

at card: dm multi_25% off-0

at card: dm multi_25% off-1 at card: dm multi_no offer-0 ctl

at card: dm multi 20% off-1

at card: 25% off entire purchase-1

at card: dm multi_20% off-1 at card: dm multi 25% off-0 at card: dm multi_25% off-1 at card: 25% off entire purchase-

at card: dm multi_no offer-0 ctl

at card: dm multi_triple points-1

at card: dm online_25% off-0 at card: dm online_20% off-1

at card: dm online_25% off-1

at card: dm online_no offer-0 ctl at card: dm online_triple points-

Odd ratio & Response rate across cell_label

at card: dm online_25% off-0

at card: dm multi_triple points-1 at card: dm online_20% off-1 at card: dm online_25% off-1

at card: dm online_no offer-0 ctl

at card: dm online_triple points-1 at card: dm retail_20% off-1 at card: dm retail_25% off-0

at card: dm retail_25% off-1 at card: dm retail no offer-0 ctl

Distribution of response across cell_label

at card: dm retail 25% off-0 at card: dm retail_20% off-1

at card: dm retail_25% off-1

at card: dm retail_no offer-0 ctl at card: dm retail_triple points-1

at card: dm/em multi 25% off-0 at card: dm/em multi_20% off-1

at card: dm/em multi_25% off-1

cell_label

Num_Customer

at card: dm/em multi_25% off-0

at card: dm/em multi_20% off-1 at card: dm retail_triple points-1

at card: dm/em multi_25% off-1

at card: dm/em multi_no offer-0 ctl at card: dm/em multi_no offfer-0 ctl

cell_label

factor(variable) - Resp_rate - Odd

at card: dm/em multi_no offer-0 ctl at card: dm/em multi_no offfer-0 ctl at card: dm/em multi_triple points-1

at card: dm/em online_20% off-1

at card: dm/em online_25% off-0

Num_Responder

at card: dm/em online_25% off-0

at card: dm/em online_25% off-1

at card: dm/em online_20% off-1

at card: dm/em multi_triple points-

at card: dm/em online_no offer-0 ctl

at card: dm/em online_triple points-1 at card: dm/em retail_20% off-1 at card: dm/em retail_25% off-0

at card: dm/em retail_25% off-1 at card: dm/em retail_no offer-0 ctl at card: no offer ctl-0 sc: dm_no offer-0 ctl

at card: dm/em retail_triple points-1

sc: dm/em_no offer-0 ctl

sc: dm_20% off-1

sc: dm/em_20% off-1

sc: high value lapsed_no offer-0 ctl

sc: high value lapsed_20% off-1

at card: dm/em online_25% off-1

at card: dm/em online_no offer-0 ctl at card: dm/em online_triple points-1

at card: dm/em retail 20% off-1

at card: dm/em retail 25% off-0

at card: dm/em retail_25% off-1

at card: dm/em retail_no offer-0 ctl

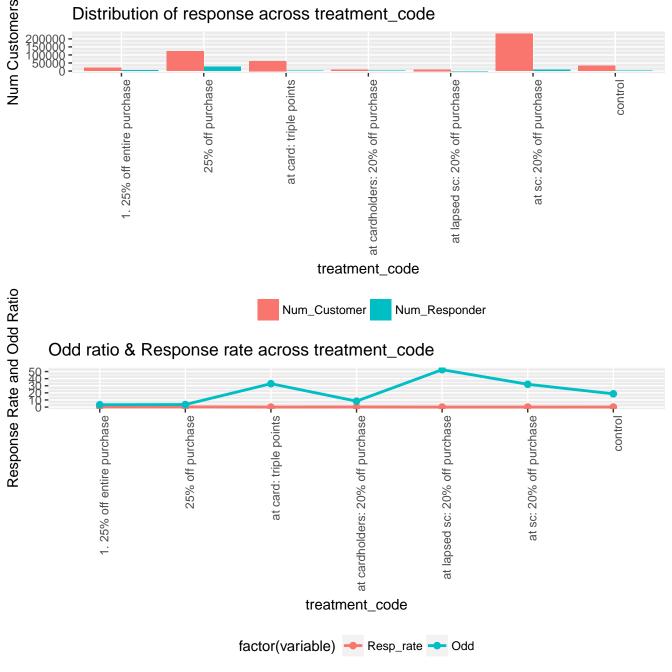
at card: dm/em retail_triple points-1 at card: no offer ctl-0

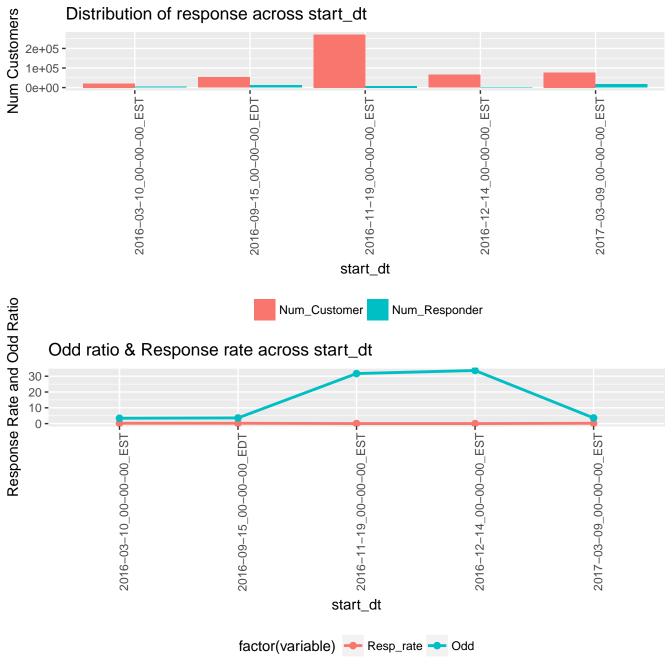
sc: dm_no offer-0 ctl

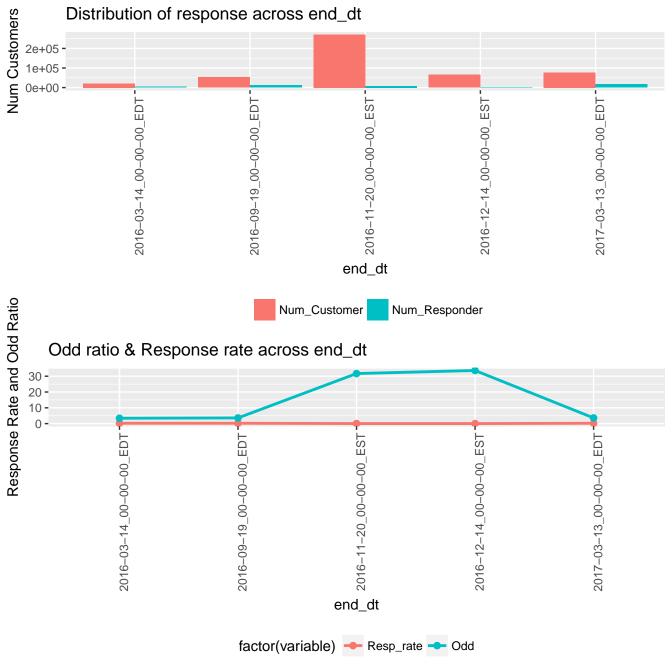
sc: dm/em_20% off-1

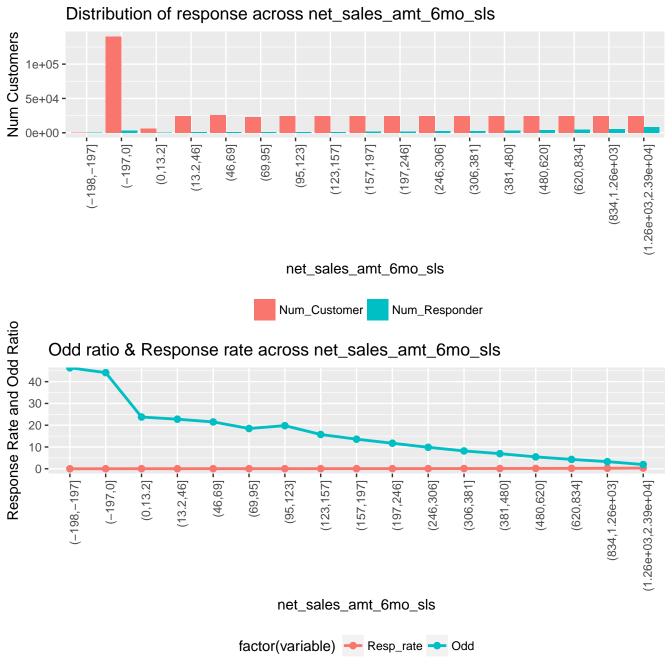
sc: dm_20% off-1

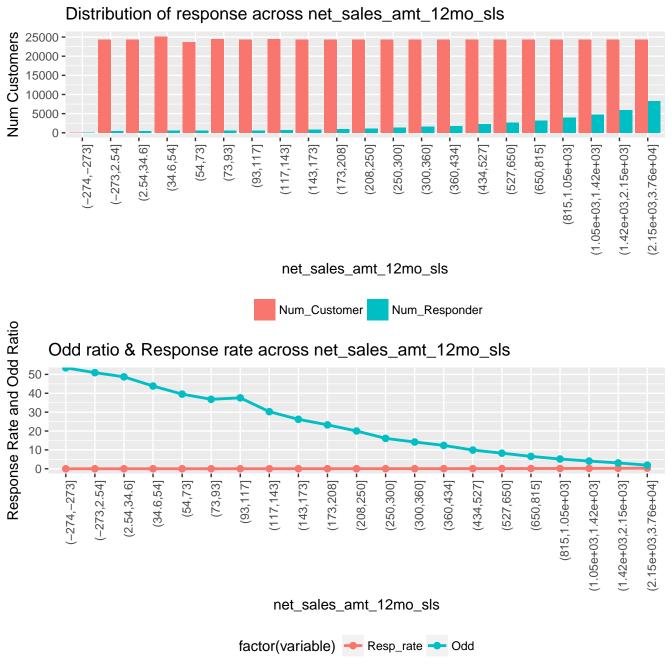
sc: high value lapsed_20% off-1 sc: high value lapsed_no offer-0 ctl

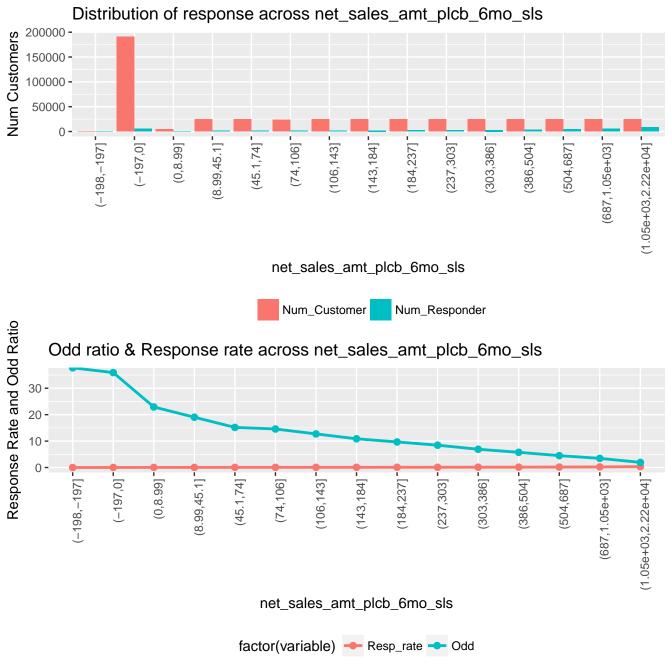


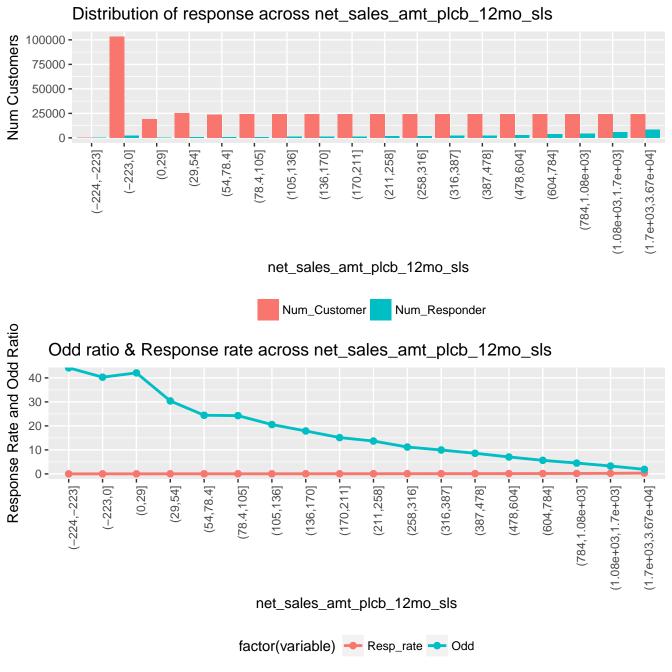




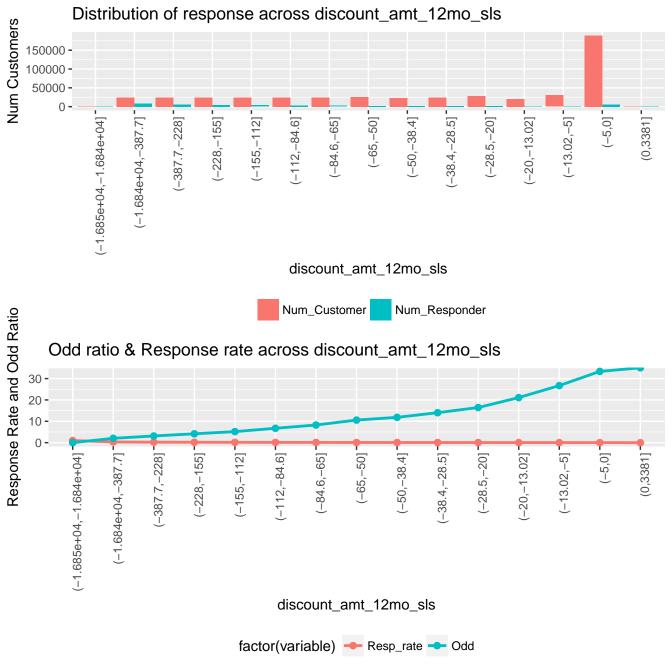


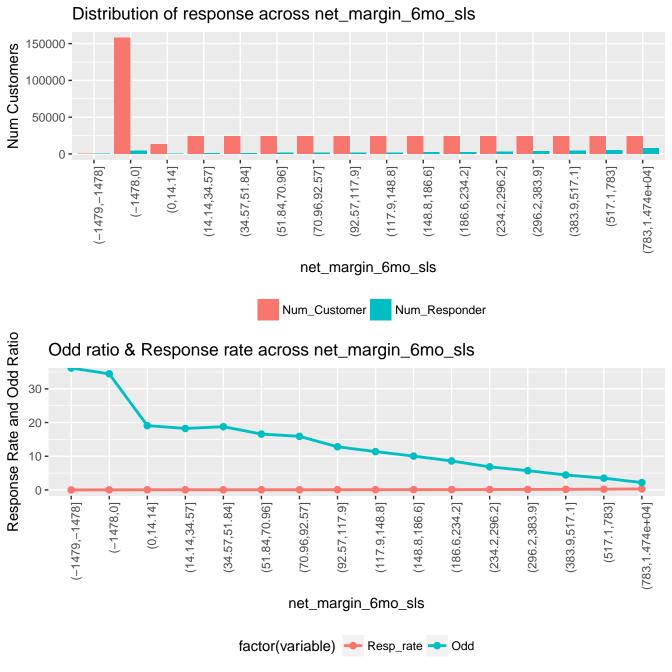


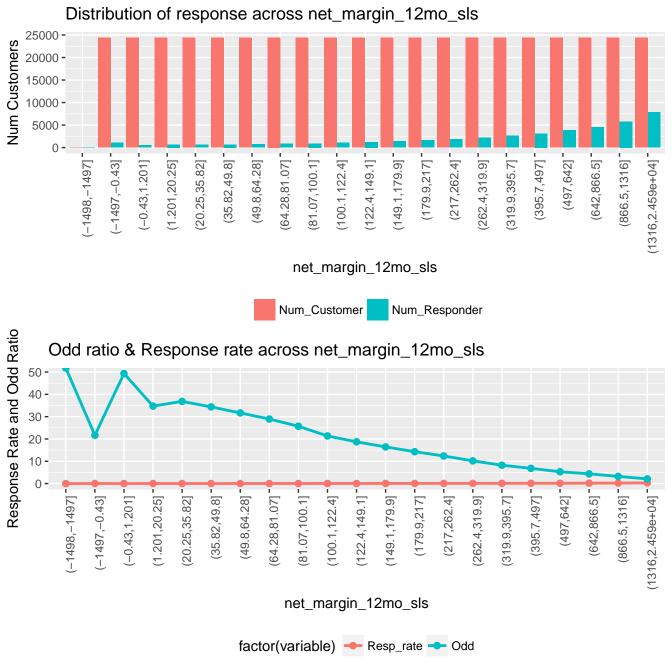


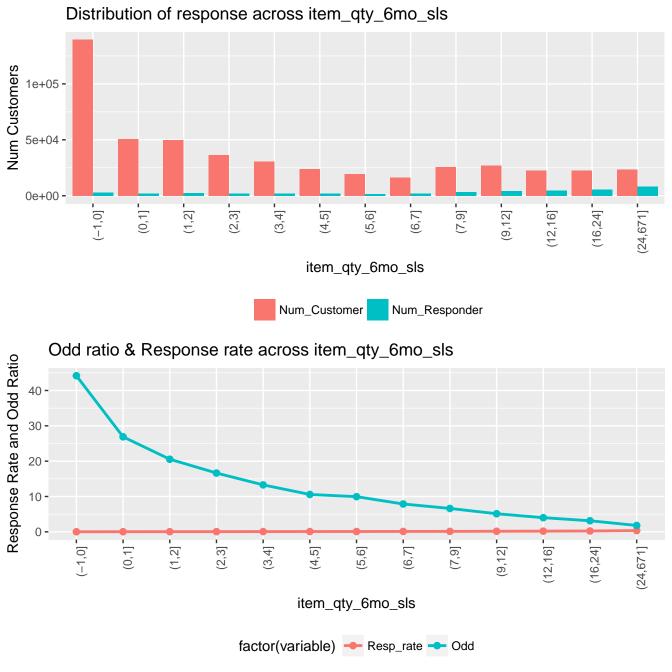


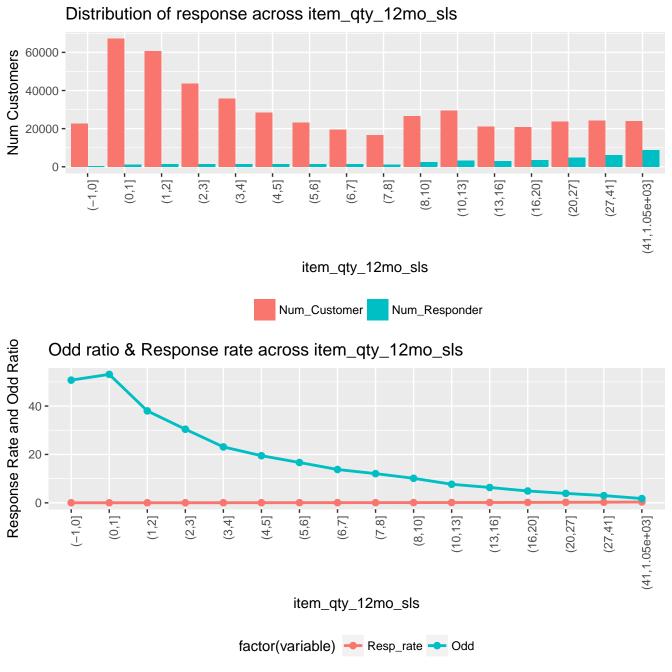
Distribution of response across discount_amt_6mo_sls Num Customers 2e+05 -1e+05 -0e+00 -[-5,0] [-10577,-10576] (-10576, -236.4] [-236.4, -140][0,3570](-140, -94.6](-49.9, -35](-35, -25](-15, -5](-94.6, -66.33](-66.33, -49.9](-25, -15]discount_amt_6mo_sls Num_Customer Num_Responder Response Rate and Odd Ratio Odd ratio & Response rate across discount_amt_6mo_sls 30 -20 -10 -0 -[-5,0] (-10576, -236.4] [-236.4, -140][-140, -94.6][-15,-5][-94.6, -66.33][-66.33, -49.9][-49.9, -35][-25,-15][0,3570](-10577, -10576](-35, -25]discount_amt_6mo_sls factor(variable) - Resp_rate - Odd

