```
1 *-----
2 User:
                grace
3 Date:
                January 07, 2024
4 Time:
                19:10:31
5 *----
6 * Training Output
8
9
10
11
12 Variable Summary
13
14
        Measurement Frequency
15 Role
         Level
                   Count
16
17 ASSESS
        NOMINAL
                      1
18 ID
         INTERVAL
                      1
19 ID
        UNARY
                      1
20 INPUT
                    11
        INTERVAL
21 INPUT
         NOMINAL
                      5
22 INPUT ORDINAL
                      2
23 TARGET BINARY
                      1
24
25
26
27
28 Model Events
29
30
                         Number
31
              Measurement
                        of
               Level Levels Order La
32 Target Event
  bel
```

| 33 | | | | | | | | |
|----|-----------|------------|-------|--------|------------|-----|---------------|--|
| 34 | Churn | 1 | BINA | RY | 2 | | Descending | |
| 35 | | | | | | | | |
| 36 | | | | | | | | |
| 37 | | | | | | | | |
| 38 | | | | | | | | |
| | Predicted | and decisi | on va | riable | es | | | |
| 40 | | | | | | | | |
| | Type | Variabl | .e | Label | | | | |
| 42 | | | | | | | | |
| | TARGET | | | | | | | |
| | | P_Churr | | | | | | |
| | | R_Churr | | | | | | |
| | | P_Churr | | | | | | |
| 47 | RESIDUAL | R_Churr | 10 | Residu | ıal: Churn | 1=0 | | |
| 48 | FROM | F_Churr | 1 | From: | Churn | | | |
| 49 | INTO | I_Churr | 1 | Into: | Churn | | | |
| 50 | | | | | | | | |
| 51 | | | | | | | | |
| 52 | * | | | | | | | |
| | _* | | | | | | | |
| 53 | * Score O | utput | | | | | | |
| 54 | * | | | | | | | |
| | _* | | | | | | | |
| 55 | | | | | | | | |
| 56 | | | | | | | | |
| 57 | | | | | | | | |
| 58 | Variable | Importance | | | | | | |
| 59 | | | | | | | | |
| 60 | Obs NA | ME | | | | LZ | ABEL | |
| | | | NRUL | ES | IMPORTANO | CE | VIMPORTANCE | |
| | RATIO | | | | | | | |
| 61 | | | | | | | | |
| 62 | 1 IM | P_Tenure | | | | Ir | mputed Tenure | |
| | | | 54 | 8 | 1.00000 |) | 1.00000 | |
| | 1.00000 | | | | | | | |
| | | | | | | | | |

| 63 | 2 | CashbackAmount | | | |
|---|--|---|---------------------------------------|---|---|
| | | | 763 | 0.64216 | 0.47981 |
| | 0.7471 | 8 | | | |
| 64 | 3 | NumberOfAddress | | | |
| | | | 430 | 0.47759 | 0.36549 |
| | 0.7652 | 9 | | | |
| 65 | 4 | <pre>IMP_WarehouseTo</pre> | | | Imputed WarehouseT |
| | oHome | | 567 | 0.45264 | 0.40484 |
| | 0.8944 | 0 | | | |
| 66 | 5 | Complain | | | |
| | | | 162 | 0.41487 | 0.52172 |
| | 1.2575 | | | | |
| 67 | 6 | SatisfactionSco | | | |
| | | | 246 | 0.41345 | 0.42656 |
| | 1.0316 | | | | |
| 68 | 7 | - | | | Imputed OrderAmoun |
| | | romlastYear | 390 | 0.40015 | 0.37262 |
| | 0.9312 | 0 | | | |
| | | | | | |
| 69 | 8 | IMP_DaySinceLas | | | Imputed DaySinceLa |
| 69 | 8 stOrde | <pre>IMP_DaySinceLas r</pre> | | | Imputed DaySinceLa 0.29594 |
| | 8 stOrde 0.7922 | <pre>IMP_DaySinceLas r 3</pre> | 321 | | _ |
| | 8 stOrde 0.7922 | <pre>IMP_DaySinceLas r</pre> | 321 egistered | 0.37355 | 0.29594 |
| | 8 stOrde 0.7922 9 | <pre>IMP_DaySinceLas r 3 NumberOfDeviceR</pre> | 321 | 0.37355 | 0.29594 |
| | 8 stOrde 0.7922 | <pre>IMP_DaySinceLas r 3 NumberOfDeviceR</pre> | 321 egistered | 0.37355 | 0.29594 |
