## Bank\_marketing\_campaign

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#### Introduction

This project consist in analyzing the direct marketing campaigns to determine if the clients contacted will subscribe to a term deposit. This notebook will demonstrate the different steps: *Exploratory data analysis* Processing the data *Build the models* Select the best performing model

#### Load the data

```
library(MASS)
## Warning: package 'MASS' was built under R version 4.3.1
library(tidyverse)
## — Attaching core tidyverse packages -
                                                               - tidyverse
2.0.0 -
## √ dplyr
               1.1.2
                         ✓ readr
                                     2.1.4
## √ forcats 1.0.0

√ stringr

                                     1.5.0
## √ ggplot2 3.4.2
                         √ tibble
                                    3.2.1
## √ lubridate 1.9.2
                         √ tidyr
                                     1.3.0
## √ purrr
               1.0.1
## — Conflicts —
tidyverse_conflicts() —
## X dplyr::filter() masks stats::filter()
## X dplyr::lag()
                    masks stats::lag()
## X dplyr::select() masks MASS::select()
## i Use the conflicted package (<http://conflicted.r-lib.org/>) to force all
conflicts to become errors
library(caret)
## Loading required package: lattice
##
## Attaching package: 'caret'
## The following object is masked from 'package:purrr':
##
##
      lift
```

```
library(stringr)
library(forcats)
library(GGally)
## Registered S3 method overwritten by 'GGally':
     method from
##
     +.gg
          ggplot2
library(dplyr)
library(pROC)
## Type 'citation("pROC")' for a citation.
## Attaching package: 'pROC'
## The following objects are masked from 'package:stats':
##
##
       cov, smooth, var
library(RANN)
## Warning: package 'RANN' was built under R version 4.3.1
library(rpart)
library(rpart.plot)
library(lubridate)
library(lattice)
library(randomForest)
## randomForest 4.7-1.1
## Type rfNews() to see new features/changes/bug fixes.
##
## Attaching package: 'randomForest'
## The following object is masked from 'package:dplyr':
##
##
       combine
##
## The following object is masked from 'package:ggplot2':
##
##
       margin
library(ranger)
##
## Attaching package: 'ranger'
## The following object is masked from 'package:randomForest':
##
##
       importance
library(glmnet)
```

```
## Warning: package 'glmnet' was built under R version 4.3.1
## Loading required package: Matrix
##
## Attaching package: 'Matrix'
##
## The following objects are masked from 'package:tidyr':
##
##
       expand, pack, unpack
##
## Loaded glmnet 4.1-7
library(e1071)
library(knitr)
library(MASS)
library(missRanger)
## Warning: package 'missRanger' was built under R version 4.3.1
library(missMDA)
## Warning: package 'missMDA' was built under R version 4.3.1
library(class)
set.seed(1243)
```

#### **Upload the data**

## **Explore the data**

```
view(bank Marketing)
head(bank_Marketing)
##
               job marital
                              education default housing loan
                                                                 contact month
     age
      56 housemaid married
## 1
                               basic.4y
                                              nο
                                                       no
                                                            no telephone
                                                                            may
          services married high.school unknown
                                                            no telephone
## 2 57
                                                       no
                                                                            may
## 3
      37
          services married high.school
                                                      yes
                                                            no telephone
                                              no
                                                                            may
## 4
     40
                                                            no telephone
            admin. married
                               basic.6v
                                              no
                                                       no
                                                                            may
          services married high.school
## 5
      56
                                                           yes telephone
                                              no
                                                       no
                                                                            may
## 6
     45
          services married
                               basic.9y unknown
                                                            no telephone
                                                       no
                                                                            may
##
     day_of_week duration campaign pdays previous
                                                        poutcome emp.var.rate
## 1
             mon
                       261
                                   1
                                       999
                                                  0 nonexistent
                                                                           1.1
                       149
                                       999
## 2
             mon
                                   1
                                                  0 nonexistent
                                                                           1.1
## 3
                       226
                                   1
                                       999
             mon
                                                  0 nonexistent
                                                                           1.1
## 4
             mon
                       151
                                   1
                                       999
                                                  0 nonexistent
                                                                           1.1
## 5
                       307
                                   1
                                       999
             mon
                                                   0 nonexistent
                                                                           1.1
## 6
                       198
                                   1
                                       999
                                                                           1.1
             mon
                                                   0 nonexistent
     cons.price.idx cons.conf.idx euribor3m nr.employed y
##
## 1
             93.994
                             -36.4
                                        4.857
                                                      5191 no
## 2
             93.994
                             -36.4
                                        4.857
                                                      5191 no
## 3
             93.994
                             -36.4
                                        4.857
                                                      5191 no
## 4
             93.994
                             -36.4
                                        4.857
                                                      5191 no
```

```
## 5
             93.994
                              -36.4
                                        4.857
                                                      5191 no
## 6
             93.994
                             -36.4
                                        4.857
                                                      5191 no
tail(bank_Marketing)
                                             education default housing loan
##
         age
                      job marital
contact
          29
## 41183
              unemployed single
                                              basic.4y
                                                             no
                                                                     yes
                                                                           no
cellular
                  retired married professional.course
## 41184
          73
                                                             no
                                                                     yes
                                                                           no
cellular
          46 blue-collar married professional.course
## 41185
                                                             no
                                                                      no
                                                                           no
cellular
## 41186
          56
                  retired married
                                     university.degree
                                                             no
                                                                    yes
                                                                           no
cellular
              technician married professional.course
## 41187
                                                             no
                                                                      no
                                                                           no
cellular
                  retired married professional.course
## 41188
          74
                                                             no
                                                                     yes
                                                                           no
cellular
##
         month day_of_week duration campaign pdays previous
                                                                   poutcome
## 41183
           nov
                        fri
                                  112
                                             1
                                                    9
                                                                    success
                                                             1
## 41184
                        fri
                                  334
                                             1
                                                 999
                                                             0 nonexistent
           nov
## 41185
           nov
                        fri
                                  383
                                             1
                                                 999
                                                             0 nonexistent
## 41186
                                  189
                                             2
                                                 999
           nov
                        fri
                                                             0 nonexistent
## 41187
                        fri
                                  442
                                             1
                                                 999
                                                             0 nonexistent
           nov
## 41188
                        fri
                                  239
                                             3
                                                 999
                                                                    failure
           nov
                                                             1
         emp.var.rate cons.price.idx cons.conf.idx euribor3m nr.employed
##
                                                                               У
## 41183
                  -1.1
                               94.767
                                                -50.8
                                                          1.028
                                                                      4963.6
                                                                             no
                                                -50.8
## 41184
                  -1.1
                               94.767
                                                          1.028
                                                                      4963.6 yes
## 41185
                  -1.1
                               94.767
                                                -50.8
                                                                      4963.6
                                                          1.028
                                                                              no
## 41186
                  -1.1
                               94.767
                                                -50.8
                                                          1.028
                                                                      4963.6
                                                                              no
## 41187
                  -1.1
                               94.767
                                                -50.8
                                                          1.028
                                                                      4963.6 yes
## 41188
                  -1.1
                               94.767
                                                -50.8
                                                          1.028
                                                                      4963.6
dim(bank_Marketing)
## [1] 41188
                 21
colnames(bank_Marketing)
##
    [1] "age"
                          "job"
                                            "marital"
                                                               "education"
                          "housing"
                                            "loan"
                                                               "contact"
   [5] "default"
   [9] "month"
                          "day_of_week"
                                            "duration"
##
                                                               "campaign"
## [13] "pdays"
                          "previous"
                                            "poutcome"
                                                               "emp.var.rate"
                                            "euribor3m"
        "cons.price.idx" "cons.conf.idx"
                                                               "nr.employed"
## [17]
## [21] "y"
sum(is.na(bank_Marketing))
## [1] 0
```