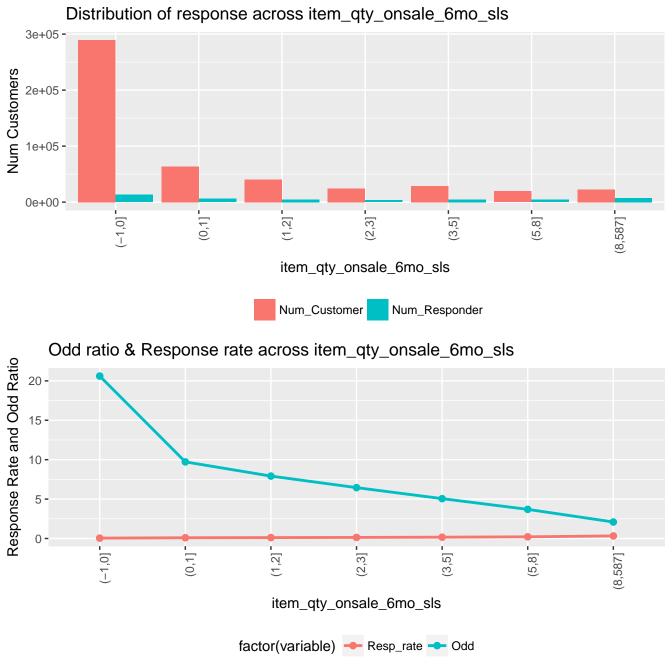


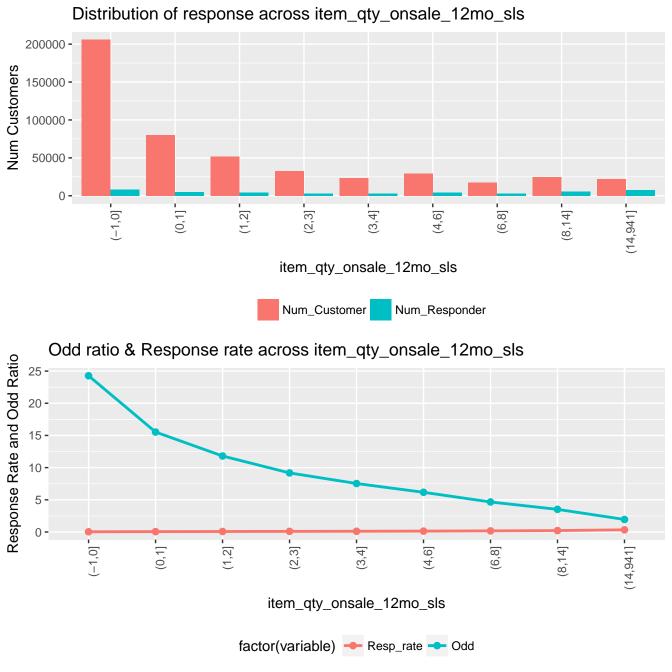


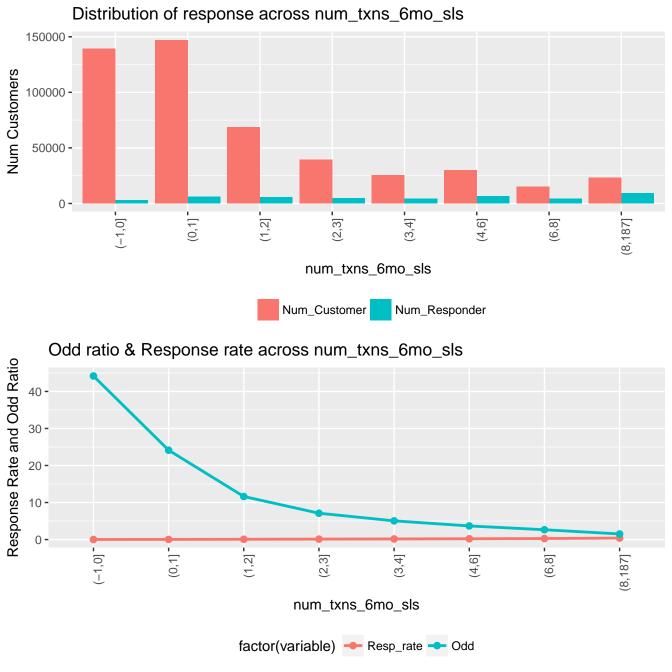


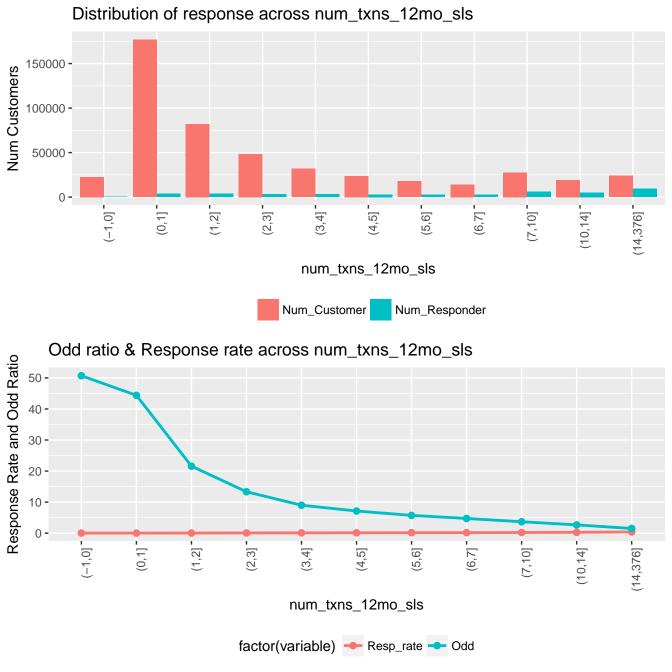


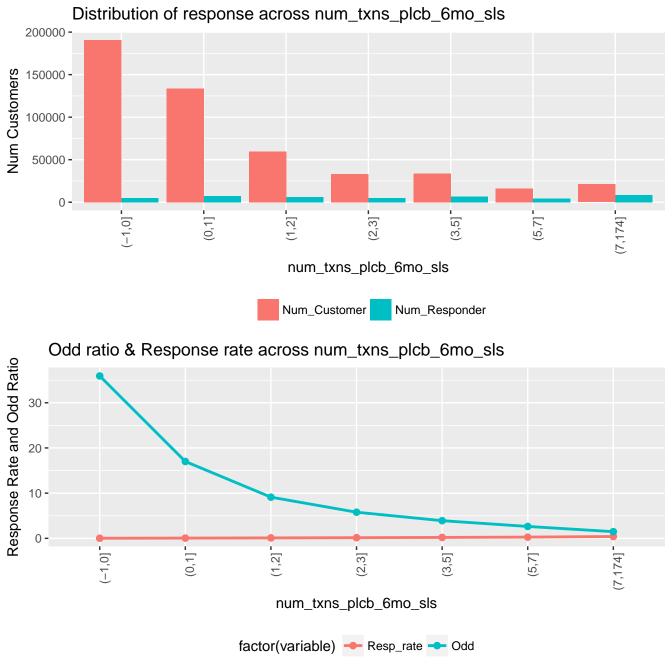


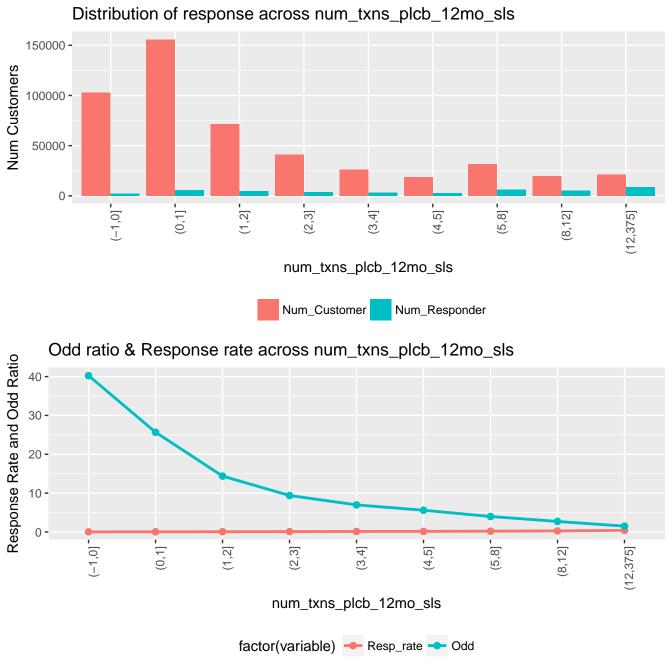


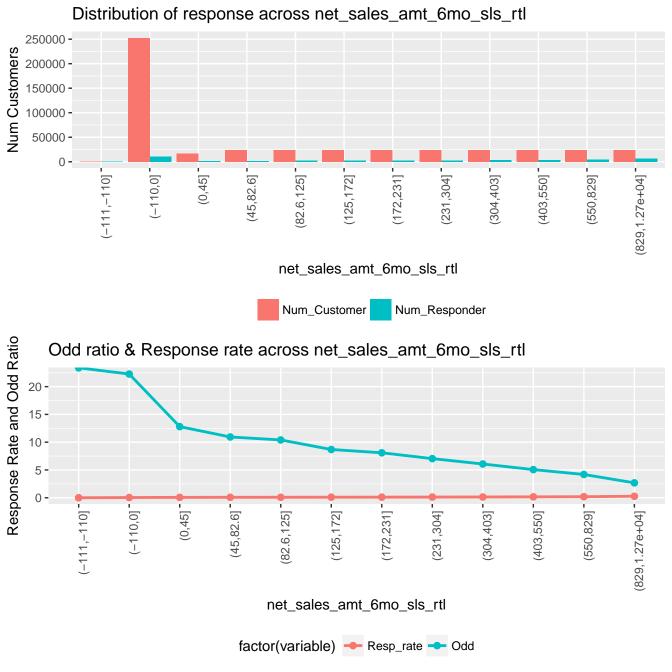


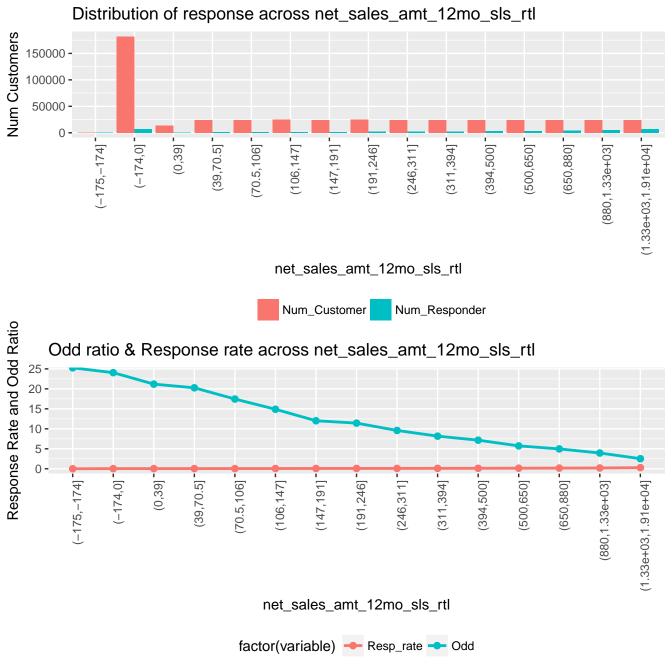


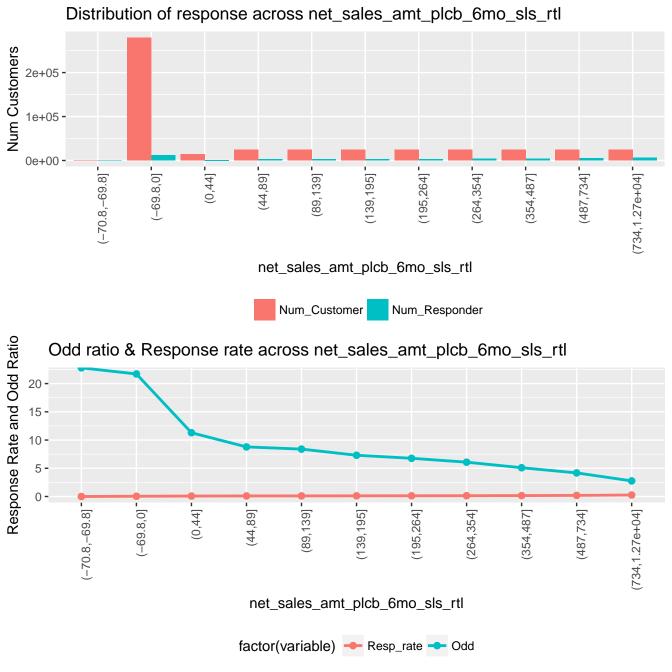


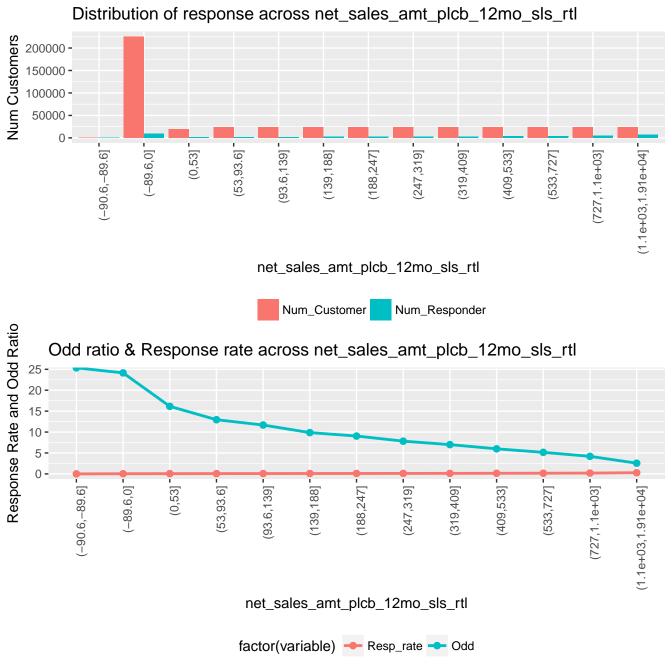




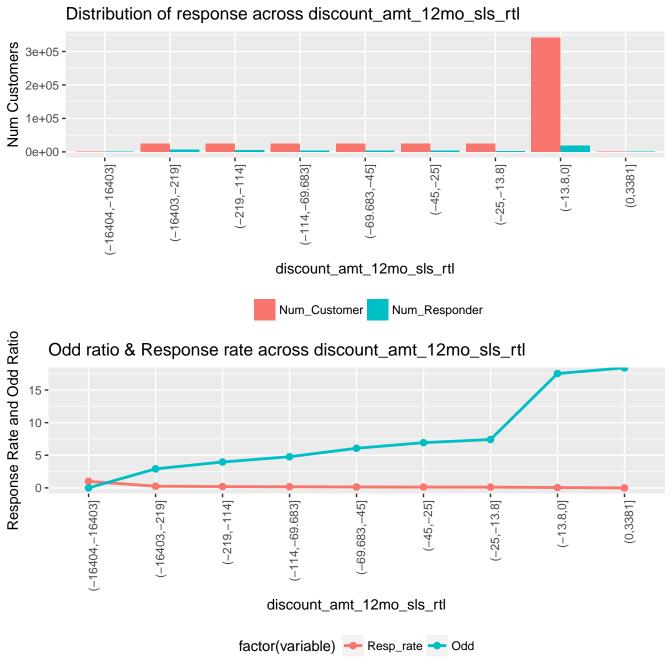


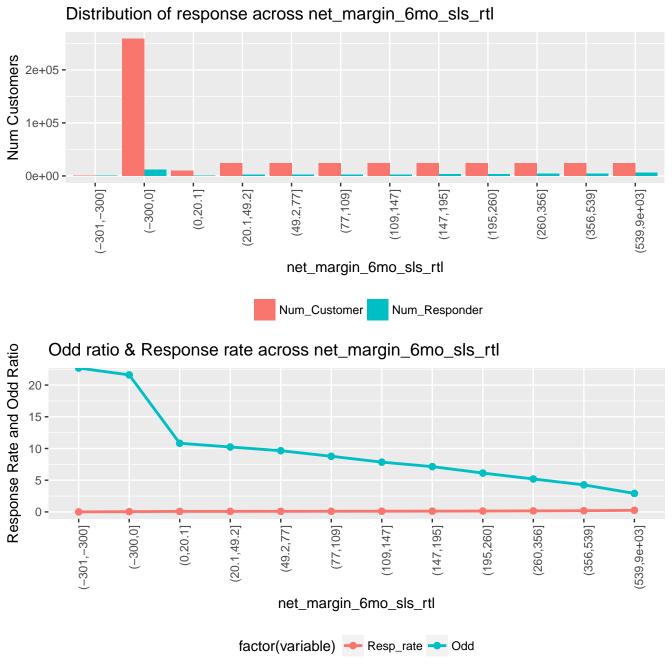


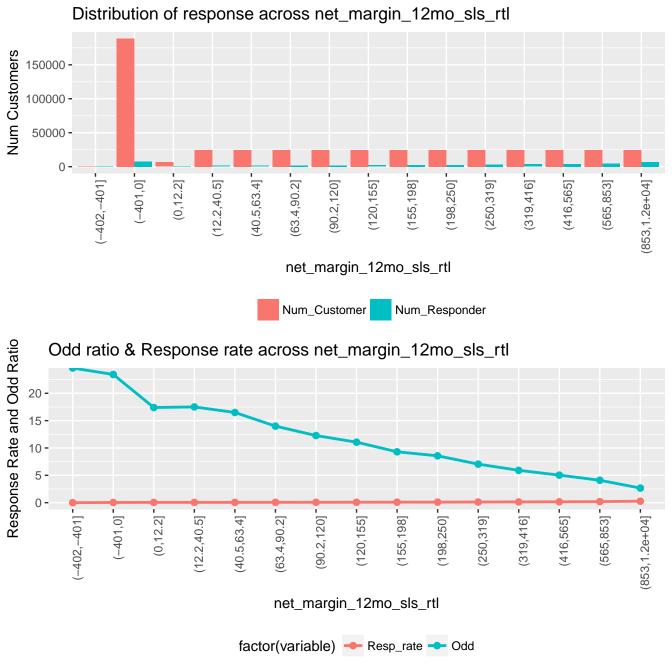


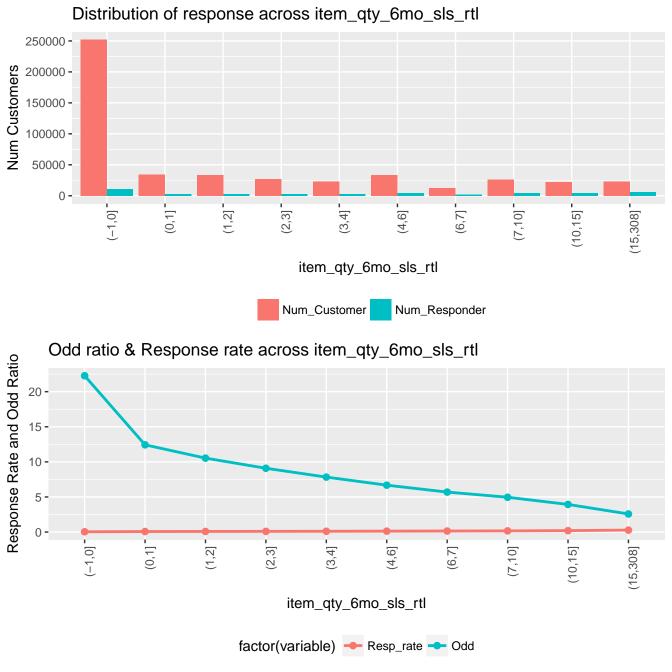


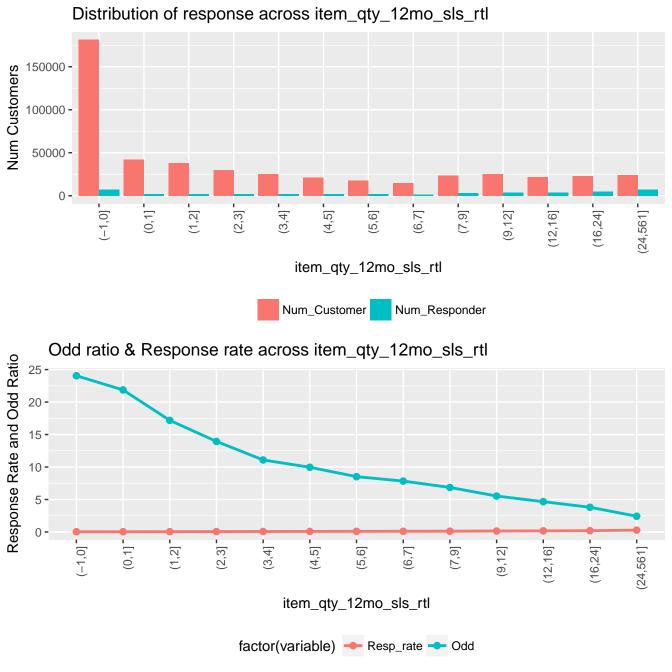
Distribution of response across discount_amt_6mo_sls_rtl Num Customers 3e+05 -2e+05 -1e+05 -0e+00 -(-10135,-10134] [-5,0] [0,3570][-143.83, -73.8](-10134, -143.83][-25,-5](-73.8, -42.9](-42.9, -25]discount_amt_6mo_sls_rtl Num_Customer Num_Responder Response Rate and Odd Ratio Odd ratio & Response rate across discount_amt_6mo_sls_rtl 15 **-**10 -5 -0 -[-5,0] [-73.8, -42.9][-42.9, -25][0,3570] [-143.83,-73.8] (-10135, -10134][-10134, -143.83](-25, -5]discount_amt_6mo_sls_rtl factor(variable) - Resp_rate - Odd

