Responsible Al **Project Description** A large bank has asked us to evaluate the marketing algorithms they use for retail banking. Their sophisticated phone marketing algorithm predicts whether a certain person will subscribe to a term deposit or not. Based on that assessment, the bank then optimises its phone calling strategy. With this algorithm, the bank has been successful in predicting which clients are more likely to subscribe to their term deposits. Management is now interested in finding out how a classification model can lead to certain decision-making processes. **Data Dictionary** Input variables: bank client data: 1 - age (numeric) 2 - job : type of job (categorical: 'admin.', 'blue-collar', 'entrepreneur', 'housemaid', 'management', 'retired', 'selfemployed', 'services', 'student', 'technician', 'unemployed', 'unknown') 3 - marital: marital status (categorical: 'divorced', 'married', 'single', 'unknown'; note: 'divorced' means divorced or widowed) 4 - education (categorical: 'basic.4y', 'basic.6y', 'basic.9y', 'high.school', 'illiterate', 'professional.course', 'university.degree', 'unknown') 5 - default: has credit in default? (categorical: 'no','yes','unknown') 6 - housing: has housing loan? (categorical: 'no','yes','unknown') 7 - loan: has personal loan? (categorical: 'no','yes','unknown') related with the last contact of the current campaign: 8 - contact: contact communication type (categorical: 'cellular', 'telephone') 9 - month: last contact month of year (categorical: 'jan', 'feb', 'mar', ..., 'nov', 'dec') 10 - day_of_week: last contact day of the week (categorical: 'mon', 'tue', 'wed', 'thu', 'fri') 11 - duration: last contact duration, in seconds (numeric). Important note: this attribute highly affects the output target (e.g., if duration=0 then y='no'). Yet, the duration is not known before a call is performed. Also, after the end of the call y is obviously known. Thus, this input should only be included for benchmark purposes and should be discarded if the intention is to have a realistic predictive model. other attributes: 12 - campaign: number of contacts performed during this campaign and for this client (numeric, includes last contact) 13 - pdays: number of days that passed by after the client was last contacted from a previous campaign (numeric; 999 means client was not previously contacted) 14 - previous: number of contacts performed before this campaign and for this client (numeric) 15 - poutcome: outcome of the previous marketing campaign (categorical: 'failure', 'nonexistent', 'success') social and economic context attributes 16 - emp.var.rate: employment variation rate - quarterly indicator (numeric) 17 - cons.price.idx: consumer price index - monthly indicator (numeric) 18 - cons.conf.idx: consumer confidence index - monthly indicator (numeric) 19 - euribor3m: euribor 3 month rate - daily indicator (numeric) 20 - nr.employed: number of employees - quarterly indicator (numeric) Output variable (desired target): 21 - y - has the client subscribed a term deposit? (binary: 'yes','no') Summary Number of employees and age has influence on who will subscribe to term deposit **Import Libraries** import numpy as np import pandas as pd import matplotlib.pyplot as plt import seaborn as sns import random import sklearn import shap import statsmodels.api as sm import datetime from datetime import datetime, timedelta import scipy.stats import pandas_profiling from pandas_profiling import