#### Change the outcome variable name

```
colnames(bank_Marketing)[colnames(bank_Marketing)== "y"] = "deposit"
head(bank Marketing)
##
               job marital
                              education default housing loan
     age
                                                                contact month
## 1 56 housemaid married
                                                      no
                               basic.4y
                                                           no telephone
                                                                          may
                                             no
      57
          services married high.school unknown
                                                           no telephone
                                                      no
                                                                          may
## 3
      37
          services married high.school
                                                           no telephone
                                                                          may
                                             no
                                                     yes
## 4 40
            admin. married
                               basic.6y
                                             no
                                                      no
                                                           no telephone
                                                                          may
## 5 56
          services married high.school
                                                          yes telephone
                                             no
                                                      no
                                                                          may
## 6 45 services married
                               basic.9y unknown
                                                         no telephone
                                                      no
                                                                          may
     day of week duration campaign pdays previous
##
                                                       poutcome emp.var.rate
## 1
                                      999
             mon
                       261
                                  1
                                                 0 nonexistent
## 2
             mon
                      149
                                  1
                                      999
                                                 0 nonexistent
                                                                          1.1
## 3
                      226
                                  1
                                      999
             mon
                                                 0 nonexistent
                                                                         1.1
## 4
             mon
                      151
                                  1
                                      999
                                                 0 nonexistent
                                                                         1.1
                                      999
## 5
                      307
                                  1
             mon
                                                 0 nonexistent
                                                                         1.1
## 6
             mon
                      198
                                  1
                                      999
                                                  0 nonexistent
                                                                          1.1
##
     cons.price.idx cons.conf.idx euribor3m nr.employed deposit
## 1
             93.994
                             -36.4
                                       4.857
                                                     5191
## 2
             93.994
                             -36.4
                                       4.857
                                                     5191
                                                               no
## 3
             93.994
                             -36.4
                                       4.857
                                                     5191
                                                               no
## 4
             93.994
                             -36.4
                                       4.857
                                                     5191
                                                               no
## 5
             93.994
                             -36.4
                                       4.857
                                                     5191
                                                               no
## 6
             93.994
                             -36.4
                                       4.857
                                                     5191
                                                               no
```

## Explore the data step 1

```
str(bank_Marketing)
## 'data.frame':
                  41188 obs. of 21 variables:
                  : int
                         56 57 37 40 56 45 59 41 24 25 ...
## $ age
                         "housemaid" "services" "services" "admin." ...
## $ iob
                  : chr
                         "married" "married" "married" ...
## $ marital
                  : chr
                         "basic.4y" "high.school" "high.school" "basic.6y"
## $ education
                  : chr
. . .
   $ default
                         "no" "unknown" "no" "no" ...
                  : chr
##
                         "no" "no" "yes" "no" ...
## $ housing
                  : chr
                         "no" "no" "no" "no" ...
## $ loan
                  : chr
                  : chr
## $ contact
                         "telephone" "telephone" "telephone"
. . .
                         "may" "may" "may" ...
##
   $ month
                  : chr
                         "mon" "mon" "mon" ...
## $ day of week
                  : chr
## $ duration
                  : int
                         261 149 226 151 307 198 139 217 380 50 ...
## $ campaign
                  : int
                         1111111111...
##
   $ pdays
                  : int 999 999 999 999 999 999 999 999 ...
## $ previous
                  : int
                         0000000000...
## $ poutcome
                  : chr
                         "nonexistent" "nonexistent" "nonexistent"
"nonexistent" ...
## $ emp.var.rate : num 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1 ...
## $ cons.price.idx: num 94 94 94 94 ...
```

```
## $ cons.conf.idx : num -36.4 -36.4 -36.4 -36.4 -36.4 -36.4 -36.4 -36.4 -
36.4 - 36.4 ...
## $ euribor3m
                                        : num 4.86 4.86 4.86 4.86 ...
## $ nr.employed
                                                    5191 5191 5191 5191 5191 ...
                                        : num
                                                      "no" "no" "no" "no" ...
## $ deposit
                                        : chr
bank_Marketing %>% glimpse()
## Rows: 41,188
## Columns: 21
## $ age
                                        <int> 56, 57, 37, 40, 56, 45, 59, 41, 24, 25, 41, 25, 29,
57,...
                                        <chr> "housemaid", "services", "services", "admin.",
## $ job
"service...
                                        <chr> "married", "married", "married", "married",
## $ marital
"married", ...
                                        <chr> "basic.4y", "high.school", "high.school",
## $ education
"basic.6y", "...
                                        <chr> "no", "unknown", "no", "no", "no", "unknown", "no",
## $ default
"un...
## $ housing
                                        <chr> "no", "no", "yes", "no", "no", "no", "no", "no",
"yes",...
## $ loan
                                        <chr> "no", "no", "no", "yes", "no", "no", "no",
"no", ...
## $ contact
                                        <chr> "telephone", "telephone", "telephone", "telephone",
"te...
                                        <chr> "may", "may", "may", "may", "may", "may", "may",
## $ month
"may",...
                                        <chr> "mon", "mon", "mon", "mon", "mon", "mon", "mon",
## $ day_of_week
"mon",...
                                        <int> 261, 149, 226, 151, 307, 198, 139, 217, 380, 50,
## $ duration
55, 22...
                                        ## $ campaign
1, 1...
## $ pdays
                                        999, ...
## $ previous
                                        0, 0...
## $ poutcome
                                        <chr> "nonexistent", "nonexistent", "nonexistent",
"nonexiste...
## $ emp.var.rate
                                        1.1, ...
## $ cons.price.idx <dbl> 93.994, 93.994, 93.994, 93.994, 93.994, 93.994,
93.994,...
## $ cons.conf.idx <dbl> -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4
36.4,...
                                        <dbl> 4.857, 4.857, 4.857, 4.857, 4.857, 4.857, 4.857,
## $ euribor3m
4.857,...
                                        <dbl> 5191, 5191, 5191, 5191, 5191, 5191, 5191, 5191,
## $ nr.employed
5191, 5...
```

## **Explore the data step 2**

```
summary(bank_Marketing)
##
                                          marital
                                                             education
                        job
         age
                    Length:41188
##
   Min.
          :17.00
                                        Length: 41188
                                                           Length: 41188
##
    1st Qu.:32.00
                    Class :character
                                        Class :character
                                                           Class :character
##
   Median :38.00
                    Mode :character
                                        Mode :character
                                                           Mode :character
##
   Mean
           :40.02
##
    3rd Ou.:47.00
##
   Max.
           :98.00
##
      default
                         housing
                                               loan
                                                                 contact
##
    Length:41188
                       Length: 41188
                                           Length:41188
                                                               Length: 41188
##
    Class :character
                       Class :character
                                           Class :character
                                                               Class :character
##
   Mode :character
                       Mode :character
                                           Mode :character
                                                               Mode :character
##
##
##
##
       month
                       day of week
                                              duration
                                                                campaign
                       Length:41188
                                                                  : 1.000
    Length: 41188
                                           Min.
                                                 :
##
                                                      0.0
                                                            Min.
##
    Class :character
                       Class :character
                                           1st Qu.: 102.0
                                                            1st Qu.: 1.000
##
   Mode :character
                       Mode :character
                                           Median : 180.0
                                                            Median : 2.000
                                                 : 258.3
##
                                           Mean
                                                            Mean
                                                                    : 2.568
                                                             3rd Qu.: 3.000
##
                                           3rd Qu.: 319.0
##
                                           Max.
                                                  :4918.0
                                                            Max.
                                                                    :56.000
##
        pdays
                       previous
                                       poutcome
                                                         emp.var.rate
##
    Min.
          : 0.0
                    Min.
                           :0.000
                                     Length: 41188
                                                        Min.
                                                                :-3.40000
##
    1st Qu.:999.0
                    1st Qu.:0.000
                                     Class :character
                                                        1st Qu.:-1.80000
   Median :999.0
                    Median :0.000
                                                        Median : 1.10000
##
                                     Mode :character
##
   Mean
           :962.5
                    Mean
                           :0.173
                                                        Mean
                                                                : 0.08189
##
    3rd Qu.:999.0
                    3rd Qu.:0.000
                                                        3rd Qu.: 1.40000
##
   Max.
           :999.0
                    Max.
                            :7.000
                                                        Max.
                                                                : 1.40000
   cons.price.idx
                    cons.conf.idx
                                       euribor3m
                                                      nr.employed
##
   Min.
           :92.20
                    Min.
                           :-50.8
                                     Min.
                                            :0.634
                                                     Min.
                                                            :4964
##
    1st Ou.:93.08
                    1st Ou.:-42.7
                                     1st Ou.:1.344
                                                     1st Ou.:5099
##
   Median :93.75
                    Median :-41.8
                                     Median :4.857
                                                     Median:5191
##
   Mean
           :93.58
                    Mean
                           :-40.5
                                     Mean
                                           :3.621
                                                     Mean
                                                            :5167
##
    3rd Ou.:93.99
                    3rd Qu.:-36.4
                                     3rd Qu.:4.961
                                                     3rd Ou.:5228
##
   Max.
           :94.77
                    Max.
                           :-26.9
                                     Max.
                                            :5.045
                                                     Max.
                                                            :5228
##
      deposit
##
    Length: 41188
    Class :character
##
   Mode :character
##
##
##
```