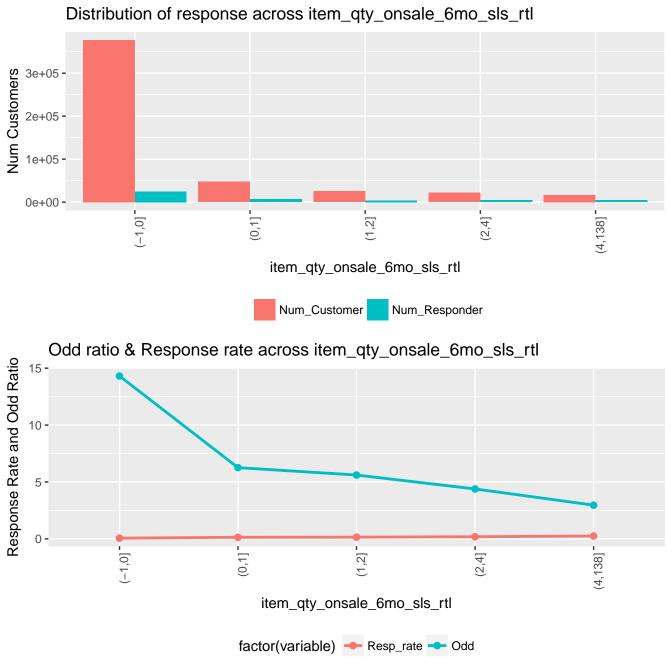


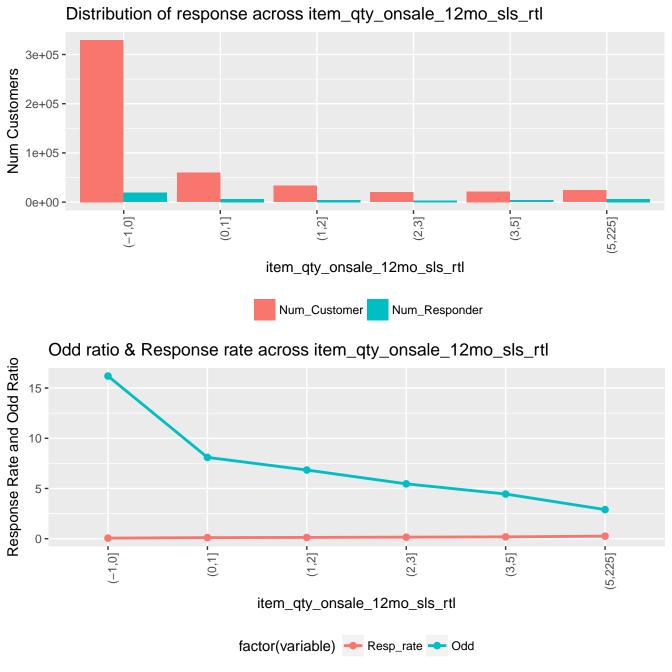


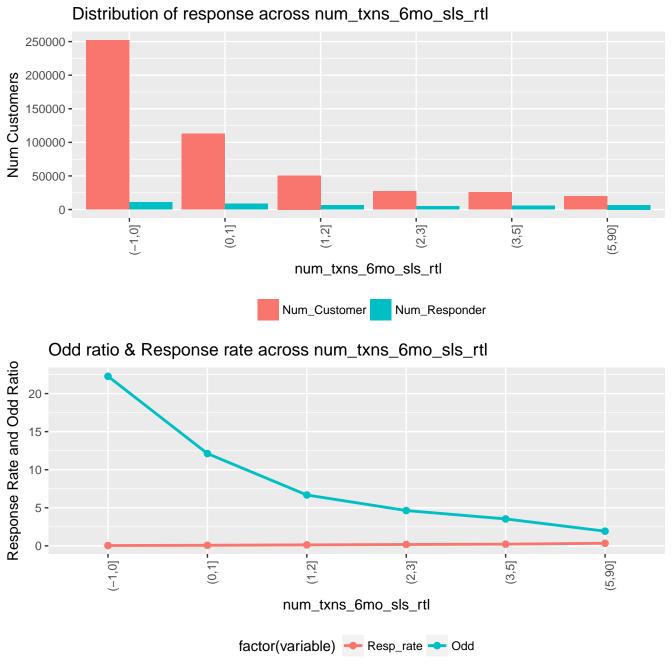


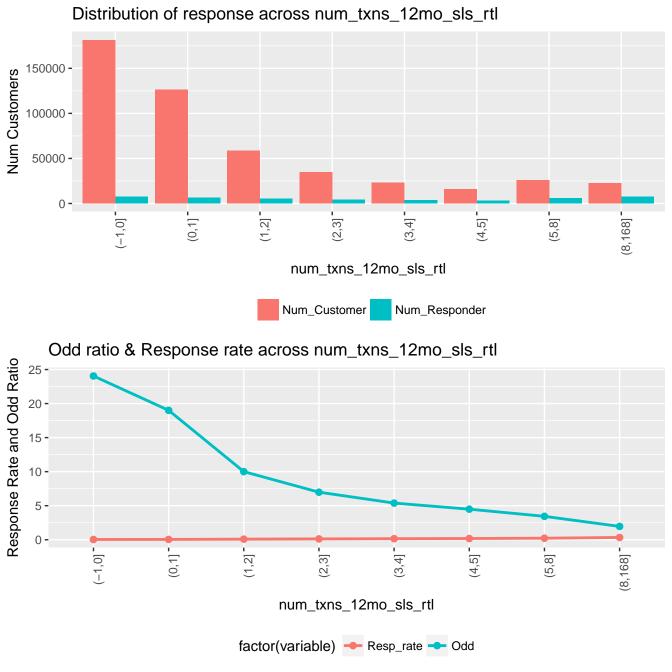


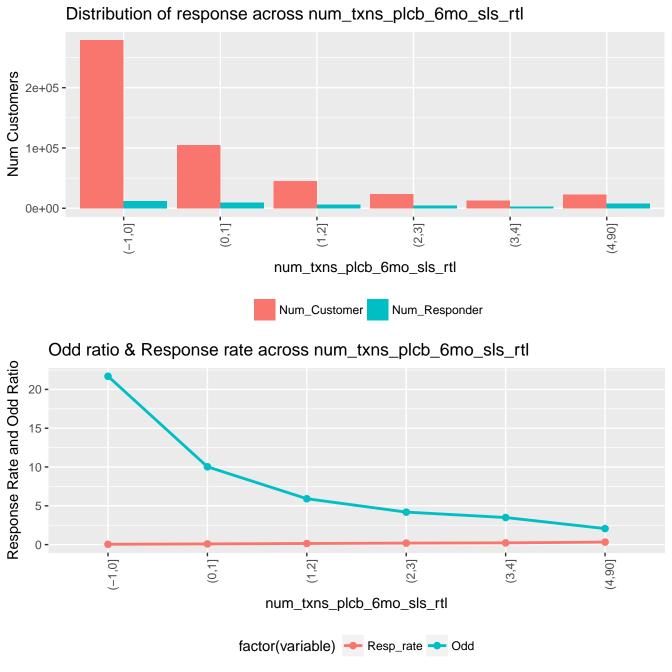


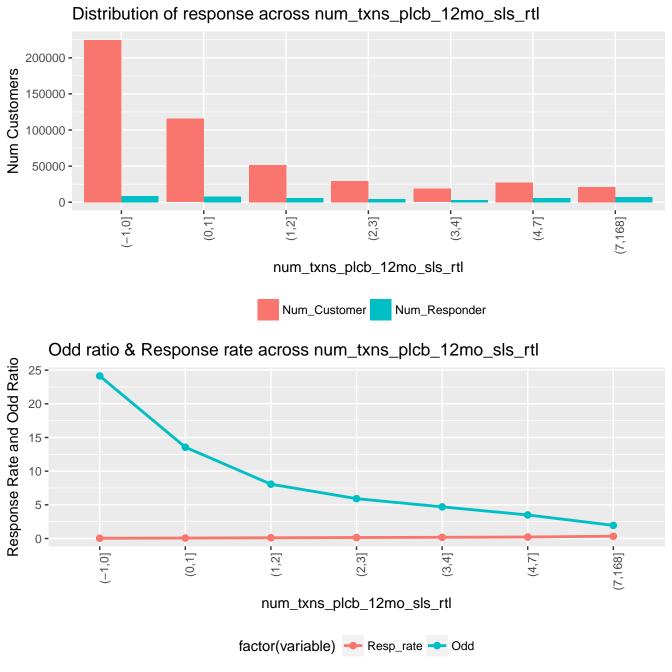


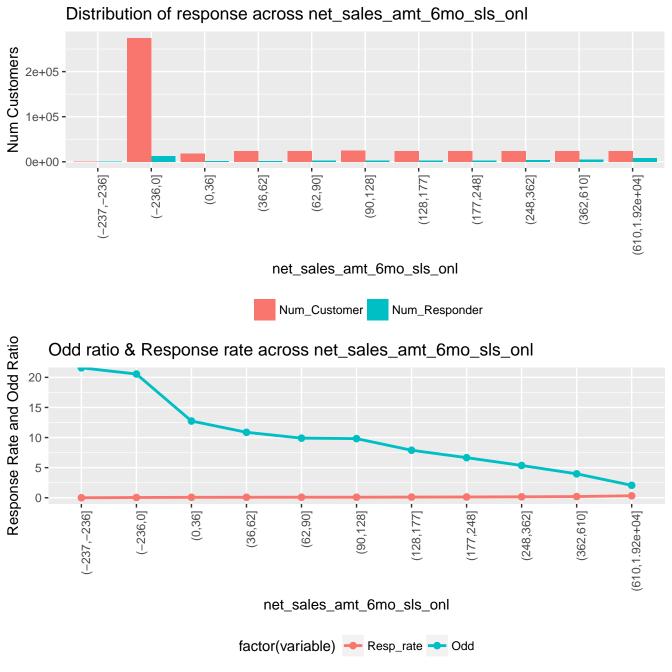


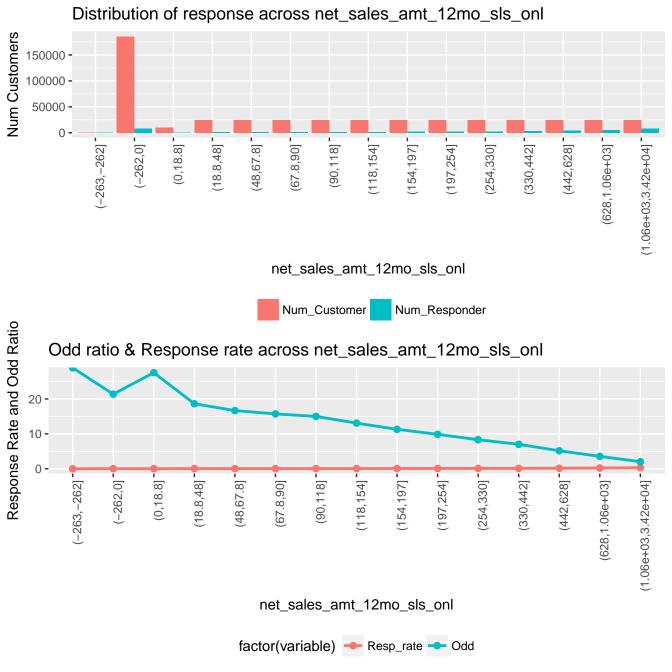


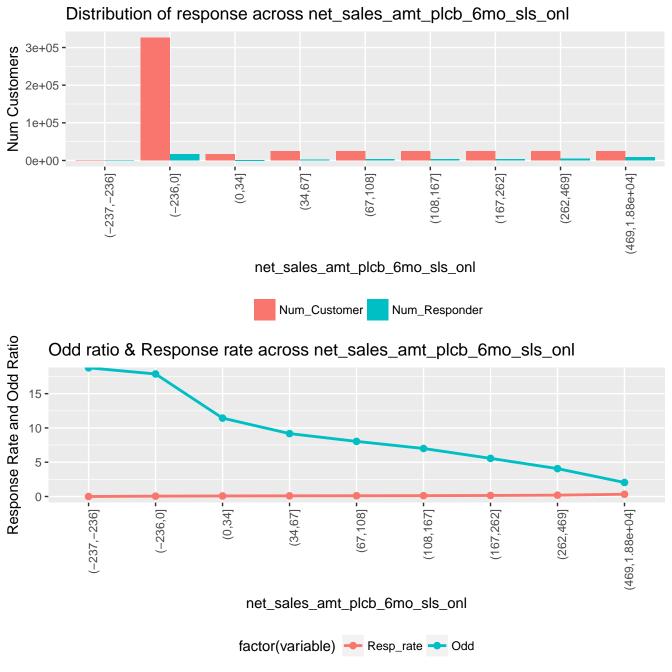


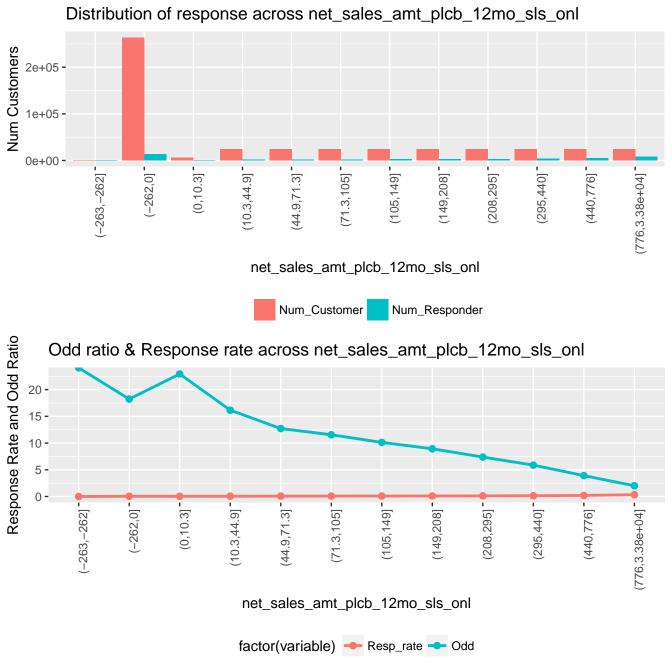




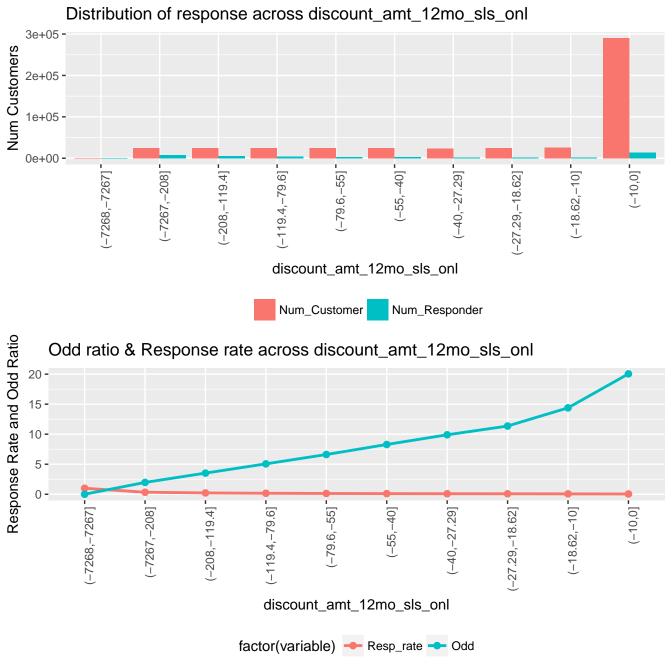


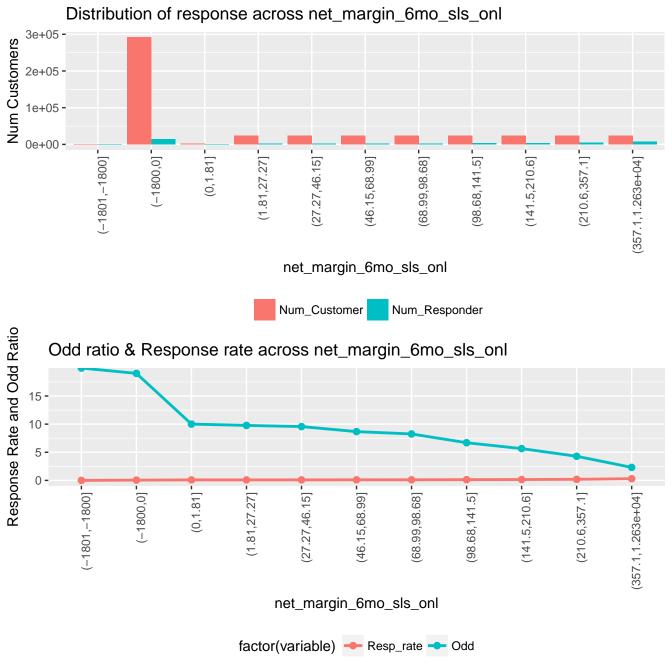


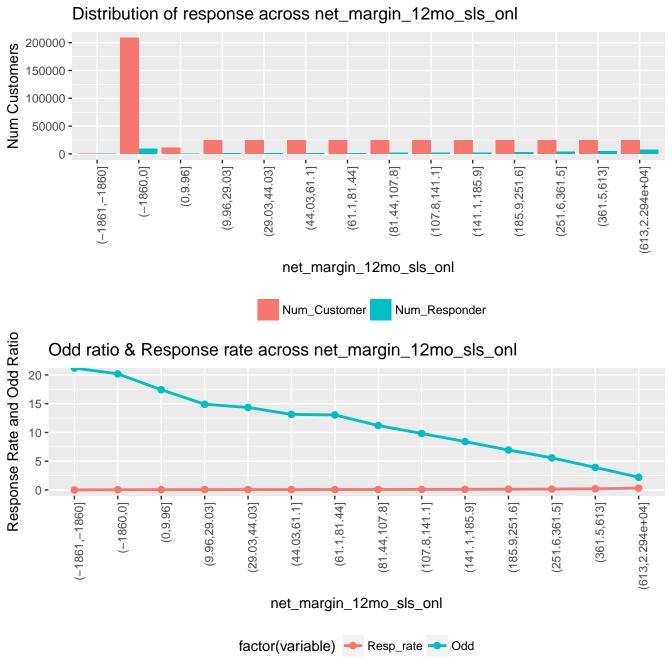


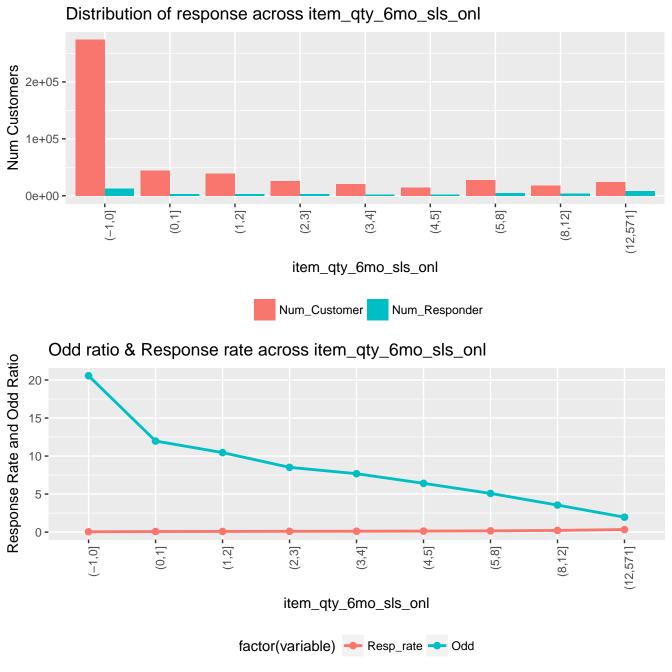


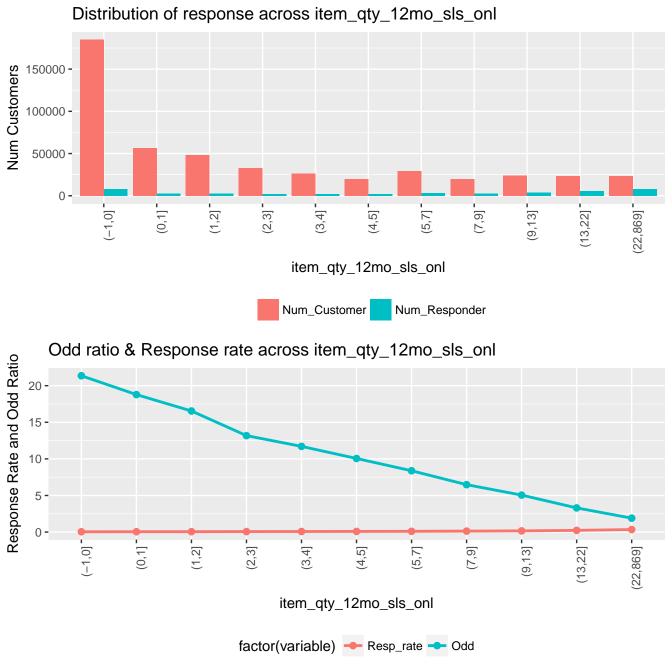
Distribution of response across discount_amt_6mo_sls_onl 3e+05 -Num Customers 2e+05 -1e+05 -0e+00 - $(-6713, -6712]^{T}$ (-6712,-124] [-5,0](-15, -5](-26.53, -15]discount_amt_6mo_sls_onl Num_Customer Num_Responder Response Rate and Odd Ratio Odd ratio & Response rate across discount_amt_6mo_sls_onl 15 -10 -5 -0 -(-5,0] [-124,-70][-70,-44.7] [-15,-5](-6713, -6712](-6712, -124]-44.7, -26.53(-26.53, -15]discount_amt_6mo_sls_onl factor(variable) - Resp_rate - Odd