ProfileReport #import graphviz #import xgboost as xgb #from xgboost import XGBClassifier, XGBRegressor #from xgboost import to_graphviz, plot_importance #from sklearn.experimental import enable_hist_gradient_boosting #from sklearn.linear_model import ElasticNet, Lasso, LinearRegression, LogisticRegression, Ridge #from sklearn.ensemble import RandomForestClassifier, RandomForestRegressor, ExtraTreesClassifier, ExtraTree #from sklearn.ensemble import GradientBoostingClassifier, GradientBoostingRegressor, HistGradientBoostingCla %matplotlib inline #sets the default autosave frequency in seconds **%autosave** 60 sns.set style('dark') sns.set(font_scale=1.2) plt.rc('axes', labelsize=14) plt.rc('xtick', labelsize=12) plt.rc('ytick', labelsize=12) #from sklearn.pipeline import Pipeline #from sklearn.model selection import RepeatedStratifiedKFold #from sklearn.feature selection import RFE, RFECV, SelectKBest, f classif, f regression, chi2 $\textbf{from} \ \, \text{sklearn.inspection} \ \, \textbf{import} \ \, \text{permutation_importance}$ from sklearn.model_selection import cross_val_score, train_test_split, GridSearchCV, RandomizedSearchCV from sklearn.preprocessing import LabelEncoder, StandardScaler, MinMaxScaler, OneHotEncoder from sklearn.pipeline import Pipeline from sklearn.tree import export graphviz, plot tree from sklearn.metrics import confusion matrix, classification report, mean absolute error, mean squared error **from** sklearn.metrics **import** plot_confusion_matrix, plot_precision_recall_curve, plot_roc_curve, accuracy_sco from sklearn.metrics import auc, f1_score, precision_score, recall_score, roc_auc_score #from tpot import TPOTClassifier, TPOTRegressor from imblearn.under_sampling import RandomUnderSampler from imblearn.over_sampling import RandomOverSampler from imblearn.over_sampling import SMOTE import warnings warnings.filterwarnings('ignore') # import pickle # from pickle import dump, load # Use Folium library to plot values on a map. #import folium # Use Feature-Engine library #import feature_engine.missing_data_imputers as mdi #from feature engine.outlier removers import Winsorizer #from feature_engine import categorical_encoders as ce from pycaret.classification import * #from pycaret.clustering import * #from pycaret.regression import * pd.set_option('display.max_columns', None) #pd.set_option('display.max_rows',100) pd.set option('display.width', 1000) pd.set_option('display.float_format','{:.2f}'.format) random.seed(0) np.random.seed(0) np.set_printoptions(suppress=True) Autosaving every 60 seconds **Exploratory Data Analysis** In [2]: df = pd.read csv("bank-additional-full.csv", sep=';') df age job marital education default housing loan contact month day_of_week duration campaign pdays 56 housemaid married basic.4y 999 telephone may mon 1 no no services married high.school unknown no telephone may mon 999 no high.school telephone 999 services married may mon 1 no yes basic.6y admin. married telephone may mon 151 no no no 56 services married high.school telephone 999 no no may mon 41183 retired married professional.course cellular nov 334 999 no yes no 41184 46 blue-collar married professional.course cellular no no no nov 41185 56 university.degree cellular 999 retired married nov no yes no 41186 technician married professional.course cellular 999 no no nov 41187 74 retired married professional.course cellular 999 no yes 41188 rows × 21 columns In [4]: df.info() <class 