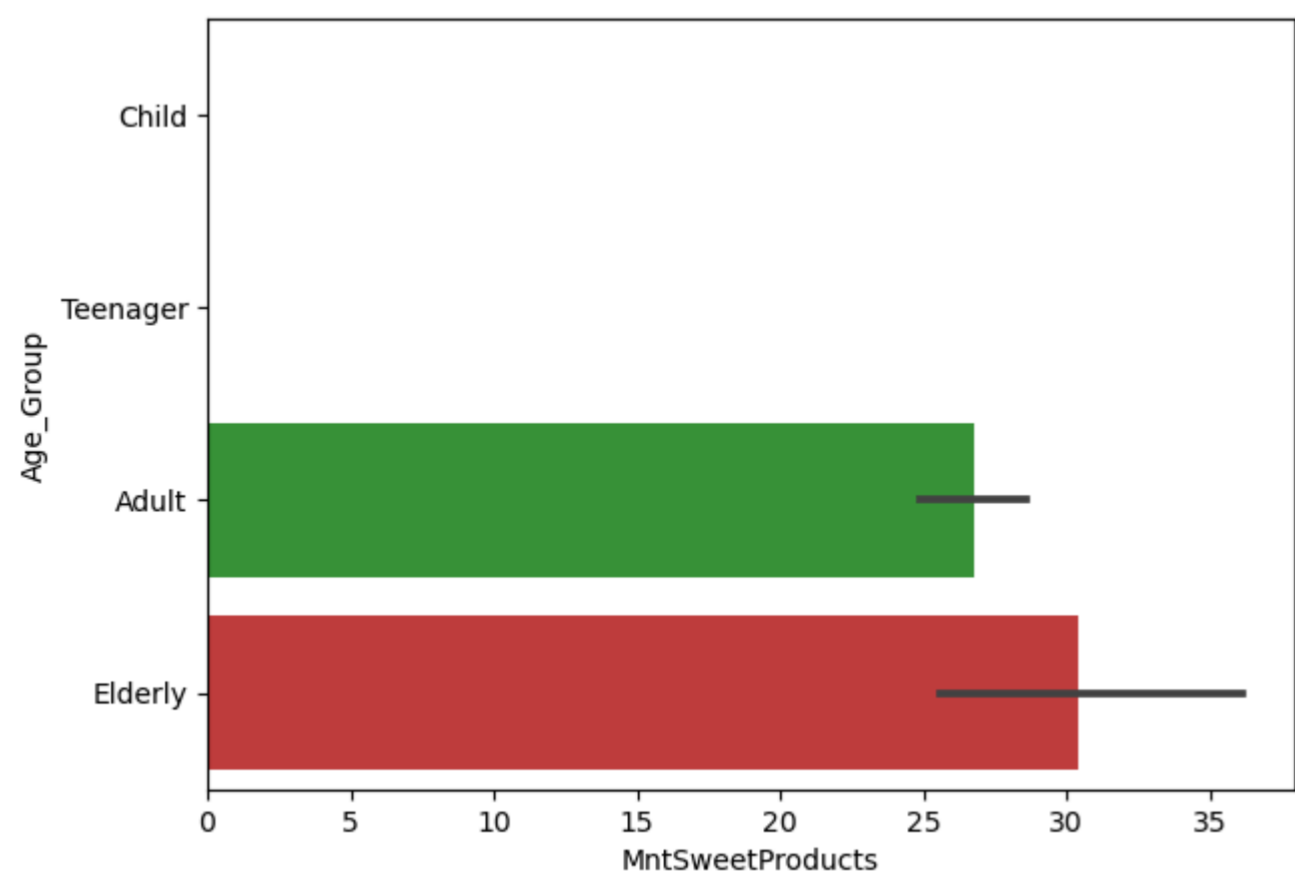
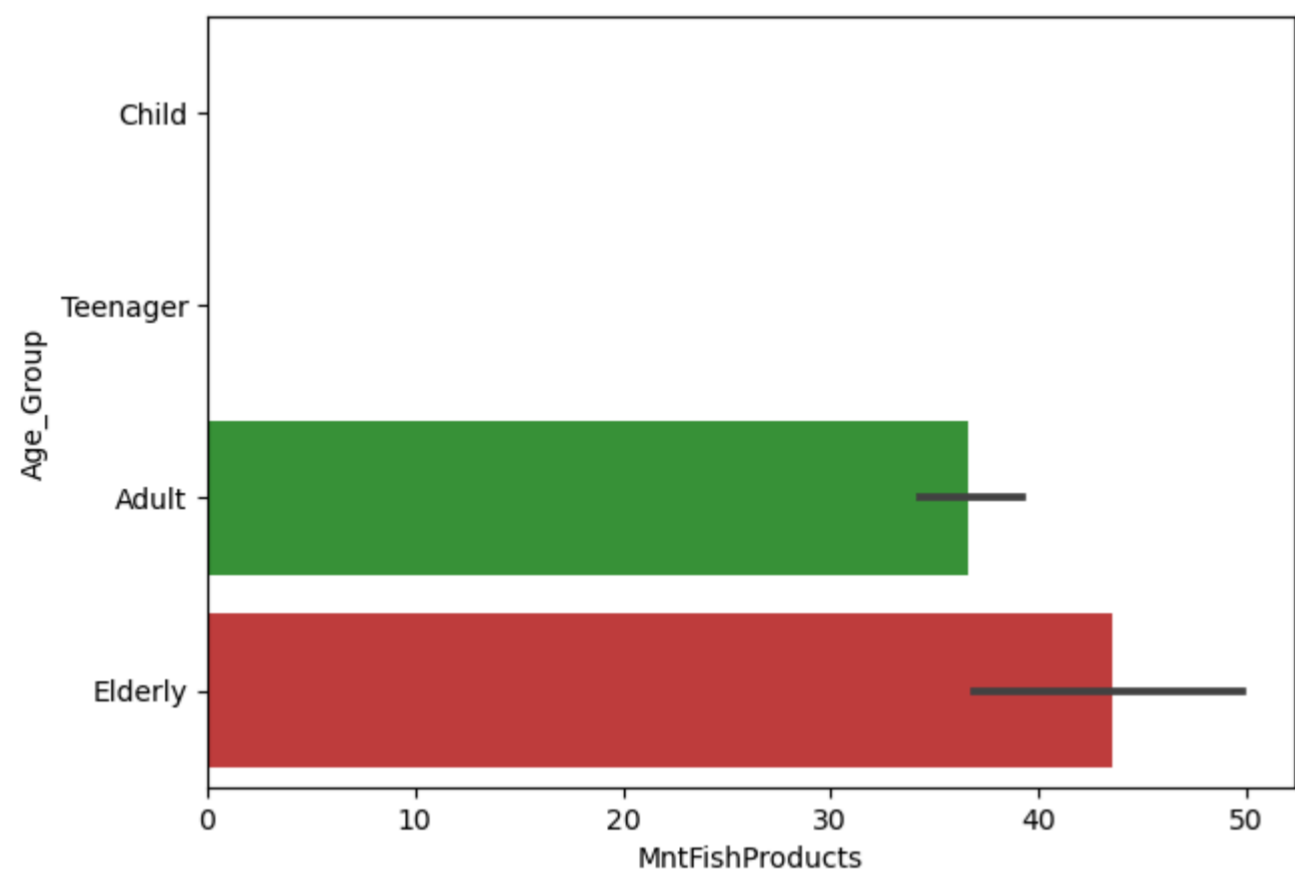
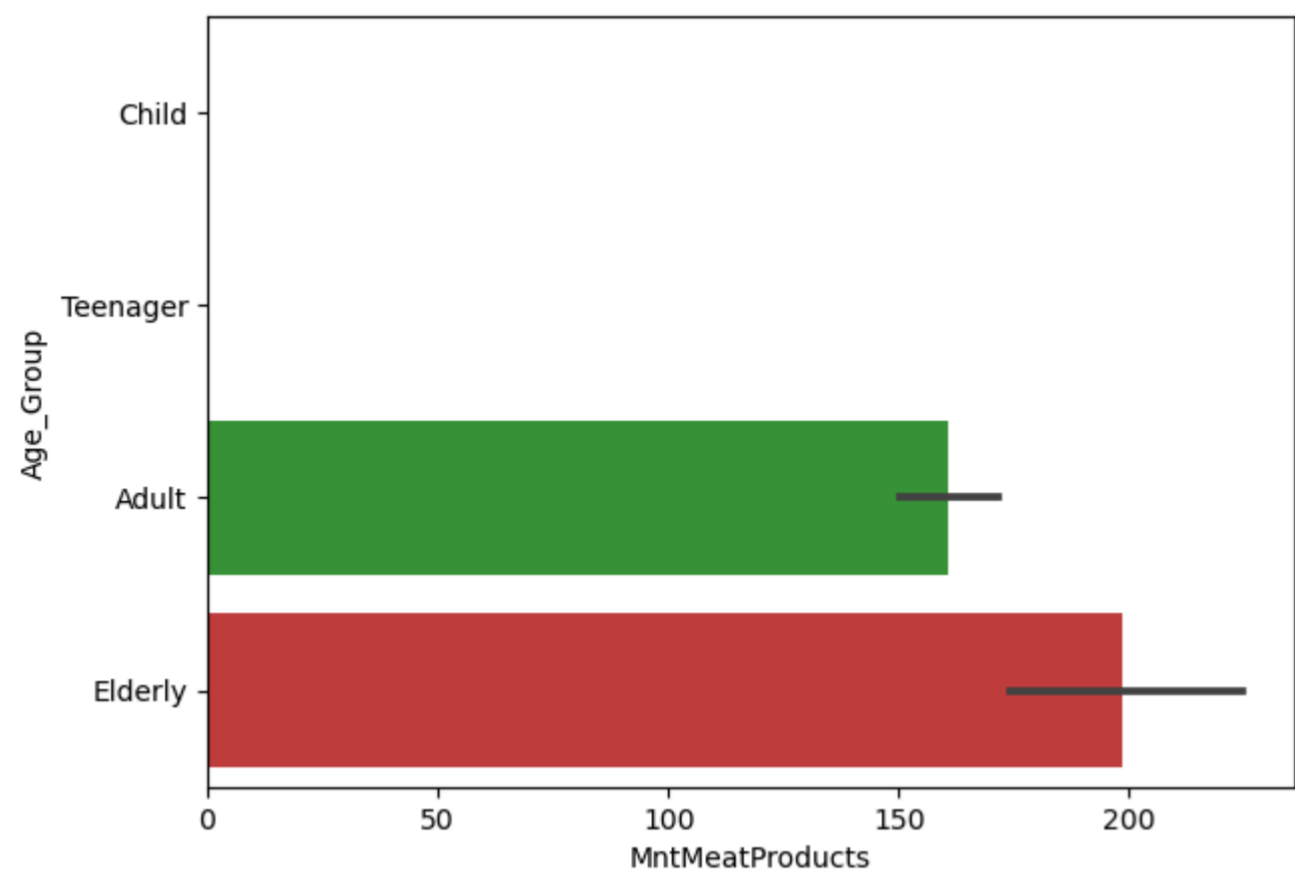
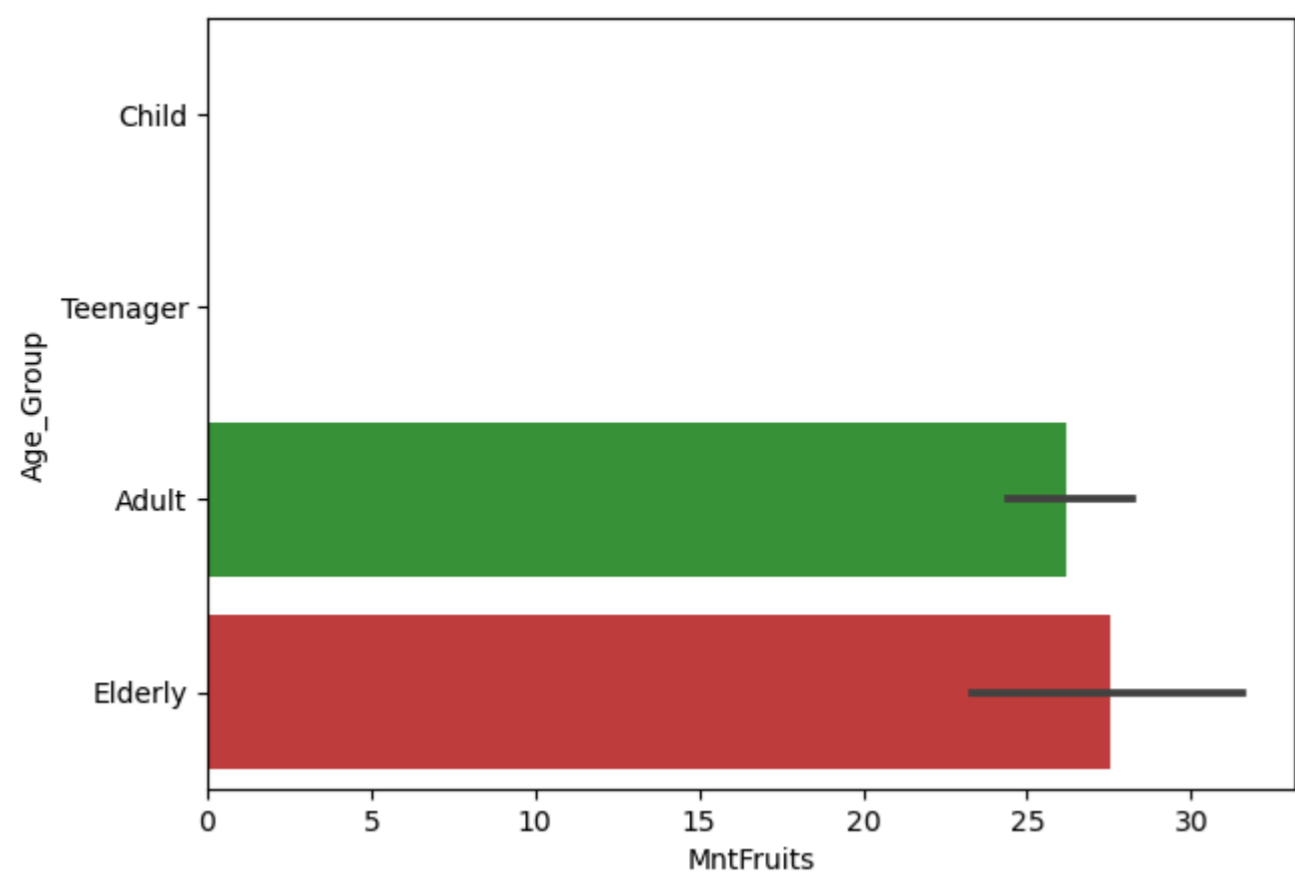
```
In [50]: def plotter( X, Y, df):
plt.figure(figsize=(7,5))

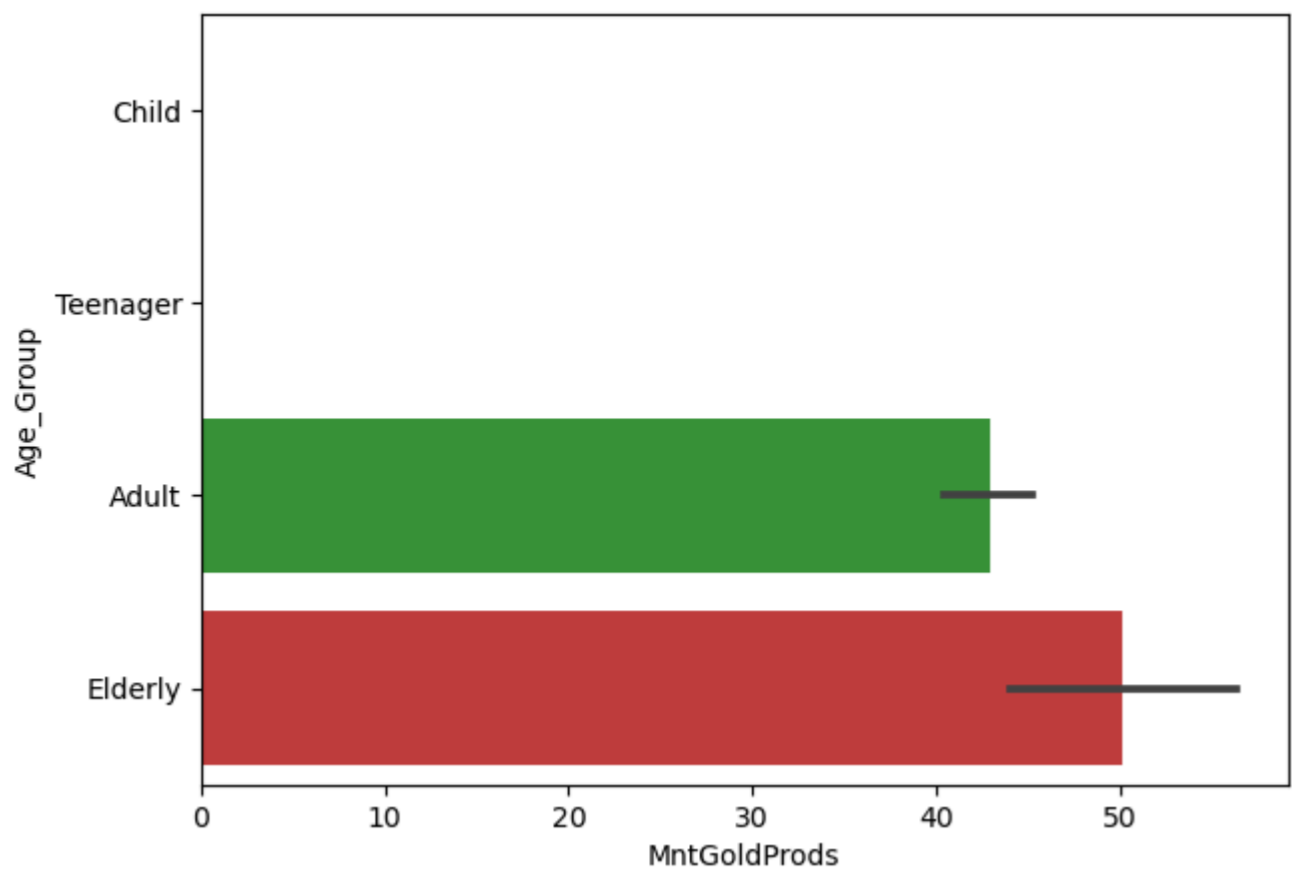
sns.barplot(x=X, y=Y, data = df)
plt.show()

Products = ['MntWines', 'MntFruits','MntMeatProducts', 'MntFishProducts', 'MntSweetProducts',
'MntGoldProds']

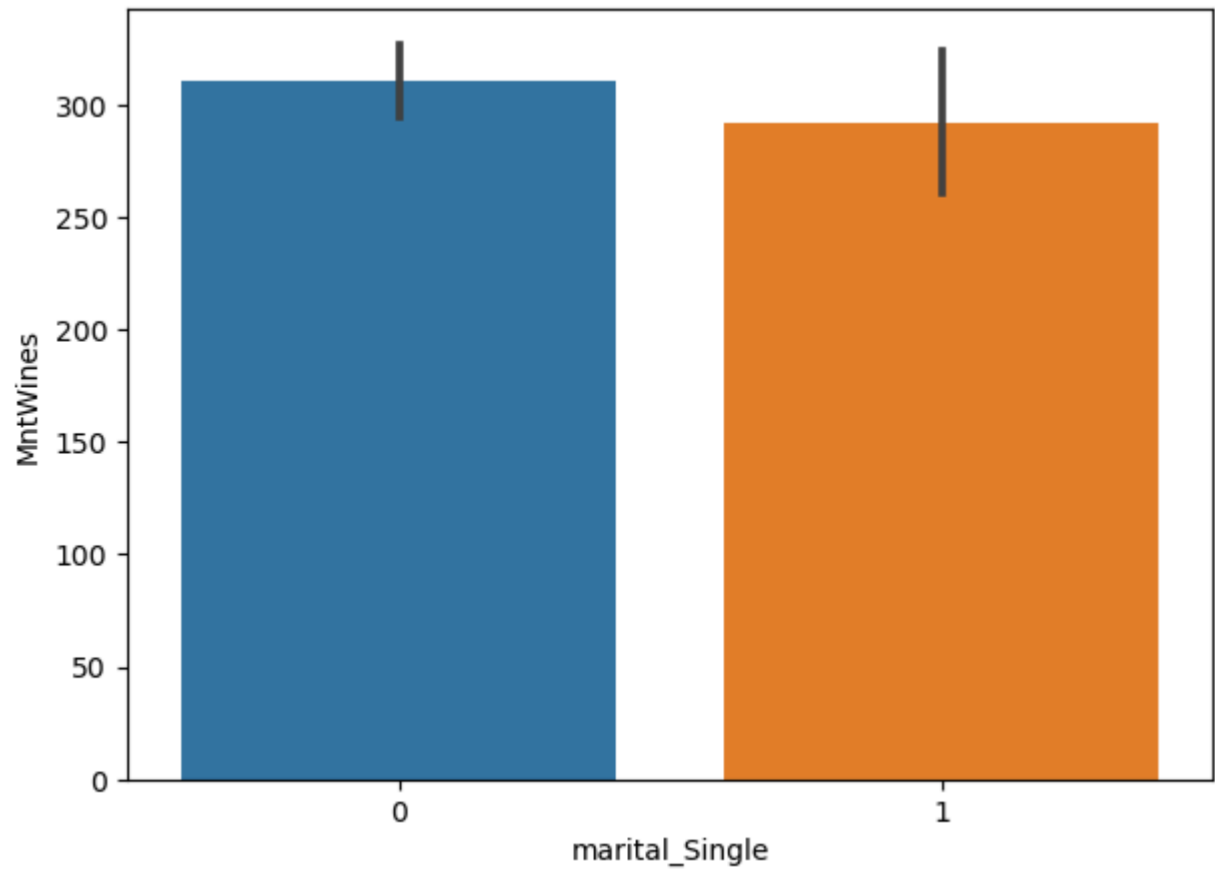
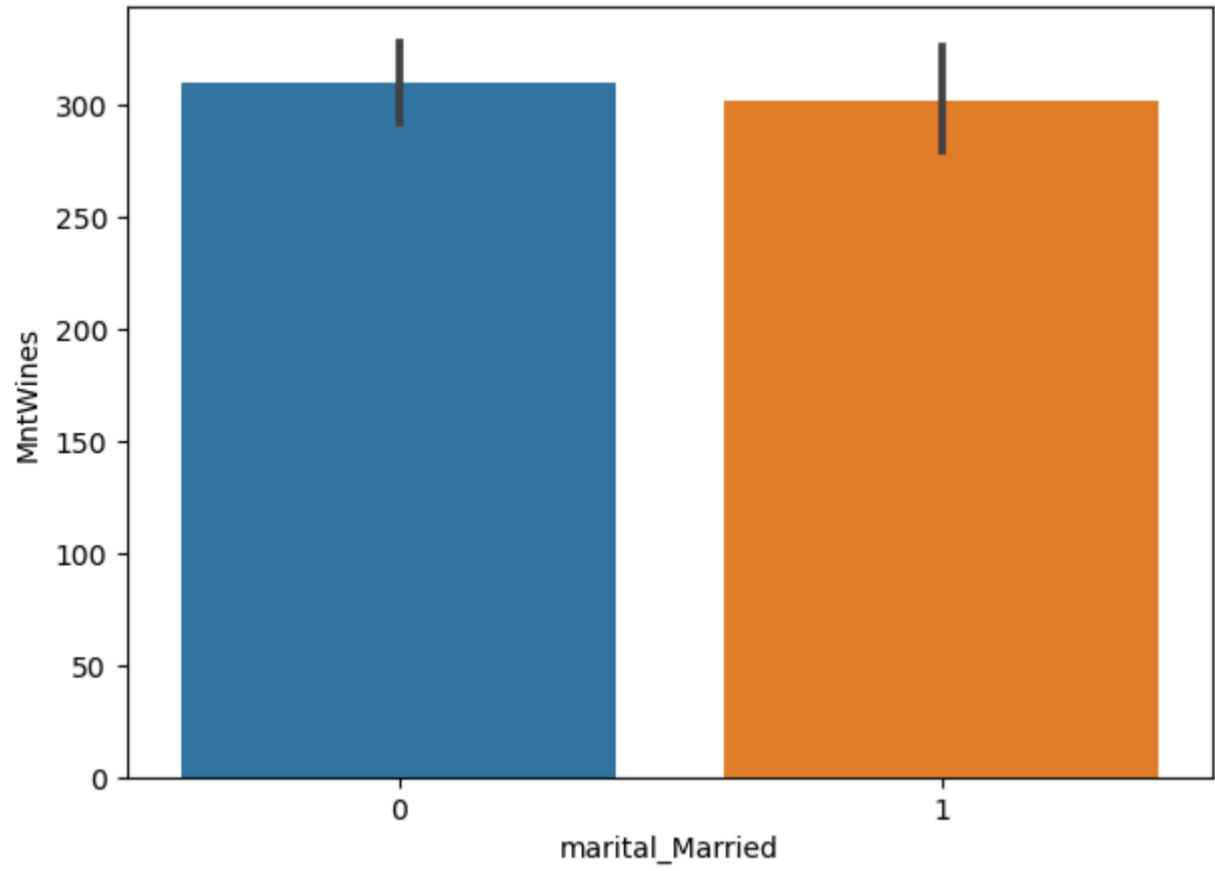
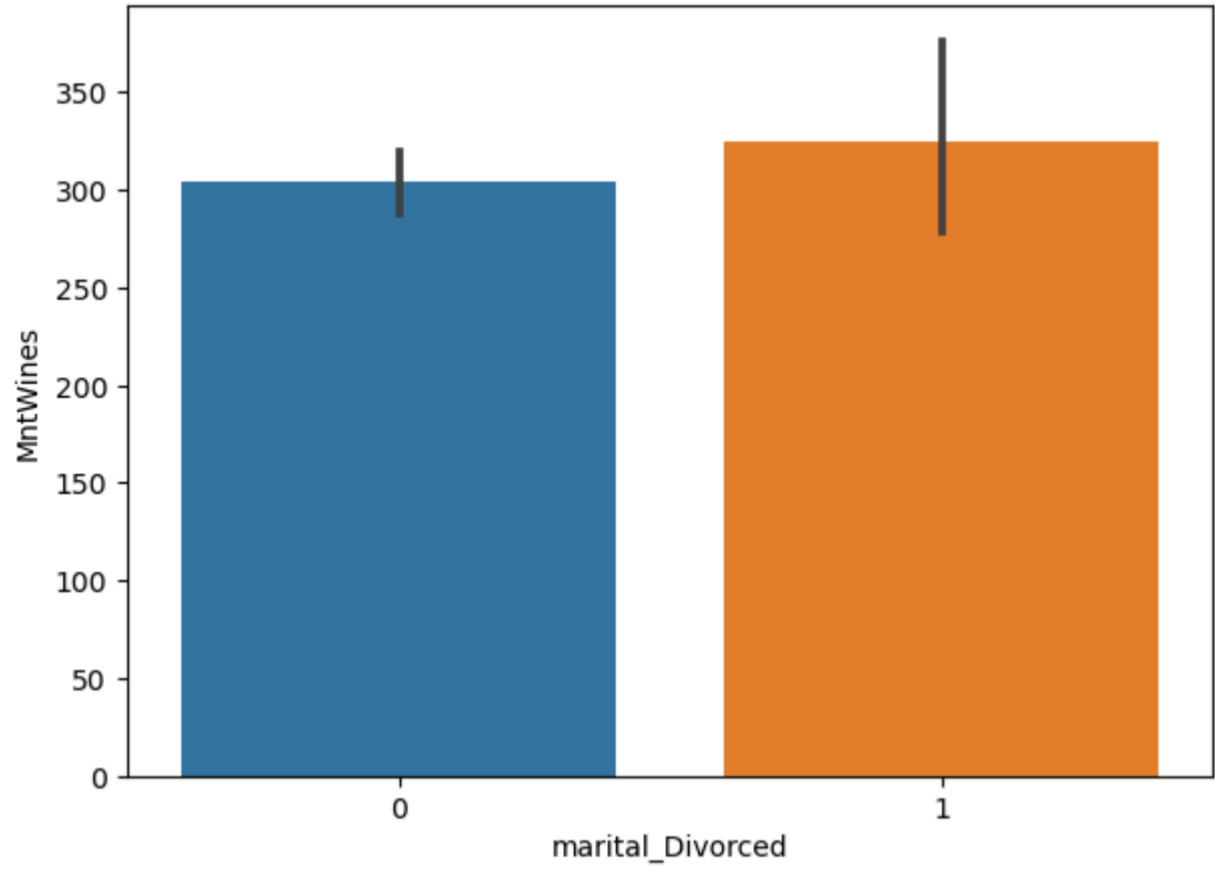
for Prod in Products:
    plotter(Prod, 'Age_Group', df)
```