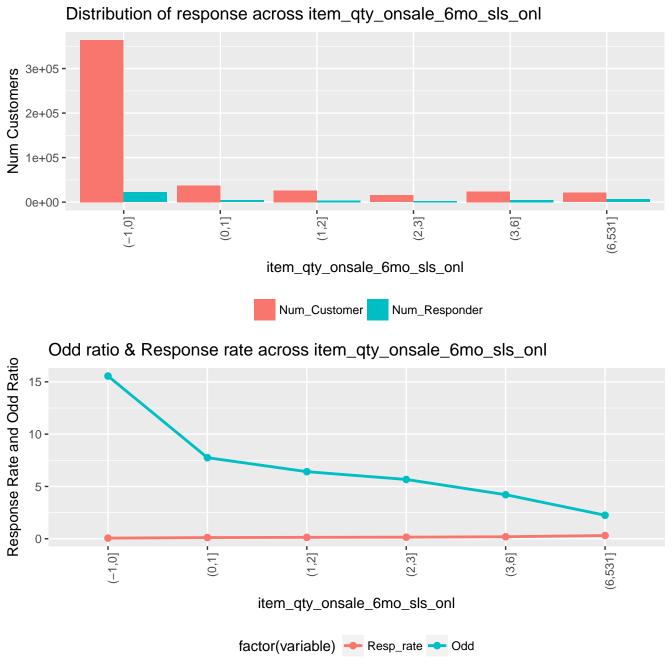


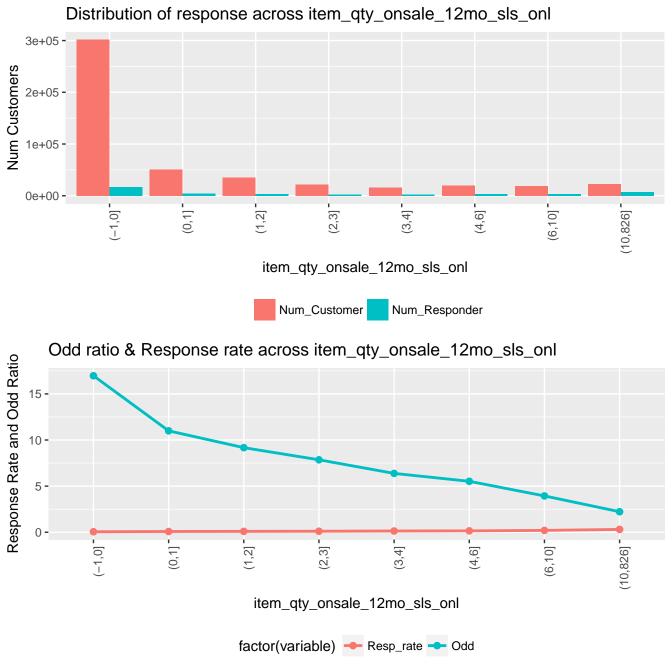


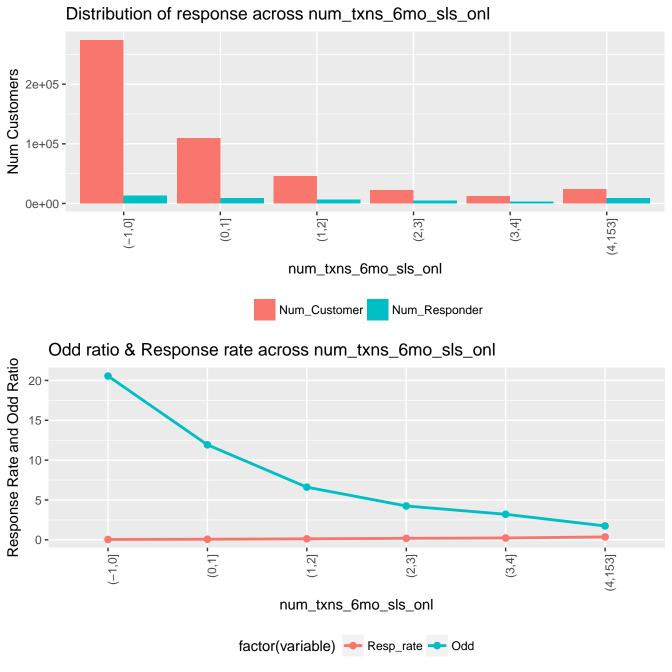


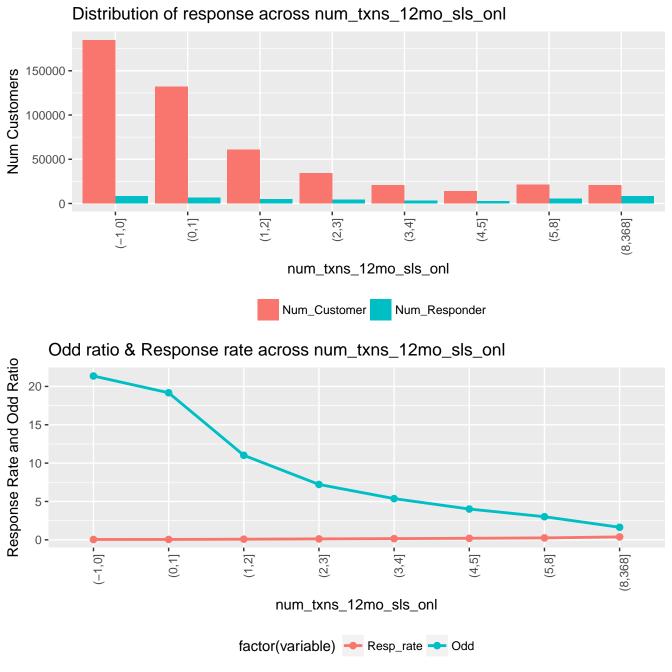


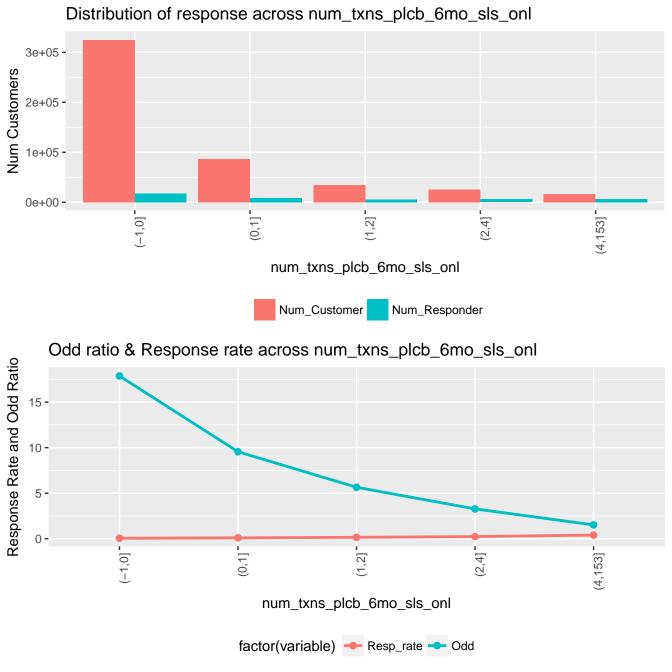


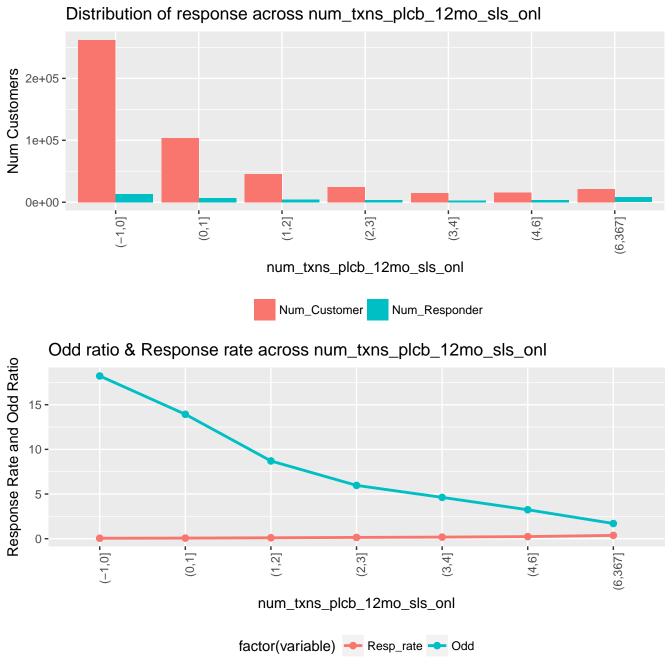


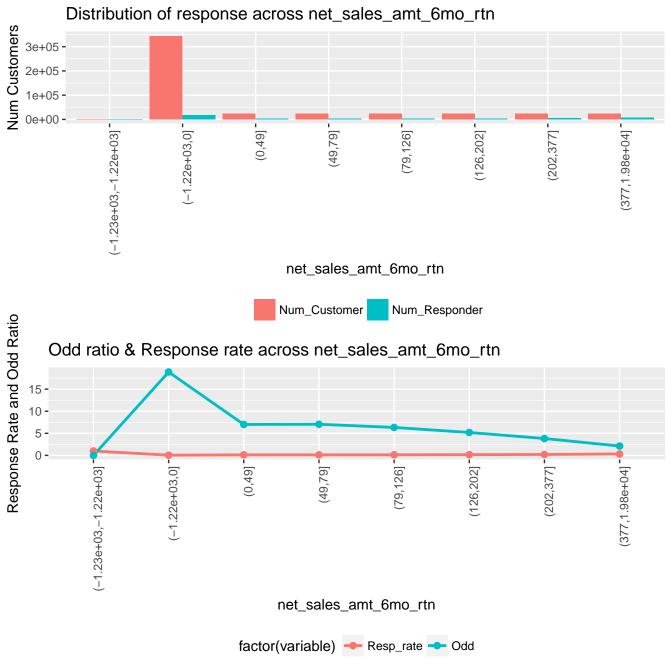


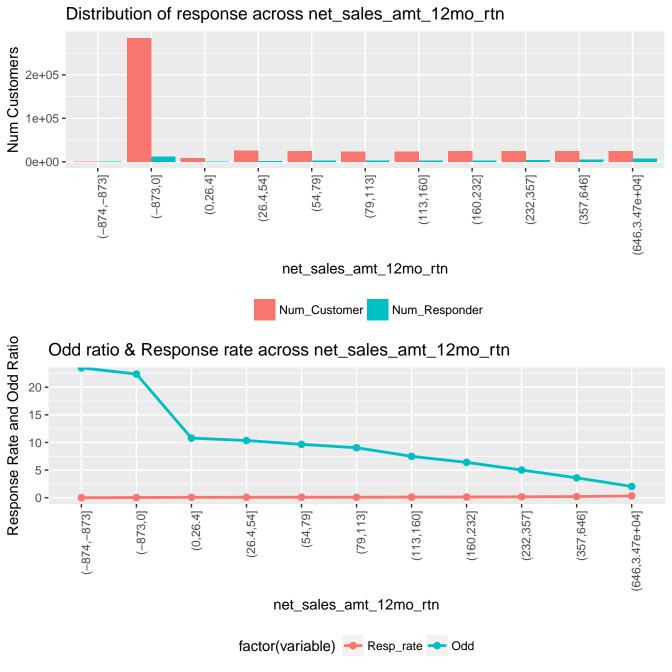


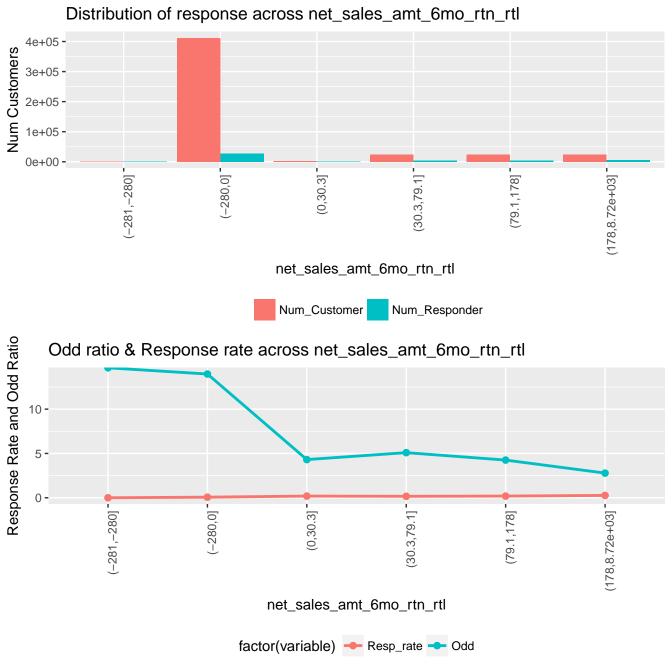


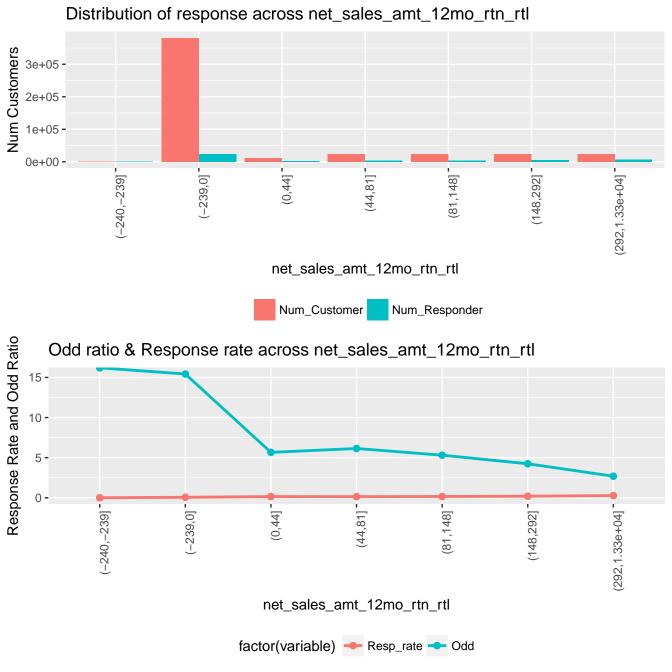


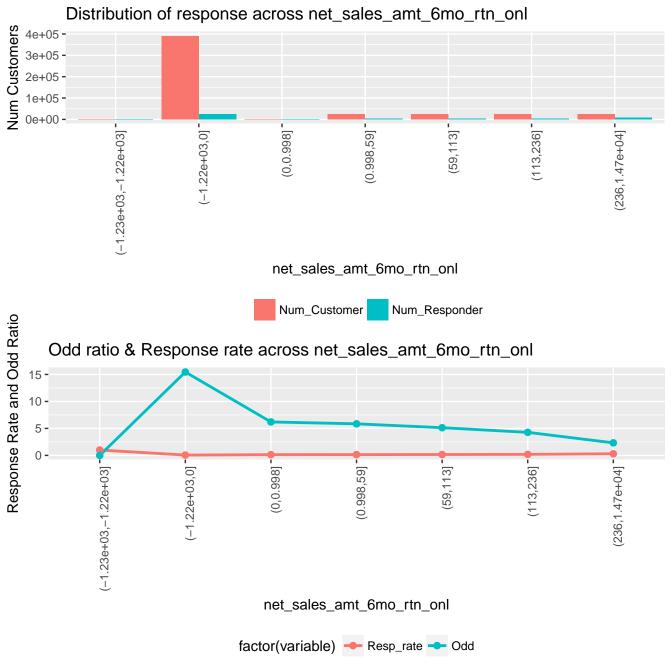


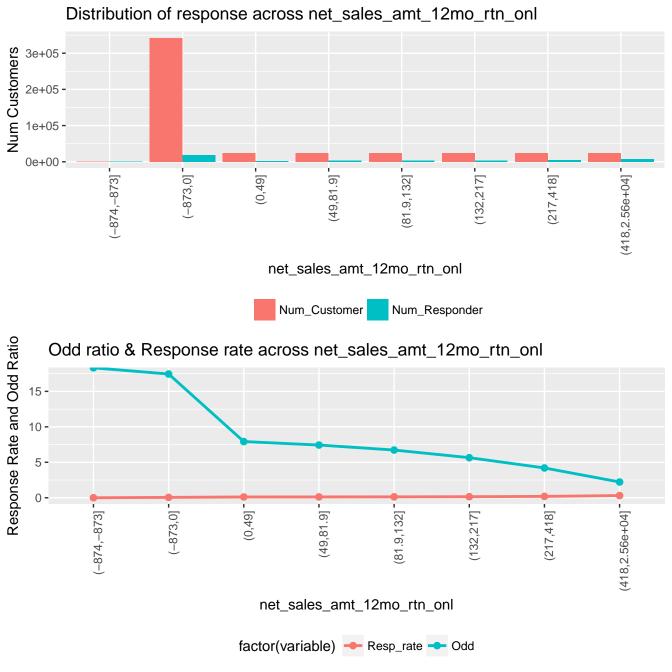


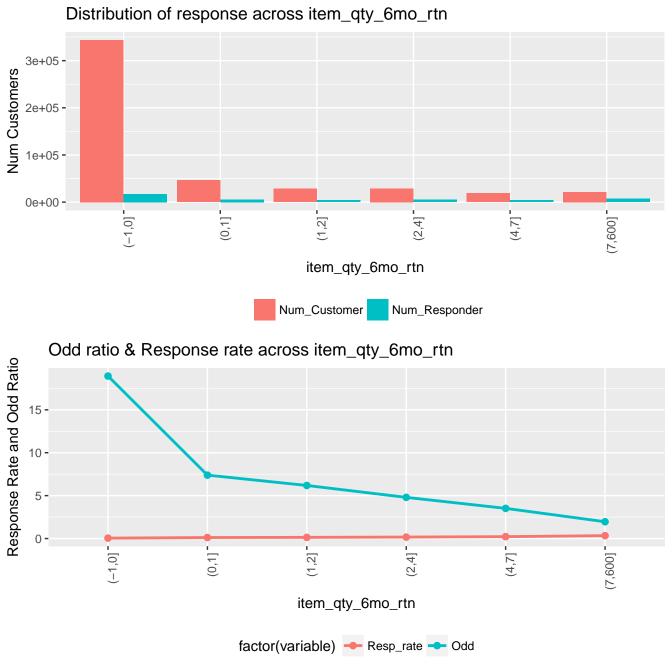


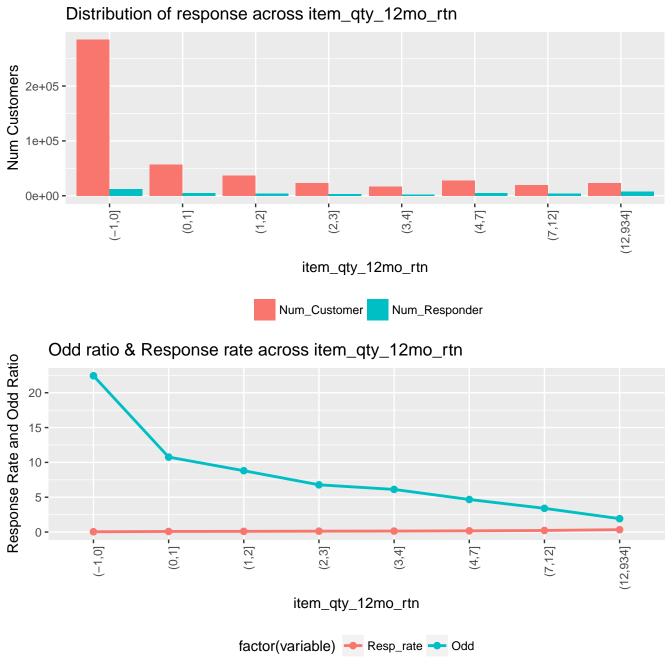




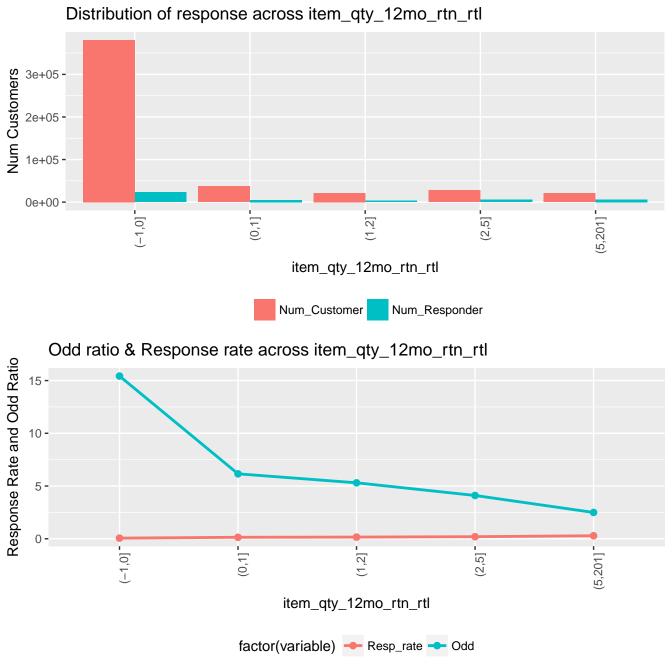


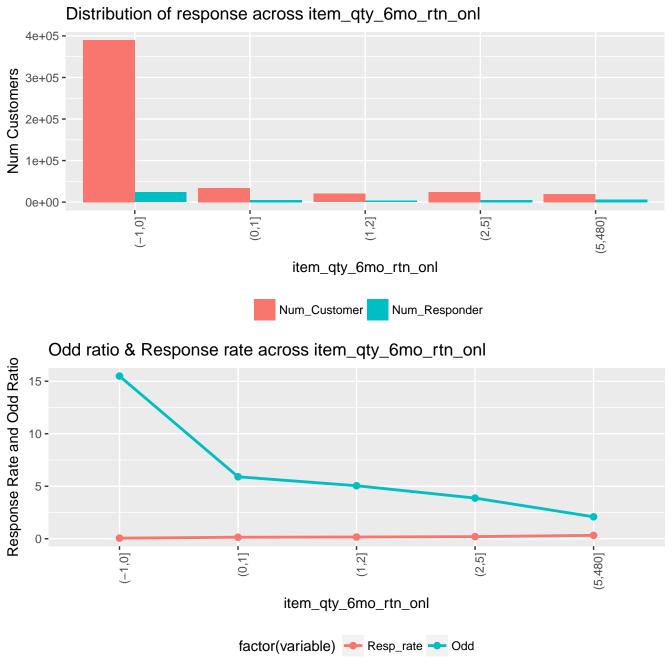


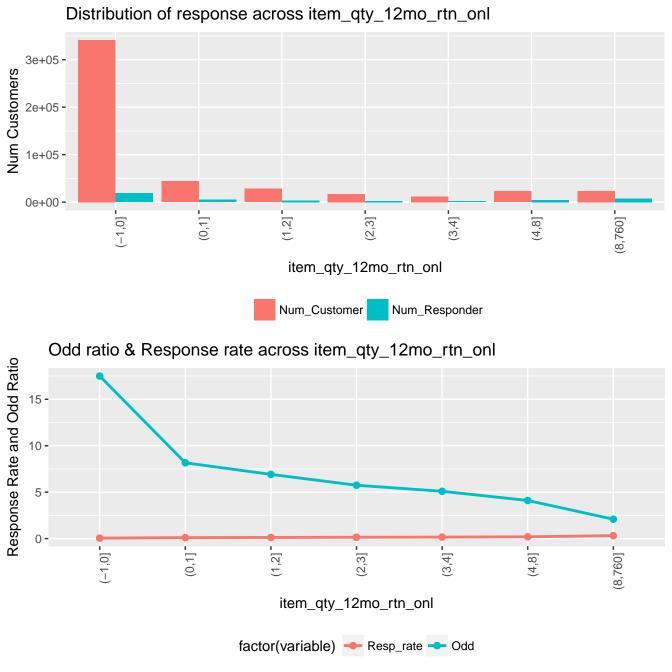


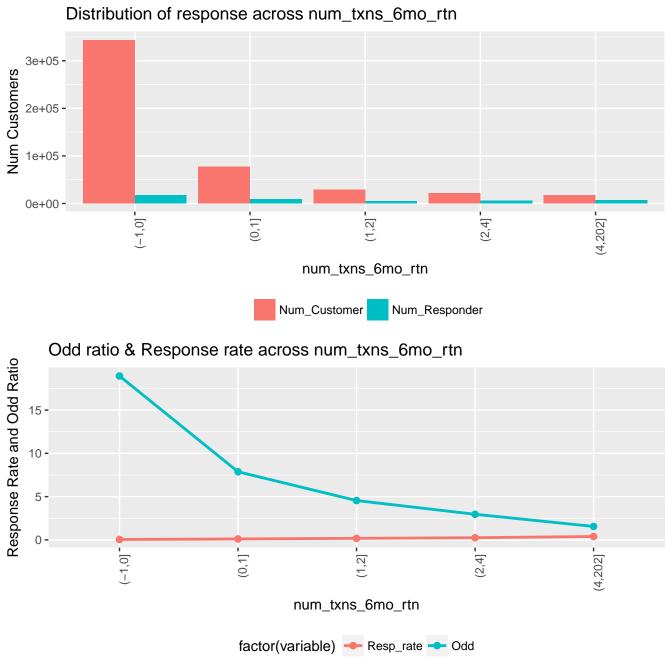


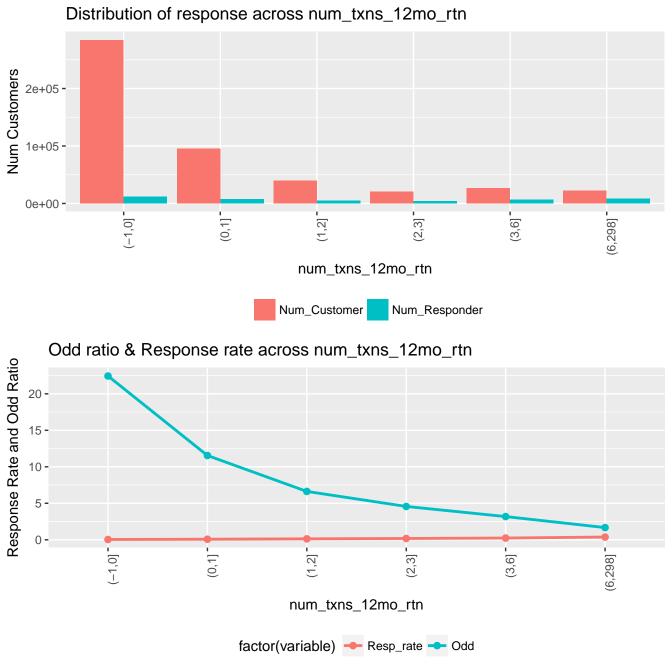
Distribution of response across item_qty_6mo_rtn_rtl 4e+05 -3e+05 -2e+05 -1e+05 -0e+00 -(3,120] [1,3] item_qty_6mo_rtn_rtl Num_Customer Num_Responder Odd ratio & Response rate across item_qty_6mo_rtn_rtl Response Rate and Odd Ratio 10 -5 -0 -[-1,0] [1,3] (3,120] item_qty_6mo_rtn_rtl factor(variable) - Resp_rate - Odd



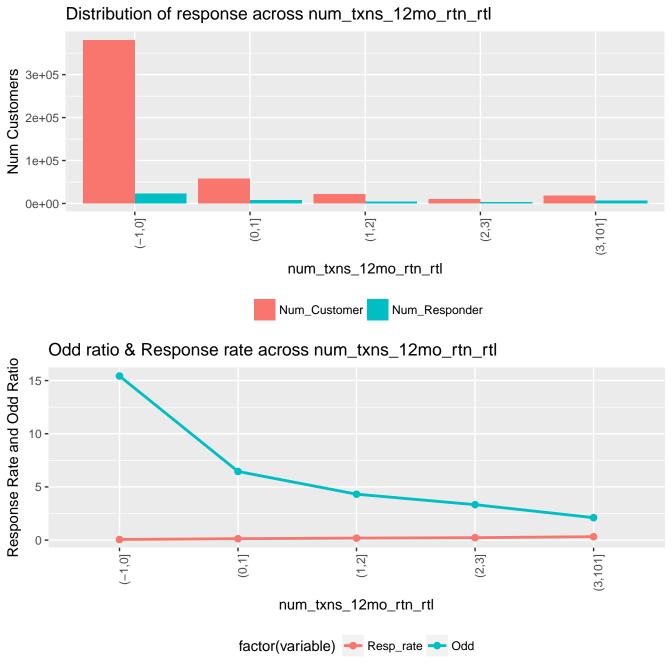


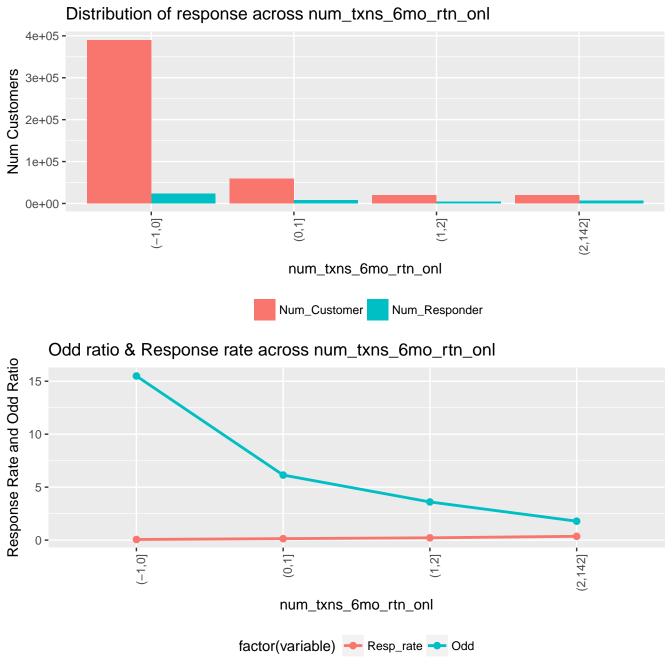




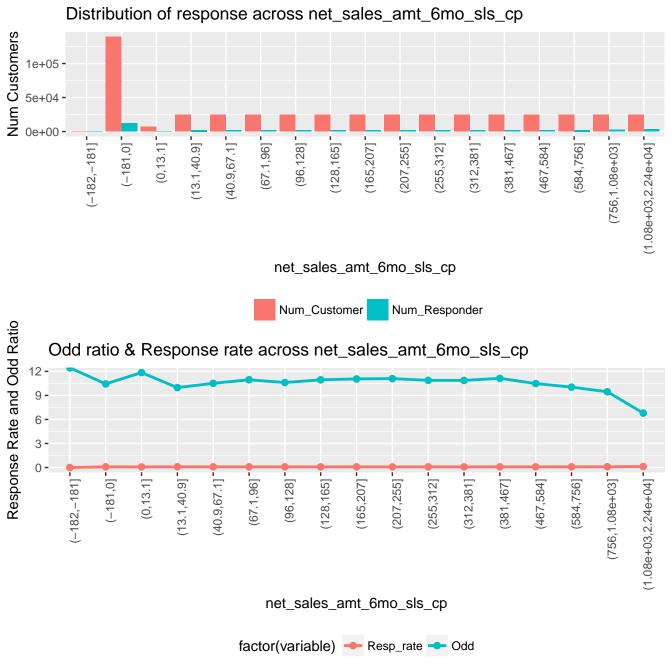


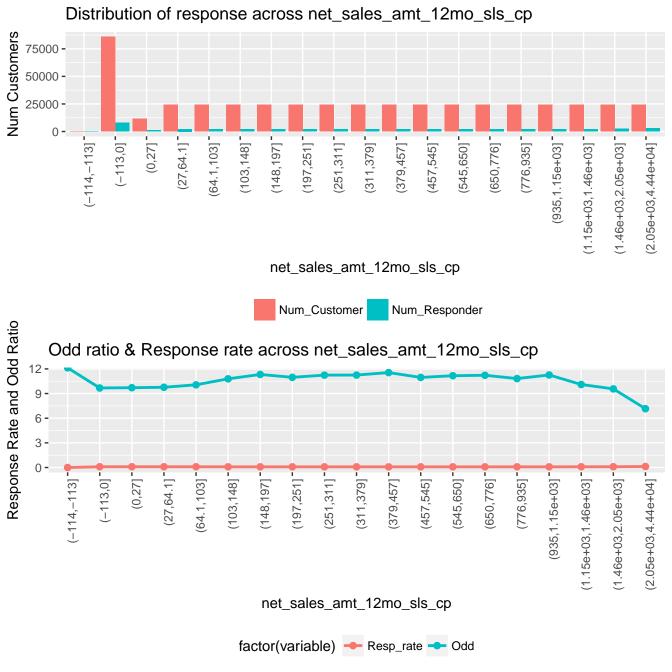
Distribution of response across num_txns_6mo_rtn_rtl 4e+05 -Num Customers 3e+05 -2e+05 -1e+05 **-**0e+00 -[2,60] (0,1] num_txns_6mo_rtn_rtl Num_Customer Num_Responder Odd ratio & Response rate across num_txns_6mo_rtn_rtl Response Rate and Odd Ratio 10 -5 -[-1,0] (0,1] [2,60] num_txns_6mo_rtn_rtl factor(variable) - Resp_rate - Odd

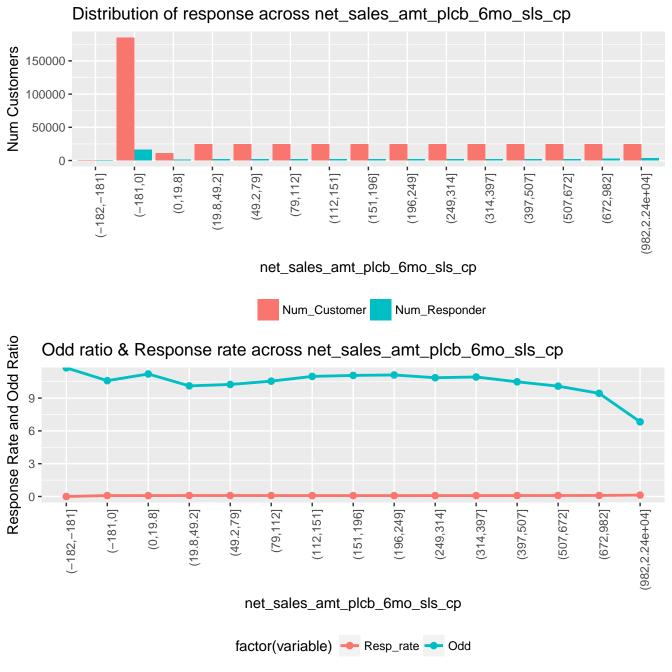


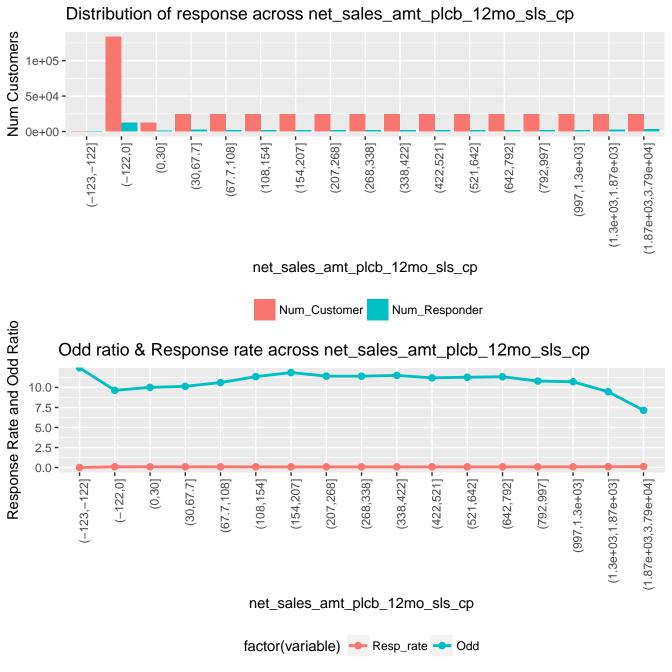


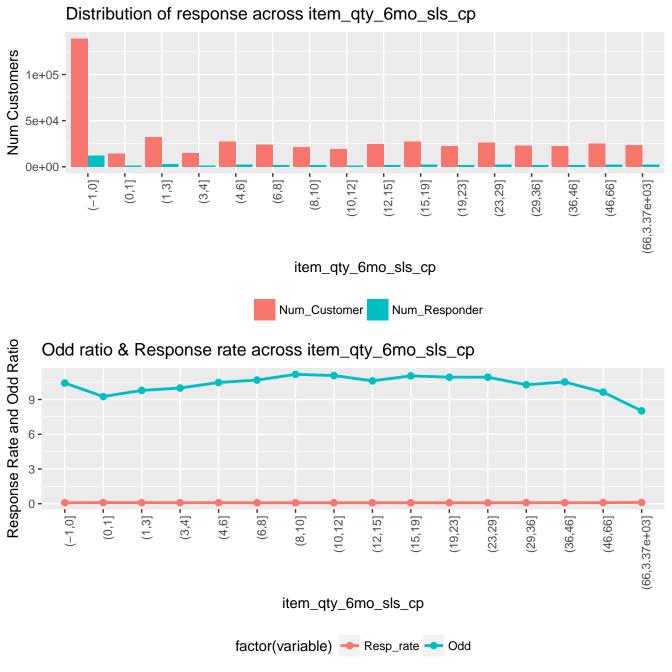
Distribution of response across num_txns_12mo_rtn_onl 3e+05 -Num Customers 2e+05 -1e+05 -0e+00 -[4,267]num_txns_12mo_rtn_onl Num_Customer Num_Responder Odd ratio & Response rate across num_txns_12mo_rtn_onl Response Rate and Odd Ratio 15 **-**10 -5 -0 -[-1,0] (4,267] (1,2]num_txns_12mo_rtn_onl factor(variable) - Resp_rate - Odd