'pandas.core.frame.DataFrame'> RangeIndex: 41188 entries, 0 to 41187 Data columns (total 21 columns): Column Non-Null Count Dtype 0 age 41188 non-null int64 1 41188 non-null object 2 41188 non-null object marital education 3 41188 non-null object default 41188 non-null object 5 housing 41188 non-null 6 41188 non-null loan object 41188 non-null object contact 41188 non-null 9 day_of_week 41188 non-null 10 duration 41188 non-null int64 11 campaign 41188 non-null int64 12 pdays 41188 non-null 13 previous 41188 non-null int64 14 41188 non-null object poutcome 15 emp.var.rate 41188 non-null float64 16 cons.price.idx 41188 non-null float64 17 cons.conf.idx 41188 non-null float64 41188 non-null float64 18 euribor3m 19 nr.employed 41188 non-null float64 41188 non-null object dtypes: float64(5), int64(5), object(11) memory usage: 6.6+ MB df.describe(include='all') Out[5]: job marital pdays education default housing loan contact month day_of_week duration campaign age **count** 41188.00 41188 41188 41188 41188 41188 41188 41188 41188 41188 41188.00 41188.00 41188.00 unique 3 10 5 nan 12 nan nan nan admin. married university.degree cellular thu top may nan no yes no nan nan nan 10422 33950 13769 freq nan 24928 12168 32588 21576 26144 8623 nan nan nan 40.02 NaN NaN NaN NaN NaN NaN 258.29 2.57 962.48 NaN NaN NaN mean std 10.42 NaN NaN NaN NaN NaN NaN NaN NaN NaN 259.28 2.77 186.91 17.00 0.00 0.00 NaN NaN NaN NaN NaN NaN NaN NaN NaN 1.00 min 32.00 1.00 999.00 25% NaN NaN NaN NaN NaN 102.00 NaN NaN NaN NaN 50% 38.00 NaN NaN NaN 180.00 2.00 999.00 NaN NaN NaN NaN NaN NaN **75**% 47.00 3.00 NaN NaN NaN NaN NaN NaN NaN NaN NaN 319.00 999.00 98.00 NaN NaN 4918.00 56.00 999.00 max NaN NaN NaN NaN NaN NaN NaN df.shape (41188, 21) df.columns Index(['age', 'job', 'marital', 'education', 'default', 'housing', 'loan', 'contact', 'month', 'day_of_wee
k', 'duration', 'campaign', 'pdays', 'previous', 'poutcome', 'emp.var.rate', 'cons.price.idx', 'cons.conf.id x', 'euribor3m', 'nr.employed', 'y'], dtype='object') **Groupby Function** df.groupby(by='y').mean() In [8]: Out[8]: age duration campaign pdays previous emp.var.rate cons.price.idx cons.conf.idx euribor3m nr.employed У 39.91 2.63 984.11 220.84 0.13 0.25 93.60 -40.59 3.81 5176.17 no yes 40.91 2.05 792.04 0.49 -1.23 93.35 -39.79 2.12 5095.12 553.19 df.groupby(by='y').count() Out[9]: job marital education default housing loan contact month day_of_week duration campaign pdays previous pout У 36548 36548 36548 36548 36548 36548 36548 36548 36548 36548 36548 36548 36548 36548 4640 4640 4640 4640 4640 4640 4640 4640 4640 4640 4640 4640 4640 4640 df.y.value_counts() Out[10]: no 4640 Name: y, dtype: int64 Pandas-Profiling Reports profile = ProfileReport(df=df, title='Bank Marketing Report', minimal=True) profile.to notebook iframe() Bank Marketing Report Overview Variables Overview Overview Warnings 2 Reproduction **Dataset statistics** Variable types NUM **Number of variables** 21 10 **Number of observations** CAT 10 41188 0 **BOOL** 1 Missing cells Missing cells (%) 0.0% **Duplicate rows** 12 < 0.1% **Duplicate rows (%)** Total size in memory 6.6 MiB Average record size in memory 168.0 B **Variables Distinct** 78 Mean 40.02406041 age Real number $(\mathbb{R}_{\geq 0})$ Distinct (%) 0.2% Minimum profile.to_file("your_report.html") **Data Visualization Univariate Data Exploration** df.hist(bins=50, figsize=(20,15)) In [14]: plt.suptitle('Feature Distribution', x=0.5, y=1.02, ha='center', fontsize=20) plt.tight_layout() plt.show() **Feature