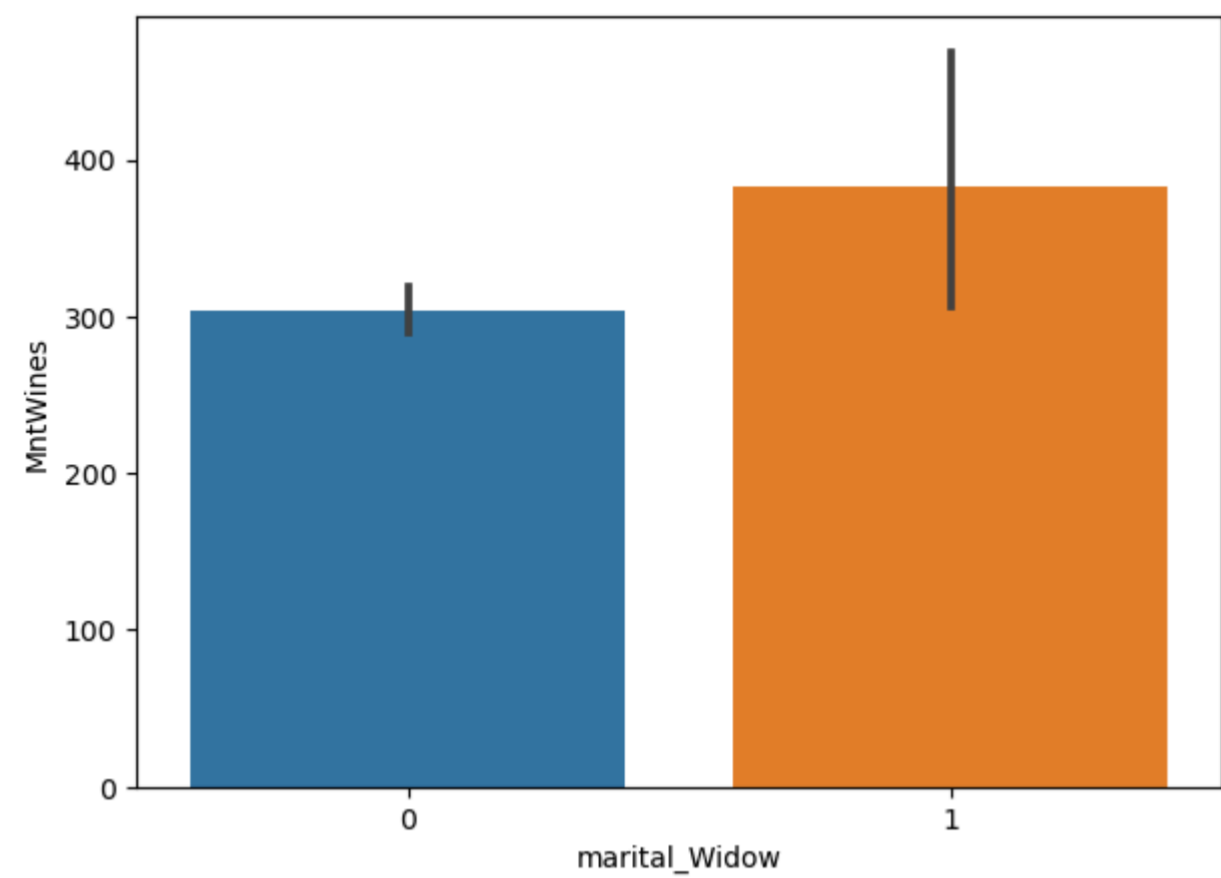
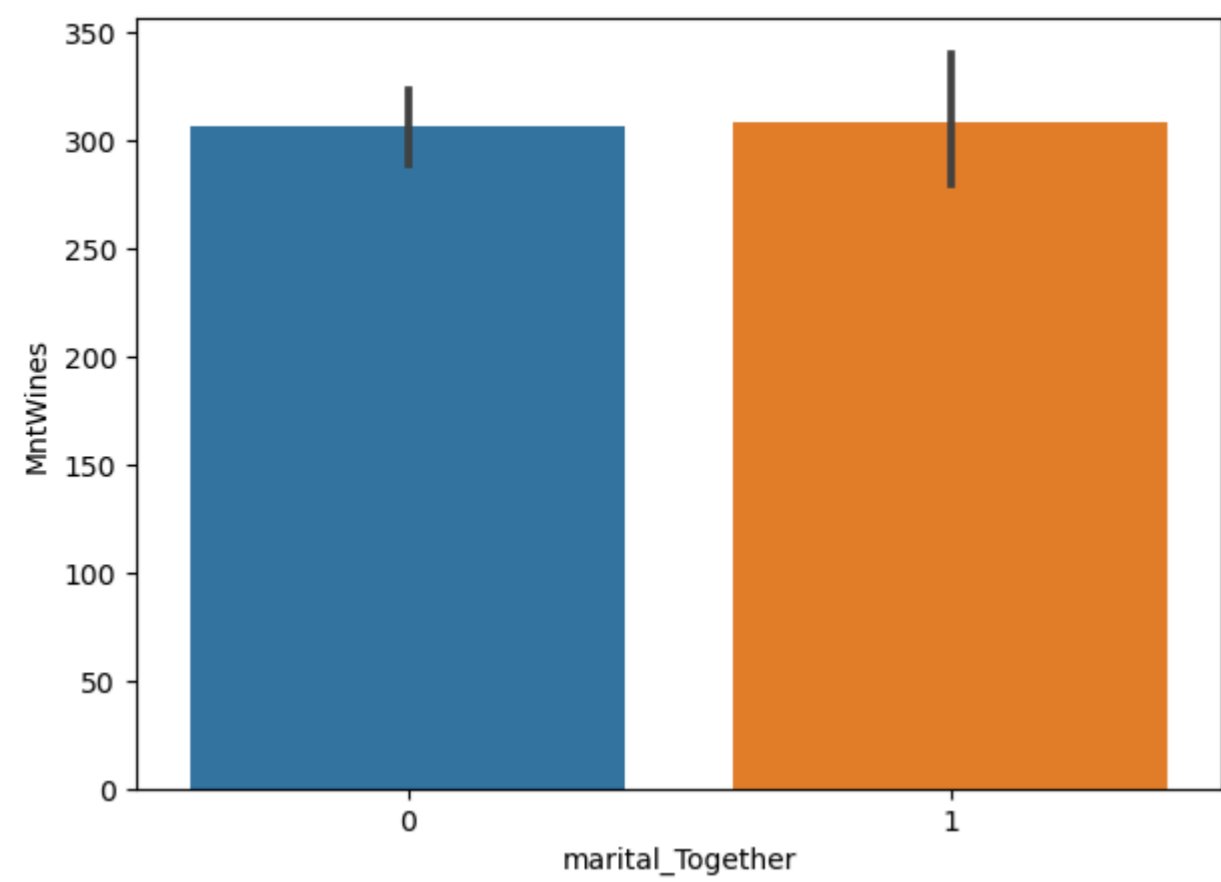




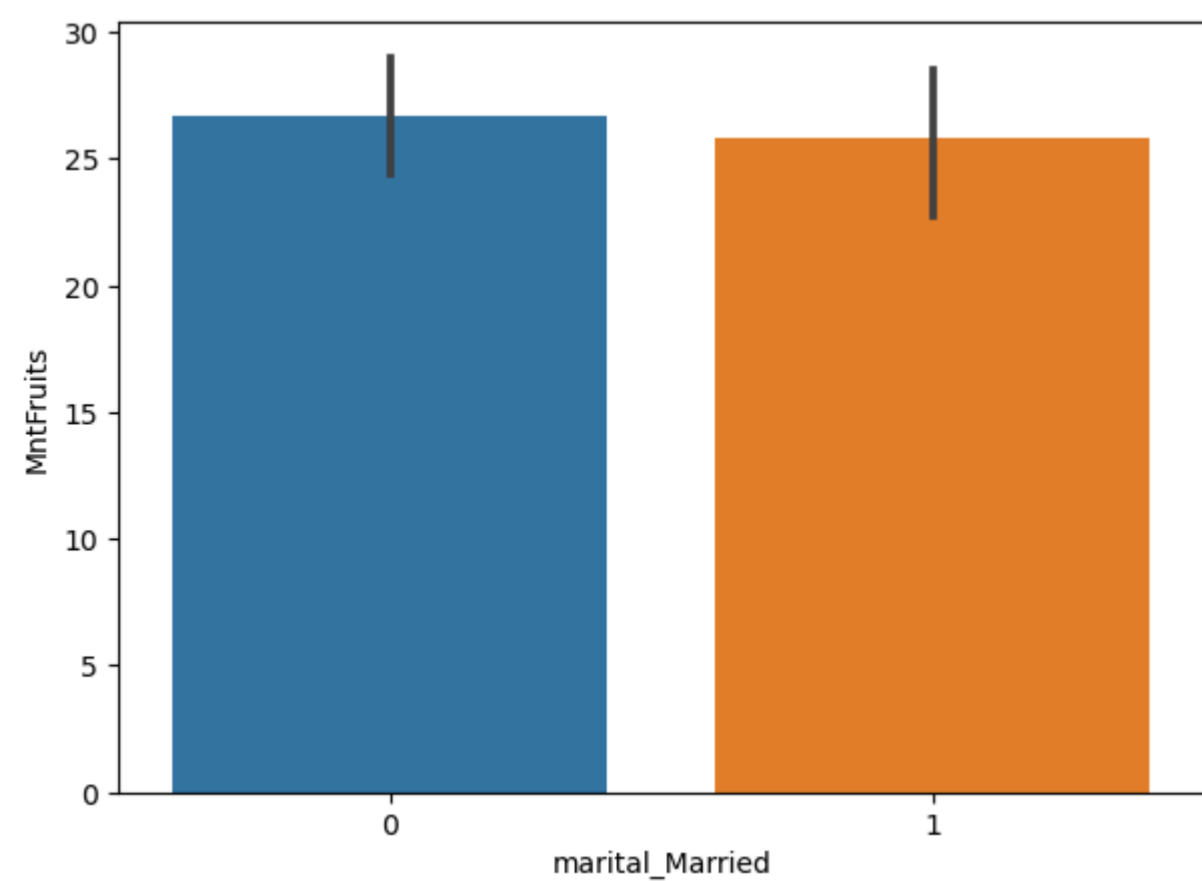
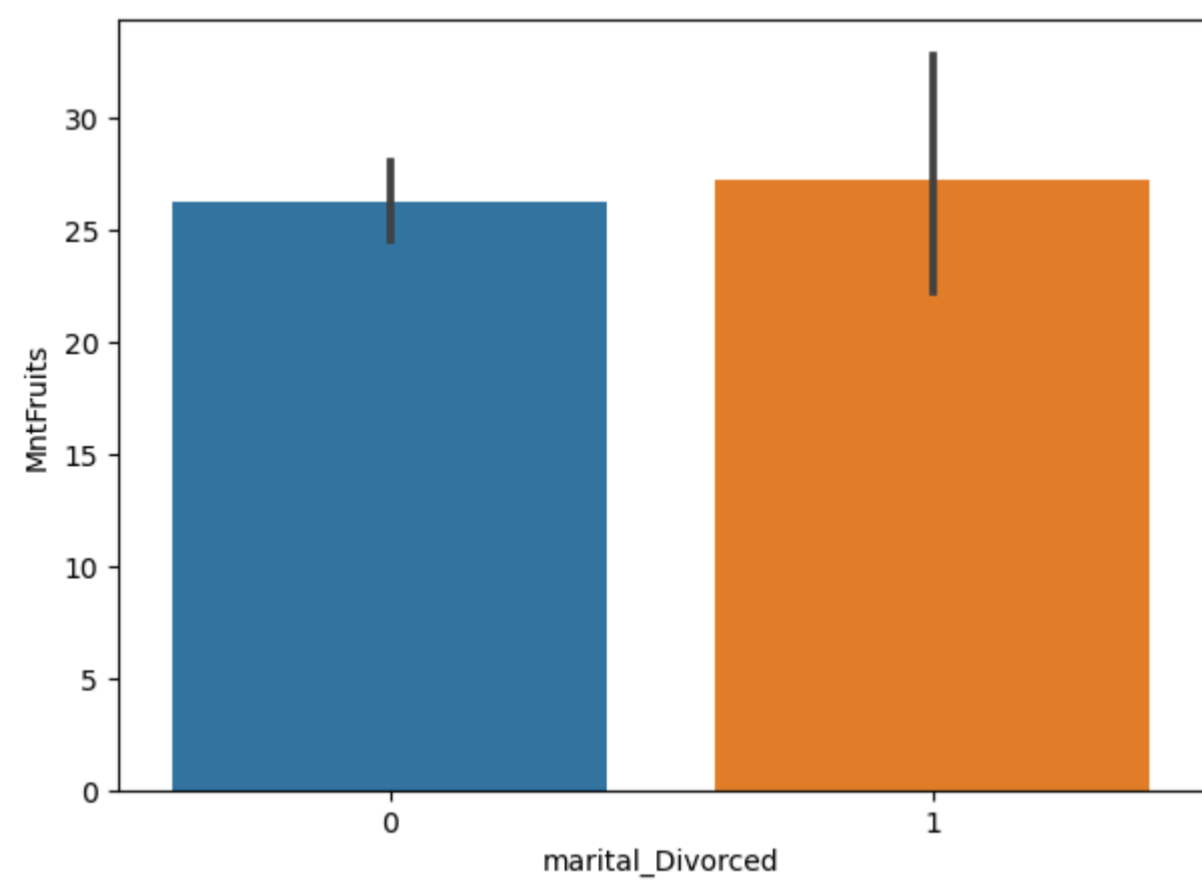