| | 8 stOrde 0.7922 9 | <pre>IMP_DaySinceLas r 3 NumberOfDeviceR</pre> | 321 egistered 267 tMode | 0.37355 | 0.29594 |
| 70 | 8 stOrde 0.7922 9 0.8558 | IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen | 321 egistered 267 | 0.37355 | 0.29594 |
| 70 | 8 stOrde 0.7922 9 0.8558 10 0.7554 | IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen 7 | 321 egistered 267 tMode | 0.37355 | 0.29594 |
| 70 | 8 stOrde 0.7922 9 0.8558 | IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen 7 | 321 egistered 267 tMode 197 | 0.37355 | 0.29594 0.28254 0.24448 |
| 70 | 8 stOrde 0.7922 9 0.8558 10 0.7554 11 | IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen 7 MaritalStatus | 321 egistered 267 tMode | 0.37355 | 0.29594 |
| 70 71 72 | 8 stOrde 0.7922 9 0.8558 10 0.7554 11 0.6969 | IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen 7 MaritalStatus | 321 egistered 267 tMode 197 | 0.37355 | 0.29594 0.28254 0.24448 |
| 70 | 8 stOrde 0.7922 9 0.8558 10 0.7554 11 0.6969 | IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen 7 MaritalStatus | 321 egistered 267 tMode 197 | 0.37355 0.33014 0.32362 0.29483 | 0.29594 0.28254 0.24448 0.20550 |
| 70 71 72 | 8 stOrde 0.7922 9 0.8558 10 0.7554 11 0.6969 12 | IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen 7 MaritalStatus 9 PreferedOrderCa | 321 egistered 267 tMode 197 | 0.37355 | 0.29594 0.28254 0.24448 |
| 70717273 | 8 stOrde 0.7922 9 0.8558 10 0.7554 11 0.6969 12 0.9879 | IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen 7 MaritalStatus 9 PreferedOrderCa 5 | 321 egistered 267 tMode 197 | 0.37355 0.33014 0.32362 0.29483 | 0.29594 0.28254 0.24448 0.20550 |
| 70 71 72 | 8 stOrde 0.7922 9 0.8558 10 0.7554 11 0.6969 12 | IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen 7 MaritalStatus 9 PreferedOrderCa | 321 egistered 267 tMode 197 170 t 130 | 0.37355 0.33014 0.32362 0.29483 0.28653 | 0.29594 0.28254 0.24448 0.20550 0.28308 Imputed CouponUsed |
| 70717273 | 8 stOrde 0.7922 9 0.8558 10 0.7554 11 0.6969 12 0.9879 | <pre>IMP_DaySinceLas r 3 NumberOfDeviceR 3 PreferredPaymen 7 MaritalStatus 9 PreferedOrderCa 5 IMP_CouponUsed</pre> | 321 egistered 267 tMode 197 | 0.37355 0.33014 0.32362 0.29483 | 0.29594 0.28254 0.24448 0.20550 |

| 75 | 14 | IMP_Or | derCount | | | Imputed Order | Count |
|----|--------|----------|-----------|------------|---------|---------------|-------|
| | | | | 193 | 0.26754 | 0.21045 | |
| | 0.7866 | 0 | | | | | |
| 76 | 15 | CityTi | er | | | | |
| | | | | 95 | 0.25755 | 0.24446 | |
| | 0.9491 | 8 | | | | | |
| 77 | 16 | Prefer | redLoginD | evice | | | |
| | | | | 56 | 0.18415 | 0.18806 | |
| | 1.0212 | 5 | | | | | |
| 78 | 17 | Member | shipLevel | | | | |
| | | | | 93 | 0.18365 | 0.14417 | |
| | 0.7850 | 3 | | | | | |
| 79 | 18 | IMP_Ho | urSpendOn | App | | Imputed HourS | pend0 |
| | nApp | | | 89 | 0.17719 | 0.09996 | |
| | 0.5641 | 3 | | | | | |
| 80 | | | | | | | |
| 81 | | | | | | | |
| 82 | * | | | | | | |
| | _* | | | | | | |
| 83 | | rt Outp | | | | | |
| 84 | * | | | | | | |
| | _* | | | | | | |
| 85 | | | | | | | |
| 86 | | | | | | | |
| 87 | | | | | | | |
| 88 | | | | | | | |
| | Fit St | atistic | S | | | | |
| 90 | | | | | | | |
| 91 | Target | =Churn ' | Target La | bel=' ' | | | |
| 92 | | | | | | | |