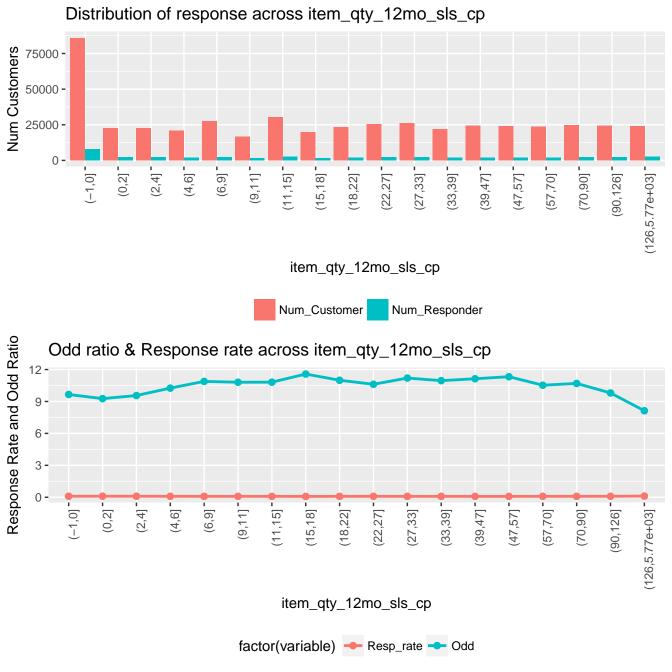


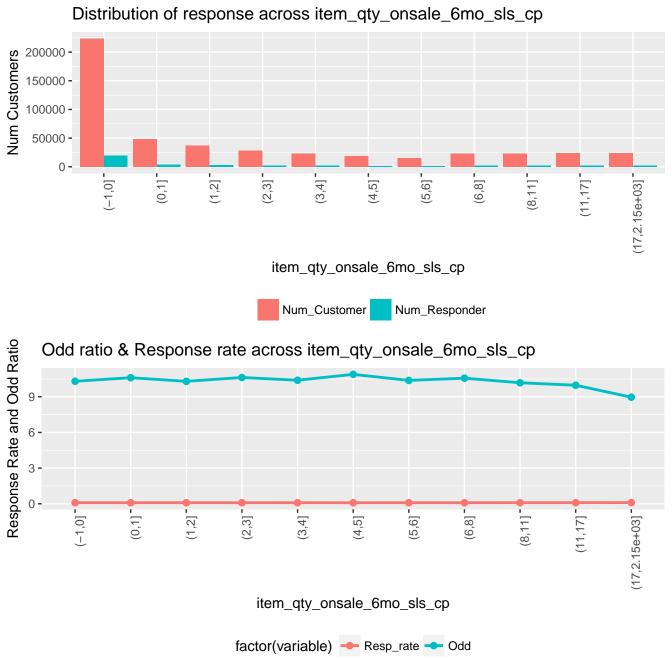


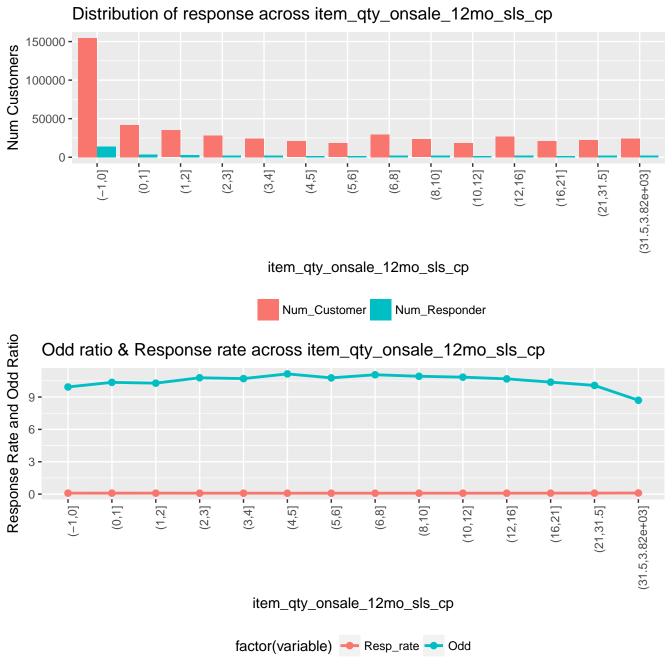


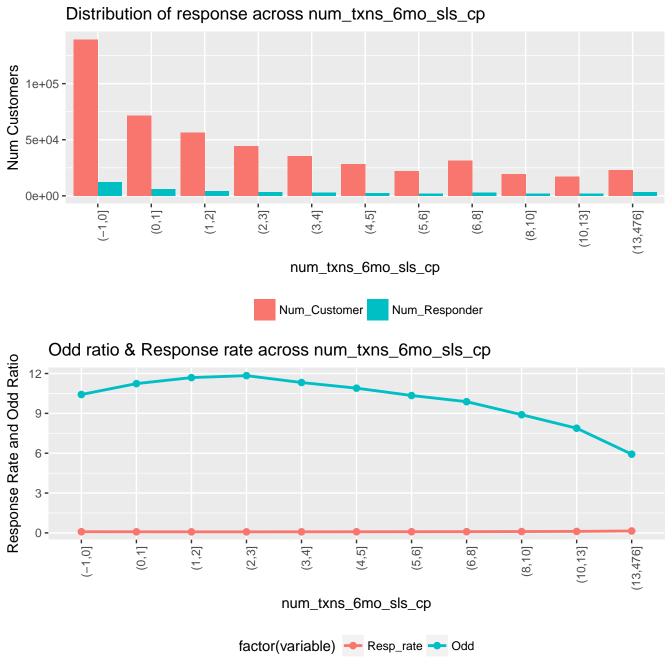


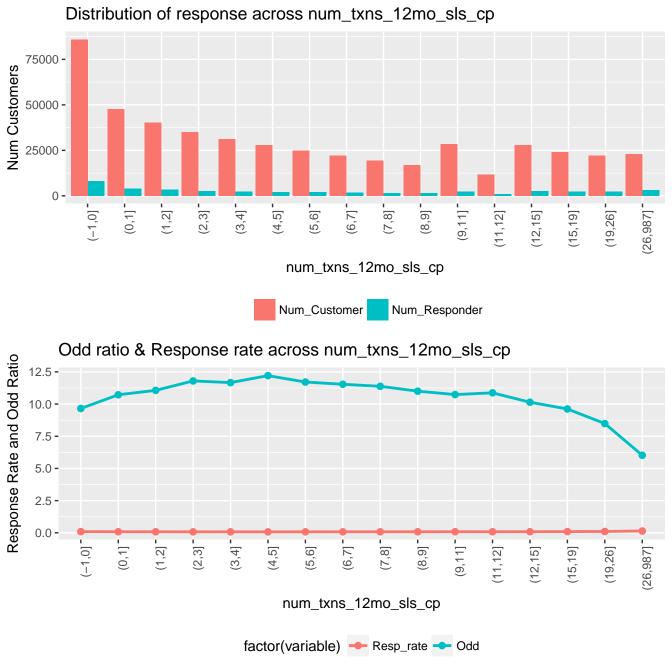


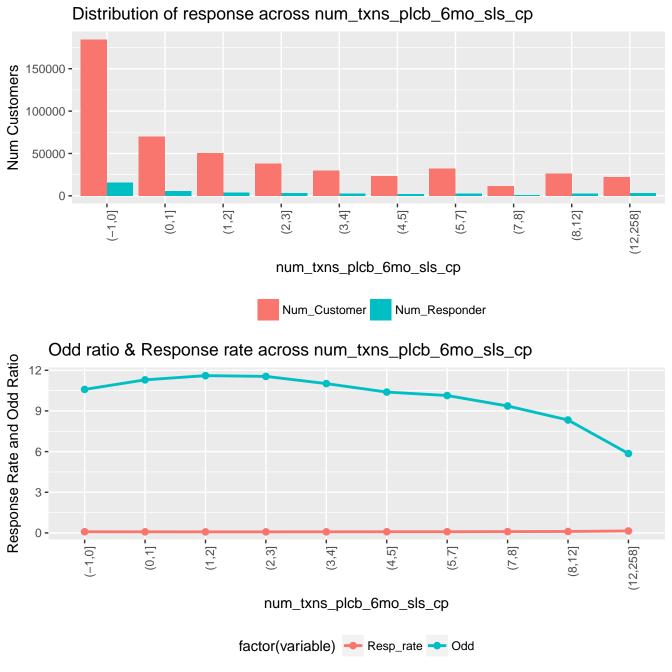


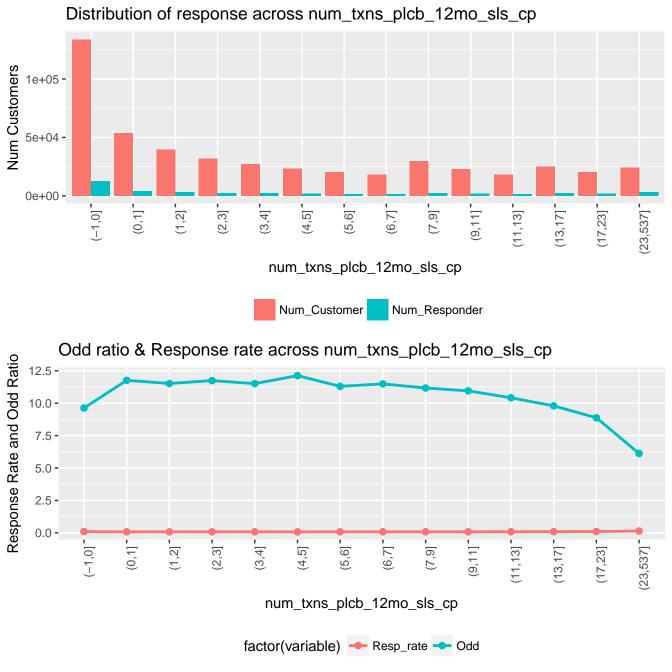


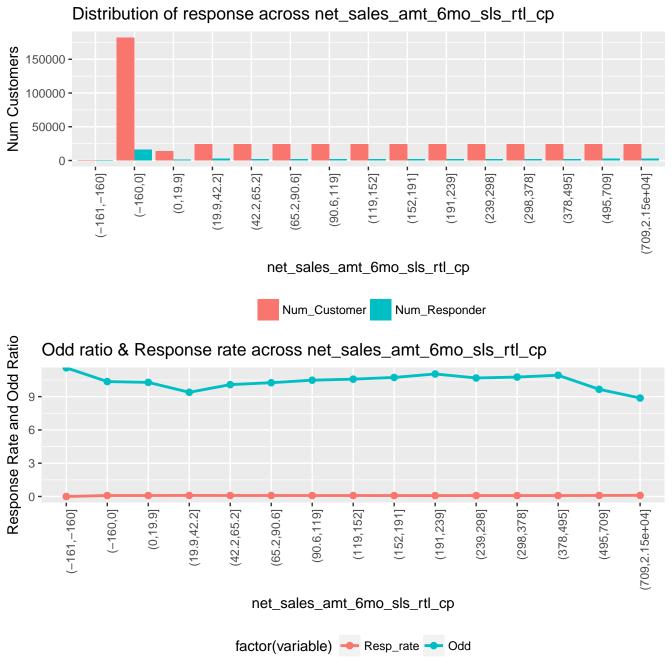


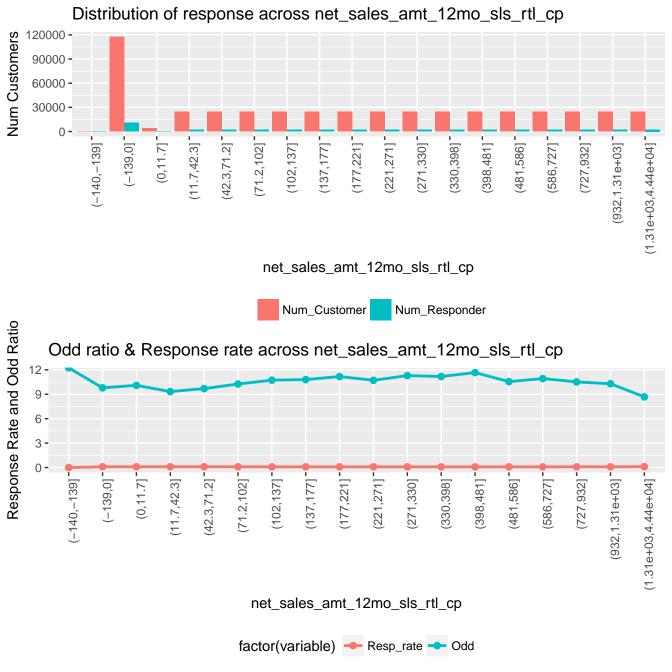


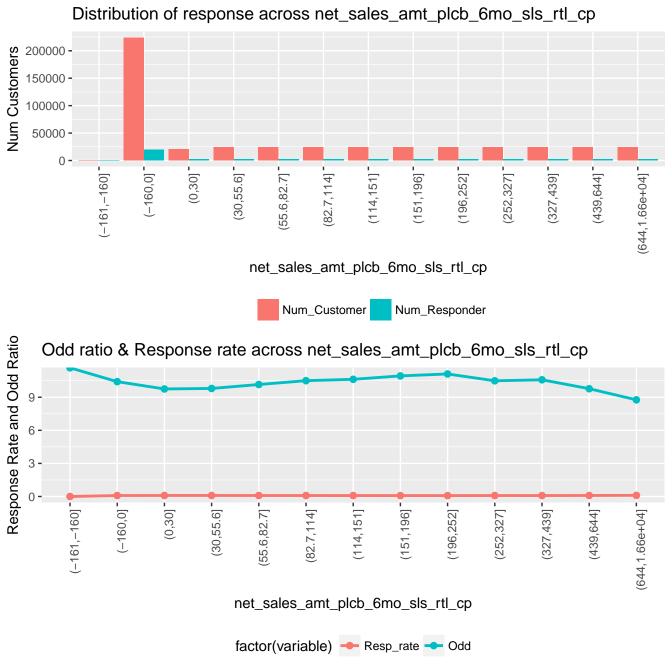


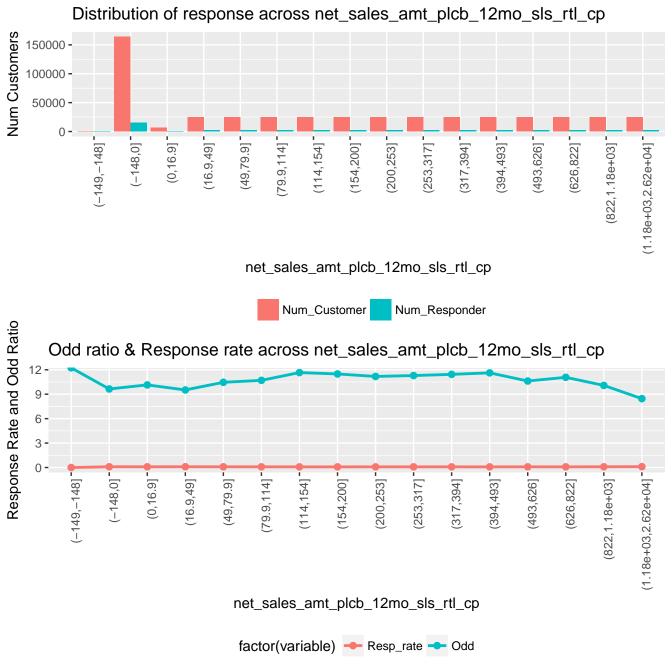


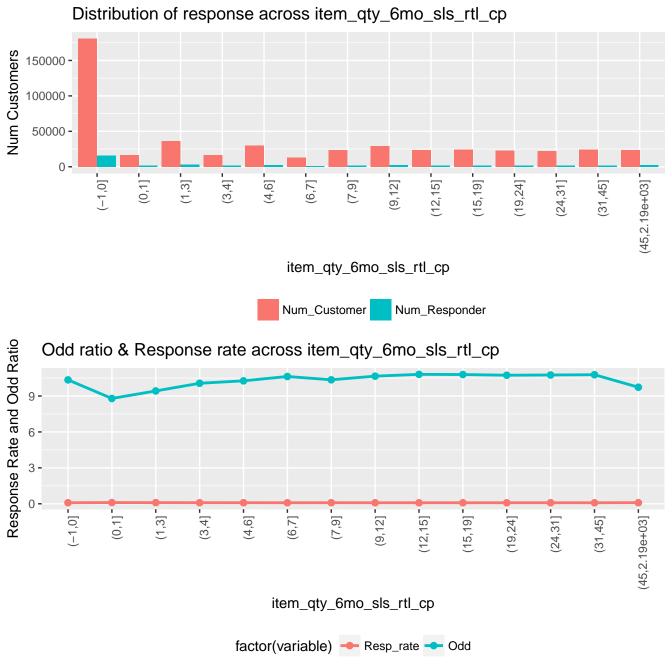


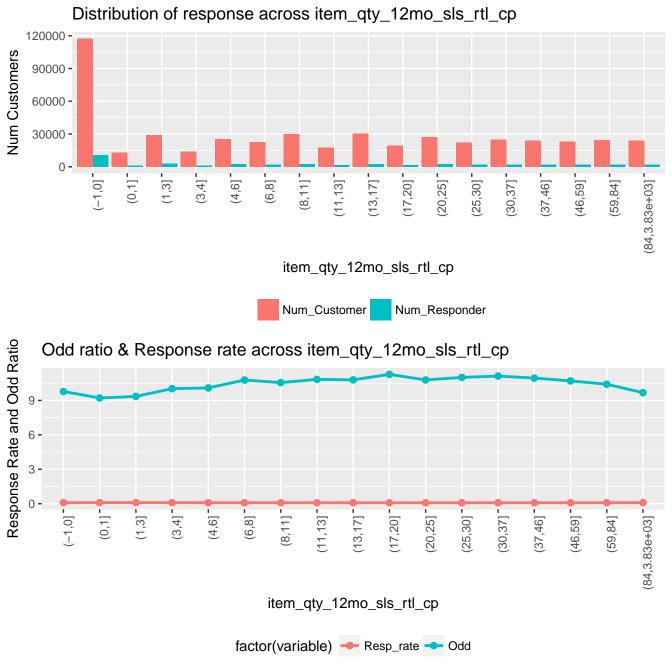


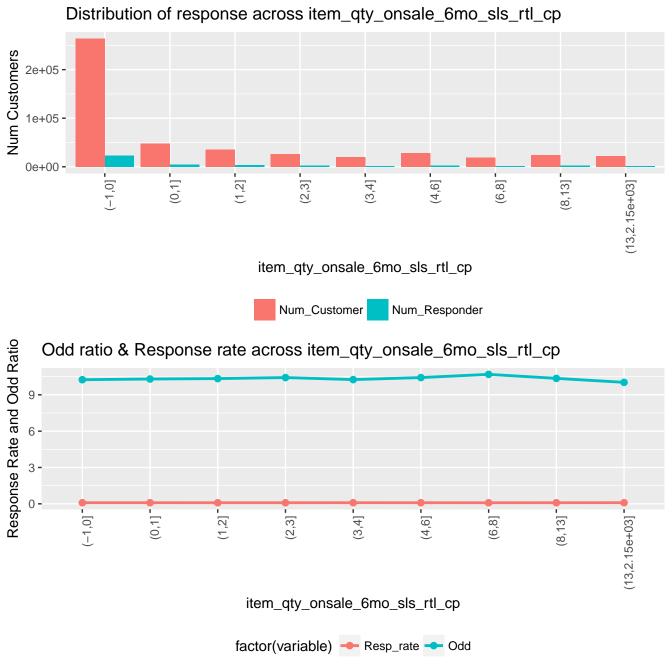


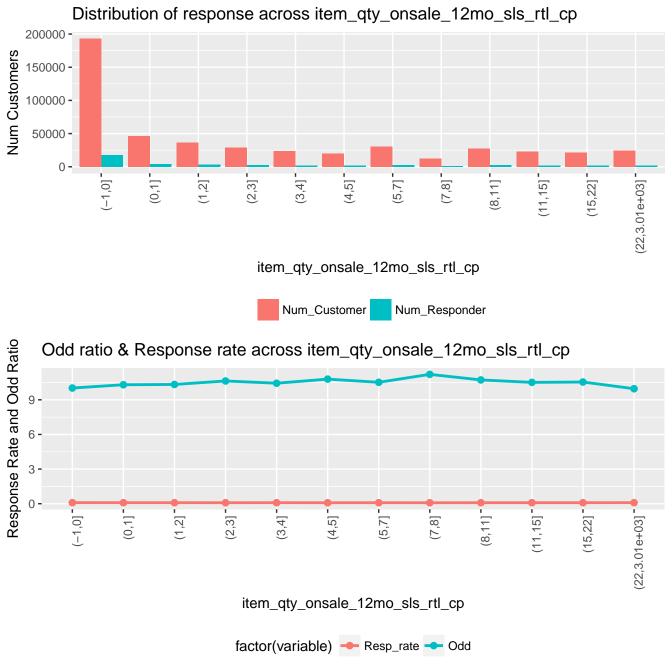


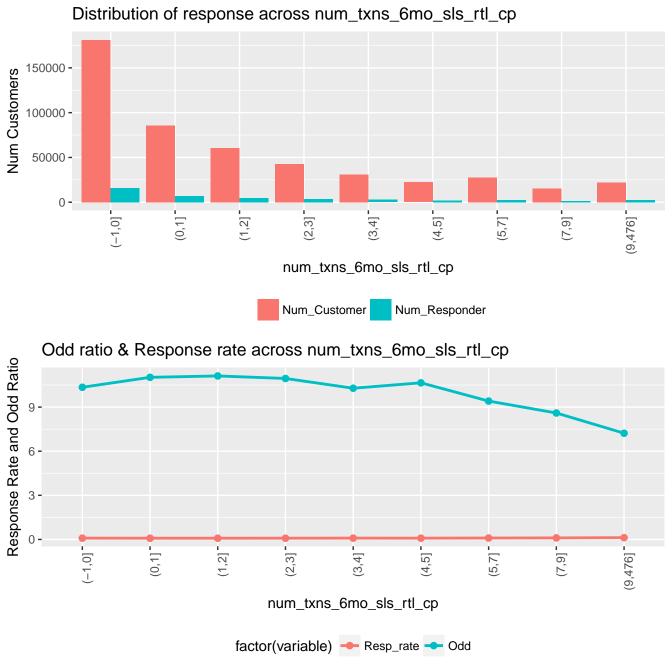


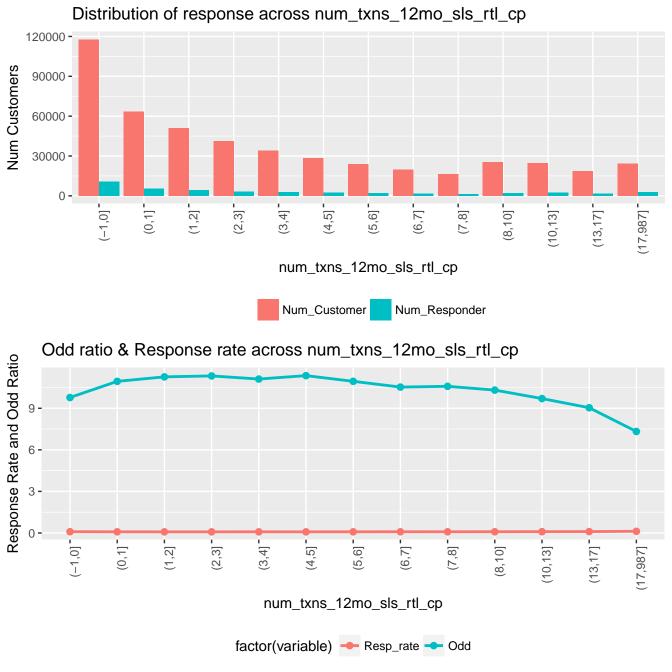


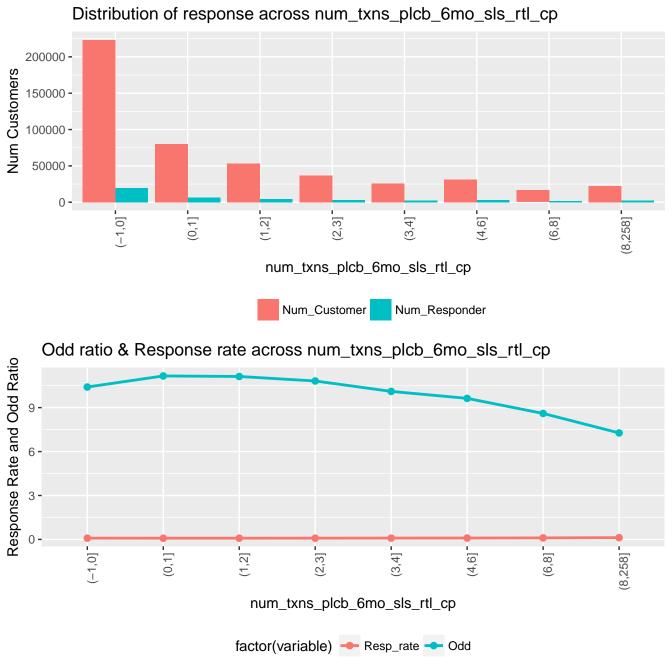


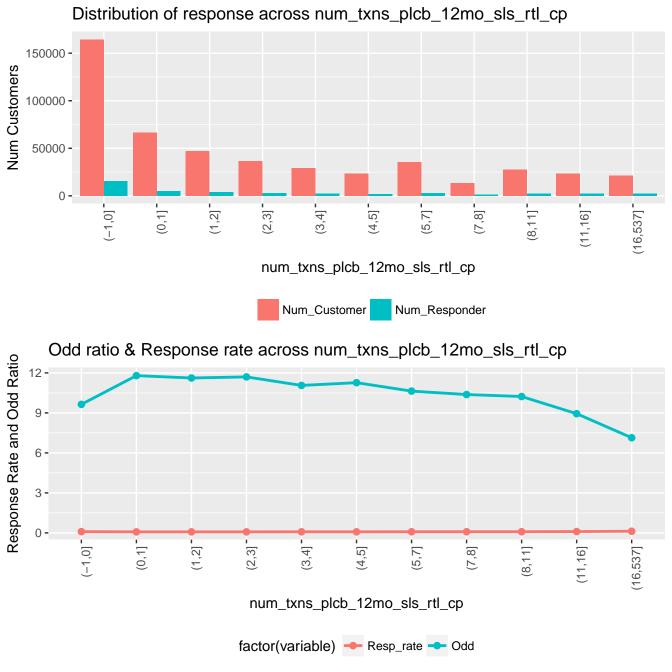


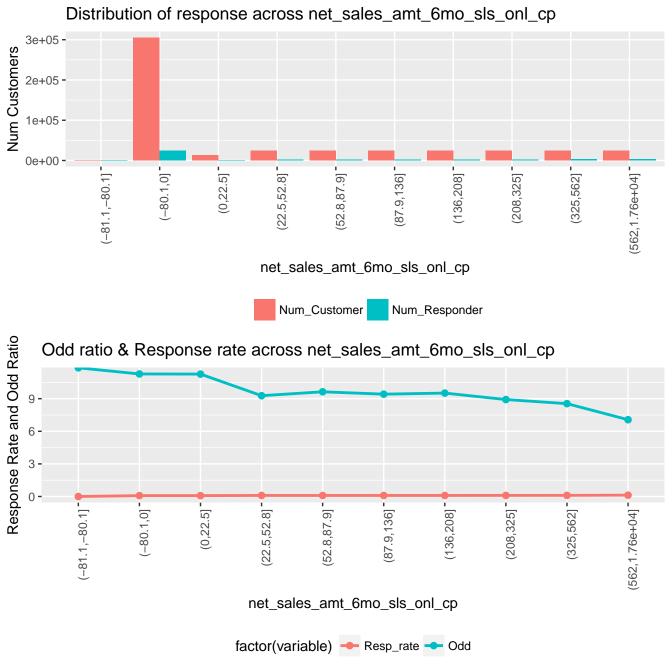


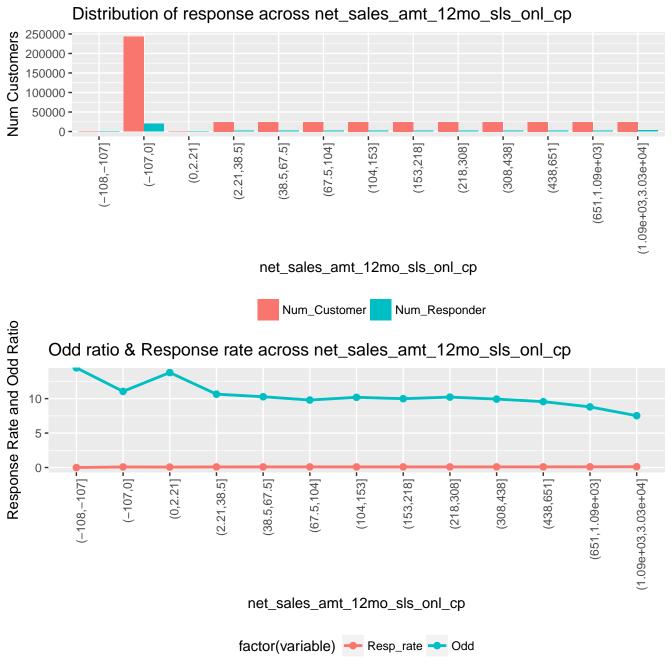


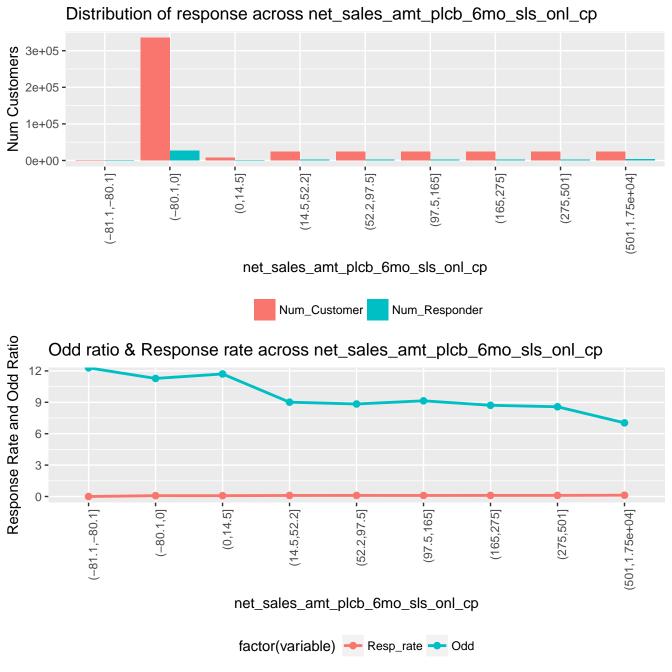


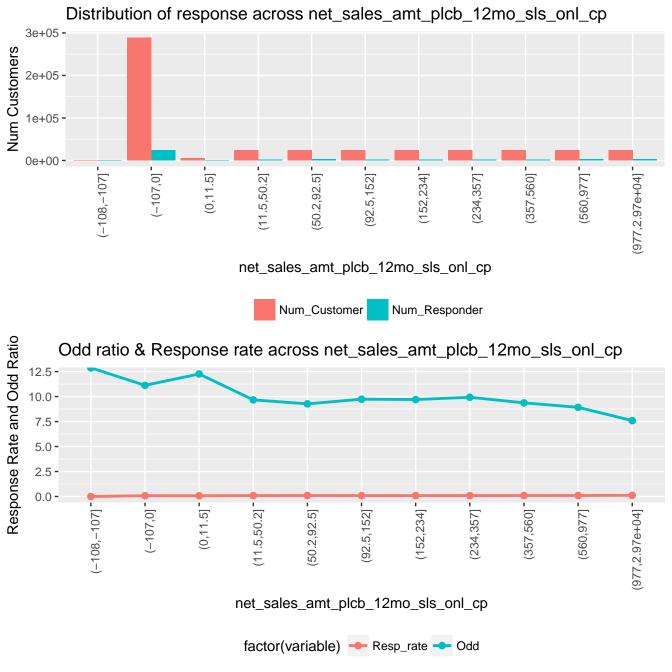


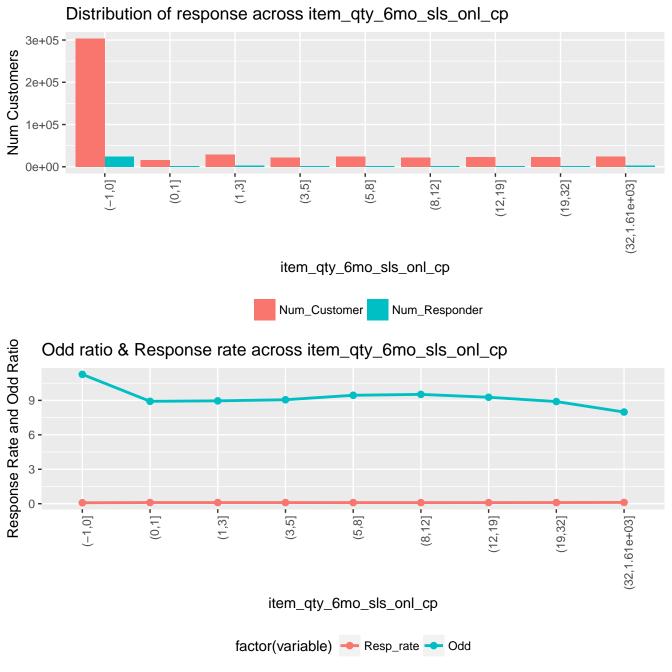


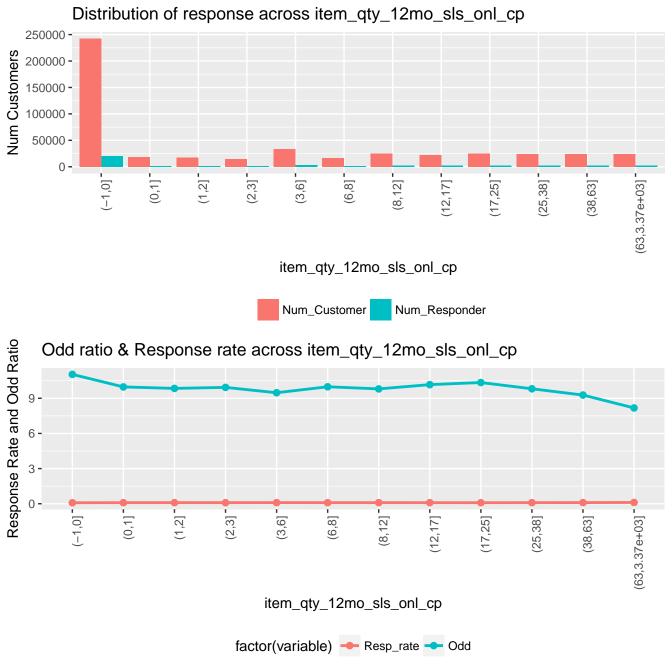


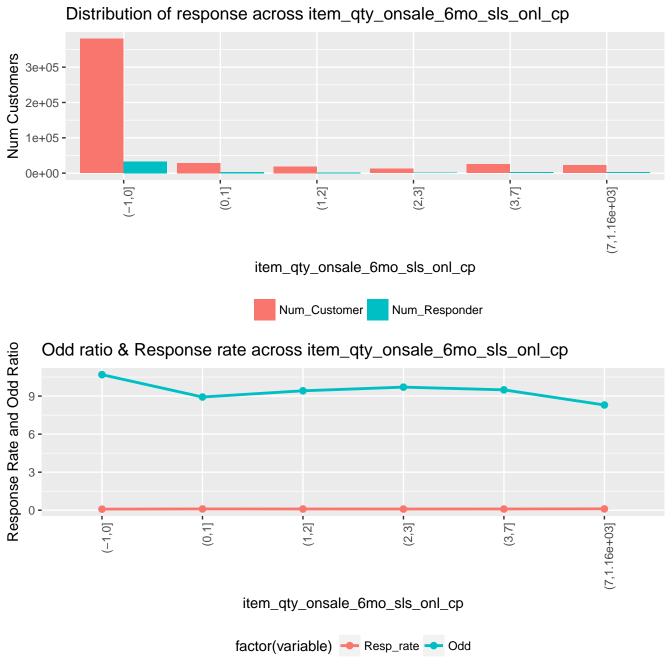


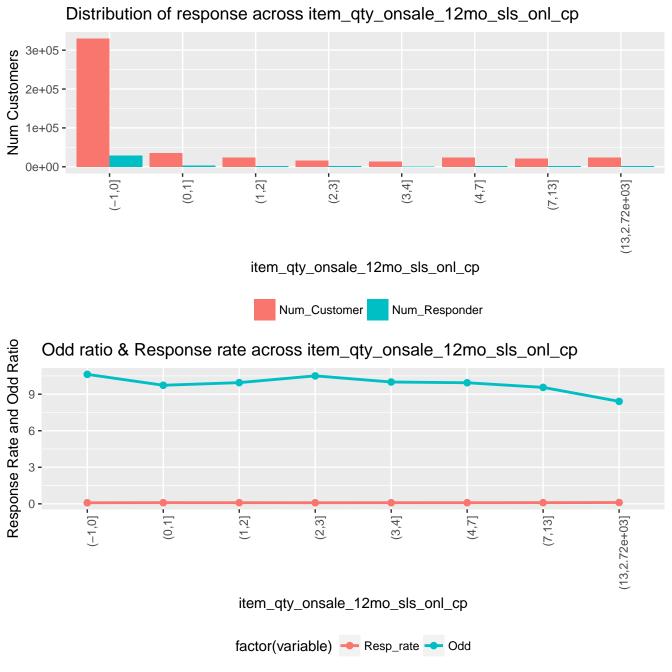