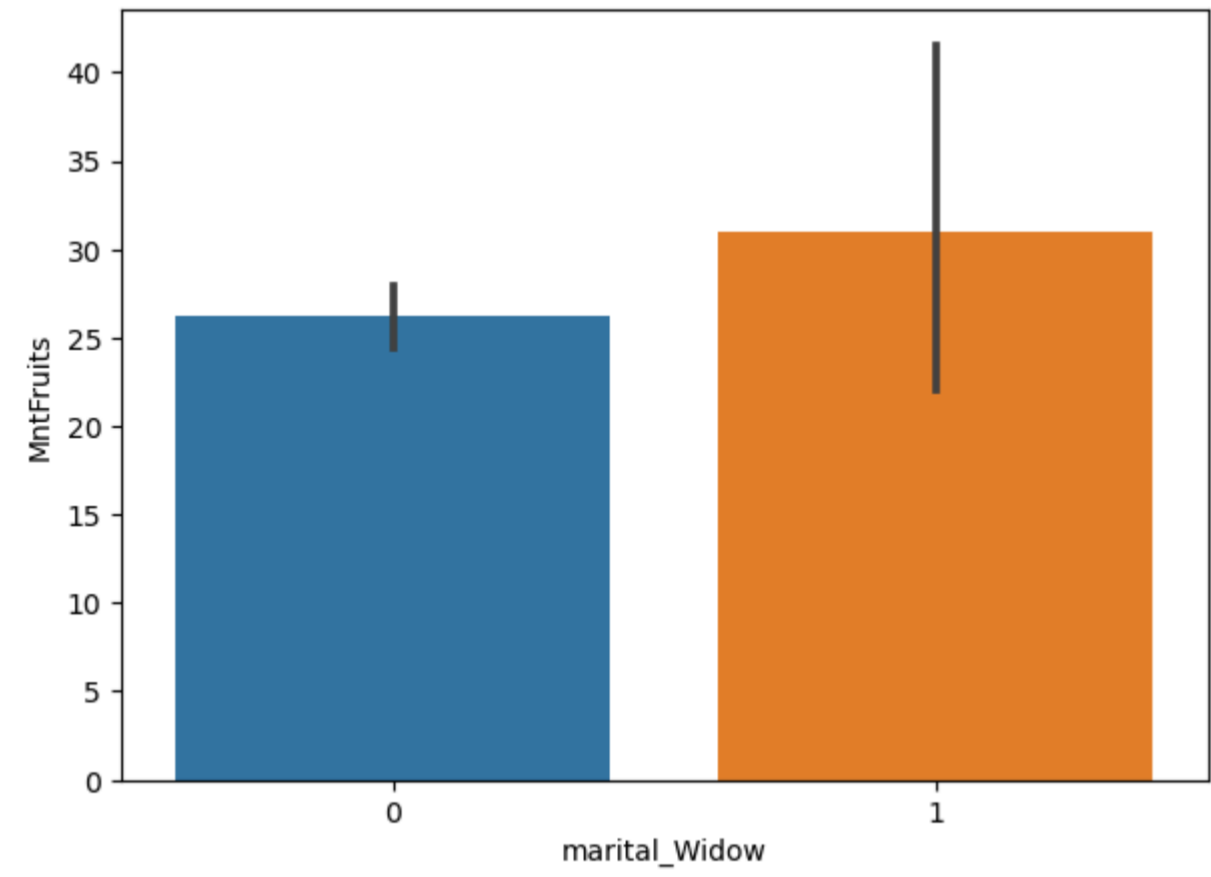
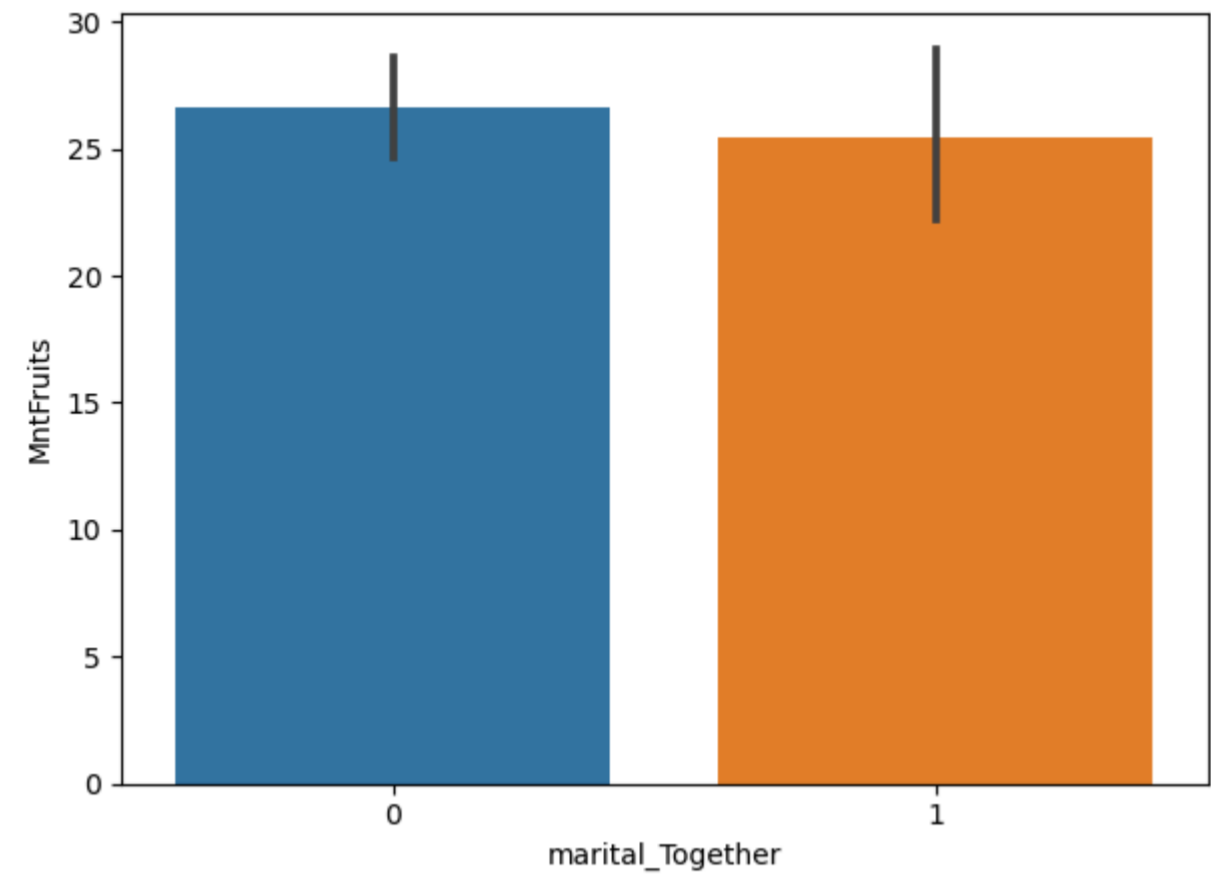
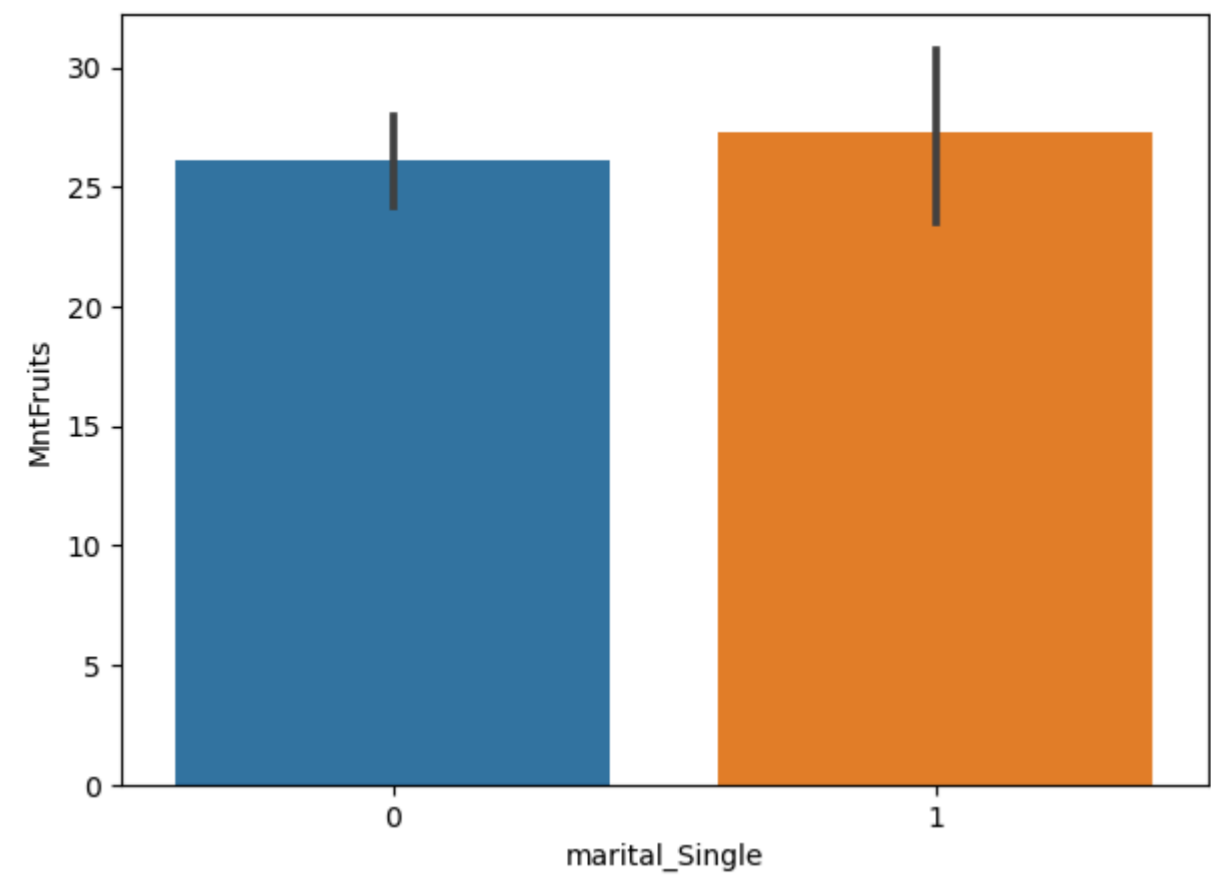
```
In [51]: def plotter( X, Y, df):  
    plt.figure(figsize=(7,5))  
  
    sns.barplot(x=X, y=Y, data = df)  
    plt.show()  
  
maritalStat = ['marital_Divorced', 'marital_Married',  
               'marital_Single', 'marital_Together', 'marital_Widow']  
for marit in maritalStat:  
    plotter(marit, 'MntWines', df)
```





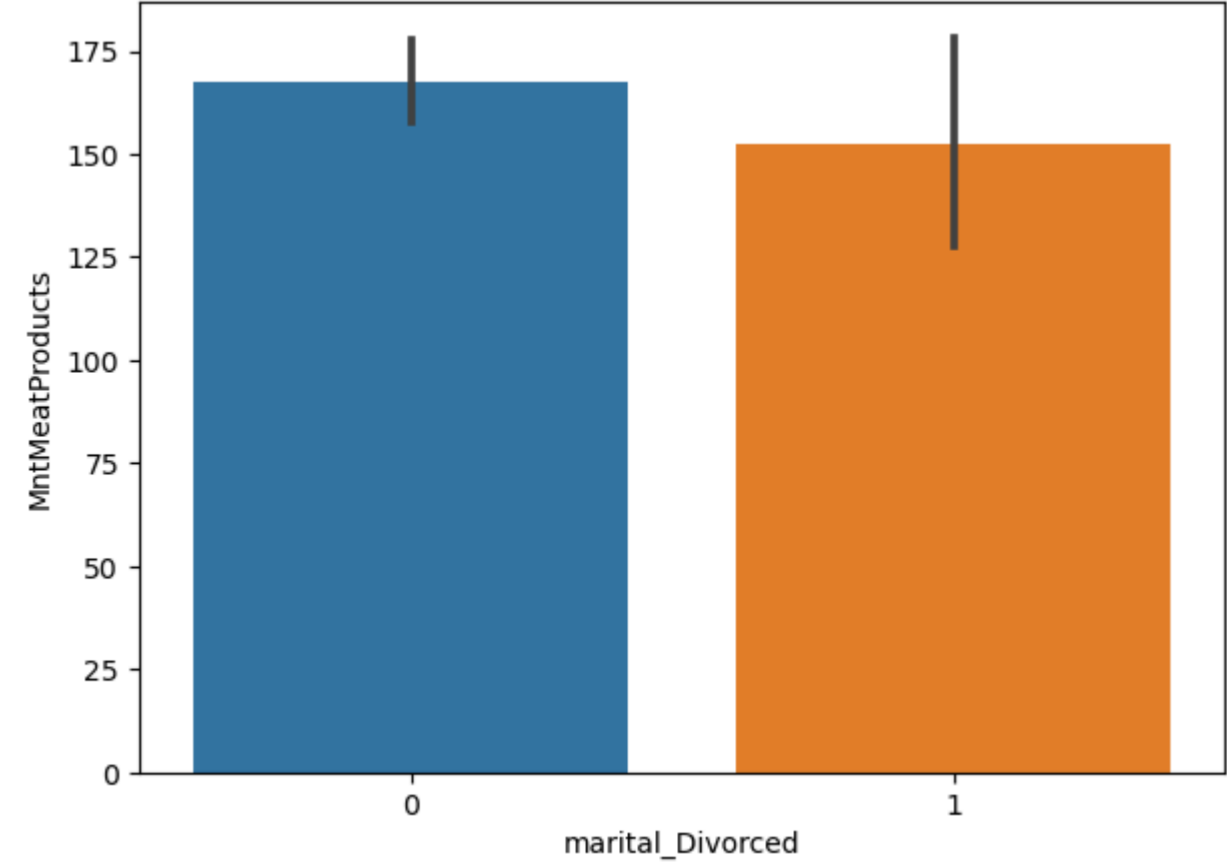
```
In [52]: def plotter( X, Y, df):  
plt.figure(figsize=(7,5))  
  
sns.barplot(x=X, y=Y, data = df)  
plt.show()  
  
maritalStat = ['marital_Divorced', 'marital_Married',  
              'marital_Single', 'marital_Together', 'marital_Widow']  
for marit in maritalStat:  
    plotter(marit, 'MntFruits', df)
```

