Summary Report of Lead_score

 in this report one can find what are the issues faces while implementing and how one has fix it.

IMPLEMENTATION STEPS	ISSUES FOUND	RESOLUTION
Importing necessary library	No issues have been found	None
Loading the data	No issues have been found	none
Deleting the features which marketing team has provided.	No issues have been found	none
Deleting the column for which more than 70% data is missing	No issues have been found	none
Get the uniqueness for the feature	No issues have been found	none
Delete the column which has got 100% uniqueness	No issues have been found	none
Get ratio of category values	No issues have been found	none
Determining which category values has been highly skewed and then deleting those.	Making the decision which category is highly skewed	If the value distribution one is huge other are very less, <=3% then we will going consider it very less
Combining the categorical value whose count is vary less	Deciding, whether to consider it as skewed or combine the column value	If the column value has some high, some mid and some low then we will be going to combine the low. Low<=3 Mid>3
Binning two numerical column	Deciding which column to bin.	The numerical columns whose uniqueness is far less we need to bin the column.
Visualizing the data histogram	No issues have been found	none
Doing bivariant analysis on the date (impact on the target variable based on numerical and categorical variable)	No issues have been found	none
Doing outlier caping	Which level of caping should be used	Used mid-level caping
Creating Dummies	No issues have been found	none
Creating pair plot	Was not able to generate on all the feature after creating dummies	Create the pair plot before dummies but no

		such visual clue we have found from it. Considering correlation matrix to get the relationship between independent variable
Getting the highest positive correlation and the highest negative correlation and generating correlation matrix	No issues have been found	None
Importing necessary library for model building	No issues have been found	None
Doing train, test split	No issues have been found	None
Scaling the numerical column	No issues have been found	None
Using RFE ,p-value, vif find the optimum feature needed.	No issues have been found	None
Get accuracy, specificity, sensitivity and ROC curve on the train data	No issues have been found	None
Get the optimal prediction cut off	No issues have been found	None
Get the precision and recall	No issues have been found	None
Based on the cut-off value with some modification calculate the specificity, sensitivity, accuracy, precision, recall ROC on the Test data so the sensitivity in beyond 80%.	No issues have been found	None