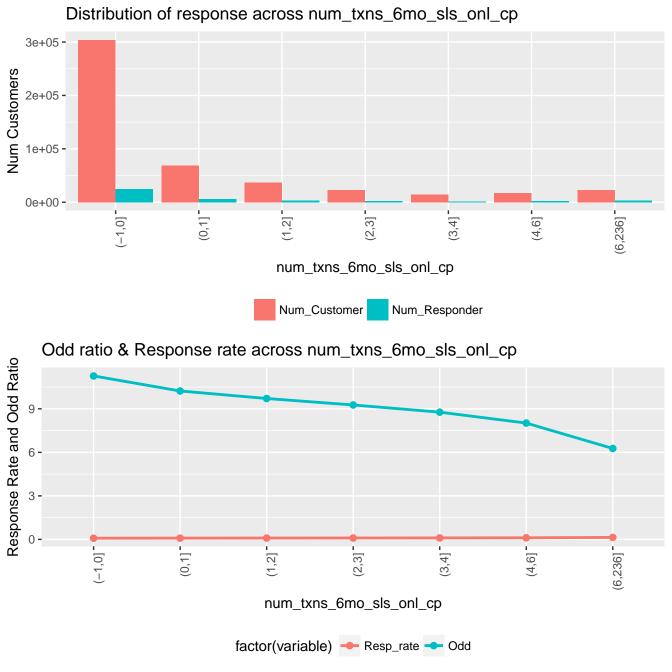


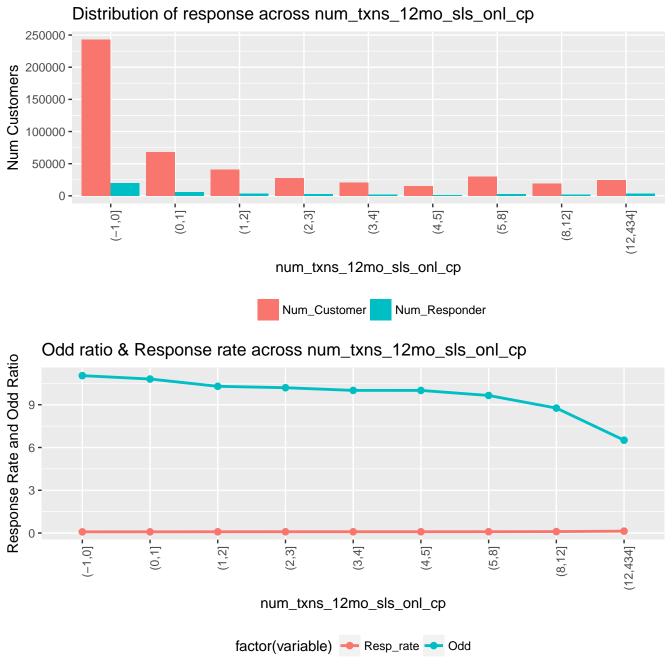


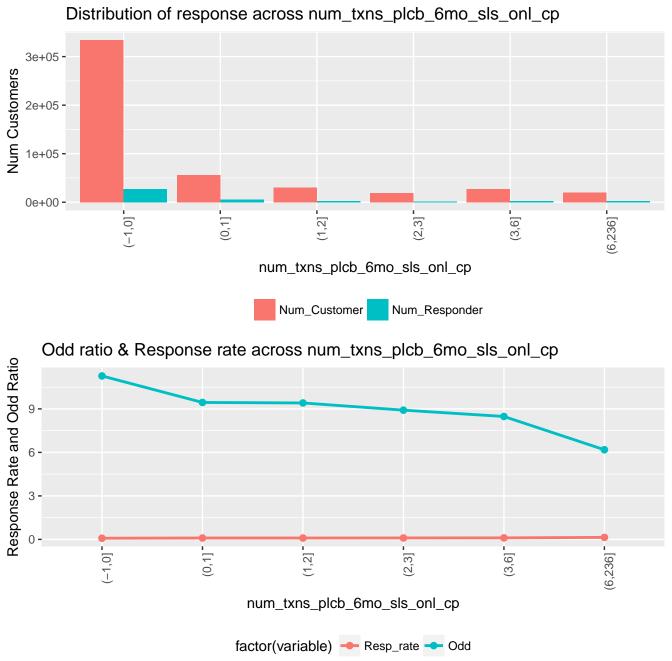


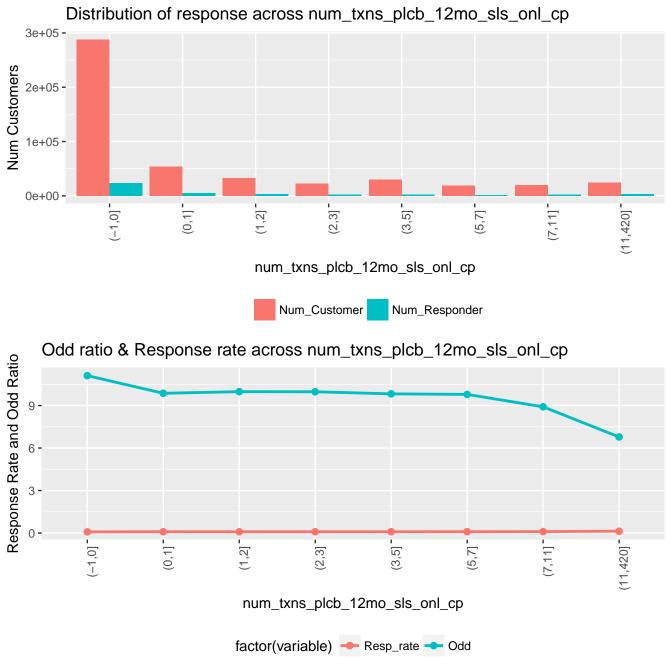


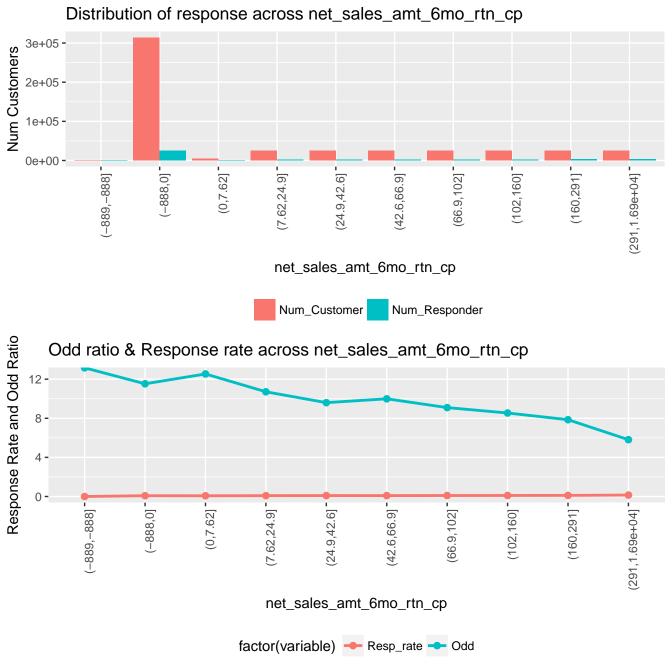


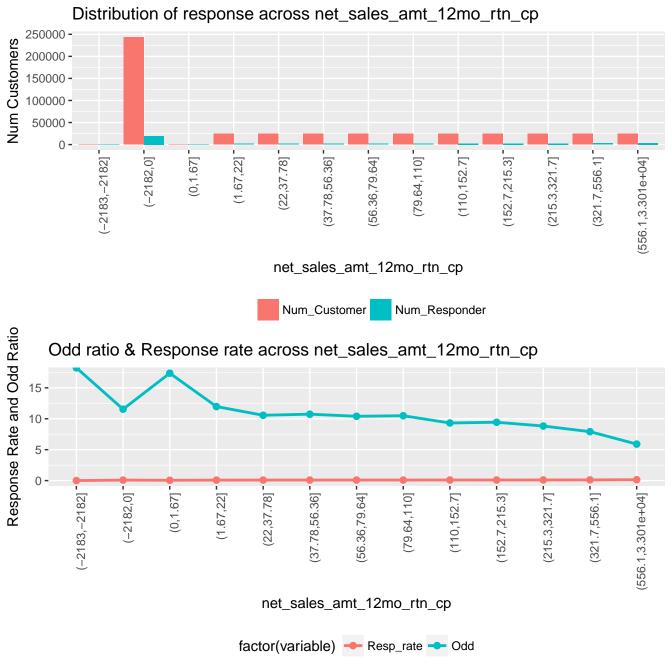


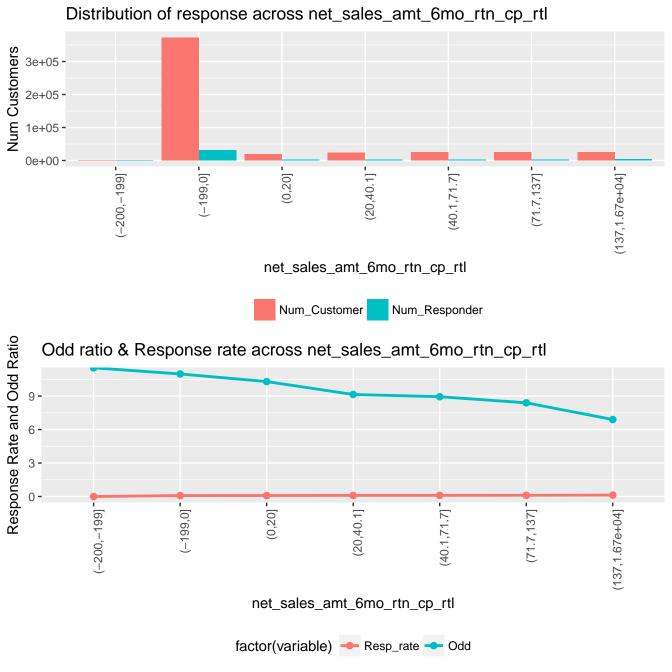


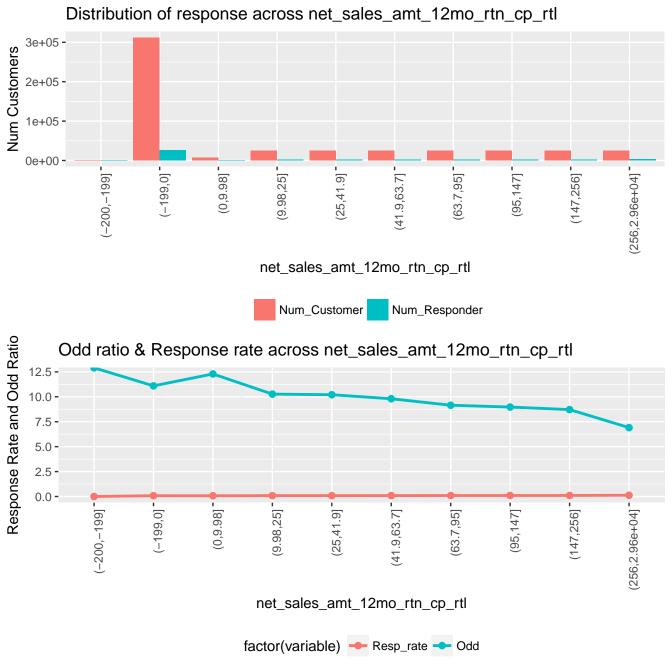


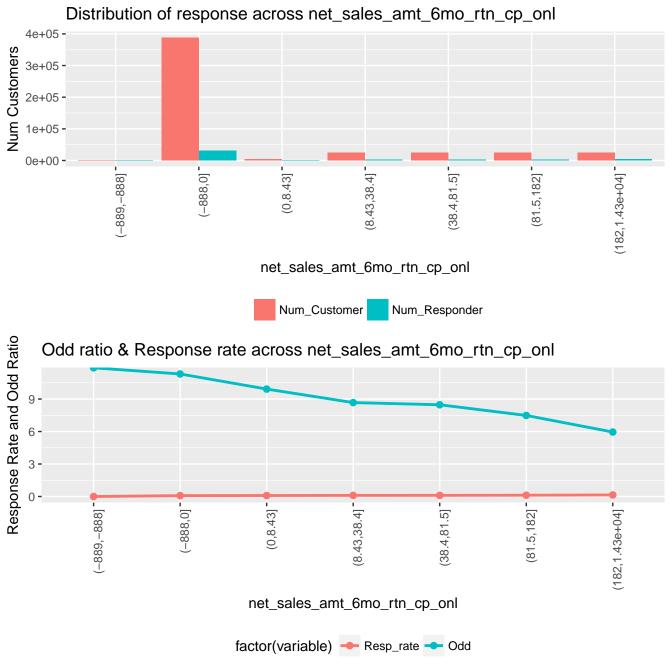


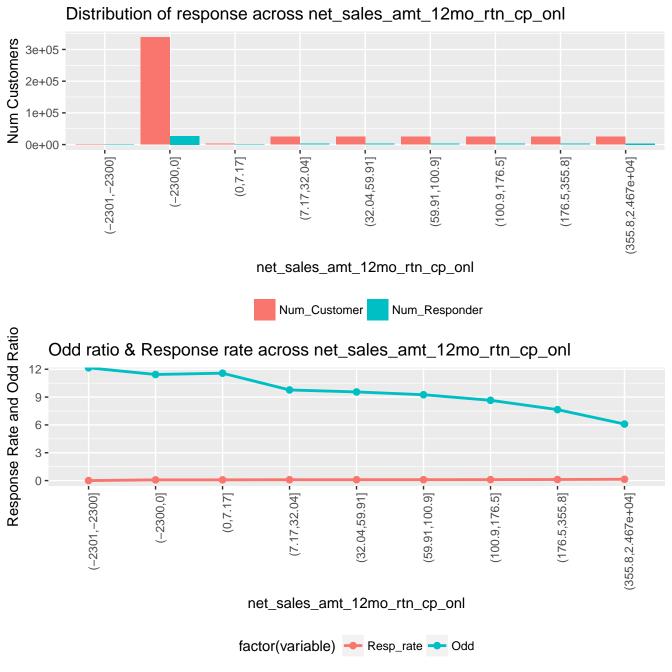


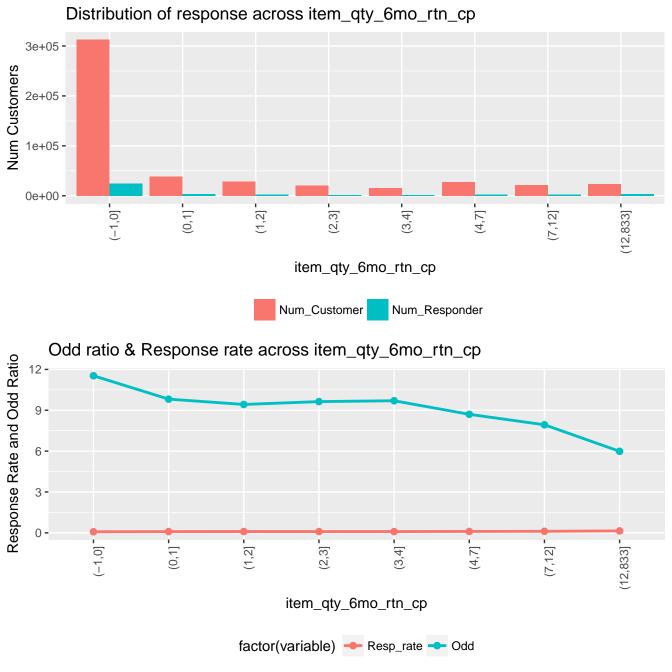


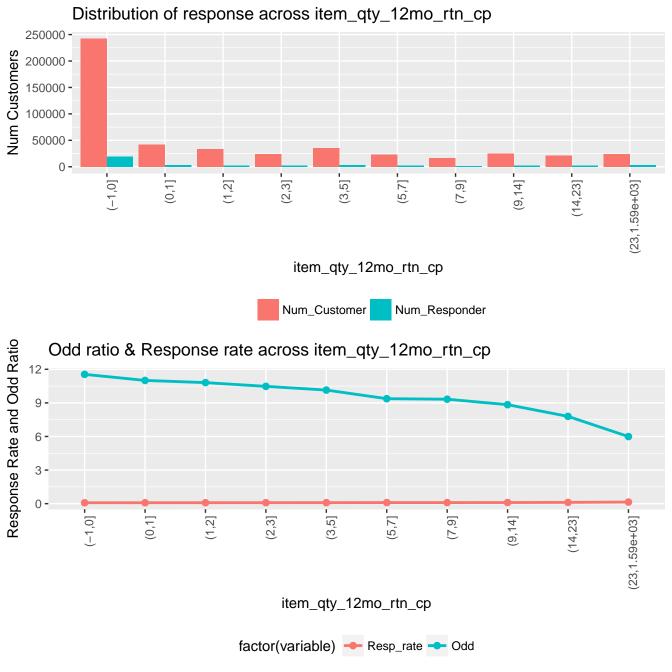


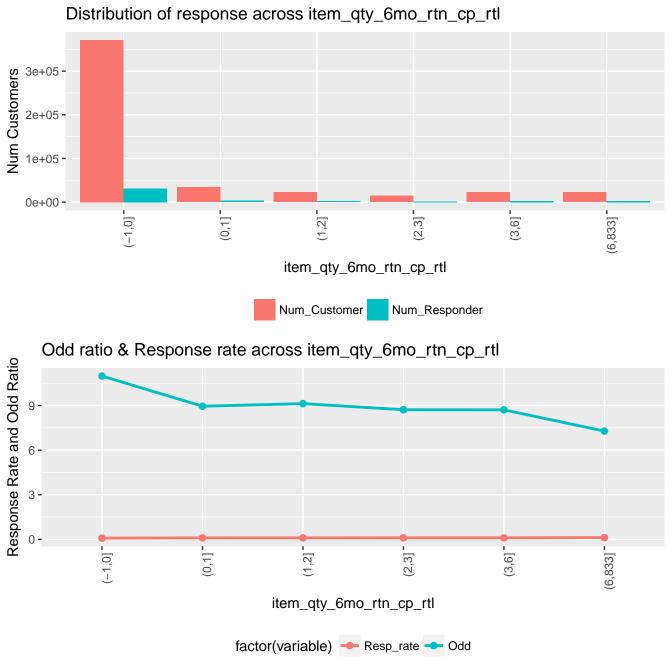


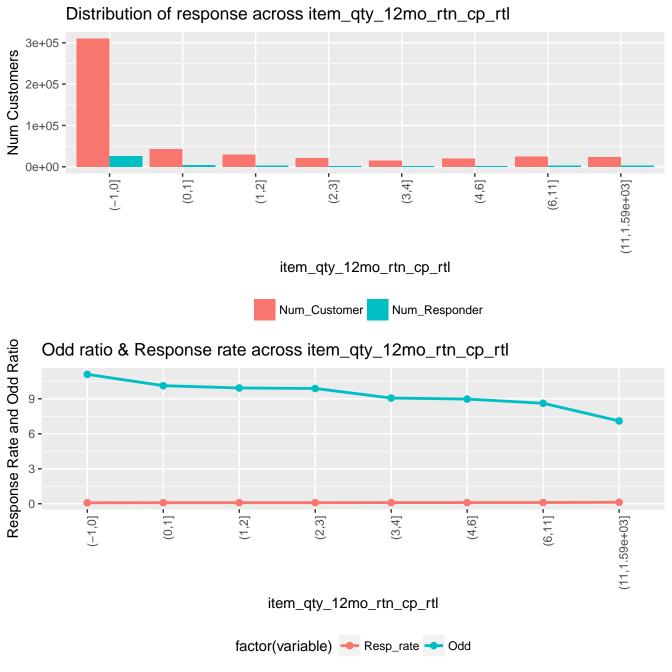


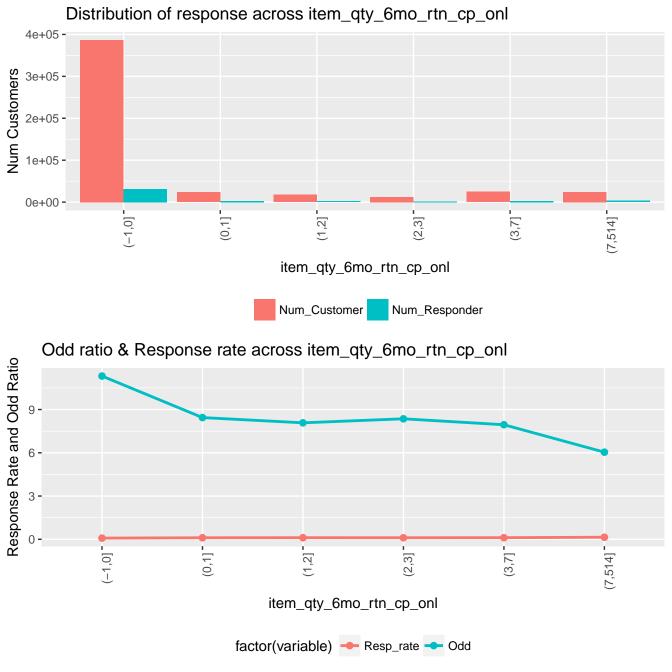


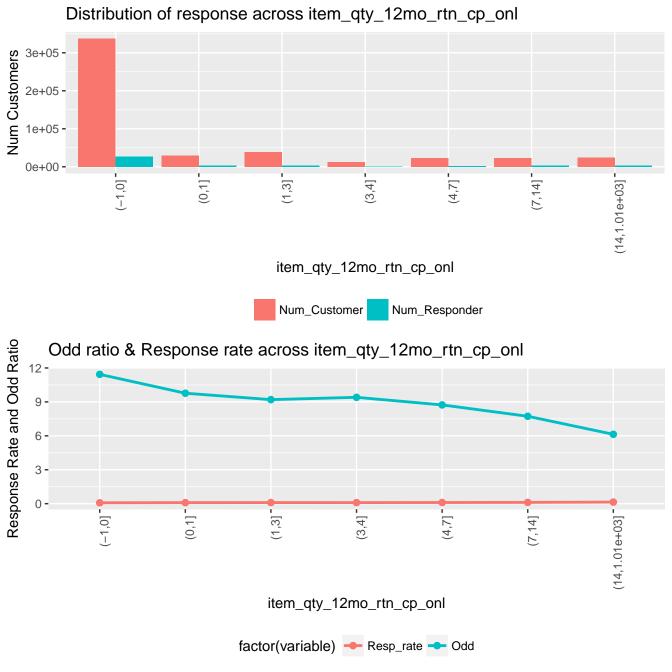


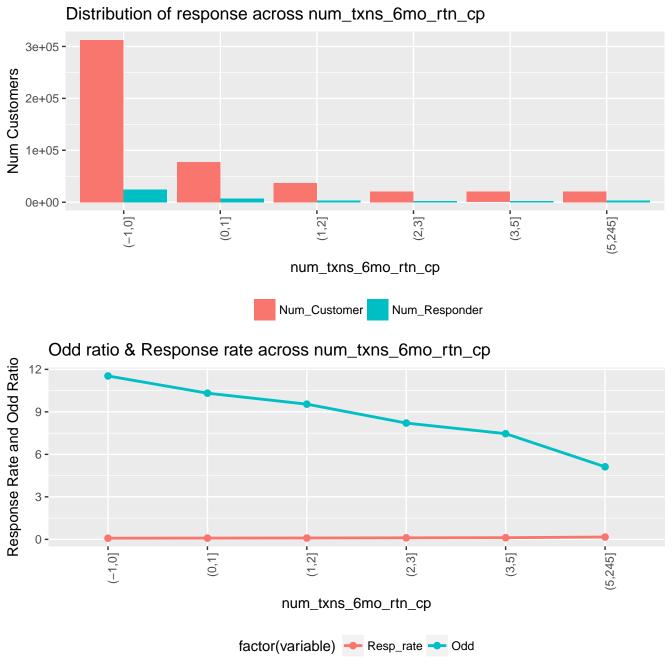


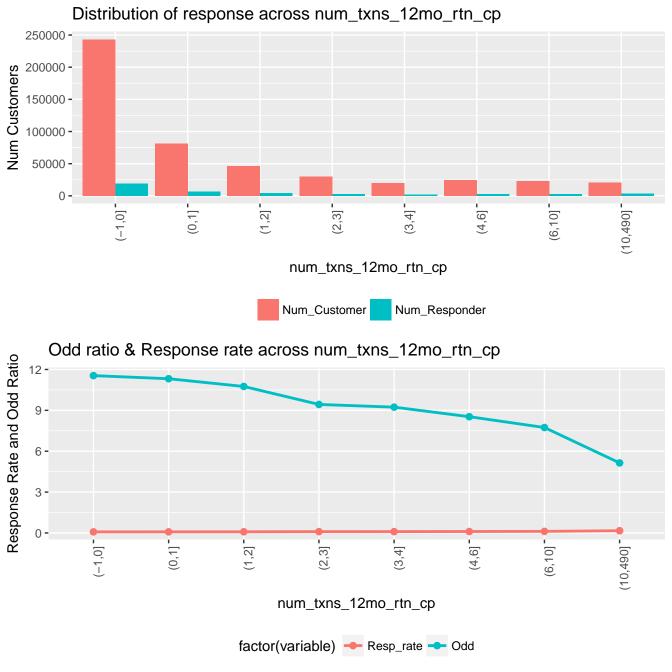


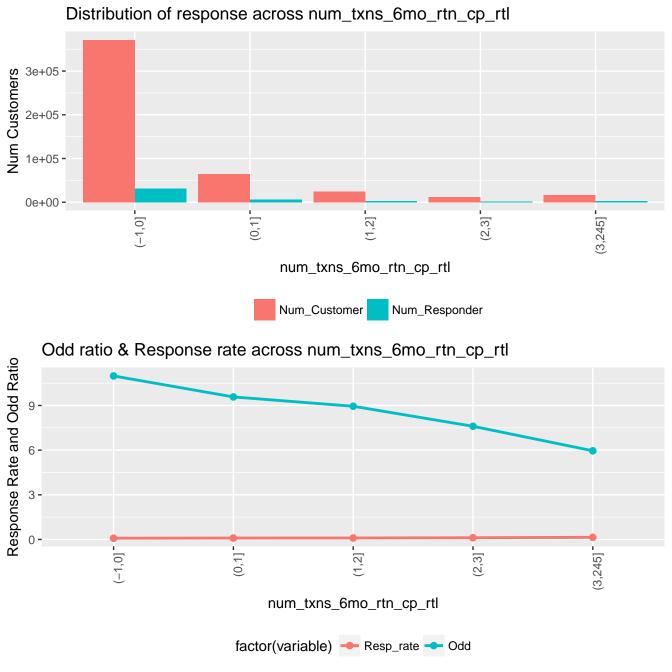


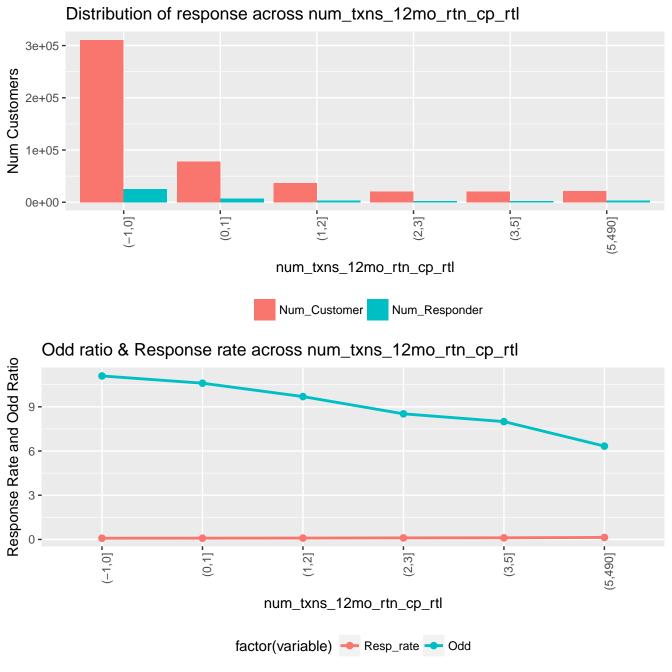


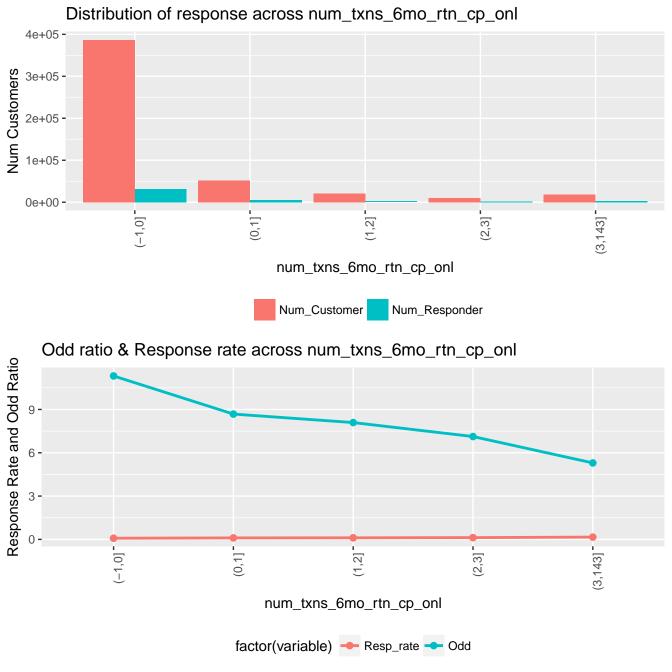


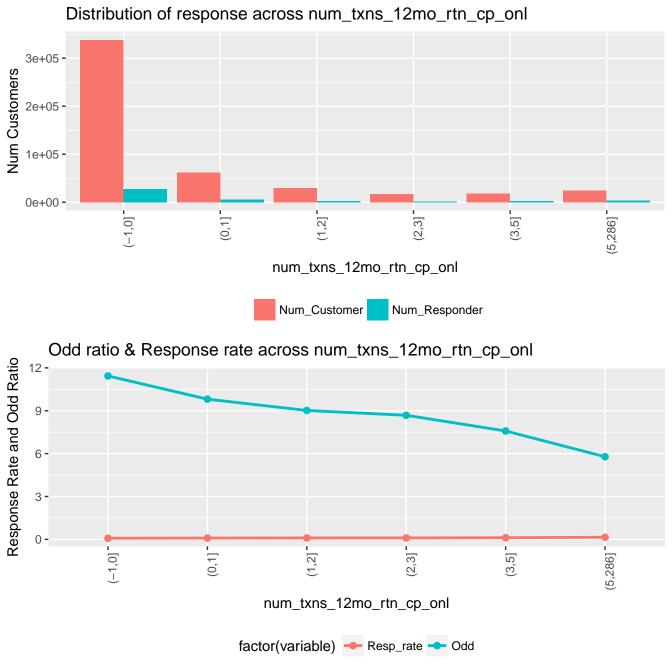


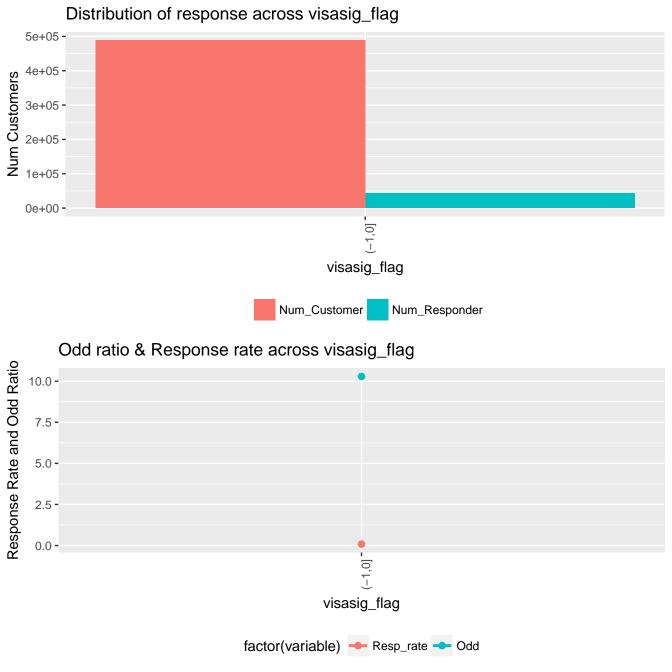


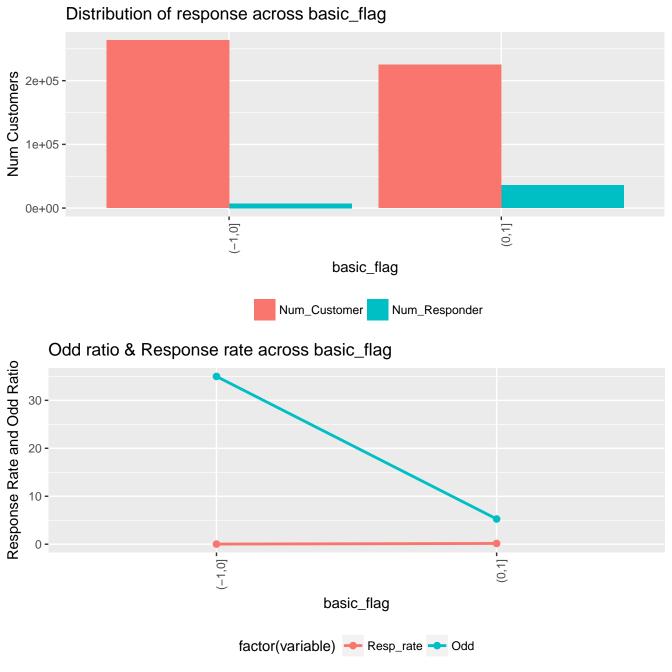


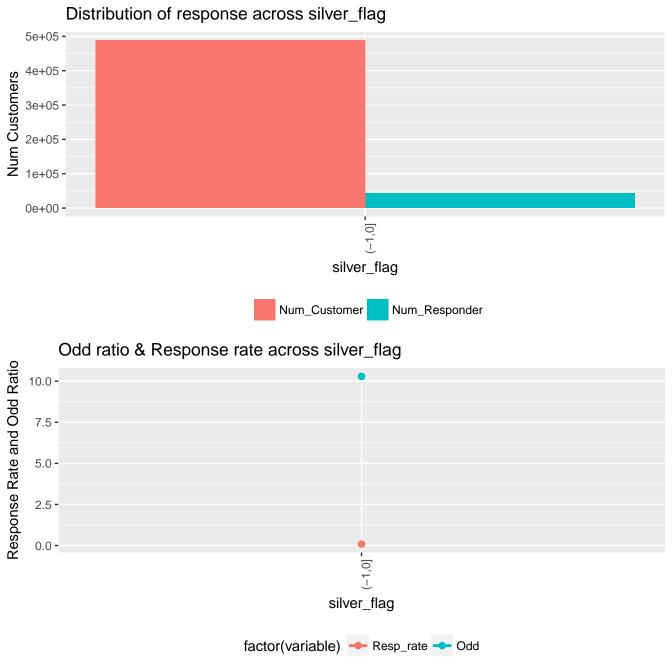


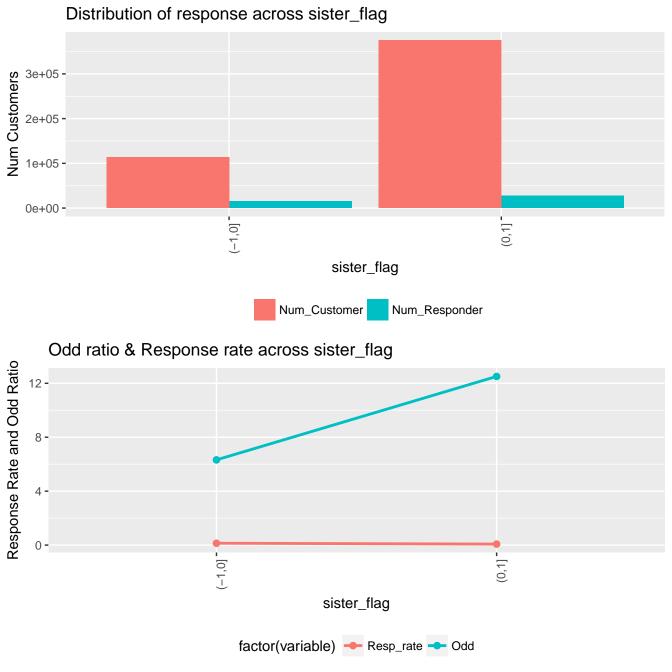