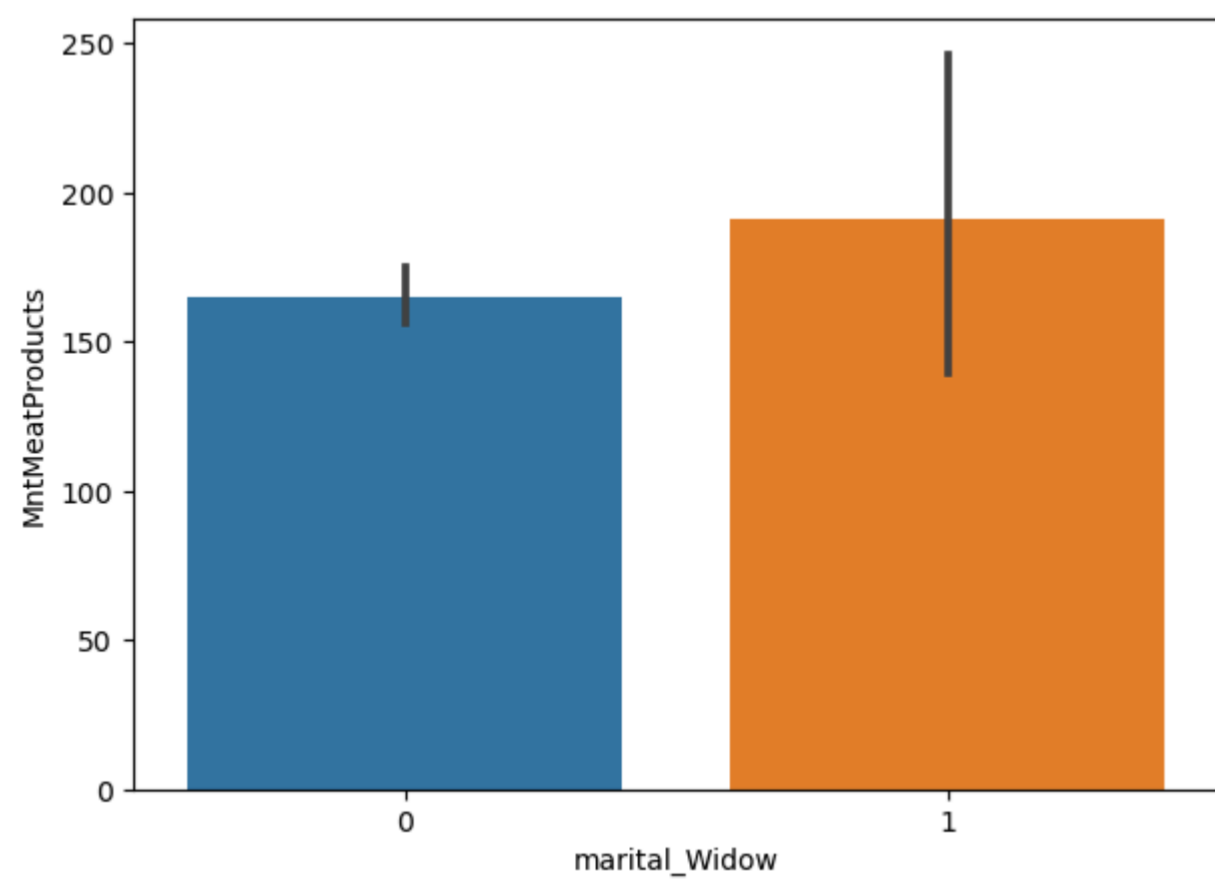
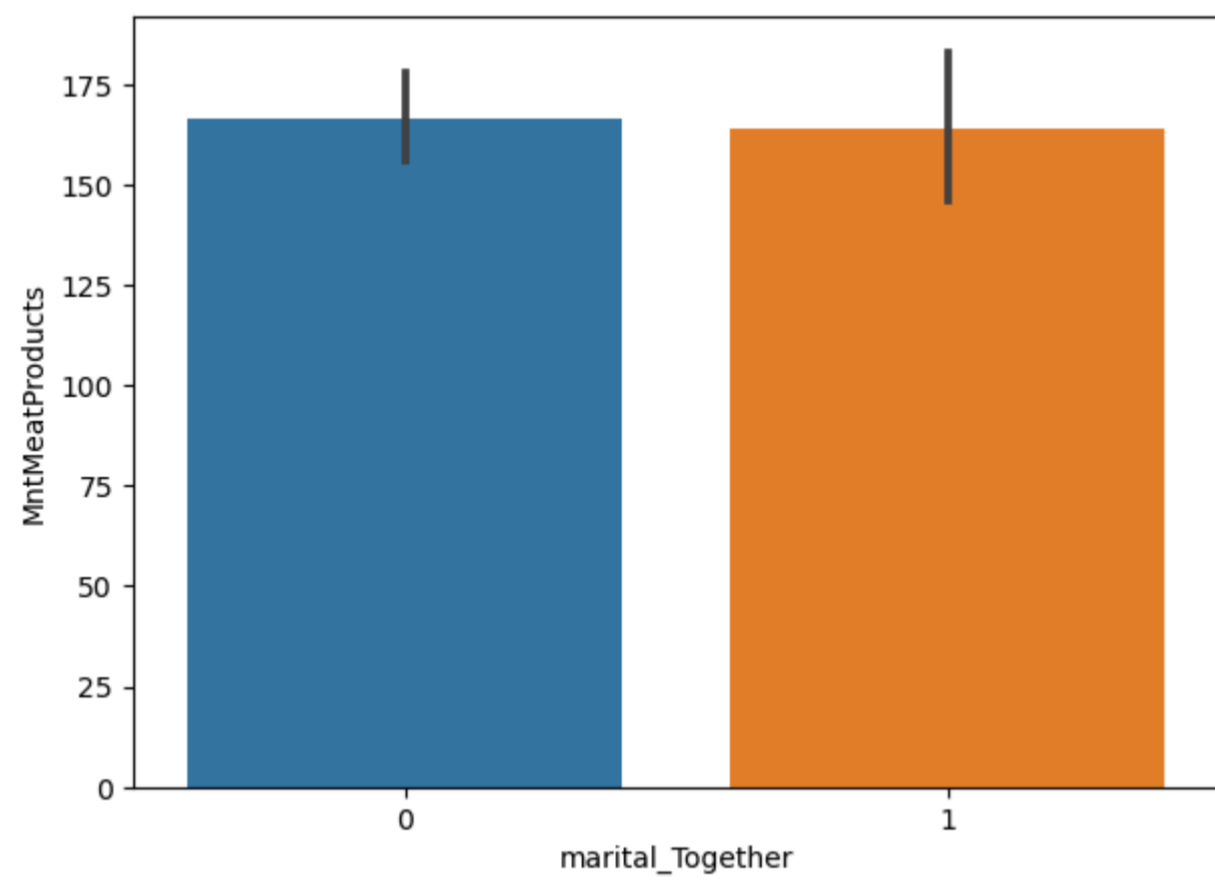
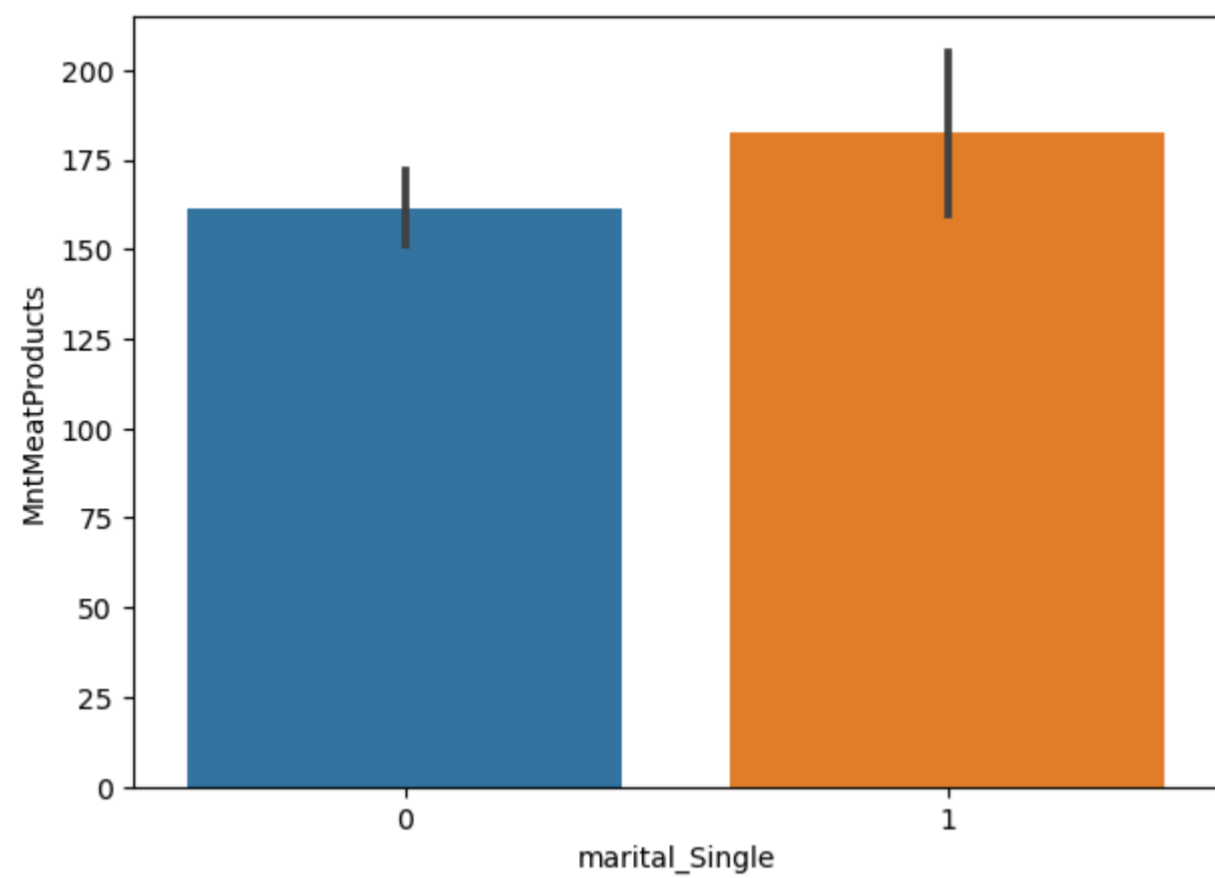
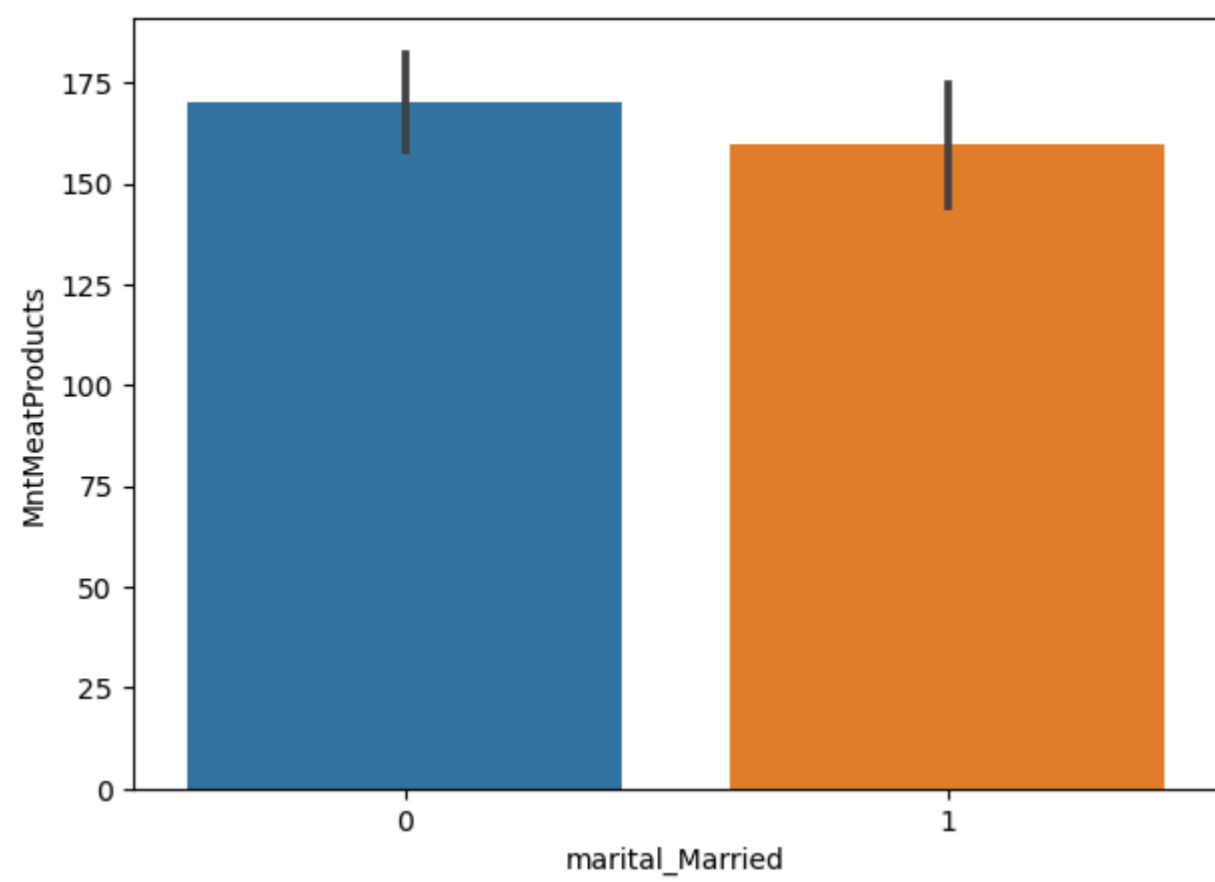




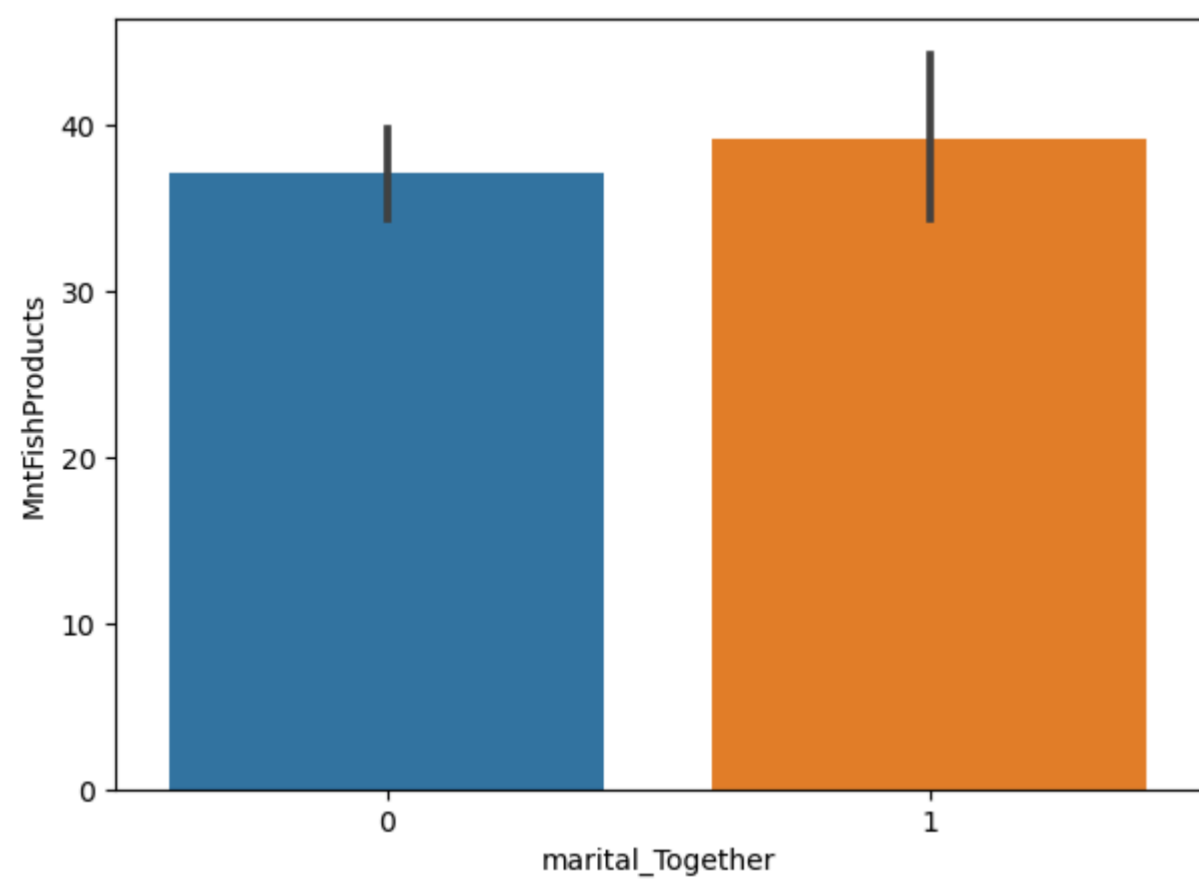
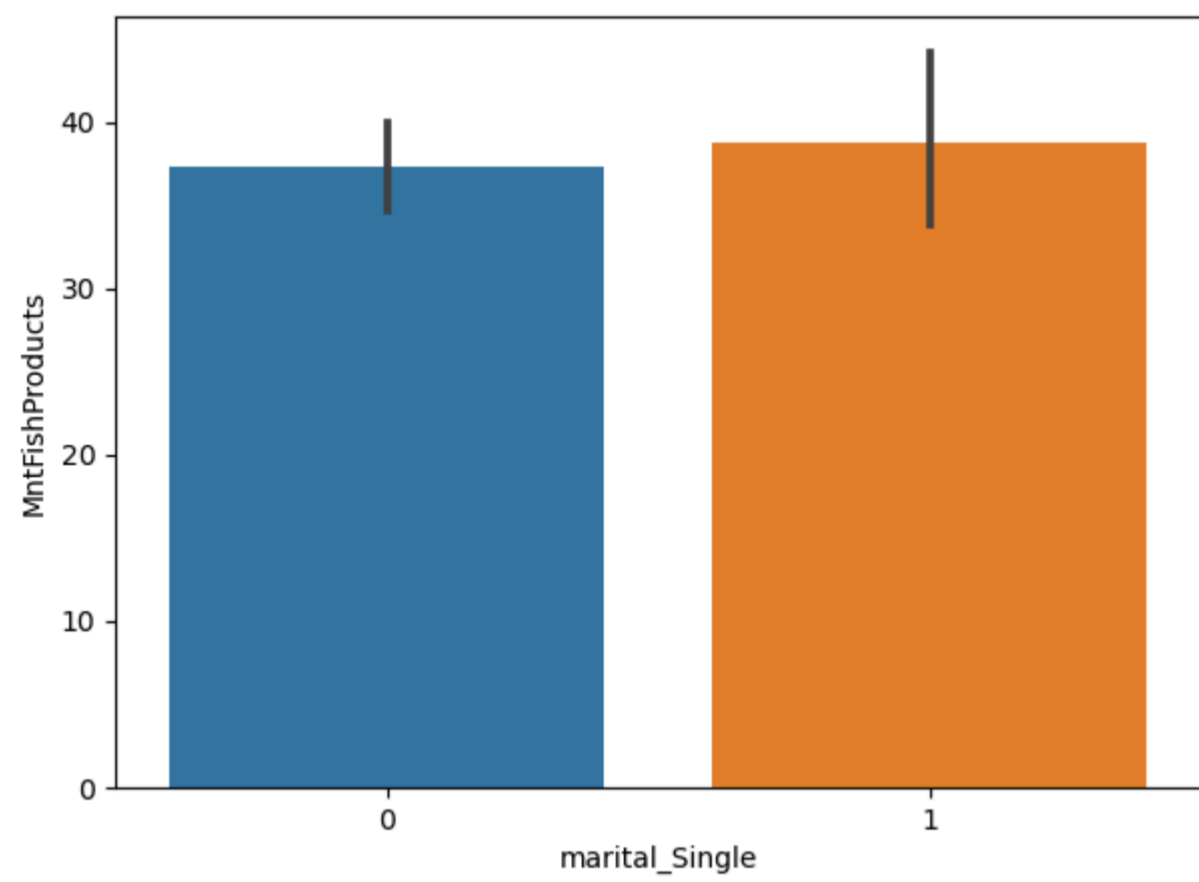
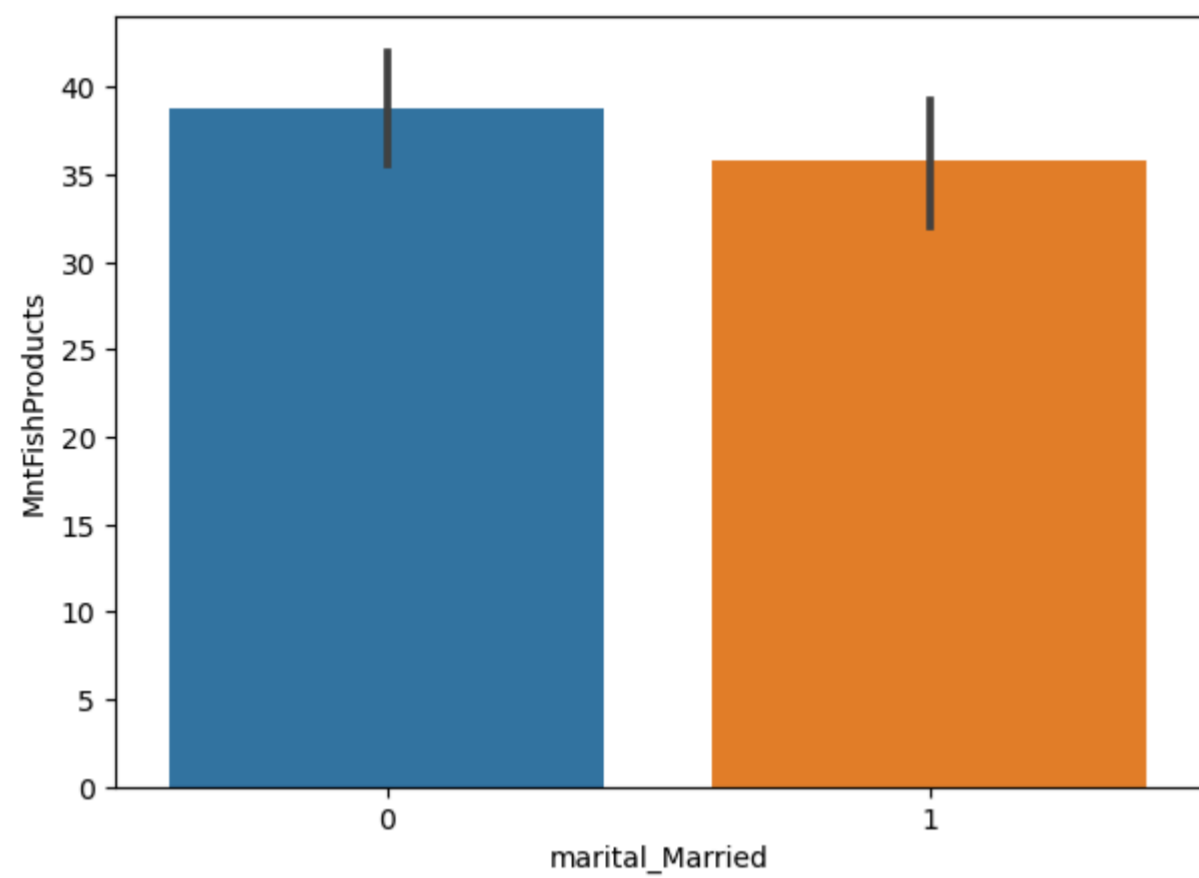
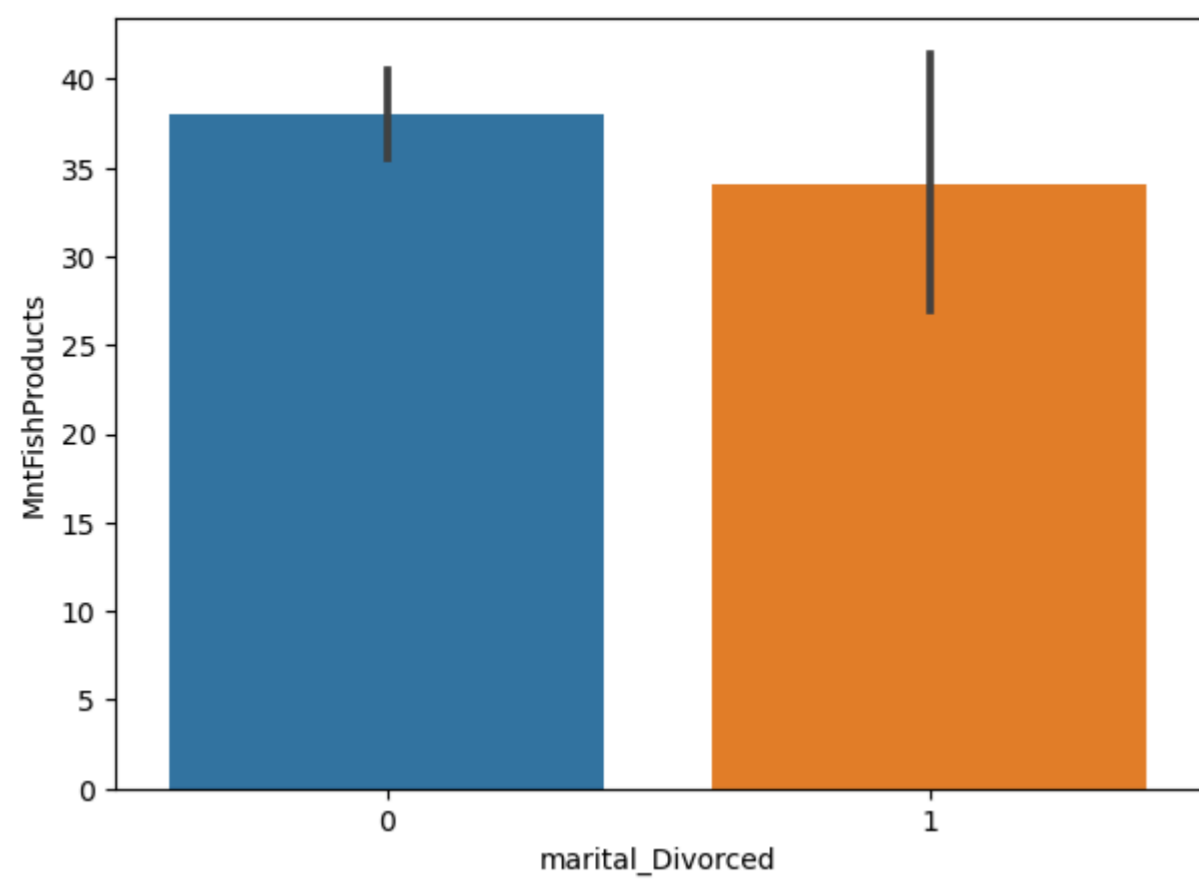
In []:

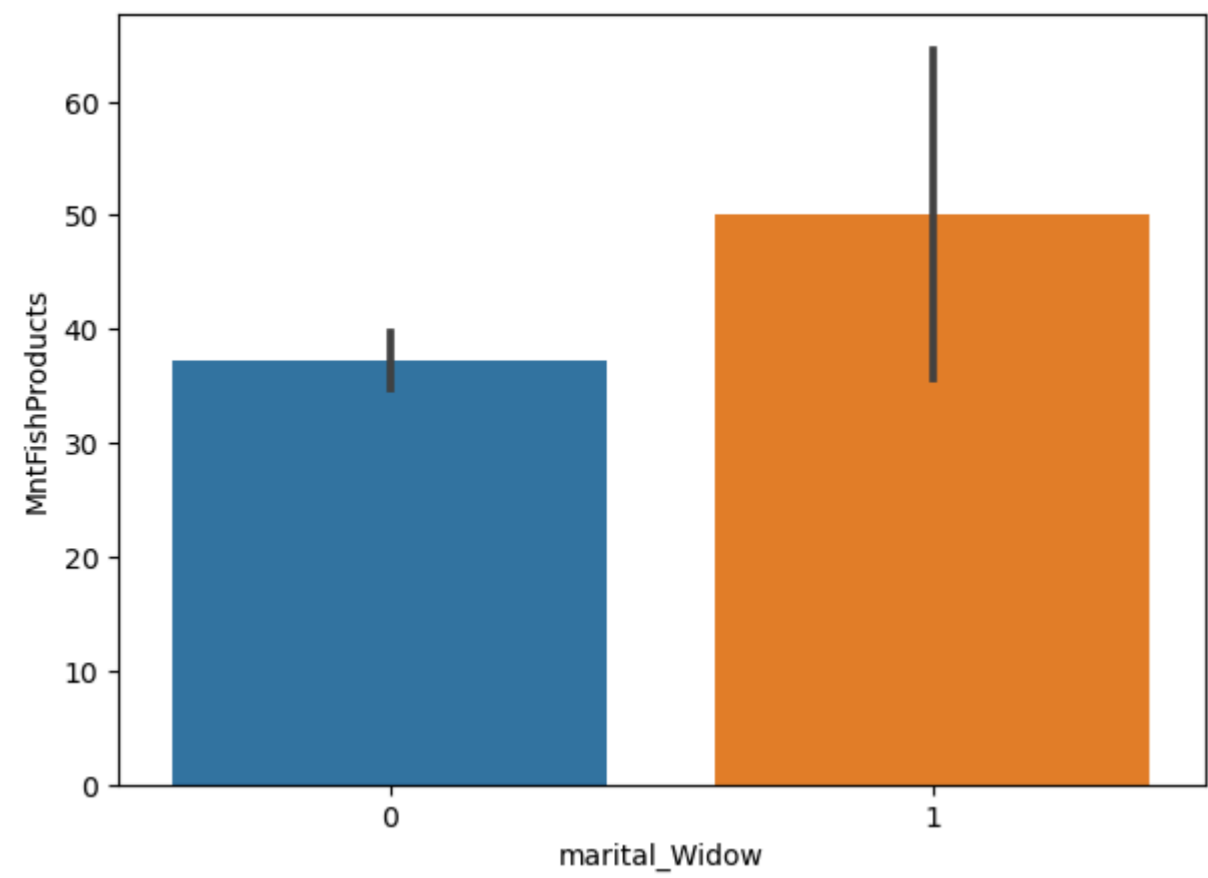
```
In [53]: def plotter( X, Y, df):  
plt.figure(figsize=(7,5))  
  
sns.barplot(x=X, y=Y, data = df)  
plt.show()  
  
maritalStat = ['marital_Divorced', 'marital_Married',  
              'marital_Single', 'marital_Together', 'marital_Widow']  
for marit in maritalStat:  
    plotter(marit, 'MntMeatProducts', df)
```





```
In [54]: def plotter( X, Y, df):  
          plt.figure(figsize=(7,5))  
  
          sns.barplot(x=X, y=Y, data = df)  
          plt.show()  
  
          maritalStat = ['marital_Divorced', 'marital_Married',  
                        'marital_Single', 'marital_Together', 'marital_Widow']  
          for marit in maritalStat:  
              plotter(marit, 'MntFishProducts', df)
```

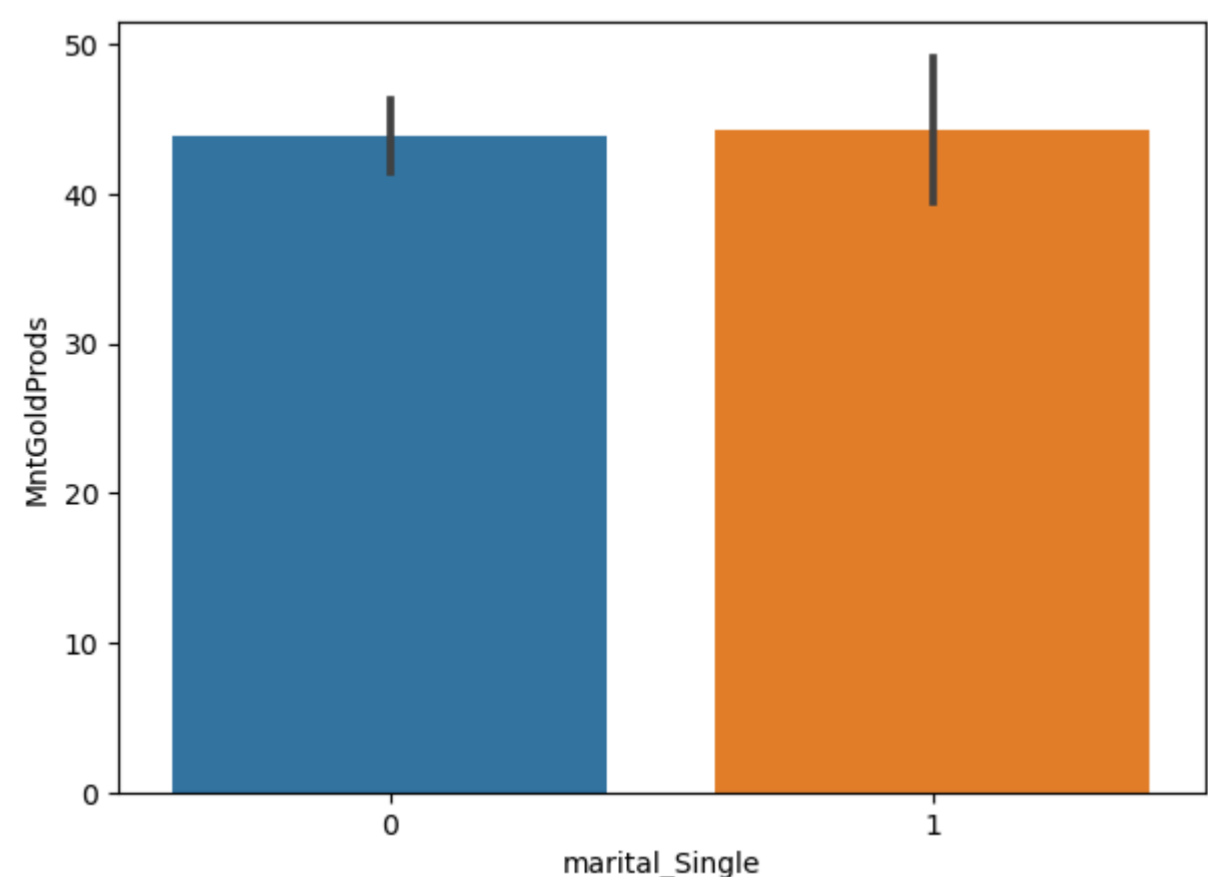
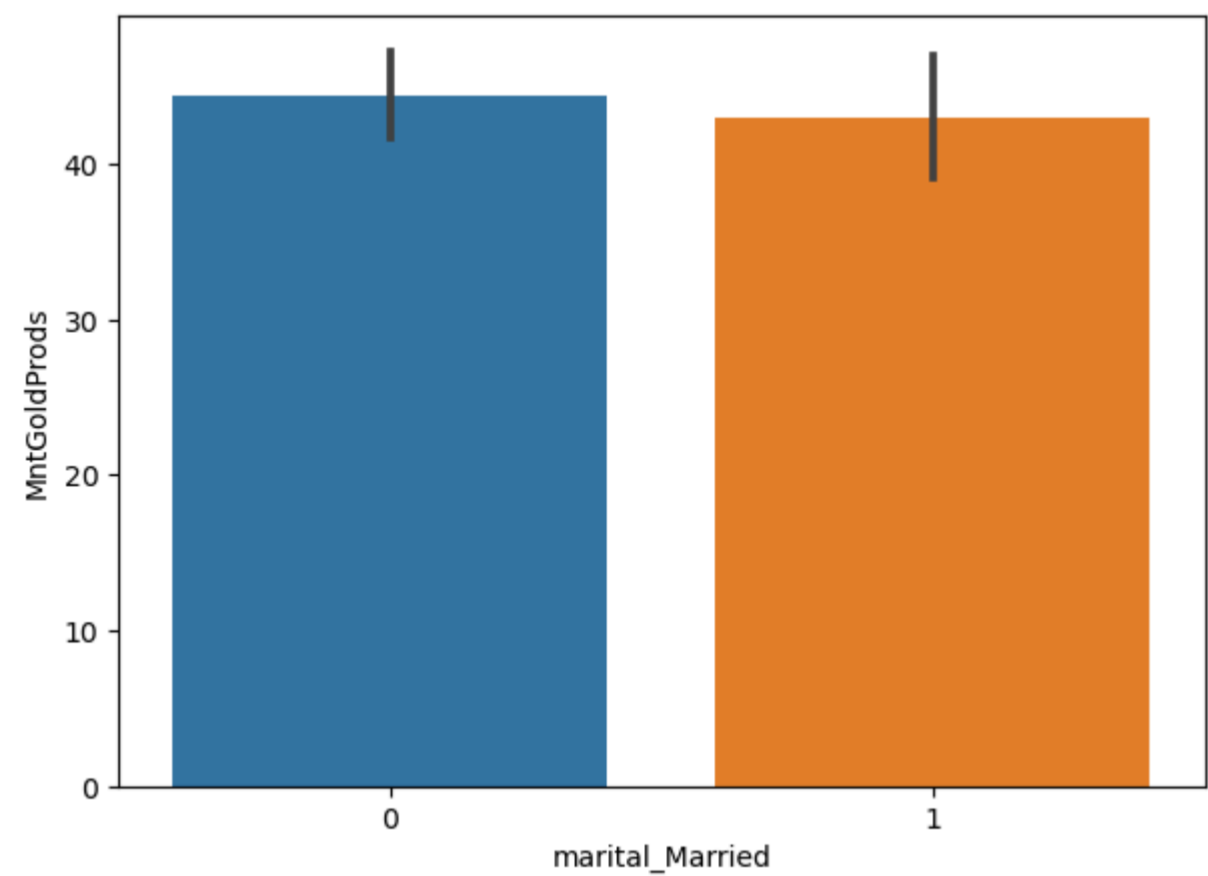
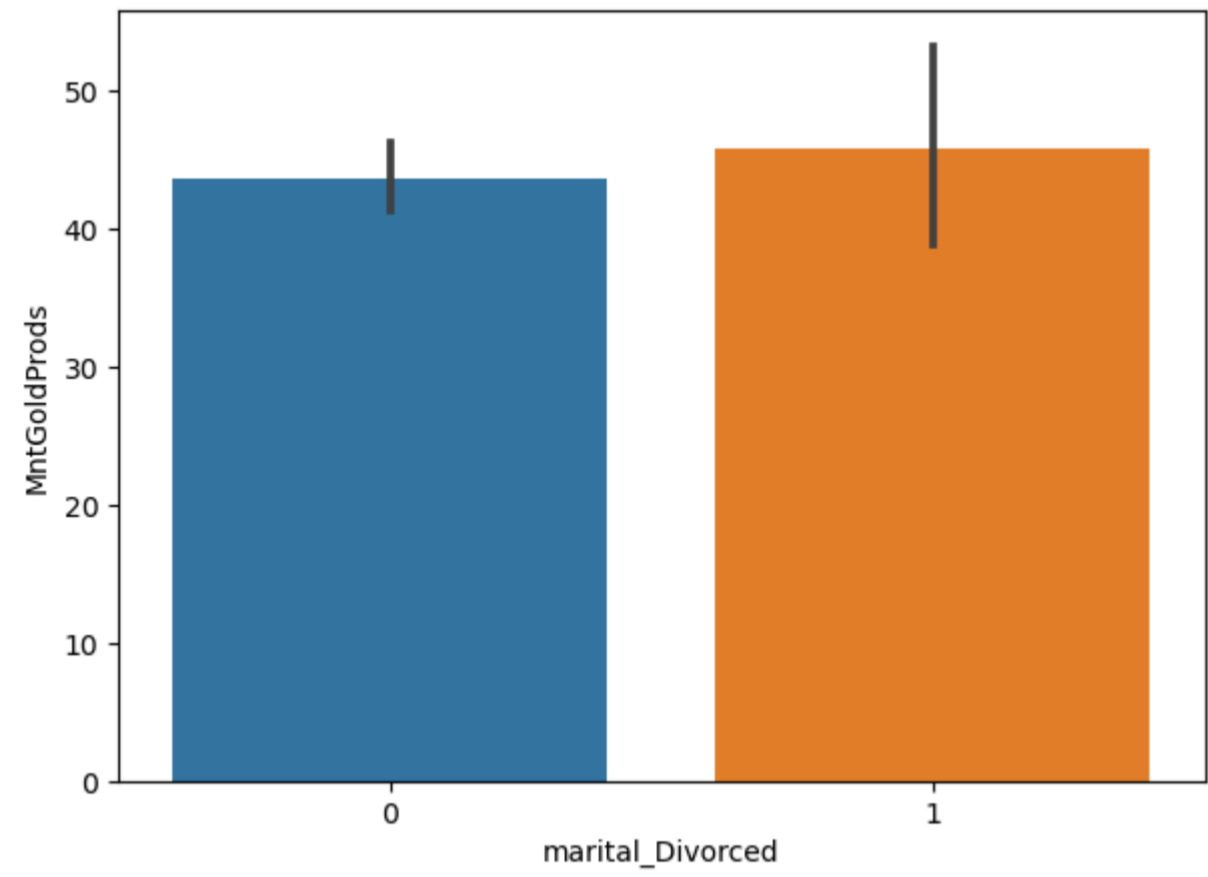


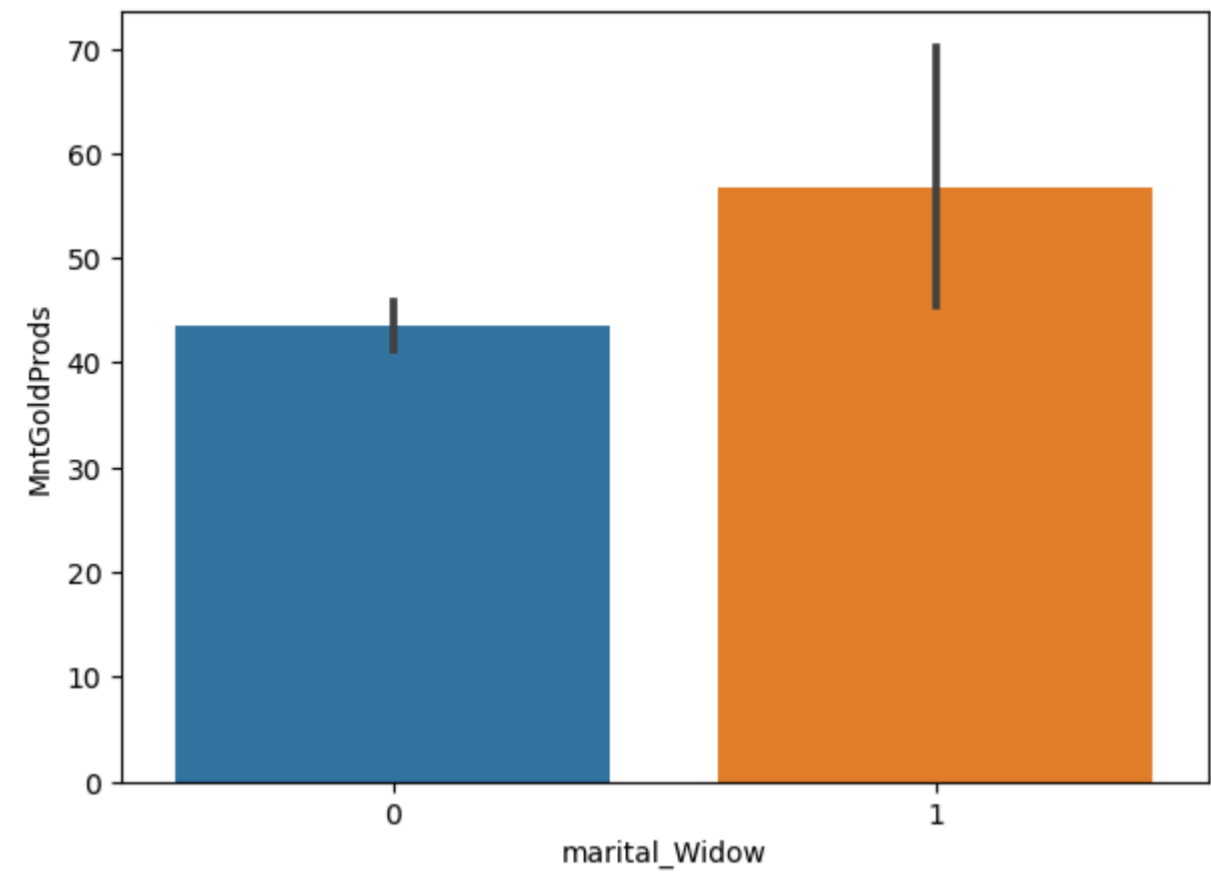
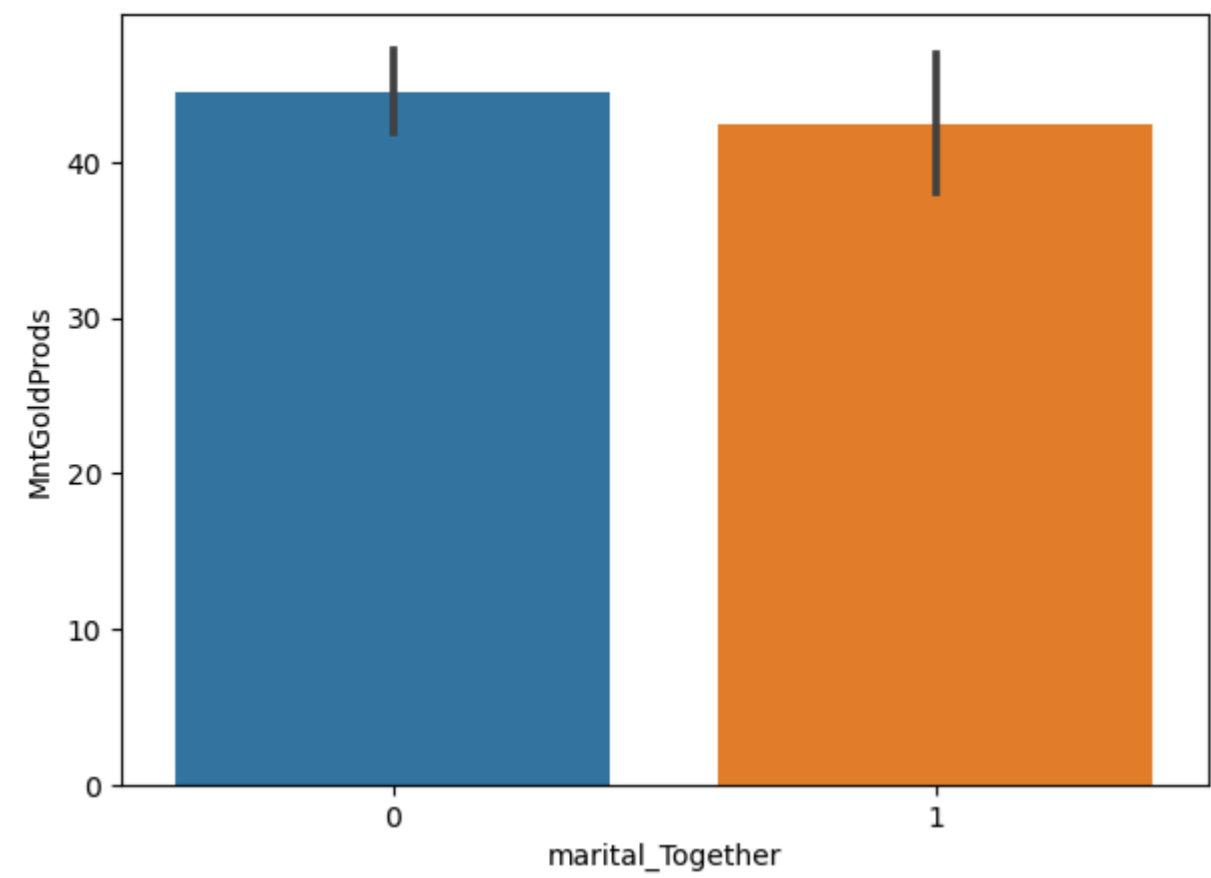


```
In [55]: def plotter( X, Y, df):
plt.figure(figsize=(7,5))

sns.barplot(x=X, y=Y, data = df)
plt.show()

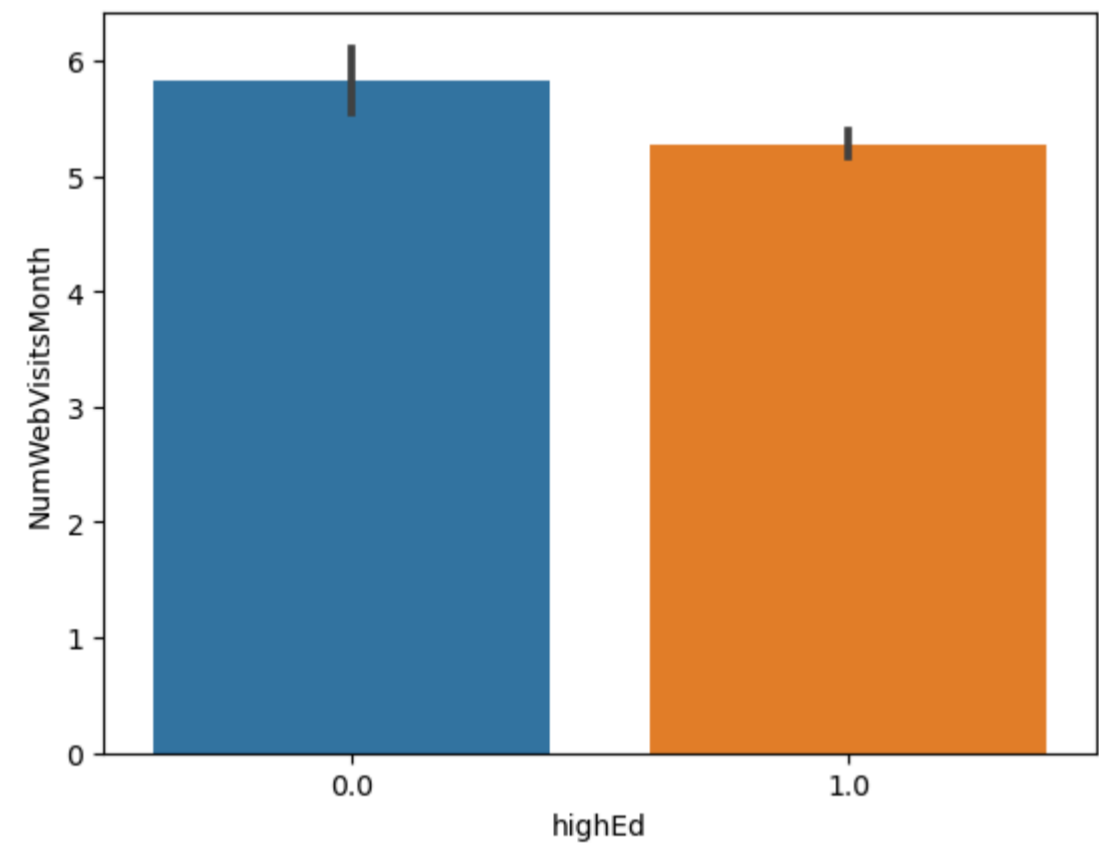
maritalStat = ['marital_Divorced', 'marital_Married',
               'marital_Single', 'marital_Together', 'marital_Widow']
for marit in maritalStat:
    plotter(marit, 'MntGoldProds', df)
```