#### Counts of the the outcome

```
datanew <-table(bank_Marketing$deposit)
datanew
##
## no yes
## 36548 4640</pre>
```

## **Proportion of the outcome**

```
prop.table(datanew )
##
## no yes
## 0.8873458 0.1126542
```

#### **Evaluation of the duration**

```
bank_Marketing %>% group_by(day_of_week) %>%
summarize(median = median(duration),
          IQR= IQR(duration),
          n= n())
## # A tibble: 5 × 4
##
     day_of_week median
                          IQR
##
     <chr>
                  <dbl> <dbl> <int>
## 1 fri
                   172
                          221
                              7827
## 2 mon
                   173
                          207
                               8514
## 3 thu
                   183
                          228 8623
## 4 tue
                   186.
                          208 8090
## 5 wed
                   185
                          221 8134
```

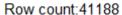
## **Evaluation of the nr.employed**

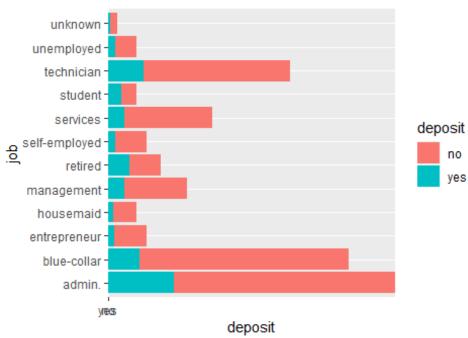
```
bank Marketing %>% group by(day of week) %>%
summarize(median = median(nr.employed),
          IQR= IQR(nr.employed),
          n= n()
## # A tibble: 5 × 4
     day of week median
                          IOR
                                  n
##
     <chr>>
                  <dbl> <dbl> <int>
## 1 fri
                  5191
                          129 7827
## 2 mon
                  5191
                          129 8514
## 3 thu
                  5196.
                          129 8623
## 4 tue
                  5191
                          129 8090
## 5 wed
                  5191
                       129 8134
```

## Visualize the outcone and the job variable

```
bank_Marketing %>%
ggplot(aes(x = job, y= deposit, fill = deposit)) +
  geom_col() +
coord_flip() +
```

## deposit vs job

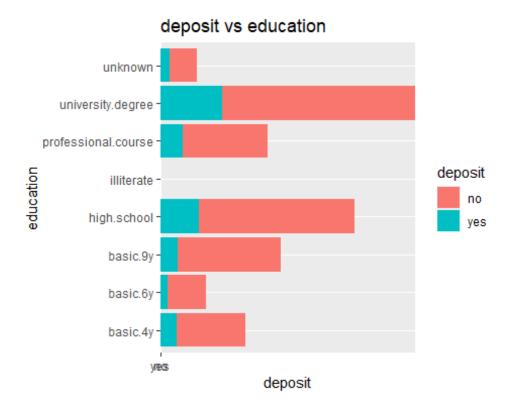




## Visualize the outcone and the education variable

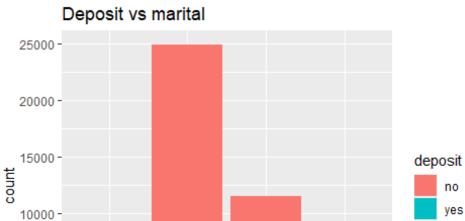
```
bank_Marketing %>%
ggplot(aes(x = education, y= deposit, fill = deposit)) +
   geom_col() +
   # facet_wrap(~ month) +
   coord_flip() +

ggtitle("deposit vs education")
```



## Visualize the outcone and the marital status variable

```
bank_Marketing %>%
ggplot(aes(x = marital, fill = deposit)) +
geom_bar() +
ggtitle("Deposit vs marital")
```



## Visualize the outcone and other predictors

married

marital

divorced

5000 -

0 -

```
bank_Marketing %>%
ggplot(aes(x =marital, y = deposit, fill = deposit)) +
geom_col() +
coord_flip() +
ggtitle("Deposit vs marital",
          subtitle = str_c("Row count:", bank_Marketing %>% NROW()))
```

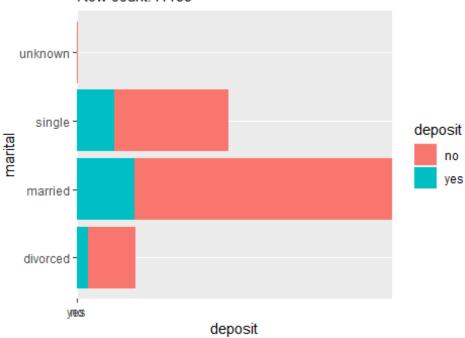
unknown

single

no yes

## Deposit vs marital



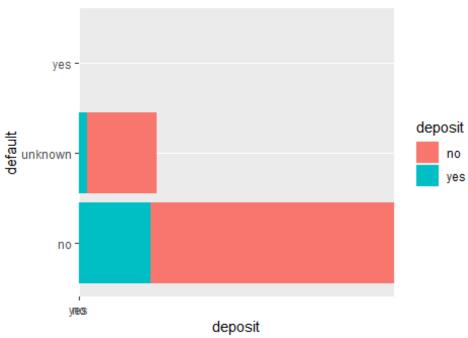


```
plot_scatter<-function(data, x_col, y_col,fill = y_col){</pre>
plt<-data %>% ggplot(mapping = aes_string(x = x_col, y = y_col, fill = y_col
))+
geom_col() +
coord_flip() +
 ggtitle(str_c(y_col, "vs" ,x_col),
          subtitle = str_c("Row count:", data %>% NROW()))
plt %>% print()
}
#Define an x_cols
x_col <-c("default","housing","loan",</pre>
"month","poutcome", "contact")
 x_col %>% walk(plot_scatter, data = bank_Marketing, y_col = "deposit")
## Warning: `aes_string()` was deprecated in ggplot2 3.0.0.
## i Please use tidy evaluation idioms with `aes()`.
## i See also `vignette("ggplot2-in-packages")` for more information.
## This warning is displayed once every 8 hours.
```

