**Evaluation Rubrics**

Your solution will be evaluated based on the following rubrics.

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| **Stage** | **Meets expectations** | **Does not meet expectations** |
| **Data understanding, preparation, and feature engineering  (35%)** | All important data quality checks are performed and inconsistent/missing data is handled appropriately.  Relevant EDA is done using plots and summaries. The insights from EDA are clearly derived and explained.  Filtering high-value customers and tagging churned customers is done correctly.  Feature engineering is conducted rigorously and correctly. An appropriate set of features is used to build the model. | Data quality checks are not performed/missing data is not handled correctly.  Exploratory analysis is not conducted/useful observations are either not extracted or mentioned clearly.  Filtering high-value customers or tagging is done incorrectly.  Feature engineering is not conducted or is conducted on an inappropriate set of features. |
| **Modelling (churn prediction) (35%)** | Class imbalance is handled using at least one of the techniques.  Model hyperparameters are tuned using correct principles and the approach is explained clearly.    A reasonable number and variety of different models are attempted and the best one is chosen based on key performance metrics.  Model evaluation is conducted using an appropriate metric.  Model evaluation results are at par with the best possible models on this data set. | Class imbalance is not handled.  Model hyperparameters are not tuned correctly or the approach is not explained clearly.    Few models are experimented with resulting in suboptimal results.  Model evaluation is not conducted using an appropriate metric.  The results are suboptimal compared to what is possible on this dataset. |
| **Identifying important churn indicators and business recommendation (20%)** | Important churn indicators are identified correctly.  Clear actionable recommendations are provided based on supporting evidence. | Important indicators are not identified correctly.   Recommendations are unclear, unactionable or not backed with supporting evidence. |
| **Code readability and conciseness (10%)** | The code is well commented and text is written in detail to explain the thought process.  Efficient, concise code is written. | The code is not commented well / text is not written in detail.  Inefficient/verbose code is written. |