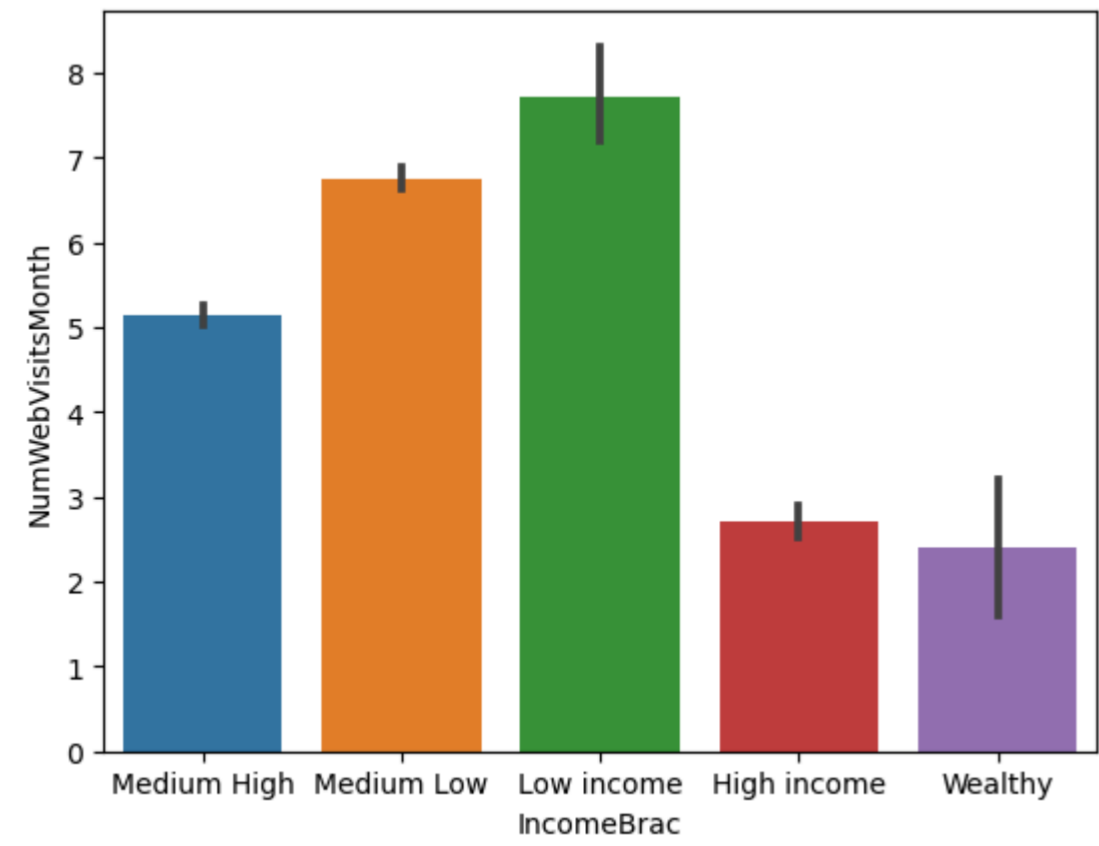
```
In [56]: sns.barplot(x='highEd', y='NumWebVisitsMonth', data = df)
```

```
Out[56]: <AxesSubplot:xlabel='highEd', ylabel='NumWebVisitsMonth'>
```



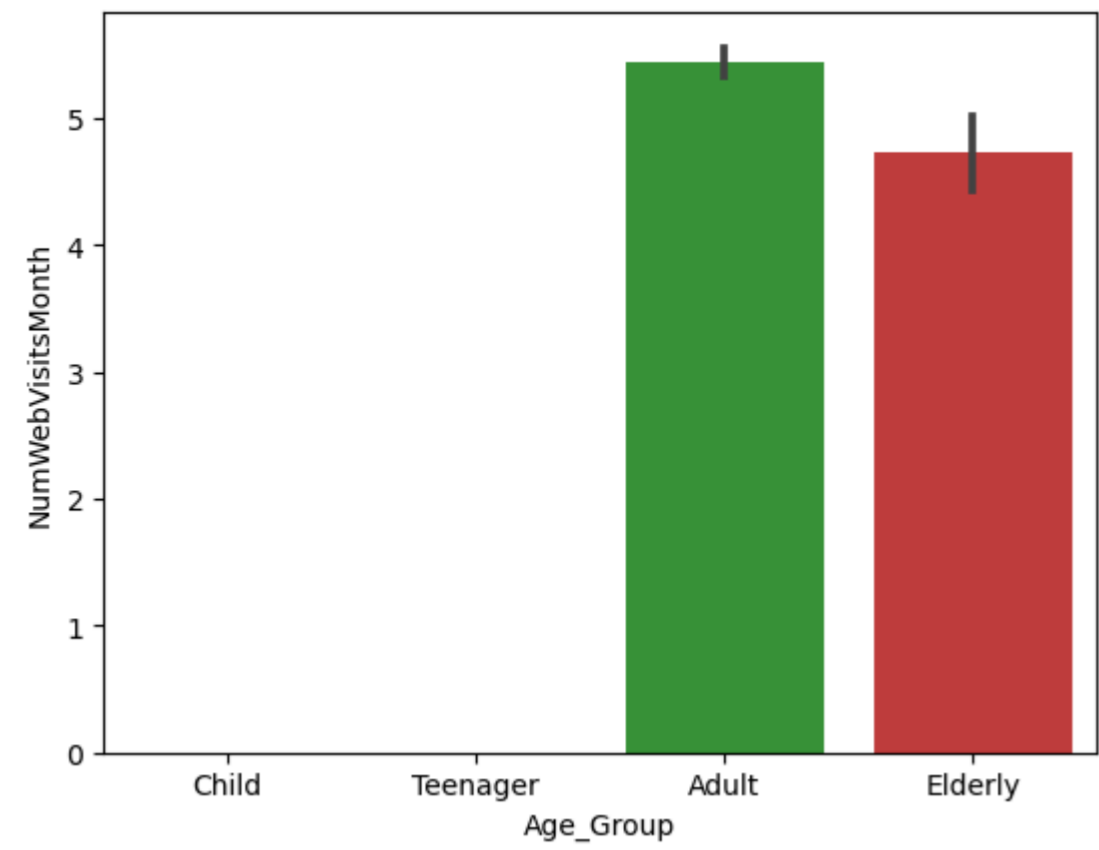
```
In [57]: sns.barplot(x='IncomeBrac', y='NumWebVisitsMonth', data = df)
```

```
Out[57]: <AxesSubplot:xlabel='IncomeBrac', ylabel='NumWebVisitsMonth'>
```



```
In [58]: sns.barplot(x='Age_Group', y='NumWebVisitsMonth', data = df)
```

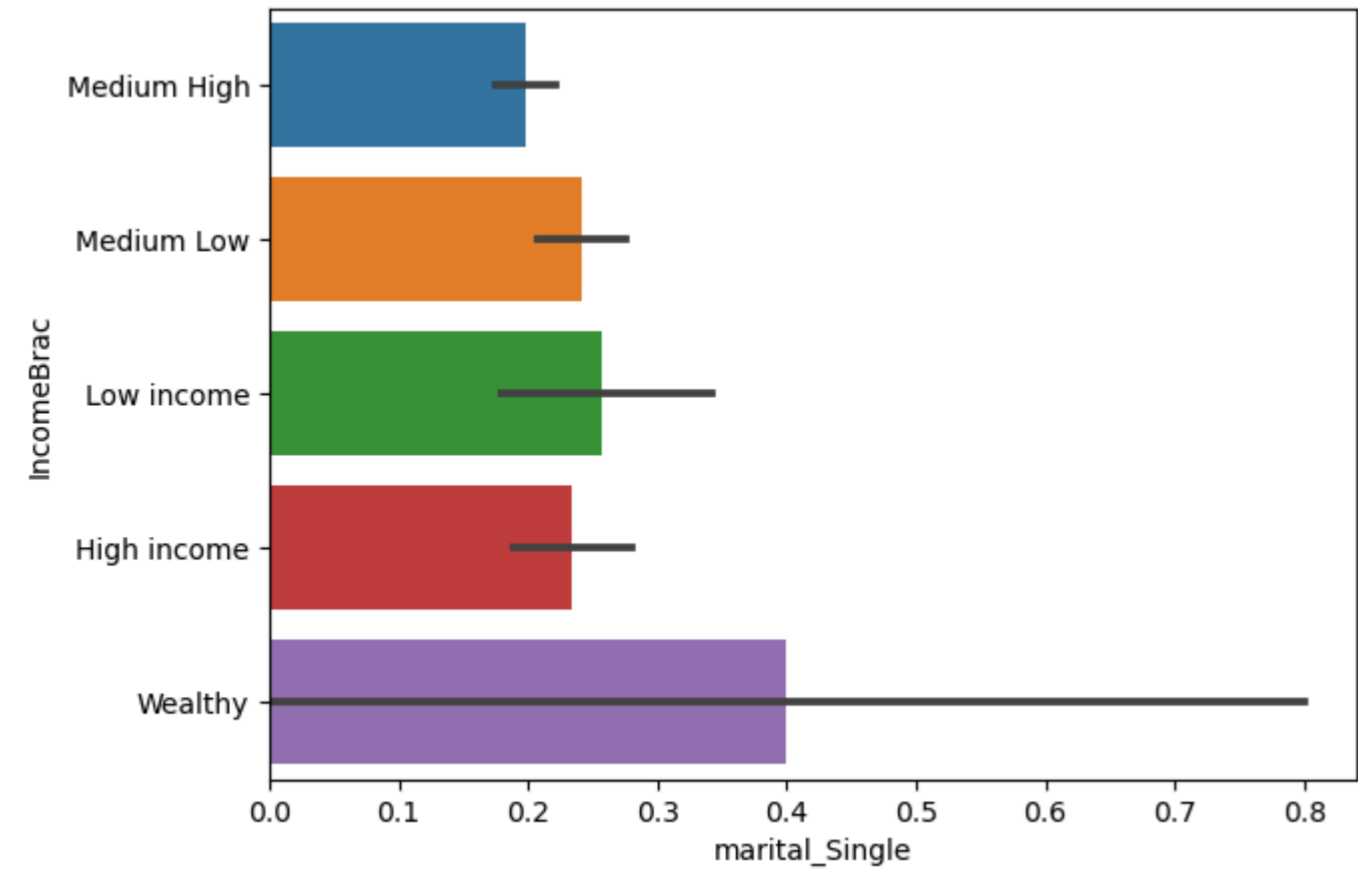
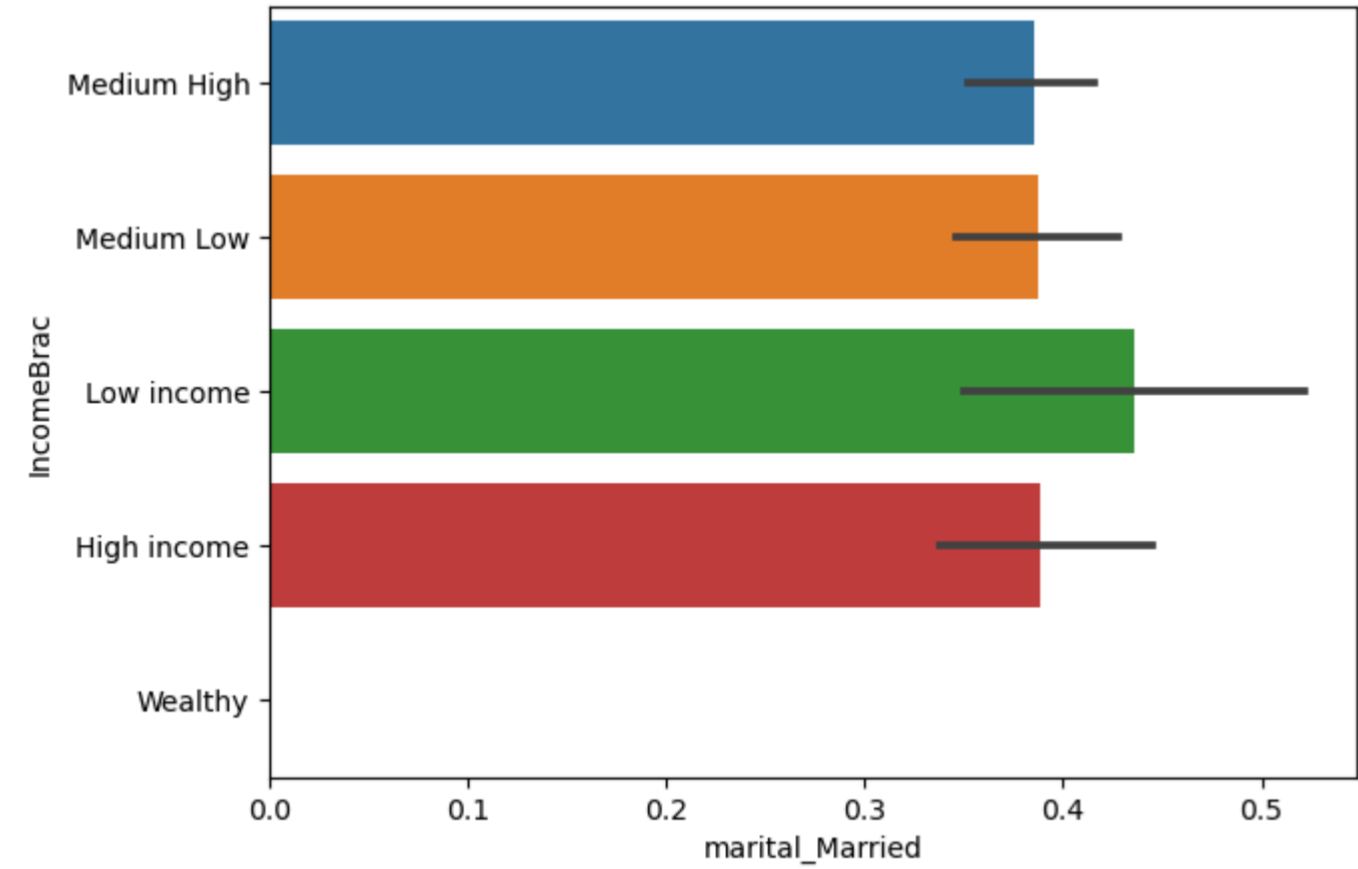
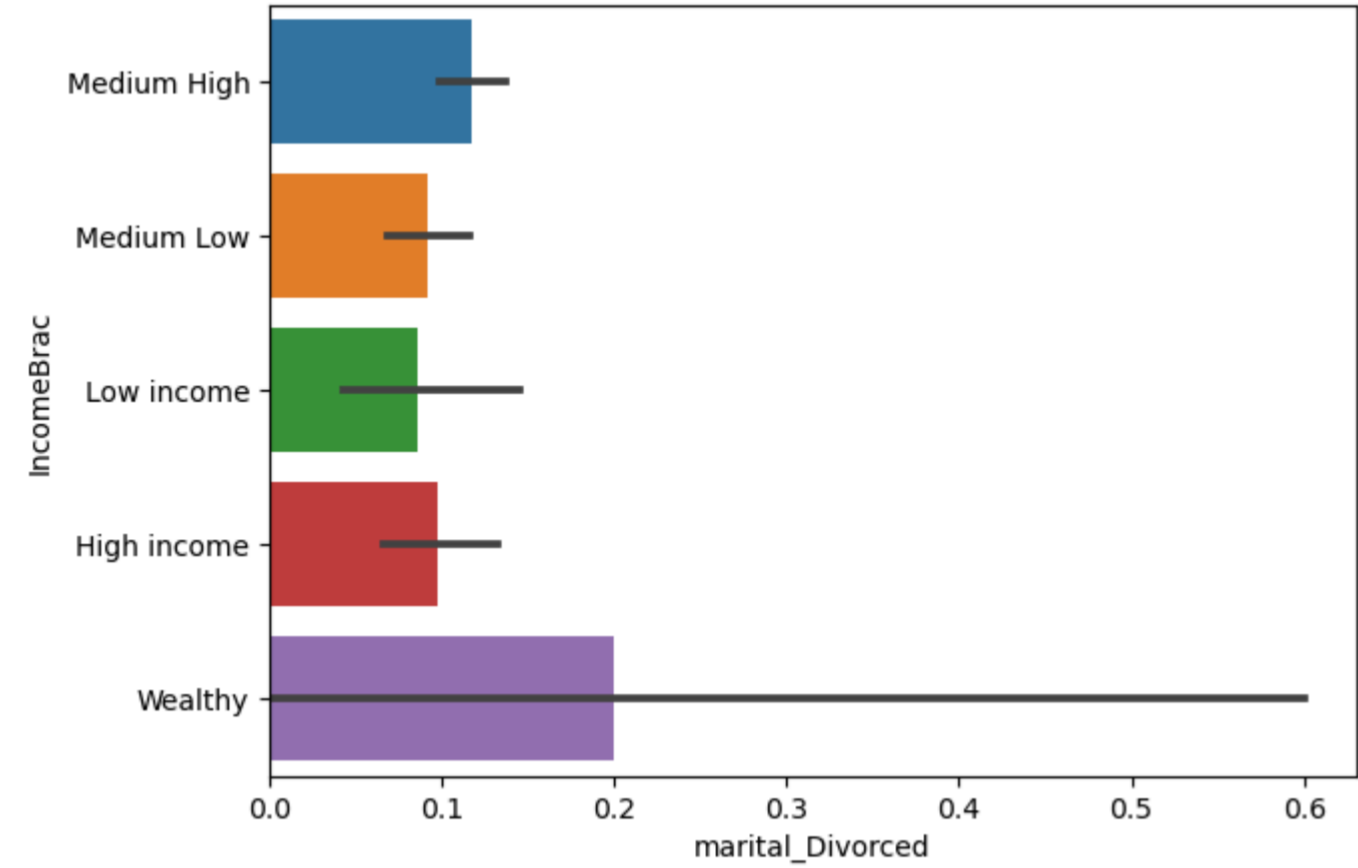
```
Out[58]: <AxesSubplot:xlabel='Age_Group', ylabel='NumWebVisitsMonth'>
```