## Call `lifecycle::last\_lifecycle\_warnings()` to see where this warning was
## generated.

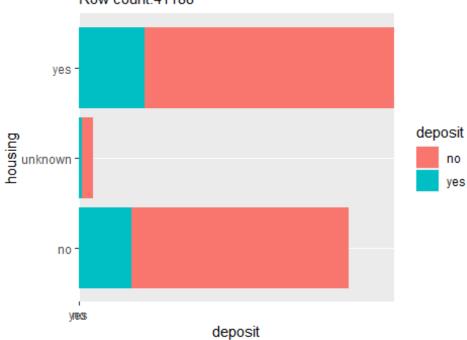
## depositvsdefault





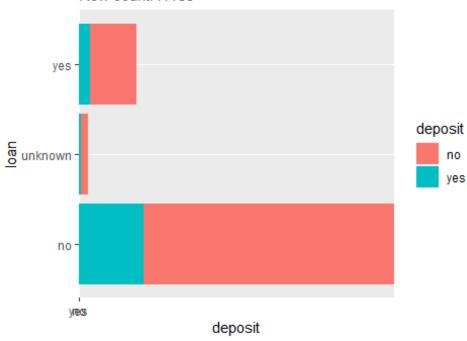
## depositvshousing

Row count:41188



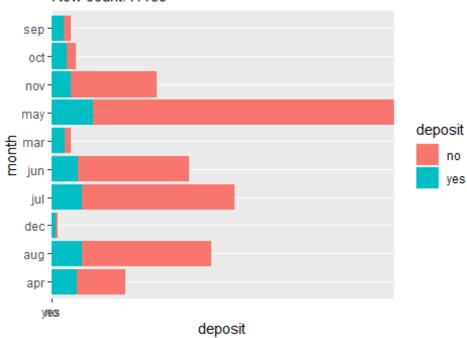
# depositvsloan

Row count:41188



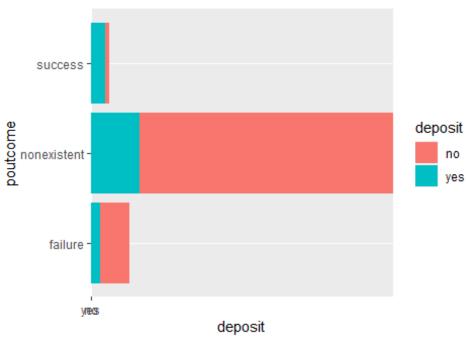
# depositvsmonth

Row count:41188



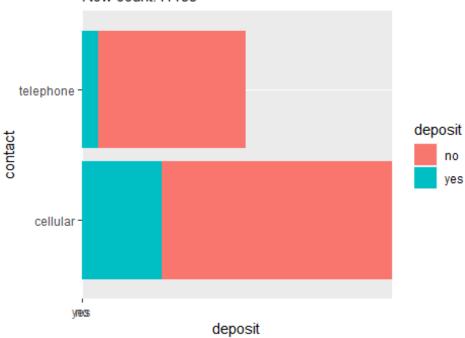
## depositvspoutcome





## depositvscontact

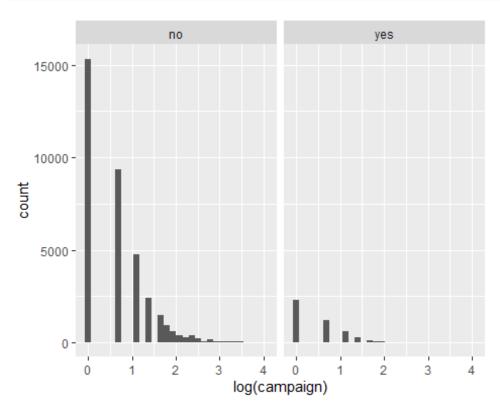




## **Explore the numeric variable campaign**

```
ggplot(bank_Marketing, aes(x = log(campaign))) +
  geom_histogram() +
  facet_wrap(~deposit)
```

## `stat\_bin()` using `bins = 30`. Pick better value with `binwidth`.

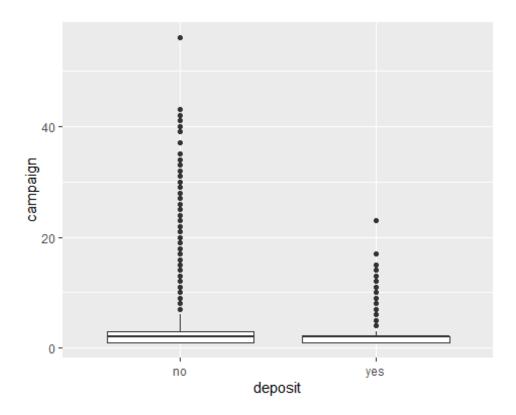


```
labs( title = "campaign")

## $title
## [1] "campaign"
##
## attr(,"class")
## [1] "labels"
```

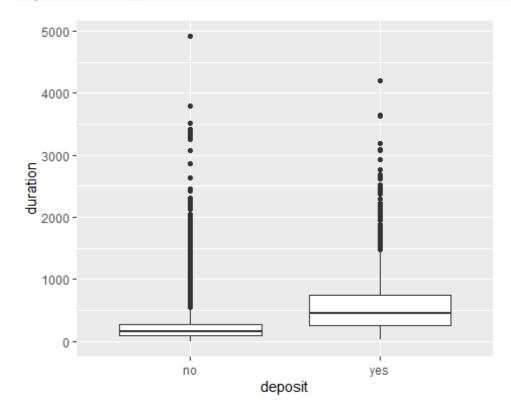
## **Explore the outcome variable and the campaign variable**

```
ggplot(bank_Marketing, aes(x = deposit, y = campaign ))+
  geom_boxplot()
```



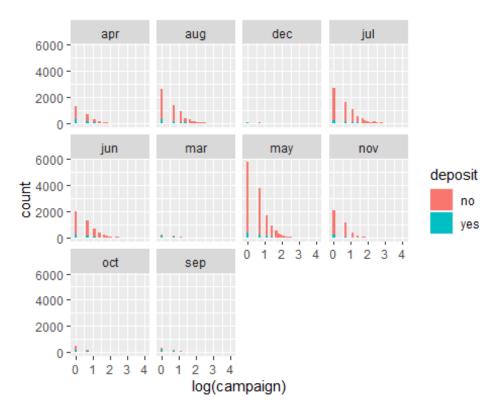
## Check the duration varaiable with the outcome

ggplot(bank\_Marketing, aes(x = deposit, y = duration ))+
 geom\_boxplot()



## **Explore the campaign data and the outcome**

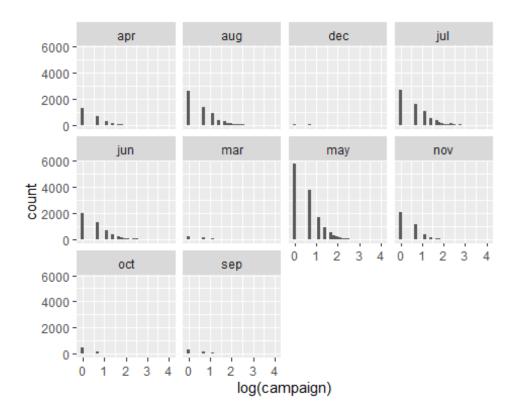
```
ggplot(bank_Marketing, aes(x = log(campaign), fill = deposit ))+
  geom_histogram() +
  facet_wrap(~ month)
## `stat_bin()` using `bins = 30`. Pick better value with `binwidth`.
```



## **Explore the campaign variable by month**

```
ggplot(bank_Marketing, aes(x = log(campaign)))+
  geom_histogram() +
  facet_wrap(~ month)

## `stat_bin()` using `bins = 30`. Pick better value with `binwidth`.
```



## **Create a new featute age category variable**

```
bank_Marketing$age_category = ifelse(bank_Marketing$age %in% c(0,14)
,"children",
                                     ifelse(bank_Marketing$age
%in%c(15,24), "youth",
                                     ifelse(bank_Marketing$age %in%c(25,64),
"Adults",
                                     "senior")))
bank Marketing$age category = factor(bank Marketing$age category)
head(bank_Marketing$age_category)
## [1] senior senior senior senior senior
## Levels: Adults senior youth
table(bank_Marketing$age_category)
##
## Adults senior
                  youth
      655 40070
##
                    463
head(bank_Marketing)
                             education default housing loan
##
     age
               job marital
                                                               contact month
## 1 56 housemaid married
                              basic.4y
                                                         no telephone
                                            no
                                                    no
                                                                         may
          services married high.school unknown
      57
                                                         no telephone
                                                    no
                                                                         may
          services married high.school
                                                         no telephone
                                            no
                                                   yes
                                                                         may
```

```
## 4 40
            admin. married
                              basic.6v
                                                          no telephone
                                             no
                                                     no
                                                                         may
## 5 56
          services married high.school
                                                         yes telephone
                                             no
                                                     no
                                                                         may
## 6 45
          services married
                              basic.9y unknown
                                                     no
                                                          no telephone
                                                                          may
##
     day_of_week duration campaign pdays previous
                                                      poutcome emp.var.rate
                                      999
## 1
             mon
                      261
                                  1
                                                 0 nonexistent
                                                                        1.1
                      149
                                  1
                                      999
## 2
             mon
                                                 0 nonexistent
                                                                        1.1
## 3
                      226
                                  1
                                      999
                                                 0 nonexistent
             mon
                                                                        1.1
                                      999
## 4
             mon
                      151
                                  1
                                                 0 nonexistent
                                                                        1.1
## 5
                      307
                                 1
                                      999
                                                 0 nonexistent
             mon
                                                                        1.1
## 6
             mon
                      198
                                  1
                                      999
                                                 0 nonexistent
                                                                        1.1
##
     cons.price.idx cons.conf.idx euribor3m nr.employed deposit age_category
## 1
             93.994
                            -36.4
                                                    5191
                                       4.857
                                                              no
                                                                       senior
## 2
             93.994
                            -36.4
                                       4.857
                                                    5191
                                                                        senior
                                                              no
## 3
             93.994
                            -36.4
                                       4.857
                                                    5191
                                                              no
                                                                       senior
## 4
             93.994
                            -36.4
                                       4.857
                                                    5191
                                                                       senior
                                                              no
## 5
             93.994
                            -36.4
                                       4.857
                                                    5191
                                                                       senior
                                                              no
## 6
             93.994
                            -36.4
                                       4.857
                                                    5191
                                                                       senior
                                                              no
summary(bank_Marketing$age_category)
## Adults senior
                  youth
##
      655
          40070
                    463
glimpse(bank_Marketing)
## Rows: 41,188
## Columns: 22
## $ age
                    <int> 56, 57, 37, 40, 56, 45, 59, 41, 24, 25, 41, 25, 29,
57,...
                    <chr> "housemaid", "services", "services", "admin.",
## $ job
"service...
                    <chr> "married", "married", "married", "married",
## $ marital
"married", ...
                    <chr> "basic.4y", "high.school", "high.school",
## $ education
"basic.6y", "...
## $ default
                    <chr> "no", "unknown", "no", "no", "no", "unknown", "no",
"un...
## $ housing
                    <chr> "no", "no", "yes", "no", "no", "no", "no", "no",
"yes",...
                    <chr> "no", "no", "no", "yes", "no", "no", "no",
## $ loan
"no", ...
                    <chr> "telephone", "telephone", "telephone", "telephone",
## $ contact
"te...
## $ month
                    <chr> "may", "may", "may", "may", "may", "may", "may",
"may",...
                    <chr> "mon", "mon", "mon", "mon", "mon", "mon", "mon",
## $ day_of_week
"mon",...
                    <int> 261, 149, 226, 151, 307, 198, 139, 217, 380, 50,
## $ duration
55, 22...
## $ campaign
                    1, 1...
```