| 93 | Fit | | | | | | |
| 94 | | | Statisti | cs Label | | Train | V |
| | alidat | ion | | | | | |
| 95 | | | | | | | |
| 96 | _NOB | _ | Sum of F | requencies | S | 1342.00 | |
| | 577. | 00 | | | | | |

| 97 | _SUMW_ 1154.00 | Sum o | f Case Weights | Times Freq | 2684.00 |
|-----|-------------------|-----------|----------------|----------------|-------------|
| 98 | | Miscl | assification R | ate | 0.00 |
| 99 | _MAX_ 0.99 | Maxim | um Absolute Er | ror | 0.38 |
| 100 | _SSE_ 86.08 | Sum o | f Squared Erro | rs | 9.01 |
| 101 | _ASE_ 0.07 | Avera | ge Squared Err | or | 0.00 |
| 102 | _RASE_ 0.27 | Root | Average Square | d Error | 0.06 |
| 103 | _DIV_ 1154.00 | Divis | or for ASE | | 2684.00 |
| 104 | _DFT_ | Total | Degrees of Fr | eedom | 1342.00 |
| 105 | ٠ | | | | |
| 106 | | | | | |
| 107 | | | | | |
| 108 | | | | | |
| 109 | Classifica | tion Tabl | е | | |
| 110 | | | | | |
| 111 | Data Role= | TRAIN Tar | get Variable=C | hurn Target La | abel=' ' |
| 112 | | | | _ | |
| 113 | | | Target | Outcome | Frequency |
| | Total | | - | | |
| 114 | Target | Outcome | Percentage | Percentage | Count |
| | Percenta | ge | | | |
| 115 | | | | | |
| 116 | 0 | 0 | 100 | 100 | 679 |
| | 50.596 | 1 | | | |
| 117 | 1 | 1 | 100 | 100 | 663 |
| | 49.403 | 9 | | | |
| 118 | | | | | |
| 119 | | | | | |
| 120 | Data Role= | VALIDATE | Target Variabl | e=Churn Target | t Label=' ' |

| 121 | | | | | |
|-----|-----------|-------------|----------------|----------------|-----------|
| 122 | | | Target | Outcome | Frequency |
| | Tota | al | | | |
| 123 | Target | Outcome | Percentage | Percentage | Count |
| | Percent | tage | | | |
| 124 | | | | | |
| 125 | 0 | 0 | 91.1565 | 91.7808 | 268 |
| | 46.44 | 171 | | | |
| 126 | 1 | 0 | 8.8435 | 9.1228 | 26 |
| | 4.50 | 061 | | | |
| 127 | 0 | 1 | 8.4806 | 8.2192 | 24 |
| | 4.15 | 594 | | | |
| 128 | 1 | 1 | 91.5194 | 90.8772 | 259 |
| | 44.88 | 373 | | | |
| 129 | | | | | |
| 130 | | | | | |
| 131 | | | | | |
| 132 | | | | | |
| 133 | Event Cla | assificatio | n Table | | |
| 134 | | | | | |
| 135 | Data Role | e=TRAIN Tar | get=Churn Targ | get Label=' ' | |
| 136 | | | | | |
| 137 | False | True | False | True | |
| 138 | Negative | Negativ | e Positive | Positive | |
| 139 | | | | | |
| 140 | • | 679 | • | 663 | |
| 141 | | | | | |
| 142 | | | | | |
| 143 | Data Role | e=VALIDATE | Target=Churn T | Carget Label=' | • |
| 144 | | | | | |
| 145 | False | True | False | True | |
| 146 | Negative | Negativ | e Positive | Positive | |
| 147 | | | | | |
| 148 | 26 | 268 | 24 | 259 | |
| 149 | | | | | |
| 150 | | | | | |
| | | | | | |

| 151 | | | | | | | | |
|-----|----------|--------------|----------|-------------------|-----------|-----|--|--|
| 152 | | | | | | | | |
| 153 | Assessme | nt Score Rai | nkings | | | | | |
| 154 | | | | | | | | |
| 155 | Data Rol | e=TRAIN Tar | get Vari | able=Churn Target | Label=' ' | | | |
| 156 | | | | | | | | |
| 157 | | | | | | | | |
| | | | | Mean | | | | |
| 158 | | | | Cumulative | 8 | Cum | | |
| | ulative | Number | of | Posterior | | | | |
| 159 | Depth | Gain | Lift | Lift | Response | % R | | |
| | esponse | Observati | ions | Probability | | | | |
| 160 | | | | | | | | |
