



Fundraising and Predictive Analytics

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1

**Situation & Data
EXPLORATION
& ANALYSIS**

3

ROUND 1

XGBoost

Surplus: \$9,683,375
Expenses: \$300,000
Donors: 6,0000

2

DATA PREP

One Hot Encoding
Valores Faltantes
Omisión de variables
Data Partition

4

ROUND 2: UPLIFT

XGBoost + Decision Tree

Surplus: \$12,104,985
Expenses: 3,050,000
Donors: 170,000