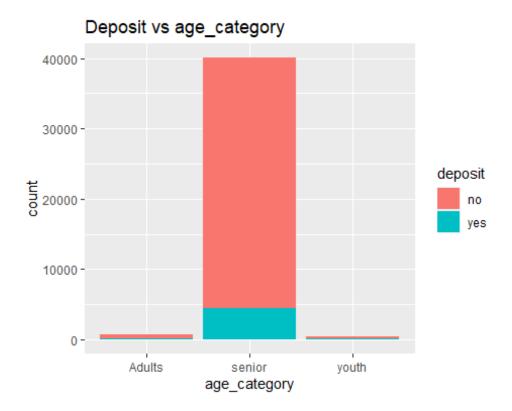
```
## $ pdays
                999, ...
## $ previous
                0, 0...
## $ poutcome
                <chr> "nonexistent", "nonexistent", "nonexistent",
"nonexiste...
## $ emp.var.rate
                1.1, ...
## $ cons.price.idx <dbl> 93.994, 93.994, 93.994, 93.994, 93.994, 93.994,
93.994,...
## $ cons.conf.idx <dbl> -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -
36.4,...
## $ euribor3m
                <dbl> 4.857, 4.857, 4.857, 4.857, 4.857, 4.857, 4.857,
4.857,...
## $ nr.employed
                <dbl> 5191, 5191, 5191, 5191, 5191, 5191, 5191, 5191,
5191, 5...
                <chr> "no", "no", "no", "no", "no", "no", "no", "no",
## $ deposit
"no", "...
                <fct> senior, senior, senior, senior, senior, senior,
## $ age category
senior,...
#senior are the most interviewed for this campaign
```

## Age\_category counts

```
table(bank_Marketing$age_category)
##
## Adults senior youth
## 655 40070 463
```

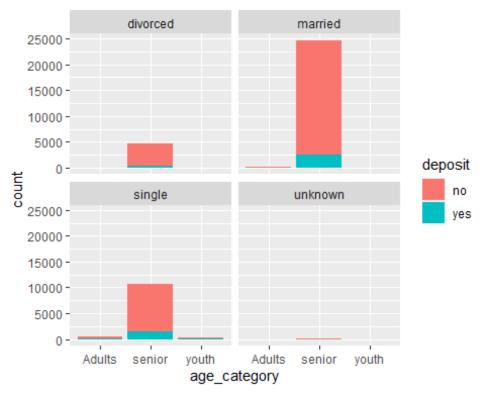
#### Visualize the age category variable with the outcome

```
bank_Marketing %>%
ggplot(aes(x = age_category, fill = deposit)) +
geom_bar() +
ggtitle("Deposit vs age_category")
```



## Visualize the new feature with the outcome variable and marital status

```
bank_Marketing %>%
ggplot(aes(x = age_category, fill = deposit)) +
geom_bar() +
facet_wrap(~marital )
```



```
ggtitle("Deposit vs age_category")

## $title
## [1] "Deposit vs age_category"

##
## attr(,"class")
## [1] "labels"
```

## Dependant variable data frame

```
deposit_y <-bank_Marketing$deposit</pre>
head(deposit_y)
## [1] "no" "no" "no" "no" "no" "no"
head(bank_Marketing)
                job marital
                               education default housing loan
##
                                                                  contact month
     age
## 1
      56 housemaid married
                                basic.4y
                                                       no
                                                             no telephone
                                                                             may
      57
          services married high.school unknown
                                                             no telephone
                                                                             may
                                                       no
## 3
      37
          services married high.school
                                                             no telephone
                                                      yes
                                               no
                                                                             may
## 4
      40
            admin. married
                                basic.6y
                                               no
                                                       no
                                                             no telephone
                                                                             may
      56
## 5
          services married high.school
                                                            yes telephone
                                               no
                                                       no
                                                                             may
          services married
                                basic.9y unknown
                                                             no telephone
                                                                             may
##
     day_of_week duration campaign pdays previous
                                                        poutcome emp.var.rate
## 1
                                       999
             mon
                       261
                                   1
                                                   0 nonexistent
                                                                            1.1
                       149
                                   1
                                       999
## 2
                                                   0 nonexistent
                                                                            1.1
             mon
## 3
                       226
                                   1
                                       999
                                                   0 nonexistent
                                                                            1.1
             mon
```

```
## 4
                        151
                                        999
                                                    0 nonexistent
                                                                              1.1
              mon
## 5
                        307
                                    1
                                        999
              mon
                                                    0 nonexistent
                                                                              1.1
                                        999
## 6
              mon
                        198
                                    1
                                                    0 nonexistent
                                                                              1.1
     cons.price.idx cons.conf.idx euribor3m nr.employed deposit age category
##
                                                                   no
## 1
              93.994
                              -36.4
                                         4.857
                                                        5191
                                                                             senior
## 2
              93.994
                              -36.4
                                         4.857
                                                        5191
                                                                   no
                                                                             senior
## 3
              93,994
                              -36.4
                                         4.857
                                                        5191
                                                                             senior
                                                                   no
## 4
              93.994
                              -36.4
                                         4.857
                                                        5191
                                                                   nο
                                                                             senior
## 5
              93.994
                              -36.4
                                         4.857
                                                        5191
                                                                   no
                                                                             senior
## 6
              93.994
                              -36.4
                                         4.857
                                                        5191
                                                                             senior
                                                                   no
names(bank_Marketing)
                           "job"
##
    [1]
        "age"
                                              "marital"
                                                                 "education"
                                              "loan"
        "default"
                           "housing"
                                                                 "contact"
##
    [5]
##
   [9] "month"
                           "day of week"
                                              "duration"
                                                                 "campaign"
                                              "poutcome"
## [13]
         "pdays"
                           "previous"
                                                                 "emp.var.rate"
                                              "euribor3m"
## [17] "cons.price.idx"
                           "cons.conf.idx"
                                                                 "nr.employed"
## [21] "deposit"
                           "age_category"
```

#### **Extract the predictors as data frame**

```
deposit_x <-bank_Marketing[,c(1:20,22)]</pre>
head(deposit_x )
##
                job marital
                               education default housing loan
                                                                   contact month
     age
## 1
      56 housemaid married
                                basic.4y
                                                        no
                                                              no telephone
                                                                              may
## 2
      57
           services married high.school unknown
                                                        no
                                                              no telephone
                                                                              may
## 3
      37
           services married high.school
                                                no
                                                       ves
                                                              no telephone
                                                                              mav
      40
             admin. married
## 4
                                basic.6y
                                                              no telephone
                                                no
                                                        no
                                                                              may
## 5
      56
          services married high.school
                                                             yes telephone
                                               no
                                                        no
                                                                              may
      45
          services married
                                basic.9y unknown
                                                              no telephone
## 6
                                                                              may
                                                        no
##
     day_of_week duration campaign pdays previous
                                                          poutcome emp.var.rate
## 1
              mon
                        261
                                    1
                                        999
                                                    0 nonexistent
                                                                             1.1
## 2
                                        999
              mon
                        149
                                    1
                                                    0 nonexistent
                                                                             1.1
## 3
              mon
                        226
                                    1
                                        999
                                                    0 nonexistent
                                                                             1.1
## 4
                                    1
                                        999
              mon
                        151
                                                    0 nonexistent
                                                                             1.1
## 5
                                    1
                                        999
              mon
                        307
                                                    0 nonexistent
                                                                             1.1
                        198
                                        999
## 6
                                    1
                                                    0 nonexistent
                                                                             1.1
              mon
##
     cons.price.idx cons.conf.idx euribor3m nr.employed age category
## 1
              93.994
                              -36.4
                                         4.857
                                                       5191
                                                                   senior
## 2
                                                       5191
              93.994
                              -36.4
                                         4.857
                                                                   senior
## 3
              93.994
                              -36.4
                                         4.857
                                                       5191
                                                                   senior
## 4
              93.994
                              -36.4
                                         4.857
                                                       5191
                                                                   senior
## 5
              93.994
                              -36.4
                                         4.857
                                                       5191
                                                                   senior
## 6
              93.994
                              -36.4
                                         4.857
                                                       5191
                                                                   senior
```