| 161 | 5 | 102.413 | 2.02413 | 2.02413 | 100.000 | 1 | | |
| | 00.000 | 68 | | 0.99356 | | | | |
| 162 | 10 | 102.413 | 2.02413 | 2.02413 | 100.000 | 1 | | |
| | 00.000 | 67 | | 0.99128 | | | | |
| 163 | 15 | 102.413 | 2.02413 | 2.02413 | 100.000 | 1 | | |
| | 00.000 | 67 | | 0.98902 | | | | |
| 164 | 20 | 102.413 | 2.02413 | 2.02413 | 100.000 | 1 | | |
| | 00.000 | 67 | | 0.98598 | | | | |
| 165 | 25 | 102.413 | 2.02413 | 2.02413 | 100.000 | 1 | | |
| | 00.000 | 67 | | 0.98171 | | | | |
| 166 | 30 | 102.413 | 2.02413 | 2.02413 | 100.000 | 1 | | |
| | 00.000 | 67 | | 0.97690 | | | | |
| 167 | 35 | 102.413 | 2.02413 | 2.02413 | 100.000 | 1 | | |
| | 00.000 | 67 | | 0.96875 | | | | |
| 168 | 40 | 102.413 | 2.02413 | 2.02413 | 100.000 | 1 | | |
| | 00.000 | 67 | | 0.95320 | | | | |
| 169 | 45 | 102.413 | 2.02413 | 2.02413 | 100.000 | 1 | | |
| | 00.000 | 67 | | 0.92851 | | | | |
| 170 | 50 | 100.000 | 1.78245 | 2.00000 | 88.060 | | | |
| | | | | 0.77648 | | | | |
| 171 | 55 | 81.597 | 0.00000 | 1.81597 | 0.000 | | | |
| | 89.716 | 68 | | 0.11421 | | | | |
| 172 | 60 | 66.501 | 0.00000 | 1.66501 | 0.000 | | | |

| | 82.258 | 67 | | 0.05871 | | |
|-----|--|-------------------------------------|--------------------|---|-------------------|-----|
| 173 | | | | 1.53723 | 0.000 | |
| | | | | 0.03873 | | |
| 174 | | | | 1.42766 | 0.000 | |
| | 70.532 | | | 0.03076 | | |
| 175 | | | | 1.33267 | 0.000 | |
| | 65.839 | | | 0.02523 | | |
| 176 | 80 | | | 1.24953 | 0.000 | |
| | | | | 0.02034 | | |
| 177 | 85 | 17.616 | 0.00000 | 1.17616 | 0.000 | |
| | 58.107 | 67 | | 0.01649 | | |
| 178 | 90 | 11.093 | 0.00000 | 1.11093 | 0.000 | |
| | 54.884 | 67 | | 0.01372 | | |
| 179 | 95 | 5.255 | 0.00000 | 1.05255 | 0.000 | |
| | 52.000 | 67 | | 0.01091 | | |
| 180 | 100 | 0.000 | 0.00000 | 1.00000 | 0.000 | |
| | 49.404 | 67 | | 0.00764 | | |
| 181 | | | | | | |
| 182 | | | | | | |
| 183 | Data Rol | e=VALIDATE | Target Va | ariable=Churn Ta | rget Label=' | 1 |
| 184 | | | | | | |
| 185 | | | | | | |
| | | | | Mean | | |
| 186 | | | | Cumulative | 8 | Cum |
| | | | | Posterior | | |
| 187 | = | | | Lift | Response | % R |
| | esponse | Observat | ions E | Probability | | |
| 188 | | | | | | |
| 189 | | | | | | |
| | 5 | | | 2.02456 | 100.000 | 1 |
| | 00.000 | 29 | | 0.99353 | | |
| 190 | 00.000 | 29 102.456 | 2.02456 | 0.99353 2.02456 | | 1 |
| | 00.000 10 00.000 | 29 102.456 29 | 2.02456 | 0.99353 2.02456 0.98957 | 100.000 | |
| | 00.000 10 00.000 15 | 29 102.456 29 95.475 | 2.02456 | 0.99353 2.02456 0.98957 1.95475 | 100.000 | |
| 191 | 00.000 10 00.000 15 96.552 | 29 102.456 29 95.475 29 | 2.02456 1.81512 | 0.99353 2.02456 0.98957 1.95475 0.98557 | 100.000 89.655 | |
| 191 | 00.000 10 00.000 15 96.552 | 29 102.456 29 95.475 29 | 2.02456 1.81512 | 0.99353 2.02456 0.98957 1.95475 | 100.000 89.655 | |

| 93.793 | | | | | 1.89890 | 93.103 |
|---|-----|--------|--------|---------|---------|--------|
| 195 35 90.429 1.87995 1.90429 92.857 196 40 87.557 1.67550 1.87557 82.759 197 45 87.661 1.88494 1.87661 93.103 198 50 82.140 1.32644 1.82140 65.517 89.965 29 0.76794 1.72533 37.931 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 202 70 42.321 0.14461 1.42321 7.143 70.297 28 0.06939 203 75 33.256 0.06981 1.33256 3.448 204 80 24.892 0.00000 1.124892 0.000 58.045 29 0.00293 0.02293 206 90 10.962 0.00000 1.10962 0.000 54.808 29 0.01770 0.00293 | | 93.793 | 29 | | 0.97130 | |