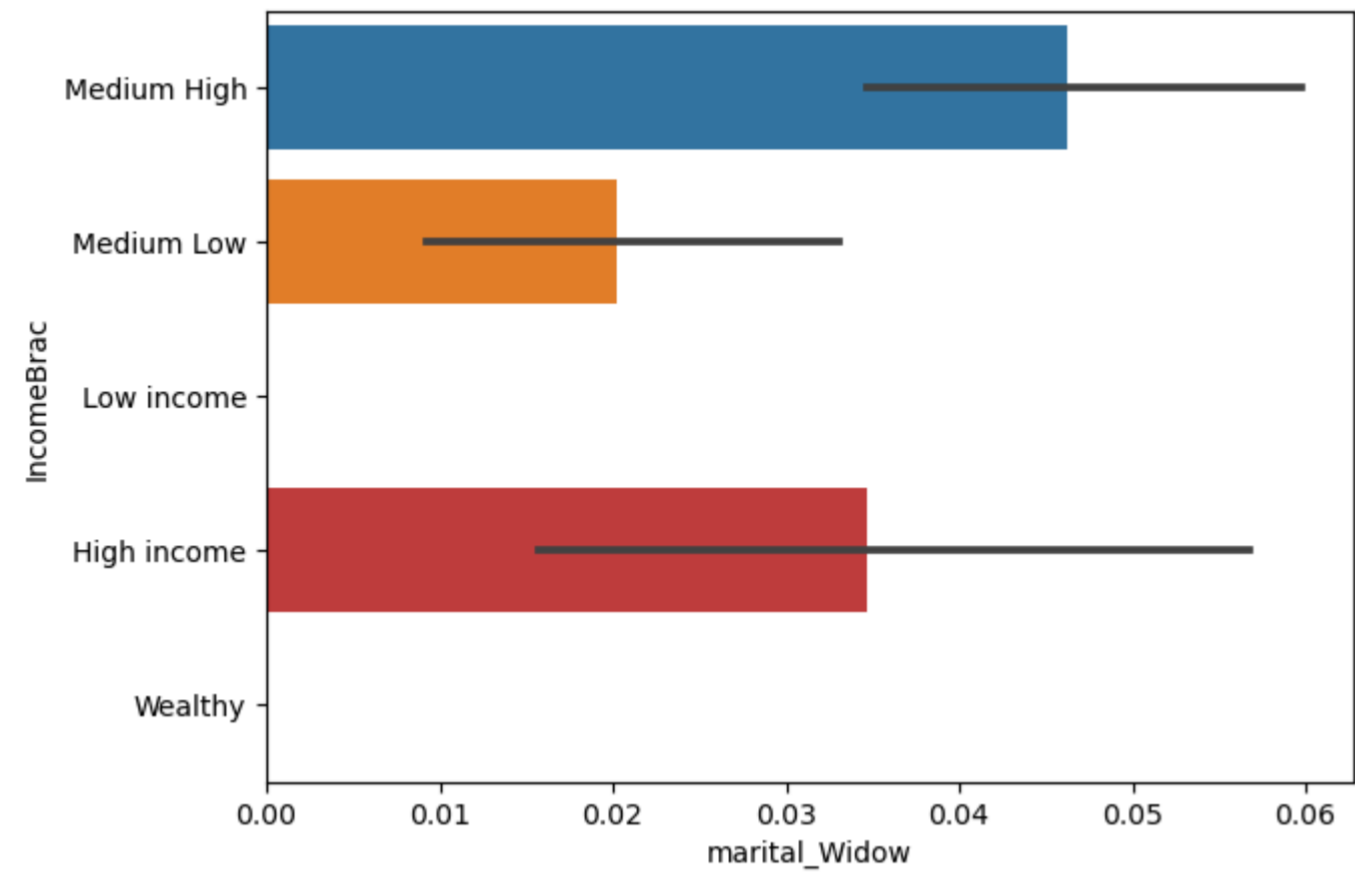
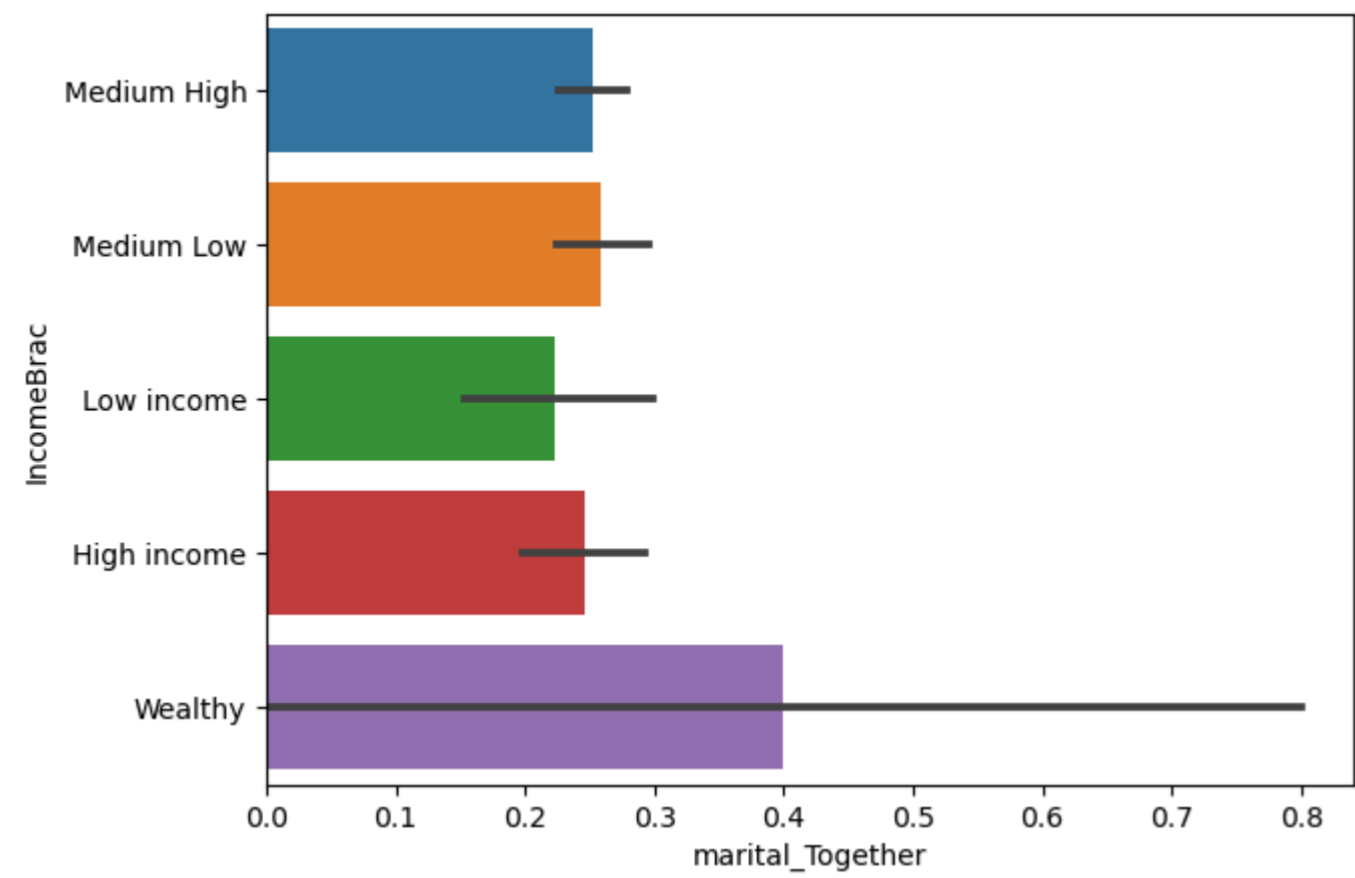


```
In [59]: def plotter( X, Y, df):
plt.figure(figsize=(7,5))

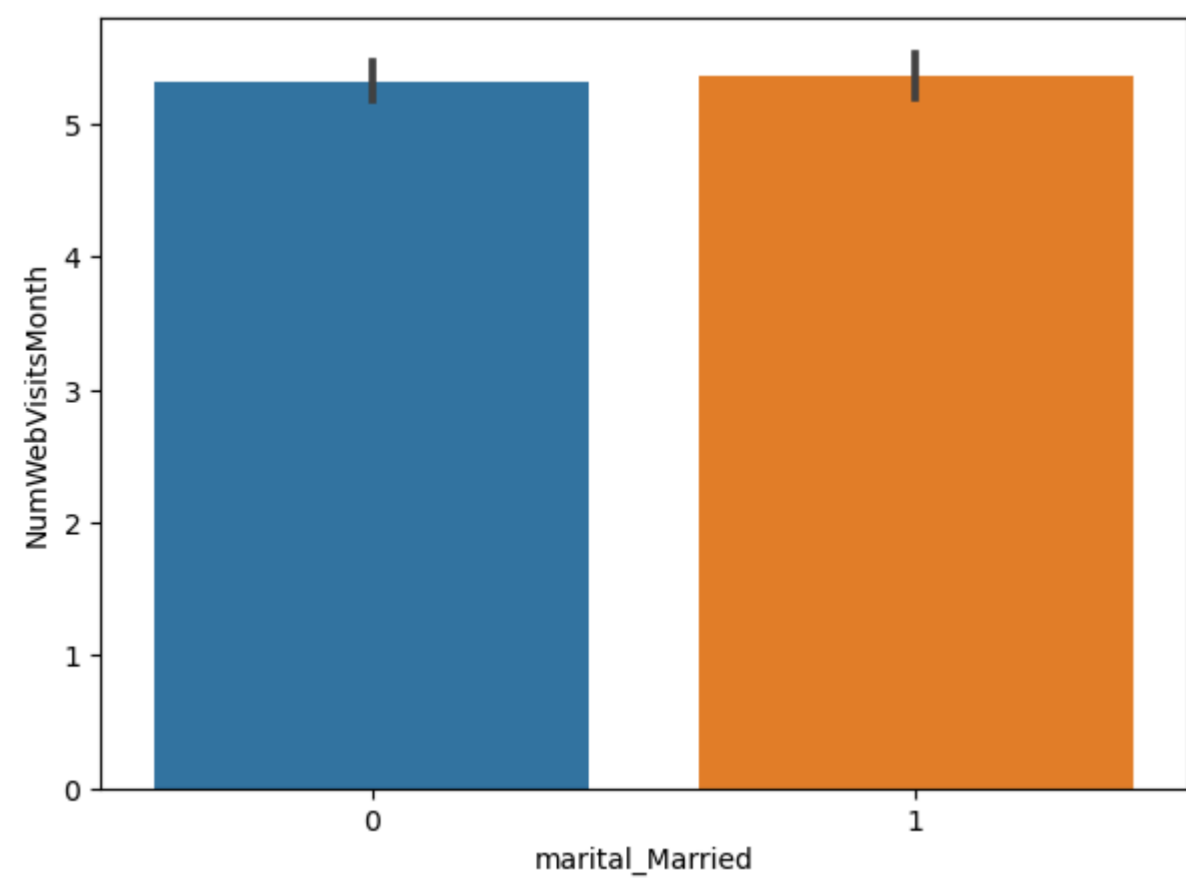
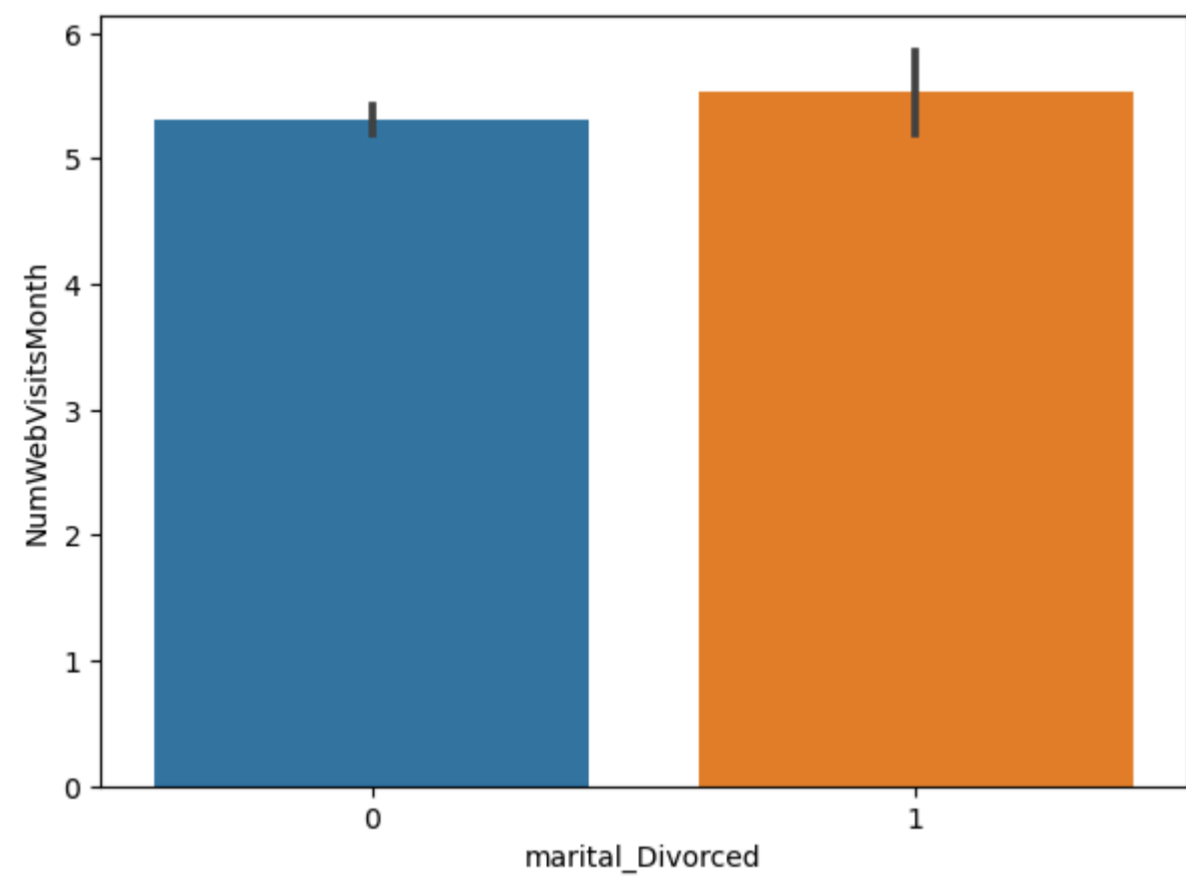
sns.barplot(x=X, y=Y, data = df)
plt.show()

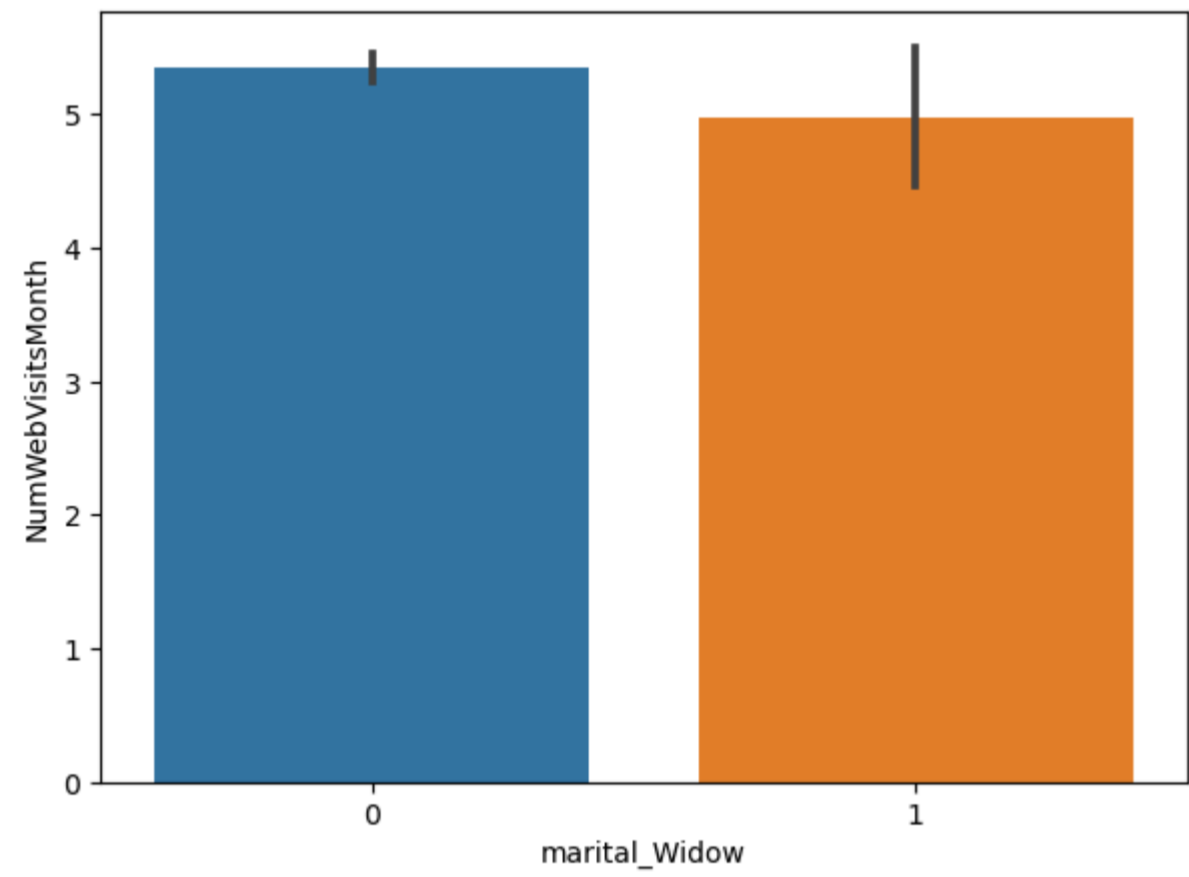
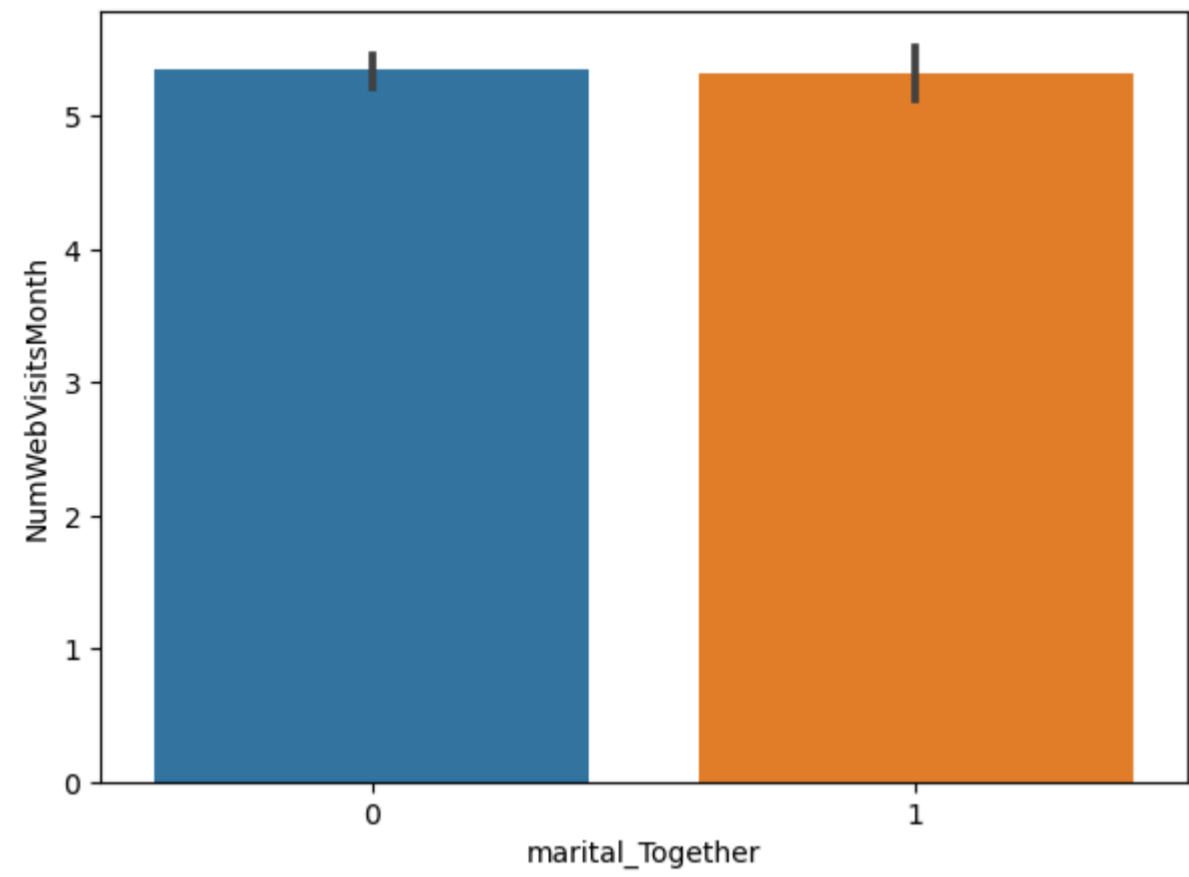
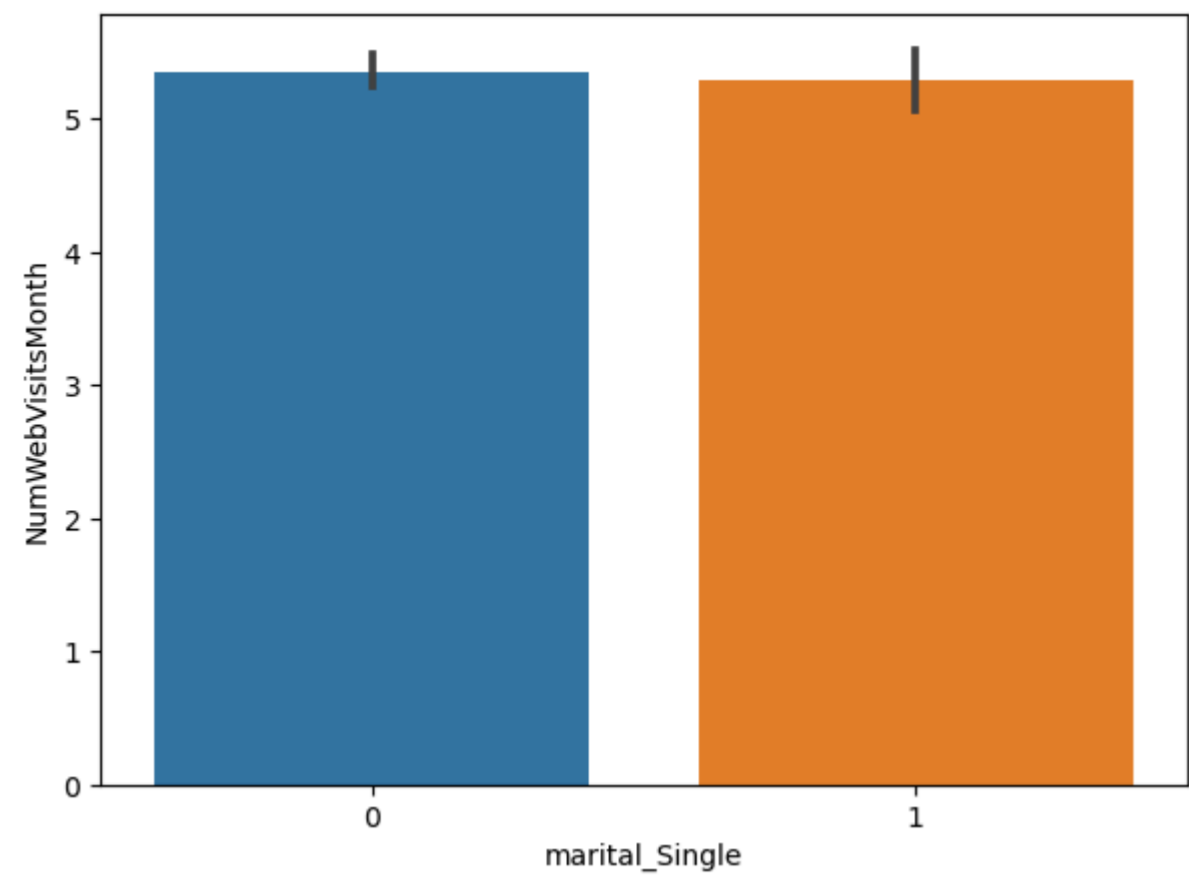
maritalStat = ['marital_Divorced', 'marital_Married',
               'marital_Single', 'marital_Together', 'marital_Widow']
for marit in maritalStat:
    plotter(marit, 'IncomeBrac', df)
```