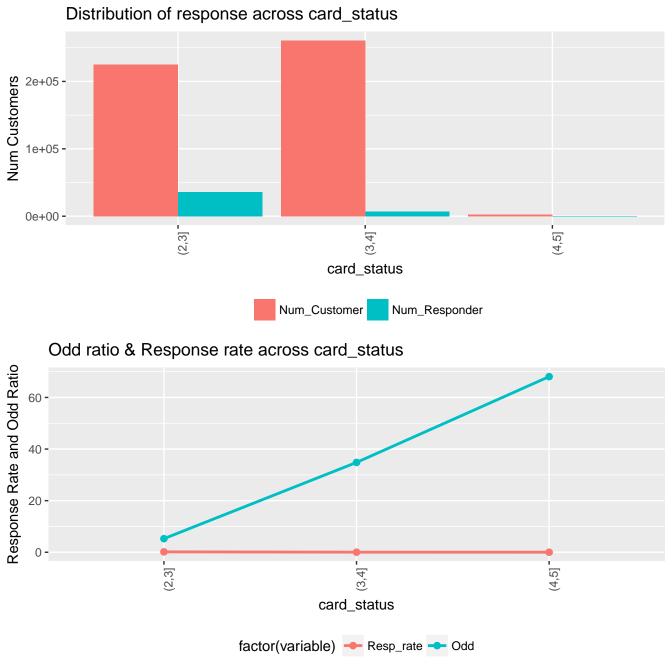


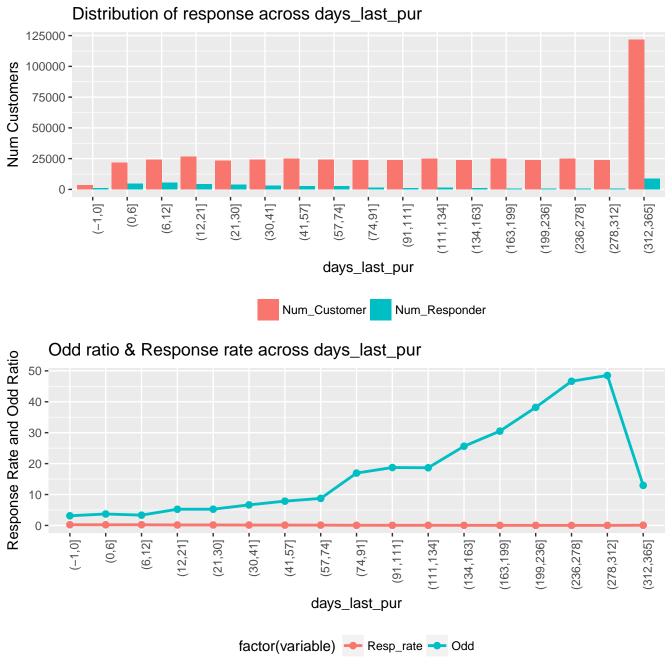


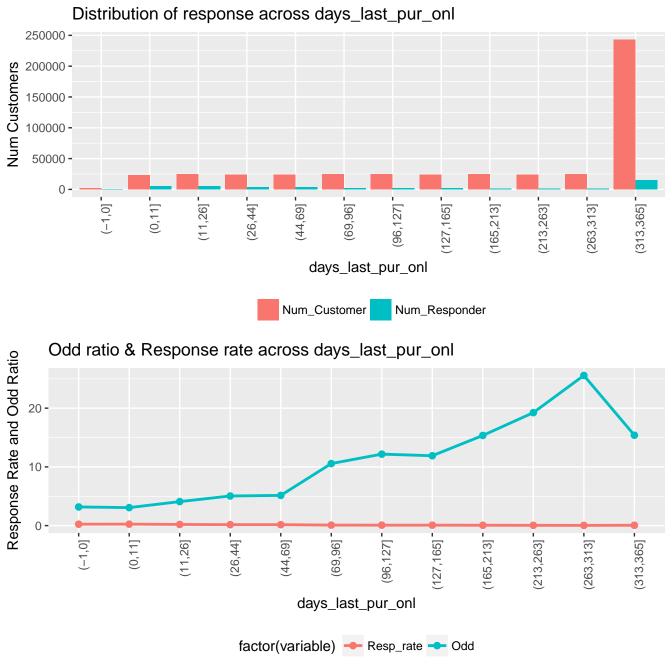


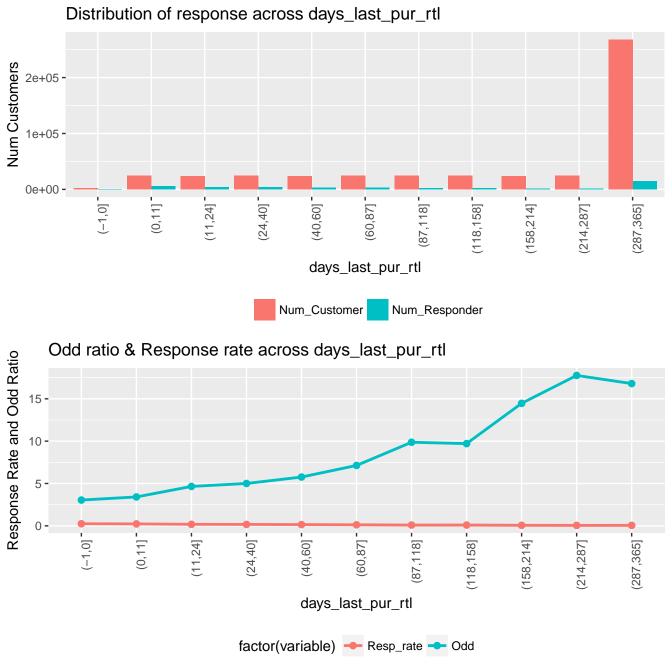


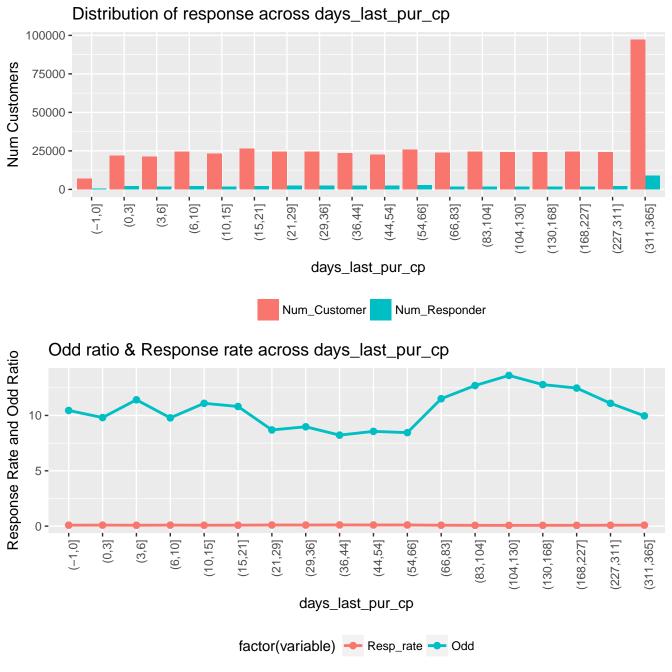


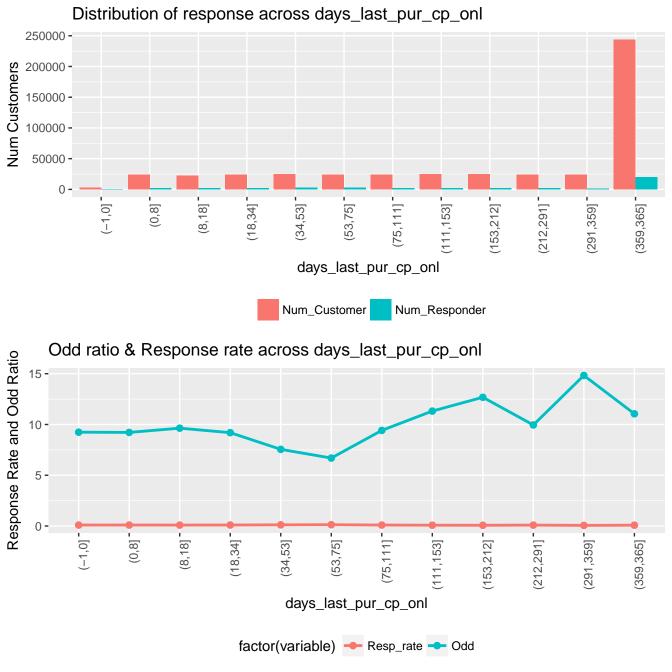


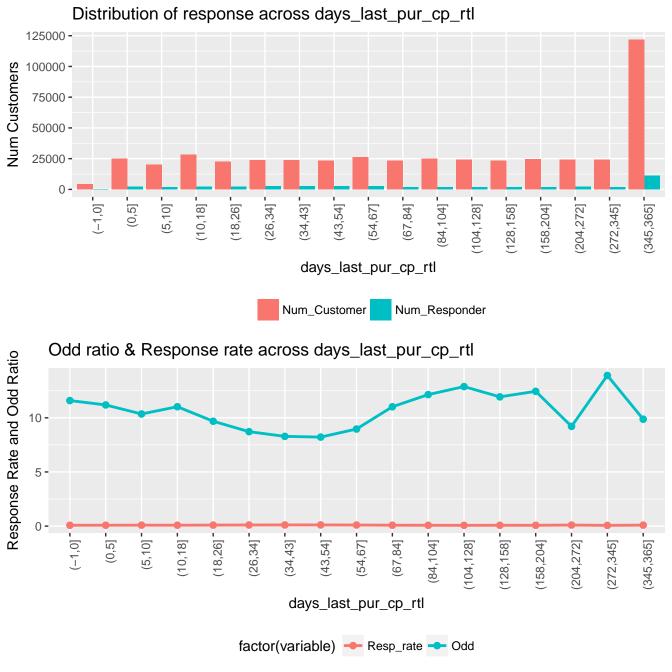


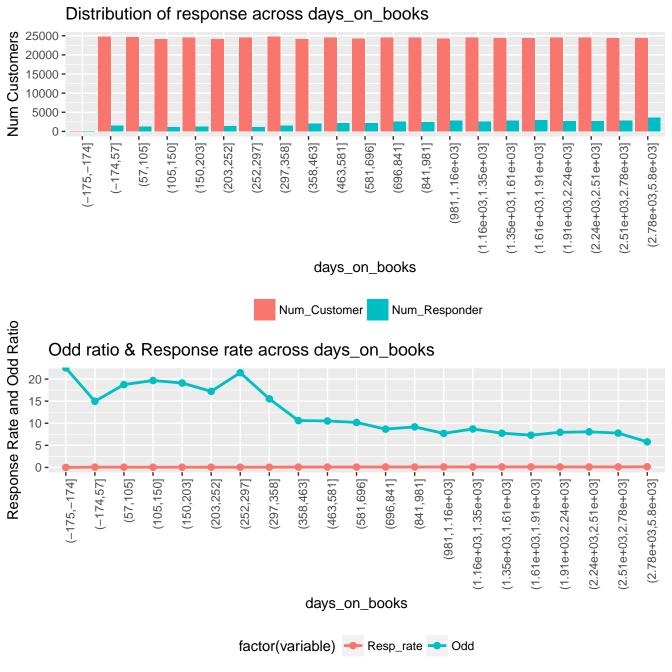


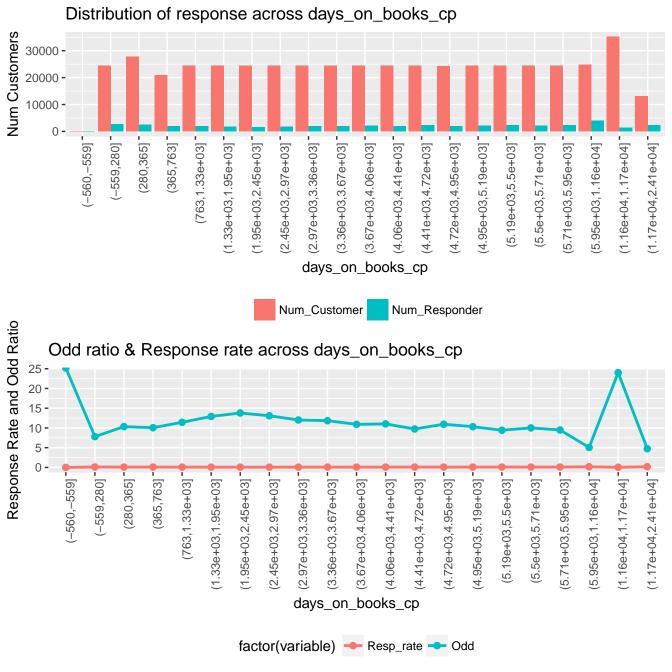


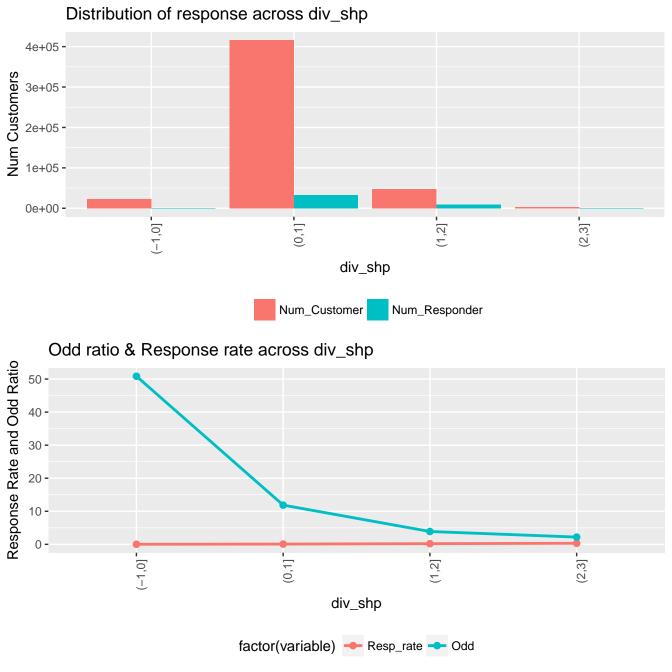


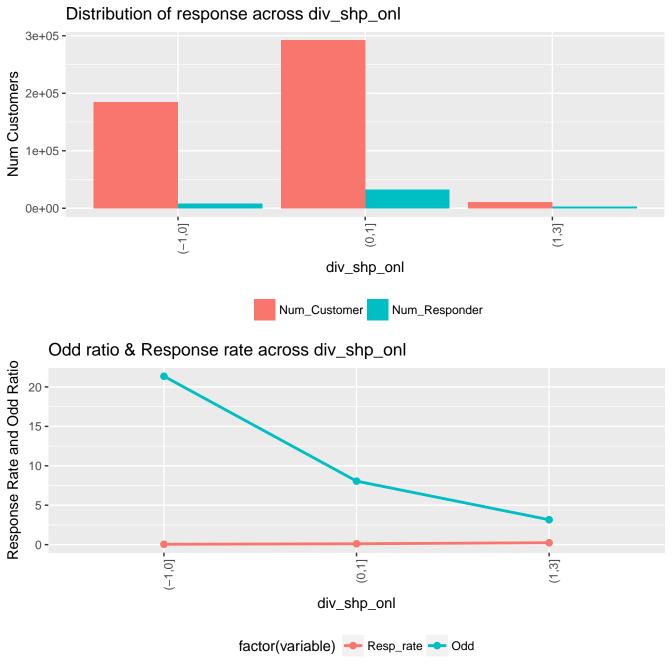


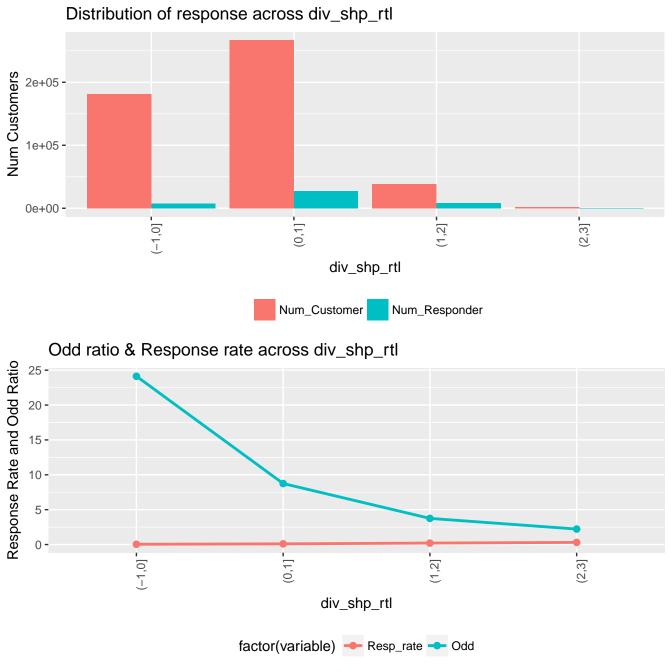


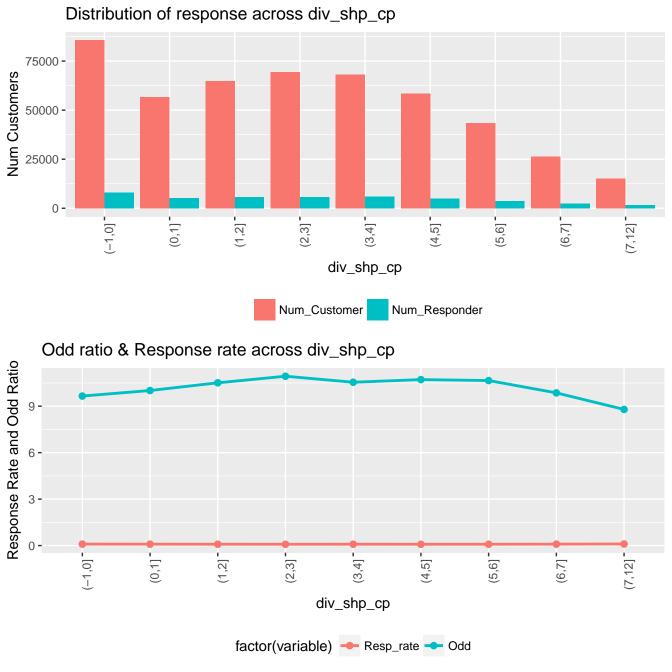


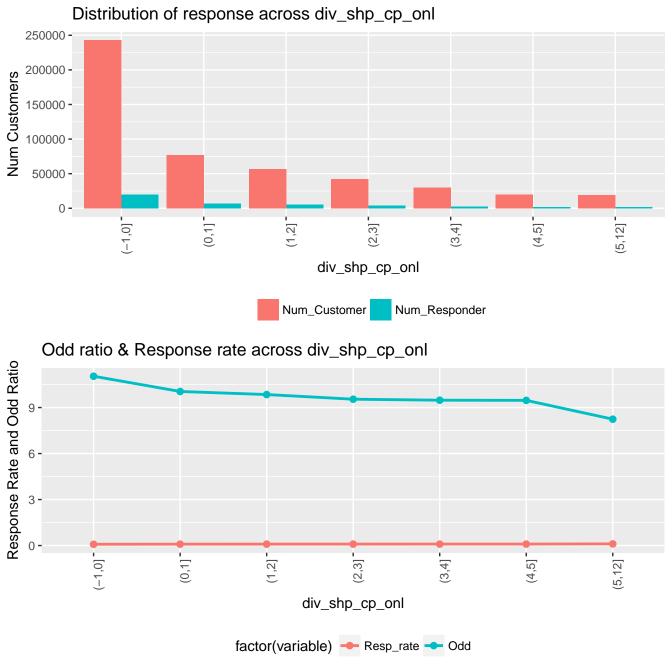


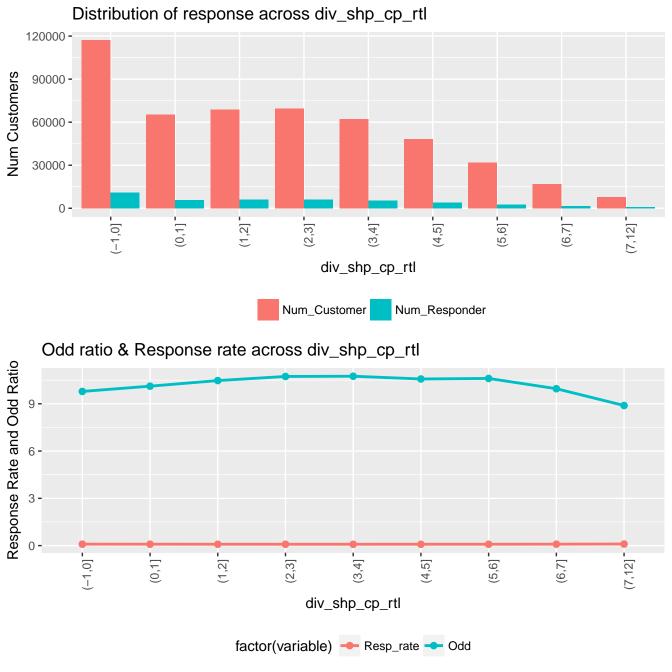


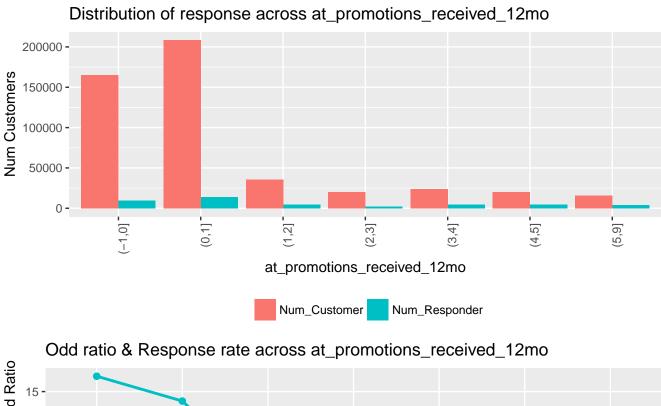


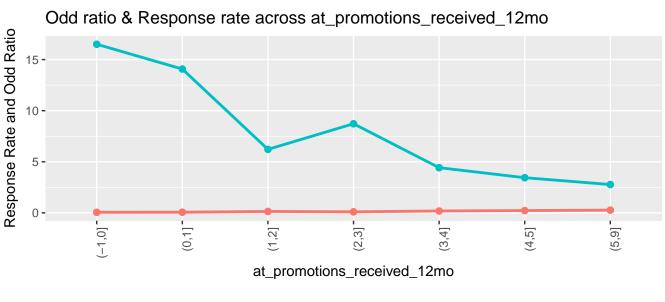






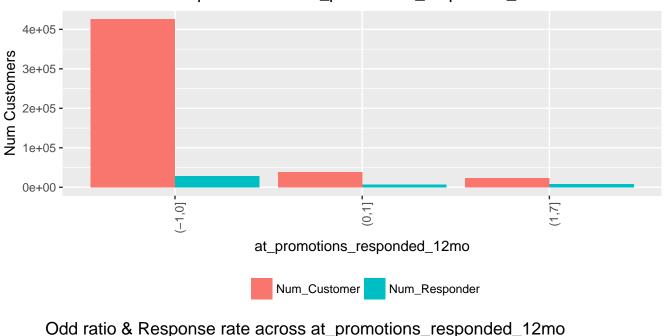


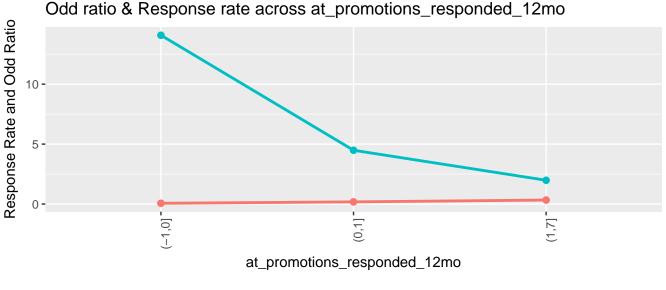




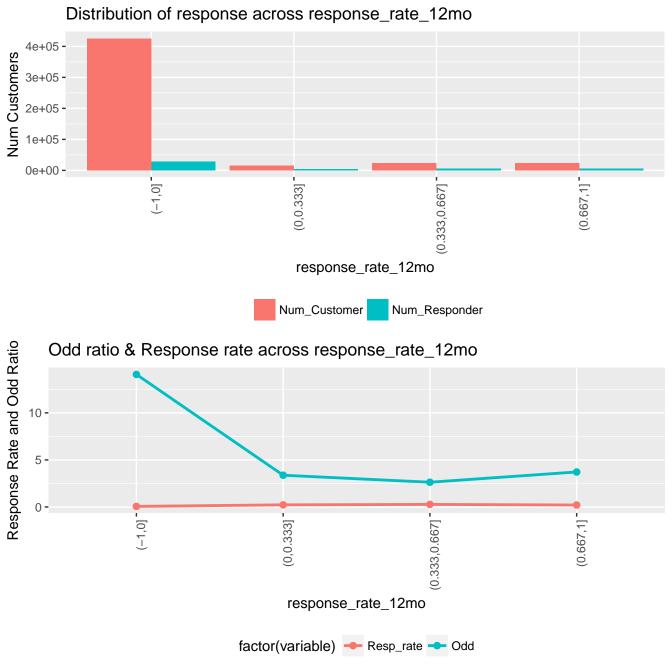
factor(variable) - Resp_rate - Odd

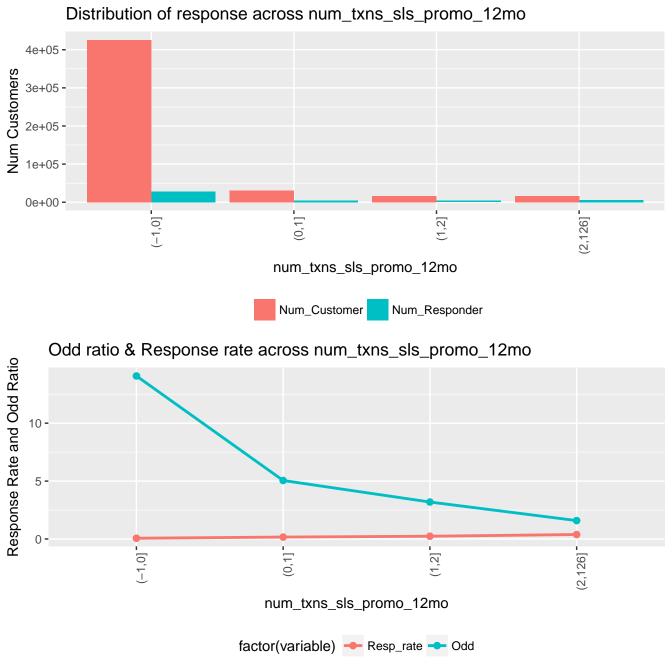
Distribution of response across at_promotions_responded_12mo





factor(variable) - Resp_rate - Odd