| 195 35 90.429 1.87995 1.90429 92.857 94.059 28 0.93441 196 40 87.557 1.67550 1.87557 82.759 196 40 87.661 1.88494 1.87661 93.103 92.692 29 0.78809 198 50 82.140 1.32644 1.82140 65.517 89.965 29 0.57598 199 55 72.533 0.76794 1.72533 37.931 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 202 70 42.321 0.14461 1.42321 7.143 70.297 28 0.06981 1.333256 3.448 65.820 29 0.04663 2 204 80 24.892 0.0000 1.17515 0.00 58.045 | 194 | 30 | 90.821 | 1.95475 | 1.90821 | 96.552 |
| 94.059 28 0.93441 196 40 87.557 1.67550 1.87557 82.759 92.641 29 0.87972 197 45 87.661 1.88494 1.87661 93.103 92.692 29 0.78809 198 50 82.140 1.32644 1.82140 65.517 89.965 29 0.57598 199 55 72.533 0.76794 1.72533 37.931 85.220 29 0.35219 20 0.35219 20 0.0064 1.61031 17.241 79.539 29 0.20624 20 0.20624 20 20 0.20624 201 65 51.842 0.41887 1.51842 20.690 20 75.000 29 0.12107 7.143 7.143 7.143 7.143 7.143 7.143 7.143 7.143 7.143 7.0297 28 0.06939 0.006939 0.006 3.448 65.820 29 0.04683 0.006 0.006 1.17515 0.000 0.000 0.0000 0.0000 0.0000 | | 94.253 | 29 | | 0.95781 | |
| 196 40 87.557 1.67550 1.87557 82.759 197 45 87.661 1.88494 1.87661 93.103 92.692 29 0.78809 198 50 82.140 1.32644 1.82140 65.517 89.965 29 0.57598 199 55 72.533 0.76794 1.72533 37.931 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 20.0000 1.24321 7.143 7.143 70.297 28 0.06939 3.448 65.820 29 0.04683 0.0000 1.24892 0.000 0.000 61.688 29 0.03124 0.000 0.000 1.17515 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.00 | 195 | 35 | 90.429 | 1.87995 | 1.90429 | 92.857 |
| 92.641 29 0.87972 197 45 87.661 1.88494 1.87661 93.103 92.692 29 0.78809 198 50 82.140 1.32644 1.82140 65.517 89.965 29 0.57598 199 55 72.533 0.76794 1.72533 37.931 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 202 70 42.321 0.14461 1.42321 7.143 70.297 28 0.06939 203 75 33.256 0.06981 1.33256 3.448 65.820 29 0.04683 0.000 1.24892 0.000 61.688 29 0.00293 0.00293 0.000 0.000 0.000 54.808 29 0.01770 0.000 0.000 0 | | 94.059 | 28 | | 0.93441 | |
| 197 45 87.661 1.88494 1.87661 93.103 198 50 82.140 1.32644 1.82140 65.517 89.965 29 0.57598 199 55 72.533 0.76794 1.72533 37.931 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 7 20.690 7 202 70 42.321 0.14461 1.42321 7.143 7.143 70.297 28 0.06981 1.33256 3.448 65.820 29 0.04683 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.03124 0.000 0.00293 206 90 10.962 0.00000 1.10962 0.000 54.808 29 0.01770 0.0000 1.05100 0.000 | 196 | 40 | 87.557 | 1.67550 | 1.87557 | 82.759 |
| 92.692 29 0.78809 198 50 82.140 1.32644 1.82140 65.517 89.965 29 0.57598 199 55 72.533 0.76794 1.72533 37.931 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 202 70 42.321 0.14461 1.42321 7.143 70.297 28 0.06939 3.448 65.820 29 0.04683 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.03124 0.000 0.00293 205 85 17.515 0.00000 1.17515 0.000 54.808 29 0.01770 0.000 0.000 0.000 0.000 51.913 29 0.01290 0.01290 0.01290 0.0000 0.0000 | | 92.641 | 29 | | 0.87972 | |