Distribution** duration campaign age 3500 10000 6000 4000 1000 5000 emp.var.rate 35000 30000 12500 30000 25000 10000 20000 5000 10000 600 cons.price.idx cons.conf.idx euribor3m 8000 12000 12000 6000 10000 6000 6000 2000 94.0 nr.employed 15000 10000 7500 2500 df.boxplot(figsize=(20,10)) plt.suptitle('BoxPlot', x=0.5, y=1.02, ha='center', fontsize=20) plt.tight_layout() plt.show() **BoxPlot** 5000 2000 fig = plt.figure(figsize=(20,40)) plt.subplot(7,2,1)plt.title("marital") sns.countplot(df.marital, hue=df.y) plt.subplot(7,2,2)plt.title("education") sns.countplot(df.education, hue=df.y) plt.subplot(7,2,3)plt.title("default") sns.countplot(df.default, hue=df.y) plt.subplot(7,2,4)plt.title("housing") sns.countplot(df.housing, hue=df.y) plt.subplot(7,2,5)plt.title("loan") sns.countplot(df.loan, hue=df.y) plt.subplot(7,2,6)plt.title("contact") sns.countplot(df.contact, hue=df.y) plt.subplot(7,2,7)plt.title("month") sns.countplot(df.month, hue=df.y) plt.subplot(7,2,8)plt.title("day_of_week") sns.countplot(df.day_of_week, hue=df.y) plt.tight layout() plt.show() education 8000 10000 4000 2000 education marital default housing 15000 20000 10000 15000 5000 5000 unknown default housing loan contact 30000 20000 25000 15000 15000 10000 5000 5000 telephone cellular contact month day_of_week 8000 10000 6000 5000 8000 4000 3000 4000 2000 1000 wed day_of_week aug month Correlation df.corr() pdays previous duration campaign emp.var.rate cons.price.idx cons.conf.idx euribor3m nr.employed age -0.00 -0.03 0.02 -0.00 0.00 -0.02 1.00 0.00 0.13 0.01 age -0.00 0.02 1.00 -0.07 -0.05 -0.03 0.01 -0.01 -0.03 -0.04 duration -0.07 0.05 -0.08 -0.01 campaign 0.00 1.00 0.15 0.13 0.14 0.14 -0.03 -0.05 0.05 1.00 -0.59 0.27 0.08 -0.09 0.30 0.37 pdays 0.02 0.02 -0.08 -0.59 1.00 -0.42 -0.20 -0.05 -0.45 -0.50 previous -0.03 1.00 -0.00 0.15 0.27 -0.42 0.78 0.20 0.97 0.91 emp.var.rate 0.08 0.78 cons.price.idx 0.00 0.01 0.13 -0.20 1.00 0.06 0.69 0.52 -0.01 -0.01 -0.05 0.20 cons.conf.idx 0.13 -0.09 0.06 1.00 0.28 0.10 -0.03 0.97 0.69 1.00 0.95 euribor3m 0.01 0.30 -0.45 0.28 0.14 nr.employed -0.02 -0.04 0.14 0.37 -0.50 0.91 0.52 0.10 0.95 1.00 plt.figure(figsize=(16,9)) sns.heatmap(df.corr(),cmap="coolwarm",annot=True,fmt='.2f',linewidths=2) plt.title("Correlation Heatmap") plt.show() Correlation Heatmap 0.00 0.00 0.01 1.00 -0.00-0.030.02 -0.000.13 -0.02age - 0.8 -0.00 -0.07 -0.05-0.031.00 0.02 0.01 -0.01-0.03-0.04duration 0.00 -0.070.05 -0.01 campaign 1.00 -0.08 0.15 0.13 0.14 0.14 - 0.6 -0.03-0.050.05 1.00 -0.590.27 0.08 -0.090.30 0.37 pdays - 0.4 0.02 -0.08-0.59 -0.42-0.20 -0.05 -0.45 -0.50 0.02 1.00 previous - 0.2 -0.00-0.030.15 0.27 -0.421.00 0.78 0.20 0.97 0.91 emp.var.rate - 0.0 0.00 0.08 -0.20 0.78 1.00 0.06 0.01 0.13 0.52 cons.price.idx 0.13 -0.01 -0.01-0.09-0.050.20 0.06 1.00 0.28 0.10 cons.conf.idx **-** −0.2 0.01 -0.030.14 -0.45 0.97 0.28 1.00 0.95 0.30 euribor3m - -0.4 nr.employed -0.02-0.040.14 0.37 -0.500.91 0.52 0.10 0.95 1.00 age emp.var.rate cons.price.idx nr.employed duration campaign **Pairplots** sns.pairplot(df.sample(500)) plt.suptitle('Pairplots of features', x=0.5, y=1.02, ha='center', fontsize=20) Pairplots of features 400 ••••• •••••• ***** euribor3m **Data Preprocessing Drop unwanted features** df.columns Out[20]: Index(['age', 'job', 'marital', 'education', 'default', 'housing', 'loan', 'contact', 'month', 'day_of_wee k', 'duration', 'campaign', 'pdays', 'previous', 'poutcome', 