#### Transform the character variables in fator

```
bank_Marketing = bank_Marketing %>% mutate(job = as.factor(job) , deposit =
as.factor(deposit), marital= as.factor(marital) , education =
as.factor(education), default = as.factor(default), housing = as.factor(housing)
```

```
), loan = as.factor(loan) , contact = as.factor(contact), month =
as.factor(month),day of week = as.factor(day of week), poutcome =
as.factor(poutcome))
glimpse(bank_Marketing)
## Rows: 41,188
## Columns: 22
## $ age
                                      <int> 56, 57, 37, 40, 56, 45, 59, 41, 24, 25, 41, 25, 29,
57,...
## $ job
                                      <fct> housemaid, services, services, admin., services,
servic...
                                      <fct> married, married, married, married, married,
## $ marital
married, m...
## $ education
                                      <fct> basic.4y, high.school, high.school, basic.6y,
high.scho...
## $ default
                                      <fct> no, unknown, no, no, unknown, no, unknown, no,
no, ...
## $ housing
                                      <fct> no, no, yes, no, no, no, no, yes, yes, no, yes,
no,...
## $ loan
                                      <fct> no, no, no, no, yes, no, no, no, no, no, no, no,
yes, n...
                                      <fct> telephone, telephone, telephone,
## $ contact
telephone, ...
## $ month
                                      may, ...
                                      ## $ day_of_week
mon, ...
## $ duration
                                      <int> 261, 149, 226, 151, 307, 198, 139, 217, 380, 50,
55, 22...
## $ campaign
                                      1, 1...
                                      ## $ pdays
999, ...
                                      ## $ previous
0, 0...
                                      <fct> nonexistent, nonexistent, nonexistent,
## $ poutcome
non...
## $ emp.var.rate
                                      1.1, ...
## $ cons.price.idx <dbl> 93.994, 93.994, 93.994, 93.994, 93.994, 93.994,
93.994,...
## $ cons.conf.idx <dbl> -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4, -36.4
36.4,...
## $ euribor3m
                                      <dbl> 4.857, 4.857, 4.857, 4.857, 4.857, 4.857, 4.857,
4.857,...
                                      <dbl> 5191, 5191, 5191, 5191, 5191, 5191, 5191, 5191,
## $ nr.employed
5191, 5...
## $ deposit
                                      no,...
```

```
## $ age_category <fct> senior, senior, senior, senior, senior, senior,
```

#### Create a fold data

```
gfolds<-createFolds(deposit_y, k =5)</pre>
```

## **Build a control parameter**

```
gcontrol<-trainControl(
    summaryFunction = twoClassSummary,
    classProbs = TRUE,
    verboseIter = TRUE,
    savePredictions = TRUE,
    index= gfolds
)</pre>
```

#### **Build a randomForest model**

```
forestmodel<-train(</pre>
   x= deposit_x ,
 y= deposit_y,
 metric="ROC",
  method = "ranger",
 trControl = gcontrol
)
## + Fold1: mtry= 2, min.node.size=1, splitrule=gini
## - Fold1: mtry= 2, min.node.size=1, splitrule=gini
## + Fold1: mtry=11, min.node.size=1, splitrule=gini
## - Fold1: mtry=11, min.node.size=1, splitrule=gini
## + Fold1: mtry=21, min.node.size=1, splitrule=gini
## - Fold1: mtry=21, min.node.size=1, splitrule=gini
## + Fold1: mtry= 2, min.node.size=1, splitrule=extratrees
## - Fold1: mtry= 2, min.node.size=1, splitrule=extratrees
## + Fold1: mtry=11, min.node.size=1, splitrule=extratrees
## - Fold1: mtry=11, min.node.size=1, splitrule=extratrees
## + Fold1: mtry=21, min.node.size=1, splitrule=extratrees
## - Fold1: mtry=21, min.node.size=1, splitrule=extratrees
## + Fold2: mtry= 2, min.node.size=1, splitrule=gini
## - Fold2: mtry= 2, min.node.size=1, splitrule=gini
## + Fold2: mtry=11, min.node.size=1, splitrule=gini
## - Fold2: mtry=11, min.node.size=1, splitrule=gini
## + Fold2: mtry=21, min.node.size=1, splitrule=gini
## - Fold2: mtry=21, min.node.size=1, splitrule=gini
## + Fold2: mtry= 2, min.node.size=1, splitrule=extratrees
## - Fold2: mtry= 2, min.node.size=1, splitrule=extratrees
## + Fold2: mtry=11, min.node.size=1, splitrule=extratrees
## - Fold2: mtry=11, min.node.size=1, splitrule=extratrees
## + Fold2: mtry=21, min.node.size=1, splitrule=extratrees
## - Fold2: mtry=21, min.node.size=1, splitrule=extratrees
## + Fold3: mtry= 2, min.node.size=1, splitrule=gini
```

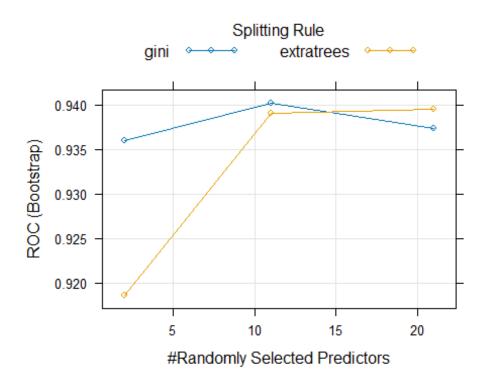
```
## - Fold3: mtry= 2, min.node.size=1, splitrule=gini
## + Fold3: mtry=11, min.node.size=1, splitrule=gini
## - Fold3: mtry=11, min.node.size=1, splitrule=gini
## + Fold3: mtry=21, min.node.size=1, splitrule=gini
## - Fold3: mtry=21, min.node.size=1, splitrule=gini
## + Fold3: mtry= 2, min.node.size=1, splitrule=extratrees
## - Fold3: mtry= 2, min.node.size=1, splitrule=extratrees
## + Fold3: mtry=11, min.node.size=1, splitrule=extratrees
## - Fold3: mtry=11, min.node.size=1, splitrule=extratrees
## + Fold3: mtry=21, min.node.size=1, splitrule=extratrees
## - Fold3: mtry=21, min.node.size=1, splitrule=extratrees
## + Fold4: mtry= 2, min.node.size=1, splitrule=gini
## - Fold4: mtry= 2, min.node.size=1, splitrule=gini
## + Fold4: mtry=11, min.node.size=1, splitrule=gini
## - Fold4: mtry=11, min.node.size=1, splitrule=gini
## + Fold4: mtry=21, min.node.size=1, splitrule=gini
## - Fold4: mtry=21, min.node.size=1, splitrule=gini
## + Fold4: mtry= 2, min.node.size=1, splitrule=extratrees
## - Fold4: mtry= 2, min.node.size=1, splitrule=extratrees
## + Fold4: mtry=11, min.node.size=1, splitrule=extratrees
## - Fold4: mtry=11, min.node.size=1, splitrule=extratrees
## + Fold4: mtry=21, min.node.size=1, splitrule=extratrees
## - Fold4: mtry=21, min.node.size=1, splitrule=extratrees
## + Fold5: mtry= 2, min.node.size=1, splitrule=gini
## - Fold5: mtry= 2, min.node.size=1, splitrule=gini
## + Fold5: mtry=11, min.node.size=1, splitrule=gini
## - Fold5: mtry=11, min.node.size=1, splitrule=gini
## + Fold5: mtry=21, min.node.size=1, splitrule=gini
## - Fold5: mtry=21, min.node.size=1, splitrule=gini
## + Fold5: mtry= 2, min.node.size=1, splitrule=extratrees
## - Fold5: mtry= 2, min.node.size=1, splitrule=extratrees
## + Fold5: mtry=11, min.node.size=1, splitrule=extratrees
## - Fold5: mtry=11, min.node.size=1, splitrule=extratrees
## + Fold5: mtry=21, min.node.size=1, splitrule=extratrees
## - Fold5: mtry=21, min.node.size=1, splitrule=extratrees
## Aggregating results
## Selecting tuning parameters
## Fitting mtry = 11, splitrule = gini, min.node.size = 1 on full training
set
```