| 198 50 82.140 1.32644 1.82140 65.517 89.965 29 0.57598 199 55 72.533 0.76794 1.72533 37.931 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 202 70 42.321 0.14461 1.42321 7.143 70.297 28 0.06939 203 75 33.256 0.06981 1.33256 3.448 65.820 29 0.04683 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.02293 0.002 0.000 0.000 0.000 54.808 29 0.01770 0.000 0.000 0.000 0.000 51.913 29 0.01290 0.01290 0.0000 0.000 0.0000 0.000 | 197 | 45 | 87.661 | 1.88494 | 1.87661 | 93.103 |
| 89.965 29 0.57598 199 55 72.533 0.76794 1.72533 37.931 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 202 70 42.321 0.14461 1.42321 7.143 70.297 28 0.06939 3.448 65.820 29 0.04683 3.448 65.820 29 0.04683 0.000 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.03124 0.000 0.000 0.000 0.000 58.045 29 0.00293 0.01770 0.000 0.000 0.000 0.000 0.000 51.913 29 0.01290 0.01290 0.000 0.000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 0.0000 | | 92.692 | 29 | | 0.78809 | |
| 199 55 72.533 0.76794 1.72533 37.931 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 7.143< | 198 | 50 | 82.140 | 1.32644 | 1.82140 | 65.517 |
| 85.220 29 0.35219 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 20.690 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 7.143 7.143 70.297 28 0.06939 7.143 7.143 70.297 28 0.06939 3.448 65.820 29 0.04683 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.03124 0.000 0.000 0.000 58.045 29 0.02293 0.000 0.000 0.000 58.045 29 0.01770 0.000 0.000 0.000 0.000 54.808 29 0.01770 0.000 0.000 0.000 0.000 207 95 5.100 0.0000 1.05100 0.000 51.913 29 0.01290 0.01290 0.000 0.000 0.0000 0.000 209 0.00 | | 89.965 | 29 | | 0.57598 | |
| 200 60 61.031 0.34906 1.61031 17.241 79.539 29 0.20624 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 7.143 7.143 70.297 28 0.06939 7.143 7.143 70.297 28 0.06981 1.33256 3.448 65.820 29 0.04683 0.004683 0.000 1.24892 0.000 61.688 29 0.03124 0.000 0.00124 0.000 0.000 0.000 58.045 29 0.00000 1.17515 0.000 0.000 0.000 54.808 29 0.00000 1.0962 0.000 0.0 | 199 | 55 | 72.533 | 0.76794 | 1.72533 | 37.931 |
| 79.539 | | 85.220 | 29 | | 0.35219 | |
| 201 65 51.842 0.41887 1.51842 20.690 75.000 29 0.12107 202 70 42.321 0.14461 1.42321 7.143 70.297 28 0.06939 3.448 65.820 29 0.04683 0.004683 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.03124 0.000 0.00293 0.000 | 200 | 60 | 61.031 | 0.34906 | 1.61031 | 17.241 |
| 75.000 29 0.12107 202 70 42.321 0.14461 1.42321 7.143 70.297 28 0.06939 203 75 33.256 0.06981 1.33256 3.448 65.820 29 0.04683 204 80 24.892 0.0000 1.24892 0.000 61.688 29 0.03124 205 85 17.515 0.00000 1.17515 0.000 58.045 29 0.02293 206 90 10.962 0.00000 1.10962 0.000 54.808 29 0.01770 207 95 5.100 0.00000 1.05100 0.000 51.913 29 0.01290 208 100 0.000 0.00000 1.00000 0.0000 49.393 28 0.00786 209 210 211 | | 79.539 | 29 | | 0.20624 | |
| 202 70 42.321 0.14461 1.42321 7.143 70.297 28 0.06939 203 75 33.256 0.06981 1.33256 3.448 65.820 29 0.04683 0.000 0.000 0.000 0.000 61.688 29 0.03124 0.000 </td <td>201</td> <td>65</td> <td>51.842</td> <td>0.41887</td> <td>1.51842</td> <td>20.690</td> | 201 | 65 | 51.842 | 0.41887 | 1.51842 | 20.690 |
| 70.297 28 0.06939 203 75 33.256 0.06981 1.33256 3.448 65.820 29 0.04683 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.03124 205 85 17.515 0.00000 1.17515 0.000 58.045 29 0.02293 206 90 10.962 0.00000 1.10962 0.000 54.808 29 0.01770 207 95 5.100 0.00000 1.05100 0.000 51.913 29 0.01290 208 100 0.000 0.00000 1.00000 0.0000 49.393 28 0.00786 209 210 211 | | 75.000 | 29 | | 0.12107 | |