'emp.var.rate', 'cons.price.idx', 'cons.conf.id 'euribor3m', 'nr.employed', 'y'], dtype='object') df.drop(['contact', 'month', 'day of week', 'duration', 'campaign', 'pdays', 'previous', 'poutcome', 'emp.va df default housing job marital education loan nr.employed age У 56 housemaid married basic.4y 5191.00 no no no 57 services married high.school unknown no 5191.00 no 2 37 high.school 5191.00 services married yes no no 40 basic.6y 5191.00 admin. married no no no no 4 56 services married high.school 5191.00 no no yes no 73 4963.60 yes 41183 retired married professional.course no yes no 41184 blue-collar married 46 professional.course 4963.60 no no no no 41185 56 university.degree 4963.60 retired married no yes no 41186 professional.course 4963.60 technician married no no yes 41187 74 retired married professional.course 4963.60 yes 41188 rows × 9 columns **Treat Missing Values** df.isnull().sum() age 0 0 marital education 0 default housing loan nr.employed dtype: int64 **Treat Duplicate Values** df.duplicated(keep='first').sum() In [24]: Out[24]: 17550 df[df.duplicated(keep=False)] #Check duplicate values default housing age job marital education loan nr.employed у 56 housemaid married basic.4y 5191.00 no no no no 37 services high.school 5191.00 married no yes no no 6 59 admin. professional.course 5191.00 married no no no blue-collar unknown 5191.00 no no no 25 services single high.school no no 5191.00 no yes 41163 35 technician divorced basic.4y yes 4963.60 yes no no 41172 31 admin. single university.degree no yes no 4963.60 yes 41173 62 yes retired married university.degree 4963.60 yes no no 41174 62 retired married university.degree 4963.60 yes no no ves 41181 37 4963.60 yes admin. married university.degree no no yes 24701 rows × 9 columns df.drop_duplicates(inplace=True) marital education default housing loan nr.employed age У basic.4y 5191.00 56 housemaid married no no no no high.school unknown 57 services married 5191.00 no no no 2 37 high.school 5191.00 services married yes no no no admin. married basic.6y 5191.00 no no no no high.school 5191.00 4 56 services married yes no no no 41183 73 retired married professional.course no 4963.60 yes yes no 41184 46 blue-collar married professional.course 4963.60 no no no no 41185 56 retired married university.degree yes 4963.60 no no no yes 41186 44 technician married professional.course 4963.60 no no no 41187 74 4963.60 retired married professional.course yes no no no 23638 rows × 9 columns df.reset_index(inplace=True, drop=True) 56 housemaid married basic.4y no no 5191.00 no no 57 married high.school unknown 5191.00 services no no no 2 37 high.school yes 5191.00 services married no no no 40 admin. basic.6y 5191.00 married no no no no yes 5191.00 56 services married high.school no no no 23633 73 retired married professional.course 4963.60 no yes no yes 23634 46 blue-collar professional.course 4963.60 married no no no no 23635 56 retired married university.degree 4963.60 no no yes no professional.course 23636 44 technician 4963.60 married yes no no 23637 retired married professional.course 4963.60 no no yes no 23638 rows × 9 columns Perform One-Hot Encoding df.columns Index(['age', 'job', 'marital', 'education', 'default', 'housing', 'loan', 'nr.employed', 'y'], dtype='objec df cat = df[['job', 'marital', 'education', 'default', 'housing', 'loan']] df_num = df[['age','nr.employed', 'y']] df_cat2 = pd.get_dummies(df_cat, drop_first=True) df_cat2 Out[34]: job_bluejob_selfjob_services job_student job_technician job_t job_entrepreneur job_housemaid job_management job_retired 0 0 0 1 0 0 0 0 0 0 0 0 0 2 0 4 0 0 1 0 0 0 0 23633 0 0 0 23634 0 0 0 23635 0 0 0 1 0 0 0 23636 0 23637 0 0 0 0 1 0 0 0 0 23638 rows × 27 columns df3 = pd.concat([df cat2,df num],axis=1) df3 job_selfjob_entrepreneur job_housemaid job_management job_retired job_services job_student job_technician job_u collar employed