#### Visualize the randomforest model

summary(forestmodel)

```
##
                              Length Class
                                                    Mode
## predictions
                              82376
                                     -none-
                                                    numeric
## num.trees
                                  1 -none-
                                                    numeric
## num.independent.variables
                                  1
                                     -none-
                                                    numeric
## mtry
                                  1
                                     -none-
                                                    numeric
## min.node.size
                                  1
                                     -none-
                                                    numeric
## prediction.error
                                     -none-
                                                    numeric
```

```
## forest
                                 11
                                     ranger.forest list
## splitrule
                                     -none-
                                  1
                                                    character
## treetype
                                  1
                                                    character
                                     -none-
## call
                                  9
                                     -none-
                                                    call
## importance.mode
                                  1
                                     -none-
                                                    character
## num.samples
                                  1
                                     -none-
                                                    numeric
## replace
                                  1
                                     -none-
                                                    logical
## xNames
                                     -none-
                                                    character
                                 21
## problemType
                                     -none-
                                                    character
                                  1
## tuneValue
                                  3
                                     data.frame
                                                    list
## obsLevels
                                  2
                                     -none-
                                                    character
## param
                                     -none-
                                                    list
plot(forestmodel)
```



## Confusion matrix for logistic randomForest model

```
confusionMatrix(forestmodel , positive = "1")

## Bootstrapped (5 reps) Confusion Matrix

##

## (entries are percentual average cell counts across resamples)

##

## Reference

## Prediction no yes

## no 85.2 5.3

## yes 3.5 5.9
```

```
##
## Accuracy (average) : 0.9112

confusionMatrix(forestmodel)

## Bootstrapped (5 reps) Confusion Matrix
##
## (entries are percentual average cell counts across resamples)
##
## Reference
## Prediction no yes
## no 85.2 5.3
## yes 3.5 5.9
##
## Accuracy (average) : 0.9112
```

#### Check the default variable

```
levels(bank_Marketing$default)
## [1] "no" "unknown" "yes"
levels(deposit_x$default)
## NULL
```

#### Check for NA's variable

```
cmp<-is.na(deposit_x)
for( j in 1:ncol(cmp)) cmp[,j]<- as.numeric(cmp[,j])
colnames(cmp) <-paste0("MVP_", colnames(cmp))</pre>
```

#### Pass value to NA

```
deposit_x$MVP<- as.numeric(rowSums(cmp) > 0)
deposit_x$default<-as.numeric(deposit_x$default == "yes")</pre>
```

#### Imput value into the missing variable

```
bankimpute <- caret::preProcess(
    x = deposit_x,
    method = "center", "scale", "medianImpute")</pre>
```

## Fit a logistic regression model

```
model_glm<-train(
    x= deposit_x,

y= deposit_y,
    metric="ROC",
    method = "glm",
    trControl = gcontrol)

## + Fold1: parameter=none

## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type == :</pre>
```

```
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
cases
## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
cases
## - Fold1: parameter=none
## + Fold2: parameter=none
## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
cases
## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
cases
## - Fold2: parameter=none
## + Fold3: parameter=none
## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
cases
## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
cases
## - Fold3: parameter=none
## + Fold4: parameter=none
## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
## - Fold4: parameter=none
## + Fold5: parameter=none
```

```
## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type
== :
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
cases

## Warning in predict.lm(object, newdata, se.fit, scale = 1, type = if (type
== :
## prediction from rank-deficient fit; attr(*, "non-estim") has doubtful
cases

## - Fold5: parameter=none
## Aggregating results
## Fitting final model on full training set
```

## **Evaluate the logistic regressiuon model**

```
summary(model_glm)
##
## Call:
## NULL
##
## Coefficients: (2 not defined because of singularities)
                                 Estimate Std. Error z value Pr(>|z|)
                               -2.374e+02 3.837e+01 -6.187 6.11e-10 ***
## (Intercept)
                               -4.836e-04 2.444e-03 -0.198 0.843167
## age
## jobblue-collar
                               -2.628e-01 7.966e-02 -3.299 0.000971 ***
## jobentrepreneur
                               -1.865e-01 1.260e-01 -1.480 0.138920
## jobhousemaid
                               -3.376e-02 1.477e-01 -0.229 0.819212
## jobmanagement
                              -5.699e-02 8.534e-02 -0.668 0.504267
## jobretired
                                2.900e-01 1.072e-01
                                                      2.704 0.006861 **
## jobself-employed
                               -1.675e-01 1.178e-01 -1.422 0.155054
                               -1.565e-01 8.613e-02 -1.817 0.069157 .
## jobservices
## jobstudent
                               1.699e-01 1.121e-01
                                                      1.516 0.129394
## jobtechnician
                               -1.558e-02 7.114e-02 -0.219 0.826611
## jobunemployed
                               5.166e-03 1.279e-01
                                                      0.040 0.967776
## jobunknown
                               -1.122e-01 2.383e-01 -0.471 0.637877
## maritalmarried
                               -1.453e-02 6.846e-02 -0.212 0.831977
                               4.320e-02 7.829e-02
## maritalsingle
                                                      0.552 0.581141
## maritalunknown
                               4.521e-02 4.160e-01
                                                      0.109 0.913468
## educationbasic.6y
                               1.233e-01 1.203e-01
                                                      1.025 0.305308
## educationbasic.9y
                                2.369e-02 9.501e-02
                                                      0.249 0.803052
## educationhigh.school
                                7.934e-02 9.165e-02
                                                      0.866 0.386700
## educationilliterate
                                1.036e+00
                                          7.645e-01
                                                       1.355 0.175541
## educationprofessional.course 1.485e-01 1.011e-01
                                                       1.469 0.141738
## educationuniversity.degree
                                2.305e-01 9.170e-02
                                                       2.514 0.011953 *
## educationunknown
                                1.590e-01 1.193e-01
                                                       1.333 0.182597
## default
                               -7.244e+00 1.135e+02 -0.064 0.949092
## housingunknown
                               -9.477e-02 1.395e-01 -0.679 0.496898
## housingyes
                               -4.612e-03 4.134e-02 -0.112 0.911177
## loanunknown
                                       NA
                                                 NA
                                                         NA
                                                                  NA
```

```
## loanves
                               -4.889e-02 5.745e-02 -0.851 0.394761
                               -6.501e-01 7.701e-02 -8.441 < 2e-16 ***
## contacttelephone
## monthaug
                                8.782e-01 1.206e-01
                                                      7.279 3.36e-13 ***
                                3.247e-01 2.095e-01 1.550 0.121102
## monthdec
## monthjul
                                1.425e-01 9.622e-02
                                                      1.481 0.138717
## monthjun
                               -5.299e-01 1.264e-01 -4.192 2.77e-05 ***
## monthmar
                                2.032e+00 1.445e-01 14.067 < 2e-16 ***
                               -4.501e-01 8.256e-02 -5.452 4.97e-08 ***
## monthmay
                               -3.989e-01 1.210e-01 -3.297 0.000976 ***
## monthnov
                                2.044e-01 1.539e-01
## monthoct
                                                      1.328 0.184070
## monthsep
                                3.874e-01 1.797e-01
                                                      2.156 0.031080 *
## day of weekmon
                               -1.152e-01 6.612e-02 -1.742 0.081497 .
                               5.959e-02 6.408e-02
## day of weekthu
                                                      0.930 0.352435
## day_of_weektue
                               1.015e-01 6.589e-02
                                                      1.540 0.123568
## day_of_weekwed
                                1.839e-01 6.565e-02
                                                      2.801 0.005102 **
                               4.698e-03 7.439e-05 63.158 < 2e-16 ***
## duration
## campaign
                               -4.003e-02 1.156e-02 -3.464 0.000533 ***
                               -9.364e-04 2.169e-04 -4.318 1.57e-05 ***
## pdays
                               -6.346e-02 5.913e-02 -1.073 0.283151
## previous
                                                      4.512 6.43e-06 ***
## poutcomenonexistent
                                4.250e-01 9.420e-02
                                9.653e-01 2.113e-01 4.568 4.92e-06 ***
## poutcomesuccess
                               -1.773e+00 1.423e-01 -12.458 < 2e-16 ***
## emp.var.rate
                                2.203e+00 2.529e-01 8.712 < 2e-16 ***
## cons.price.idx
                                2.051e-02 7.772e-03
## cons.conf.idx
                                                      2.640 0.008298 **
## euribor3m
                              3.330e-01 1.300e-01 2.562 0.010410 *
## nr.employed
                              5.374e-03 3.119e-03
                                                      1.723 0.084861 .
## age categorysenior
                             -2.019e-01 1.359e-01 -1.486 0.137355
                               -1.243e-01 2.056e-01 -0.604 0.545546
## age_categoryyouth
## MVP
                                       NA
                                                 NA
                                                         NA
                                                                  NA
## ---
                  0 '***' 0.001 '**' 0.01 '*' 0.05 '.' 0.1 ' ' 1
## Signif. codes:
## (Dispersion parameter for binomial family taken to be 1)
##
##
      Null deviance: 28999
                            on 41187 degrees of freedom
## Residual deviance: 17096 on 41134 degrees of freedom
## AIC: 17204
##
## Number of Fisher Scoring iterations: 10
```