| 203 75 33.256 0.06981 1.33256 3.448 65.820 29 0.04683 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.03124 205 85 17.515 0.00000 1.17515 0.000 58.045 29 0.02293 0.000 <td>202</td> <td>70</td> <td>42.321</td> <td>0.14461</td> <td>1.42321</td> <td>7.143</td> | 202 | 70 | 42.321 | 0.14461 | 1.42321 | 7.143 |
| 65.820 29 0.04683 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.03124 0.000 0.000 0.000 0.000 58.045 29 0.02293 0.000 | | 70.297 | 28 | | 0.06939 | |
| 204 80 24.892 0.00000 1.24892 0.000 61.688 29 0.03124 0.000 205 85 17.515 0.00000 1.17515 0.000 58.045 29 0.02293 0.000 0.000 0.000 0.000 54.808 29 0.01770 0.000 </td <td>203</td> <td>75</td> <td>33.256</td> <td>0.06981</td> <td>1.33256</td> <td>3.448</td> | 203 | 75 | 33.256 | 0.06981 | 1.33256 | 3.448 |
| 61.688 29 0.03124 205 85 17.515 0.00000 1.17515 0.000 58.045 29 0.02293 206 90 10.962 0.00000 1.10962 0.000 54.808 29 0.01770 207 95 5.100 0.00000 1.05100 0.000 51.913 29 0.01290 208 100 0.000 0.00000 1.00000 0.000 49.393 28 0.00786 209 210 211 | | 65.820 | 29 | | 0.04683 | |
| 205 85 17.515 0.00000 1.17515 0.000 58.045 29 0.02293 0.000 206 90 10.962 0.00000 1.10962 0.000 54.808 29 0.01770 0.000 0.000 0.000 0.000 207 95 5.100 0.00000 1.05100 0.000 51.913 29 0.01290 0.000 0.000 0.000 208 100 0.000 0.00000 1.00000 0.000 49.393 28 0.00786 0.00786 0.000 210 0.000 0.000 0.000 0.000 0.000 211 0.000 0.000 0.000 0.000 0.000 0.000 | 204 | 80 | 24.892 | 0.00000 | 1.24892 | 0.000 |
| 58.045 29 0.02293 206 90 10.962 0.00000 1.10962 0.000 54.808 29 0.01770 0.000 0.000 0.000 0.000 51.913 29 0.01290 0.000 0.000 0.000 0.000 208 100 0.000 0.00000 1.00000 0.000 49.393 28 0.00786 0.00786 0.000 210 0.000 0.000 0.000 0.000 0.000 211 0.000 0.0000 0.0000 0.000 0.000 0.000 | | 61.688 | 29 | | 0.03124 | |
| 206 90 10.962 0.00000 1.10962 0.000 54.808 29 0.01770 0.000 207 95 5.100 0.00000 1.05100 0.000 51.913 29 0.01290 0.000 0.000 208 100 0.000 0.00000 1.00000 0.000 49.393 28 0.00786 0.00786 0.000 210 211 0.0000 0.0000 0.0000 0.0000 | 205 | 85 | 17.515 | 0.00000 | 1.17515 | 0.000 |
| 54.808 29 0.01770 207 95 5.100 0.00000 1.05100 0.000 51.913 29 0.01290 0.000 0.000 208 100 0.000 0.0000 1.00000 0.000 49.393 28 0.00786 209 210 211 | | 58.045 | 29 | | 0.02293 | |
| 207 95 5.100 0.00000 1.05100 0.000 51.913 29 0.01290 208 100 0.000 1.00000 0.000 49.393 28 0.00786 209 210 211 | 206 | 90 | 10.962 | 0.00000 | 1.10962 | 0.000 |
| 51.913 29 0.01290 208 100 0.000 0.00000 1.00000 0.000 49.393 28 0.00786 209 210 211 | | 54.808 | 29 | | 0.01770 | |
| 208 100 0.000 0.0000 1.00000 0.000 49.393 28 0.00786 209 210 211 49.300 49.300 | 207 | 95 | 5.100 | 0.00000 | 1.05100 | 0.000 |
| 49.393 28 0.00786 209 210 211 | | 51.913 | 29 | | 0.01290 | |
| 209210211 | 208 | 100 | 0.000 | 0.00000 | 1.00000 | 0.000 |
| 210211 | | 49.393 | 28 | | 0.00786 | |
| 211 | 209 | | | | | |
| | 210 | | | | | |
| 21.2 | 211 | | | | | |
| 212 | 212 | | | | | |

| 213 | Assessment Sc | ore Distri | bution | | | |
|-----|---------------|------------|-----------|-----------|-------------|---|
