

---

## Student - N.Swathi Priya

## Mentor - Jatin Dixit

### Capstone Project -1 Prediction of telemarketing conversion probability using bank user dataset

In this project the main goal is to predict if a tele-marketing campaign for term deposit will lead to a conversion. The dataset provided consists of close to twenty features consisting of demographic details of the potential clients, any previous banking details of the client and details on the marketing campaign of a Portuguese Banking Institution . The target variable is to predict the probability of a potential client subscribing to the term deposit, so that clients with higher predicted probability of subscribing could be chosen for the campaign.

#### Dependent Variable

Deposit: y - has the client subscribed a term deposit? (binary: 'yes','no')

#### Independent variable

- 1 - age (numeric)
- 2 - job : type of job (categorical:  
'admin.','blue-collar','entrepreneur','housemaid','management','retired','self-employed','services','student','technician','unemployed','unknown')
- 3 - marital : marital status (categorical: 'divorced','married','single','unknown'; note: 'divorced' means divorced or widowed)
- 4 - education (categorical:  
basic.4y','basic.6y','basic.9y','high.school','illiterate','professional.course','university.degree','unknown')
- 5 - default: has credit in default? (categorical: 'no','yes','unknown')
- 6 - housing: has a housing loan? (categorical: 'no','yes','unknown')
- 7 - loan: has personal loan? (categorical: 'no','yes','unknown')

#### Related with the last contact of the current campaign:

- 8 - contact: contact communication type (categorical: 'cellular','telephone')
- 9 - month: last contact month of year (categorical: 'jan', 'feb', 'mar', ..., 'nov', 'dec')
- 10 - day\_of\_week: last contact day of the week (categorical: 'mon','tue','wed','thu','fri')

11 - duration: last contact duration, in seconds (numeric). Important note: this attribute highly affects the output target (e.g., if duration=0 then y='no'). Yet, the duration is not known before a call is performed. Also, after the end of the call y is obviously known. Thus, this input should only be included for benchmark purposes and should be discarded if the intention is to have a realistic predictive model.

#### Other attributes:

12 - campaign: number of contacts performed during this campaign and for this client (numeric, includes last contact)

13 - pdays: number of days that passed by after the client was last contacted from a previous campaign (numeric; 999 means client was not previously contacted)

14 - previous: number of contacts performed before this campaign and for this client (numeric)

15 - poutcome: outcome of the previous marketing campaign (categorical: 'failure', 'nonexistent', 'success')

'Observation is that 4521 rows and 17 numerical features after transformation. Target variable shape is (4521, 0 ) as expected

#### Primary analysis of several categorical features reveals:

Administrative staff and technical specialists opened the deposit most of all. In relative terms, a high proportion of pensioners and students might be mentioned as well.

Although in absolute terms married consumers more often agreed to the service, in relative terms the single was responded better. Best communication channel is secular.

The difference is evident between consumers who already use the services of banks and received a loan.

Home ownership does not greatly affect marketing company performance.

#### Observation from correlation matrix:

Most correlated with target feature is call duration. So we need to transform it to reduce the influence.

Highly correlated features (Previous day and Previous campaign) may describe clients state from last contact of current campaign. Their variance might support model capacity for generalization.

Since categorical variables dominate in the dataset and the number of weakly correlated numeric variables is not more than 4, we need to transform categorical variables to increase the model's ability to generalize data. (we can not drop them)

Particular attention should be paid to the Duration Feature and categories that can be treated as binary. It suggests using binning and simple transformation accordingly (0 and 1).

For categories of more than 3 types of possible option (marital and education) it is proposed to use the encode targeting - it will allow correctly relate the values to the target variable and use indicated categories in numerical form.

## Statistical Test

### The choice of metrics result

It is proposed to use ROC\_AUC metrics for evaluating different models with additional monitoring of the accuracy metric dynamic.

This approach will allow us to explore models from different angles.

Estimator is Logistic regression: F1 score is 0.505724

ROC\_AUC is 0.74165 and accuracy rate is 0.886188

Estimator is GradientBoostingClassifier: F1 score is 0.583217

ROC\_AUC is 0.81165 and accuracy rate is 0.892818

Estimator is KNN : F1 score is 0.496126

ROC\_AUC is 0.90198 and accuracy rate is 0.883978

Our best performed model with the ROC\_AUC (0.90198) metric is **KNN** . This classifier could achieve accuracy rate 0.88 that is average accuracy among all classifiers (0.90).