## **Confusion matrix for logistic regression**

```
confusionMatrix(model_glm)

## Bootstrapped (5 reps) Confusion Matrix
##

## (entries are percentual average cell counts across resamples)
##

## Reference
## Prediction no yes
## no 86.2 6.5
```

```
## yes 2.5 4.8
##
## Accuracy (average) : 0.9096
```

#### **Build a decision model**

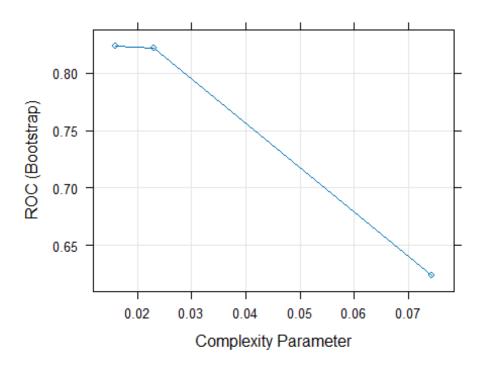
```
tree model<-train(y = deposit y,</pre>
                   x = deposit x,
                  metric= "ROC",
                   method = 'rpart',
                  trControl = gcontrol
                   )
## + Fold1: cp=0.01595
## - Fold1: cp=0.01595
## + Fold2: cp=0.01595
## - Fold2: cp=0.01595
## + Fold3: cp=0.01595
## - Fold3: cp=0.01595
## + Fold4: cp=0.01595
## - Fold4: cp=0.01595
## + Fold5: cp=0.01595
## - Fold5: cp=0.01595
## Aggregating results
## Selecting tuning parameters
## Fitting cp = 0.0159 on full training set
```

#### **Decision tree model**

```
tree_model
## CART
##
## 41188 samples
      22 predictor
       2 classes: 'no', 'yes'
##
##
## No pre-processing
## Resampling: Bootstrapped (5 reps)
## Summary of sample sizes: 8238, 8238, 8237, 8237, 8238
## Resampling results across tuning parameters:
##
##
     ср
                 ROC
                            Sens
                                       Spec
##
     0.01594828 0.8234410 0.9673579
                                       0.4443966
##
     0.02295259 0.8216496 0.9587461 0.4987069
##
     0.07424569 0.6237691 0.9792122 0.2462823
##
## ROC was used to select the optimal model using the largest value.
## The final value used for the model was cp = 0.01594828.
```

#### Plot the tree model

```
plot(tree_model)
```

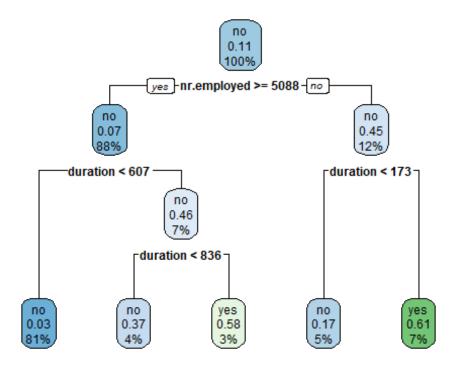


#### See the final model

```
tree_model$finalModel
## n= 41188
##
## node), split, n, loss, yval, (yprob)
##
         * denotes terminal node
##
##
    1) root 41188 4640 no (0.8873458 0.1126542)
      2) nr.employed>=5087.65 36224 2431 no (0.9328898 0.0671102)
##
##
        4) duration< 606.5 33232 1044 no (0.9685845 0.0314155) *
        5) duration>=606.5 2992 1387 no (0.5364305 0.4635695)
##
##
         10) duration< 835.5 1601 585 no (0.6346034 0.3653966) *
         11) duration>=835.5 1391 589 yes (0.4234364 0.5765636) *
##
##
      3) nr.employed< 5087.65 4964 2209 no (0.5549960 0.4450040)
##
        6) duration< 172.5 1891 328 no (0.8265468 0.1734532) *
        7) duration>=172.5 3073 1192 yes (0.3878946 0.6121054) *
##
```

#### Plot the tree model

rpart.plot(tree\_model\$finalModel)



### **Confusion matrix tree model**

```
confusionMatrix(tree_model)

## Bootstrapped (5 reps) Confusion Matrix

##

## (entries are percentual average cell counts across resamples)

##

## Reference

## Prediction no yes

## no 85.8 6.3

## yes 2.9 5.0

##

## Accuracy (average) : 0.9084
```

#### Comparing the model

## Resamples

```
resamp<-resamples(model_list)</pre>
```

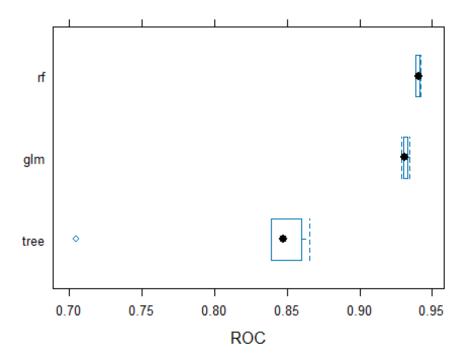
#### See the model

```
summary(resamp)
```

```
##
## Call:
## summary.resamples(object = resamp)
## Models: rf, glm, tree
## Number of resamples: 5
##
## ROC
##
             Min.
                    1st Qu.
                               Median
                                                  3rd Qu.
                                           Mean
        0.9386569 0.9388596 0.9403848 0.9401855 0.9412530 0.9417731
## rf
## glm 0.9285250 0.9304293 0.9311636 0.9315327 0.9330099 0.9345357
                                                                       0
## tree 0.7052195 0.8389073 0.8473067 0.8234410 0.8600441 0.8657274
                                                                       0
##
## Sens
##
             Min.
                    1st Qu.
                               Median
                                           Mean
                                                  3rd Qu.
                                                               Max. NA's
        0.9595732 0.9596074 0.9599850 0.9600183 0.9602914 0.9606348
## rf
## glm 0.9685694 0.9714755 0.9714765 0.9712980 0.9715439 0.9734250
                                                                       0
## tree 0.9616266 0.9621725 0.9632670 0.9673579 0.9691839 0.9805397
                                                                       0
##
## Spec
##
             Min.
                    1st Qu.
                               Median
                                                  3rd Qu.
                                                               Max. NA's
                                           Mean
        0.5102371 0.5126616 0.5304418 0.5262392 0.5355603 0.5422953
## rf
## glm 0.4059806 0.4194504 0.4218750 0.4233297 0.4329203 0.4364224
                                                                       0
## tree 0.3205819 0.4148707 0.4797953 0.4443966 0.4892241 0.5175108
```

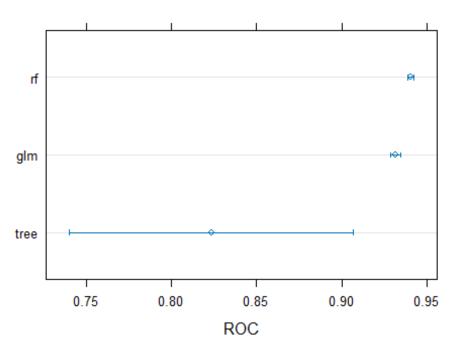
## **Model comparison with boxplot**

```
bwplot(resamp, metric = "ROC")
```



# **Model comparison with dotplot**

dotplot(resamp, metric = "ROC")



Confidence Level: 0.95

# Model comparison with densityplot densityplot(resamp, metric = "ROC")