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random_state=0, subsample=1.0, tol=0.0001, validation_fraction=0.1, verbose=0, cat = create_model('gbc') Accuracy AUC Recall Prec. F1 Kappa MCC 0 0.8228 0.7615 0.1424 0.4128 0.2118 0.1379 0.1629 1 0.8355 0.7408 0.1582 0.5263 0.2433 0.1800 0.2214 2 0.8324 0.7430 0.1741 0.4955 0.2576 0.1870 0.2198 3 0.8345 0.7638 0.1709 0.5143 0.2565 0.1889 0.2256 4 0.8419 0.7915 0.1804 0.5876 0.2760 0.2144 0.2621 5 0.8429 0.7765 0.1646 0.6118 0.2594 0.2029 0.2586 6 0.8318 0.7520 0.1614 0.4904 0.2429 0.1745 0.2090 7 0.8355 0.7950 0.1804 0.5229 0.2682 0.1996 0.2359 8 0.8324 0.7584 0.1456 0.4946 0.2249 0.1612 0.1997				m_state=0, subsample=1.0, tol=0.0001, lation_fraction=0.1, verbose=0, start=False) F1 Kappa MCC 0.2118
8				0.2417 0.1717 0.2038 0.2482 0.1818 0.2199 0.0185 0.0210 0.0276
ROC of class 0, AUC = 0.76 ROC of class 1, AUC = 0.76 ROC of class 2, AUC = 0.76 ROC of class 3, AUC = 0.76 ROC of class 4, AUC = 0.76 ROC of class 5, AUC = 0.76 ROC of class 6, AUC = 0.76 ROC of class 6, AUC = 0.76 ROC of class 6, AUC = 0.76 ROC of class 7, AUC = 0.76 ROC of class 8, AUC = 0.76 ROC of class 9, AUC =				<pre>ing_rate=0.1, loss='deviance', max_depth=3, features=None, max_leaf_nodes=None, impurity_decrease=0.0, min_impurity_split=None, samples_leaf=1, min_samples_split=2, reight_fraction_leaf=0.0, n_estimators=100, er_no_change=None, presort='deprecated', om_state=0, subsample=1.0, tol=0.0001, dation_fraction=0.1, verbose=0, start=False)</pre>
plot_model (cat, plot = 'error') Class Prediction Error for GradientBoostingClassifier 4000 3500 500 1000 1000				ing_rate=0.1, loss='deviance', max_depth=3, features=None, max_leaf_nodes=None, mpurity_decrease=0.0, min_impurity_split=None, famples_leaf=1, min_samples_split=2, feight_fraction_leaf=0.0, n_estimators=100, for_no_change=None, presort='deprecated', mo_state=0, subsample=1.0, tol=0.0001, fation_fraction=0.1, verbose=0, start=False) adientBoostingClassifier ROC of class 0, AUC = 0.76 ROC of class 1, AUC = 0.76 ROC of class 1, AUC = 0.76 micro-average ROC curve, AUC = 0.90 macro-average ROC curve, AUC = 0.90 macro-average ROC curve, AUC = 0.76 0.6 0.8 1.0
plot_model(cat, plot='feature') Feature Importance Plot nr.employed age default_unknown education_university.degree loan_yes				rate=0.1, loss='deviance', max_depth=3, teatures=None, max_leaf_nodes=None, nestimators=100, ror_no_change=None, presort='deprecated', max_leaf_nodes=0, start=False) addentBoostingClassifier ROC of class 0.AUC = 0.76 ROC of class 1.AUC = 0.76 ROC of class 1.AUC = 0.76 micro-average ROC curve, AUC = 0.76 0.6 0.8 1.0 radientBoostingClassifier
predict_model (cat) Model Accuracy AUC Recall Prec. F1 Kappa MCC				cing_rate=0.1, loss='deviance', max_depth=3, eactures=None, max_lost_notes=None, max_lost_not
0 Gradient Boosting Classifier 0.8213 0.7624 0.1413 0.4531 0.2154 0.1448 0.1765	C			The second state of the se
4726 1 0 0 0 0 0 0 0 0 4727 0 0 0 0 0 0 0 0 0 4728 rows × 31 columns 31 colu	ent job_tect 0 0 0 0 1 0 0	0 0 0 0 1 0	0 0 0 0 0 1 0	