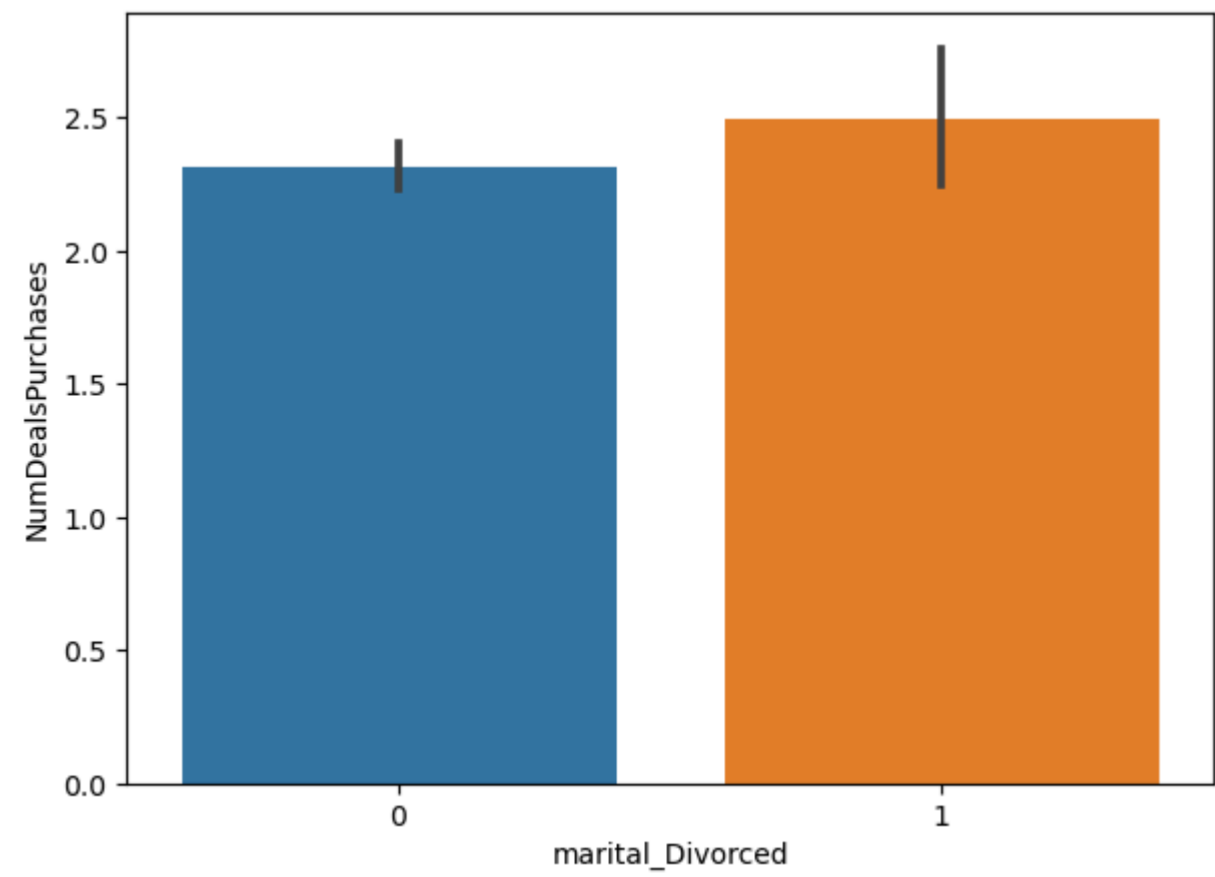


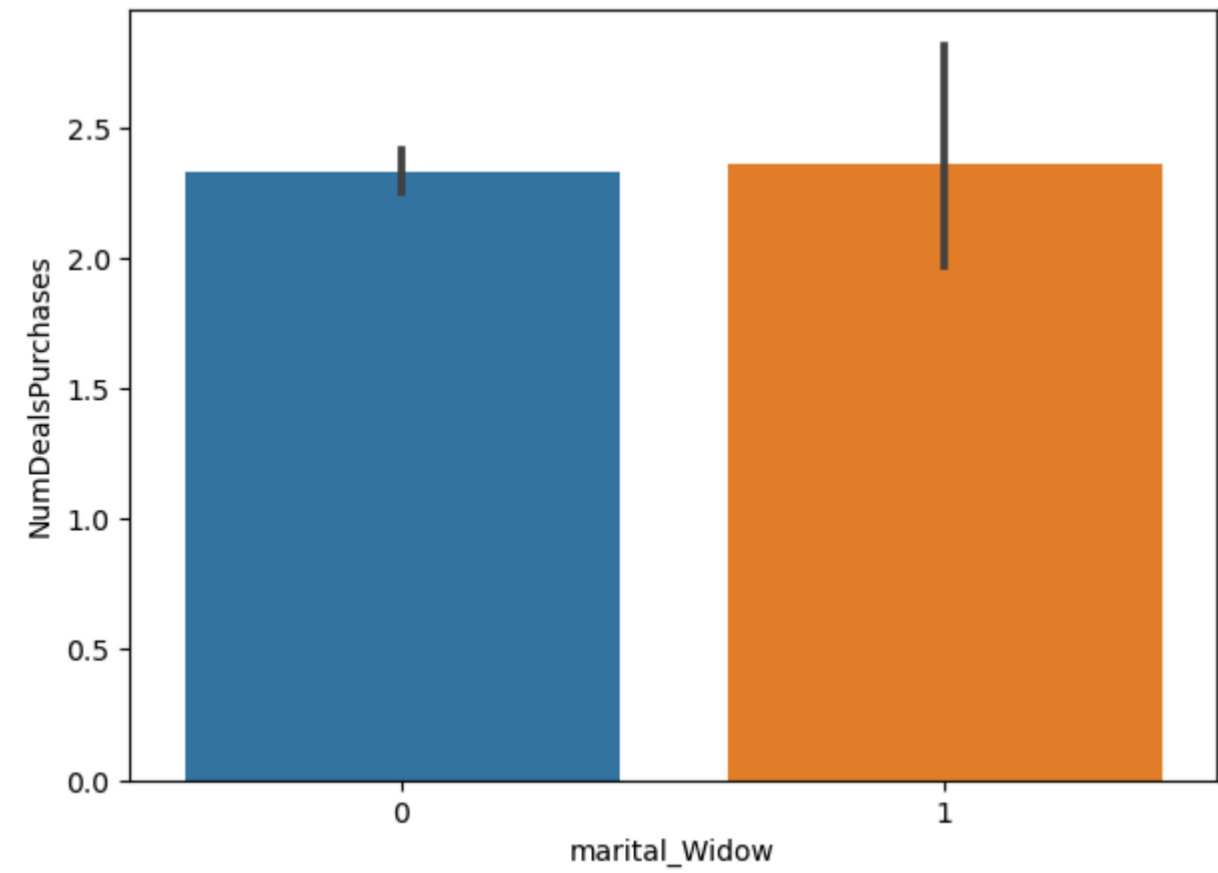
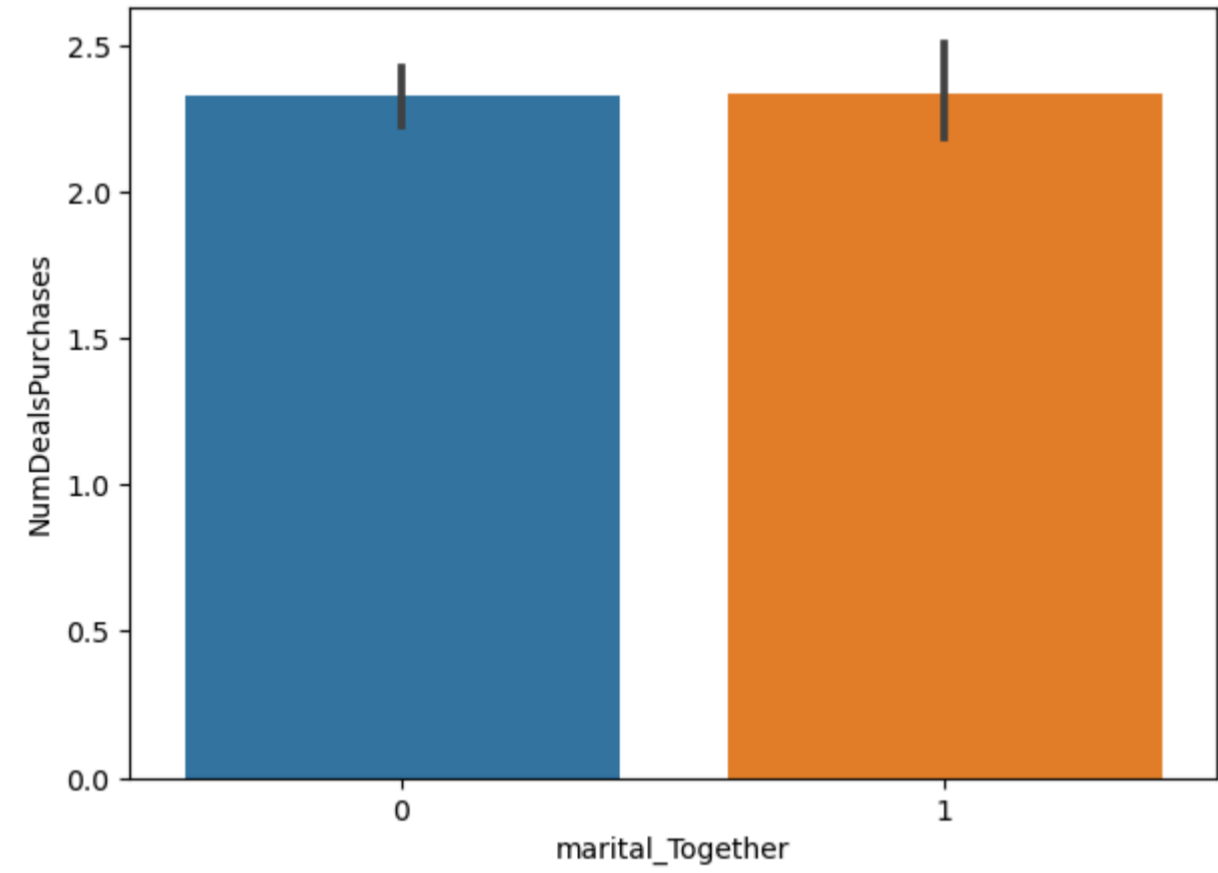
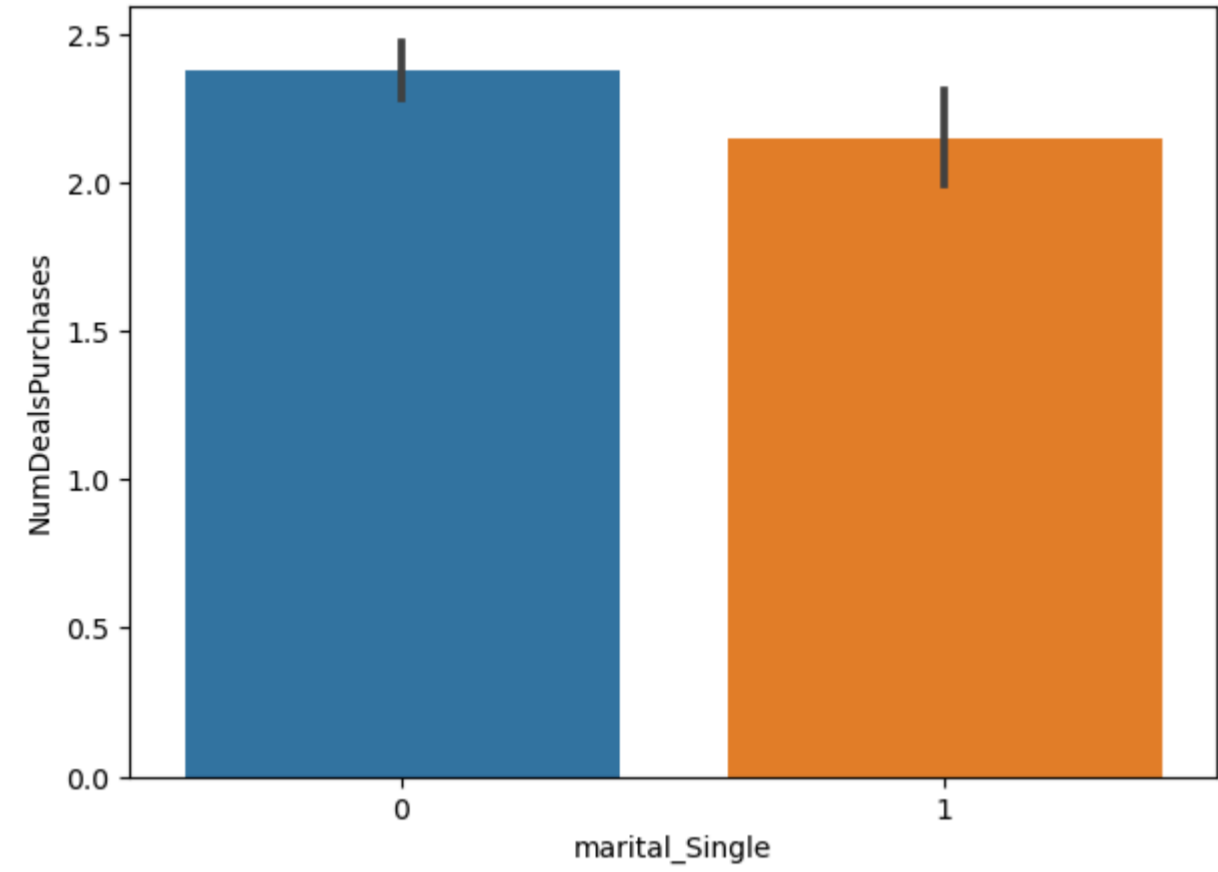
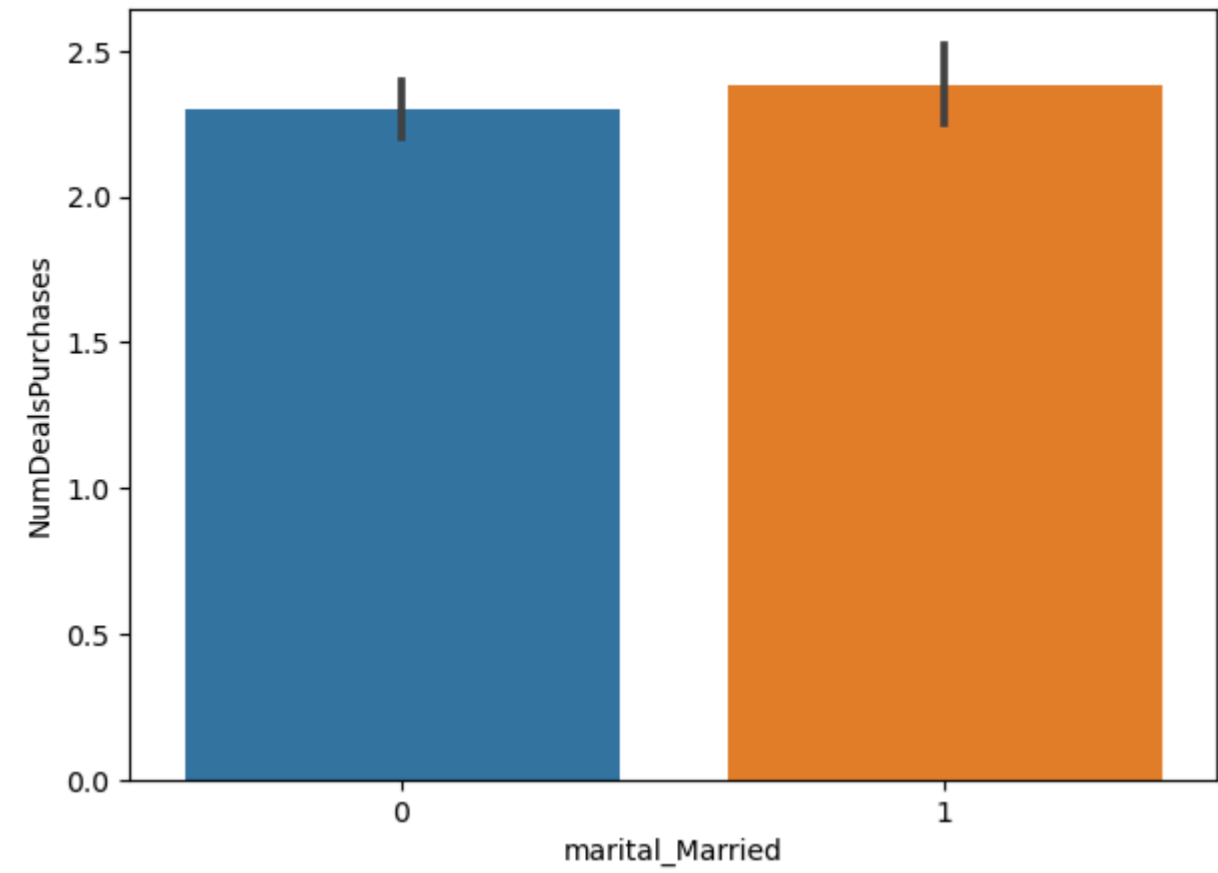
```
In [60]: def plotter( X, Y, df):  
plt.figure(figsize=(7,5))  
  
sns.barplot(x=X, y=Y, data = df)  
plt.show()  
  
maritalStat = ['marital_Divorced', 'marital_Married',  
               'marital_Single', 'marital_Together', 'marital_Widow']  
for marit in maritalStat:  
    plotter(marit, 'NumWebVisitsMonth', df)
```





```
In [61]: def plotter( X, Y, df):  
    plt.figure(figsize=(7,5))  
  
    sns.barplot(x=X, y=Y, data = df)  
    plt.show()  
  
maritalStat = ['marital_Divorced', 'marital_Married',  
              'marital_Single', 'marital_Together', 'marital_Widow']  
for marit in maritalStat:  
    plotter(marit, 'NumDealsPurchases', df)
```





```
In [62]: df.MntMeatProducts.sum()
```

Out[62]: 335607

```
In [63]: df.MntMeatProducts.mean()
```

Out[63]: 166.05987135081642

```
In [64]: df.MntWines.sum()
```

Out[64]: 619421

```
In [ ]:
```

```
In [ ]:
```

```
In [ ]:
```