| 214 | | | | | | |
| 215 | Data Role=TRA | .IN Target | Variable= | Churn Tar | rget Label= | • |
| 216 | | | | | | |
| 217 | Posterior | Number | | | Mean | |
| 010 | | | | _ | | |

| | | _ | | _ | |
|-----|-----------------|--------|-----------|-------------|---------|
| 216 | | | | | |
| 217 | Posterior | Number | | Mean | |
| 218 | Probability | of | Number of | Posterior | |
| 219 | Range | Events | Nonevents | Probability | Percent |
| | age | | | | |
| 220 | | | | | |
| 221 | 0.95-1.00 | 517 | 0 | 0.98134 | 38.52 |
| | 46 | | | | |
| 222 | 0.90-0.95 | 95 | 0 | 0.93059 | 7.07 |
| | 90 | | | | |
| 223 | 0.85-0.90 | 28 | 0 | 0.87783 | 2.08 |
| | 64 | | | | |
| 224 | 0.80-0.85 | 13 | 0 | 0.82572 | 0.96 |
| | 87 | | | | |
| 225 | 0.75-0.80 | 4 | 0 | 0.76917 | 0.29 |
| | 81 | | | | |
| 226 | 0.70-0.75 | 2 | 0 | 0.72829 | 0.14 |
| 007 | 90 | 2 | 0 | 0.60760 | 0 14 |
| 221 | 0.65-0.70 | 2 | 0 | 0.68768 | 0.14 |
| 220 | 90 0.60-0.65 | 2 | 0 | 0 (200(| 0 14 |
| 228 | 90 | 2 | 0 | 0.63986 | 0.14 |
| 220 | 0.35-0.40 | 0 | 1 | 0.38412 | 0.07 |
| 223 | 45 | O | Τ | 0.30412 | 0.07 |
| 230 | 0.30-0.35 | 0 | 3 | 0.34451 | 0.22 |
| 250 | 35 | O | 9 | 0.31131 | 0.22 |
| 231 | 0.20-0.25 | 0 | 3 | 0.22361 | 0.22 |
| | 35 | · · | Ç | 0,12001 | **** |
| 232 | 0.15-0.20 | 0 | 11 | 0.16535 | 0.81 |
| | 97 | | | | |
| 233 | 0.10-0.15 | 0 | 27 | 0.12344 | 2.01 |
| | 19 | | | | |
| 234 | 0.05-0.10 | 0 | 84 | 0.07231 | 6.25 |

| | 93 | | | | |
|-------|------------------|------------|---------------|-----------------|---------|
| 235 | 0.00-0.05 | 0 | 550 | 0.02116 | 40.98 |
| | 36 | | | | |
| 236 | | | | | |
| 237 | | | | | |
| | Data Role=VAL | IDATE Targ | et Variable=C | hurn Target Lab | el=' ' |
| 239 | | | | | |
| | Posterior | | | Mean | |
| | Probability - | | | Posterior | _ |
| 242 | 3 | Events | Nonevents | Probability | Percent |
| 0.40 | age | | | | |
| 243 | 0.95-1.00 | 164 | 10 | 0.97944 | 30.15 |
| Z 4 4 | 60 | 104 | 10 | 0.97944 | 30.13 |
| 245 | 0.90-0.95 | 33 | 2 | 0.92955 | 6.06 |
| | 59 | | | | |
| 246 | 0.85-0.90 | 16 | 4 | 0.87273 | 3.46 |
| | 62 | | | | |
| 247 | 0.80-0.85 | 11 | 2 | 0.82878 | 2.25 |
| | 30 | | | | |
| 248 | 0.75-0.80 | 13 | 1 | 0.77777 | 2.42 |
| 0.4.0 | 63 | _ | 0 | 0 71070 | 0.06 |
| 249 | 0.70-0.75 | 5 | 0 | 0.71872 | 0.86 |
| 250 | 66 0.65-0.70 | 3 | 2 | 0.67829 | 0.86 |
| | 66 | 3 | 2 | 0.07029 | 0.00 |
| | 0.60-0.65 | 6 | 1 | 0.62071 | 1.21 |
| | 32 | · · | _ | 0.0007 | _, |
| 252 | 0.55-0.60 | 3 | 0 | 0.57810 | 0.51 |
| | 99 | | | | |
| 253 | 0.50-0.55 | 5 | 2 | 0.52190 | 1.21 |
| | 32 | | | | |
| 254 | 0.45-0.50 | 2 | 6 | 0.47089 | 1.38 |
| | 65 | | | | |
| 255 | 0.40-0.45 | 0 | 5 | 0.42056 | 0.86 |
| | 66 | | | | |

| 256 | 0.35-0.40 | 4 | 4 | 0.38123 | 1.38 |
|-----|-----------|---|-----|---------|-------|
| | 65 | | | | |
| 257 | 0.30-0.35 | 4 | 2 | 0.32683 | 1.03 |
| | 99 | | | | |
| 258 | 0.25-0.30 | 3 | 8 | 0.26878 | 1.90 |
| | 64 | | | | |
| 259 | 0.20-0.25 | 3 | 10 | 0.22560 | 2.25 |
| | 30 | | | | |
| 260 | 0.15-0.20 | 1 | 13 | 0.17427 | 2.42 |
| | 63 | | | | |
| 261 | 0.10-0.15 | 6 | 17 | 0.12524 | 3.98 |
| | 61 | | | | |
| 262 | 0.05-0.10 | 3 | 40 | 0.06858 | 7.45 |
| | 23 | | | | |
| 263 | 0.00-0.05 | 0 | 163 | 0.02153 | 28.24 |
| | 96 | | | | |