Distribution of response across gross_sales_sls_promo_12mo 4e+05 -Num Customers 3e+05 -2e+05 -1e+05 -0e+00 -(318,1.27e+04] (108,318] (0,108](-623, -622](-622,0]gross_sales_sls_promo_12mo Num_Customer Num_Responder Response Rate and Odd Ratio Odd ratio & Response rate across gross_sales_sls_promo_12mo 10 -5 -0 -(0,108] [-622,0](108,318] (318,1.27e+04] ⁷ (-623, -622]gross_sales_sls_promo_12mo

factor(variable) - Resp_rate - Odd

Distribution of response across discount_sls_promo_12mo 4e+05 -Customers 3e+05 -2e+05 -Num 1e+05 -0e+00 -(-4814,-4813] [-1.637,0][-4813,-70] $(0,195.1]^{-}$ discount_sls_promo_12mo Num_Customer Num_Responder Response Rate and Odd Ratio Odd ratio & Response rate across discount_sls_promo_12mo 10 -5 -0 -(-4814,-4813] [-4813,-70] [-70,-1.637][-1.637,0] [0,195.1]discount_sls_promo_12mo factor(variable) - Resp_rate - Odd

Distribution of response across net_sales_sls_promo_12mo 4e+05 -Num Customers 3e+05 -2e+05 -1e+05 -0e+00 -(246,9.67e+03] (77,246][-557,0][-558, -557]net_sales_sls_promo_12mo Num_Customer Num_Responder Response Rate and Odd Ratio Odd ratio & Response rate across net_sales_sls_promo_12mo 10 -5 -0 -[0,77] [-557,0] $(77,246]^{-}$ (246,9.67e+03] ⁻ (-558, -557]net_sales_sls_promo_12mo factor(variable) - Resp_rate - Odd