output: word_document: default html_document: df_print: paged ```{r} **#Variable Description** #age: age of client #job: type of job #marital: marital status #education: highest educational achievement #default: has credit in default? #housing: has housing loan? #loan: has personal loan? #contact: contact communication type #month: last contact month of year #day_of_week: last contact day of the week #duration: last contact duration, in seconds #campaign: number of contacts performed during this campaign and for this client #pdays: number of days that passed by after the client was last contacted from a previous campaign (999 means client was not previously contacted) #previous: number of contacts performed before this campaign and for this client #poutcome: outcome of the previous marketing campaign #emp.var.rate: employment variation rate - quarterly indicator #cons.price.idx: consumer price index - monthly indicator #cons.conf.idx: consumer confidence index - monthly indicator #euribor3m: euribor 3 month rate - daily indicator #nr.employed: number of employees - quarterly indicator #y - has the client subscribed a term deposit? ## The data set can be obtained from http://archive.ics.uci.edu/ml/datasets/Bank+Marketing

DATASET UNDERSTANDING

```
library(readr)
bank_full <- read_delim("C:/Users/Seshan/Desktop/Bank/bank-full.csv",
";", escape_double = FALSE, trim_ws = TRUE)
#Lets look at dataset and generate initial understanding about the column types
str(bank_full)
#A deep check for NA in a particular column let say age
if(length(which(is.na(bank_full$age)==TRUE)>0)){
print("Missing Value found in the specified column")
} else
print("All okay: No Missing Value found in the specified column")
# Check another example say
if(length(which(is.na(bank_full$campaign)==TRUE)>0)){print("Missing Value found in the specified
column")} else
print("All okay: No Missing Value found in the specified column")
head(bank_full) ## Displays first 6 rows for each variable
str(bank_full) ## Describes each variables
summary(bank_full) ## Provides basic statistical information of each variable
## DATA EXPLORATION - Check for Missing Data
## Option 1
is.na(bank_full) ## Displays True for a missing value
## Since it is a large dataset, graphical display of missing values will prove to be easier
##Option 2
require(Amelia)
missmap(bank_full,main="Missing Data - Bank ", col=c("red","grey"),legend=FALSE)
## No red colour stripes are visible. hence no missing values.
summary(bank_full) ## displays missing values if any under every variable
#The Pearson's chi-squared test of independence is one of the most basic and common hypothesis
tests
in the statistical analysis of categorical data. It is a significance test. Given two categorical random
variables, X and Y, the chi-squared test of independence determines whether or not there exists a
statistical dependence between them. Formally, it is a hypothesis test. The chi-squared test assumes
а
```

null hypothesis and an alternate hypothesis. The general practice is, if the p-value that comes out in the

result is less than a pre-determined significance level, which is 0.05 usually, then we reject the null hypothesis.

#H0: The The two variables are independent

#H1: The The two variables are dependent

#The null hypothesis of the chi-squared test is that the two variables are independent and the alternate

hypothesis is that they are related.

#To establish that two categorical variables (or predictors) are dependent, the chi-squared statistic must

have a certain cutoff. This cutoff increases as the number of classes within the variable (or predictor) increases.

#i. Pearson's chi-squared test of independence (significance test)

Is there any association between Job and default?

with(bank_full, chisq.test(job, default))

with(bank_full, table(job, default))

#OR

with(bank_full, prop.table(table(job,default)))

#Pearson's Chi-squared test

```
data: job and default
x-squared = 60.343, df = 11, p-value = 8.008e-09
                 default.
iob
                         yes
                    no
  admin.
                  5097
                         74
  blue-collar
                  9531
                         201
                          55
22
  entrepreneur
                  1432
  housemaid
                  1218
                  9294
  management
                         164
  retired
                  2238
                          26
                          33
75
  self-employed 1546
  services
                  4079
  student
                   935
                           3
                         130
  technician
                  7467
  unemployed
                          30
                   286
  unknown
                 default
iob
                             no
  admin.
                  1.127381e-01 1.636770e-03
                  2.108115e-01 4.445821e-03
3.167371e-02 1.216518e-03
  blue-collar
                                1.216518e-03
  entrepreneur
                  2.694035e-02
  housemaid
                                4.866072e-04
                  2.055694e-01
  management
                                 3.627436e-03
                                 5.750813e-04
7.299109e-04
  retired
                  4.950123e-02
  self-employed 3.419522e-02
                                 1.658888e-03
  services
                  9.022141e-02
                    068081e-02
   tudent
```

p-value = 8.008e-09 #Pearson's Chi-squared test #since the p-value is < 2.2e-16 is less than the cu\$t-off value of 0.05, we can reject the null hypothesis in

favor of alternative hypothesis and conclude, that the variables, (job & default-p-value = 8.008e-09) are

dependent to each other.

b. Is there any significant difference in duration of last call between

people having housing loan or not?

```
with(bank_additional_full, chisq.tes t(duration,housing))
with(bank_additional_full, table( duration,housing) )
# OR
with(bank_additional_full, prop.table(table(duration, housing)))
#data: duration and housing
#X-squared = 3162.3, df = 3086, p-value = 0.1657
```

#P value is above 0.05#

```
Chi-squared approximation may be incorrect
        Pearson's Chi-squared test
       duration and housing
data:
X-squared = 3162.3, df = 3086, p-value = 0.1657
         housing
duration no unknown yes
    0
           1
                    0
                         3
           2
                         1
    1
                    0
    23
                         0
           1
                    0
           2
                    0
                         1
           2
                        10
    4
                    0
    5
          16
                    0
                        14
    6
                        24
          13
                    0
          22
                    1
                        31
    8
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                        39
                        42
          33
    10
                        35
          36
                        45
    11
          34
    12
13
          24
                        39
                    0
          44
                        33
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          25
                        43
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          35
                        44
    17
                        41
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          43
                        40
```

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20	29	0	32
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22	35	2 5 2 2 1 1	39
23	21	5	39
24	30	2	32
25	25	2	38
26	23	1	37
27	31	†	33
20	3 E	0	22
20	25	0	24 36
25 26 27 28 29 30 31 32 33	31	02310331220221233333331	36
30	17	2	35
31	28	3	35 32 21
32	20	1	21
33	19	0	27
34	31	3	34
35	34	3	30
36	42	1	39
37	32	2	36
34 35 36 37 38	26	2	32
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41 42 43 44	33	2	55
42	35	1	45
43	31	2	46
44	33	3	49
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45 46	37	3	37
47	25	3	45
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50	41	7	52
51	41	1	59
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55	48	4	69
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68	68	5	67	
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70	59	3	67	
71	76	9	67	
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73	74	8	85	
74	64	3	69	
75	65	0	73	

77	56	3	87
78	56	3	86
79	71	0	67
80	69	3	76
81	69	6	72
82	57	3	94
83	59	6	84
84	66	6	59
85	85	1	84
86	55	3	70
87	70	3 5 3 3	89
88	64	5	81
89	68	3	82
90	73	3	94
91	75	2	70
92	72	2 7	77
93	76		69
93	66	6 2 5 2 3 2	69
94	66	2	68
95	63	5	80
96	86	2	67
97	79	3	76
98	70	2	72
99	55	3	71
100	61	2	82
101	62	3	80
102	64	4	73
103	68	1	78
104	70	10	81
105	62	4	79
106	67	4	88
107	60	6	84
108	62	2	73
109	66	1	91
110	71	3	68
111	72	2	86
112	61	3	80
113	62	í	79
114	74	6	76
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118	49	1	81
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121	61	4	76
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123	69	6	74
124	65	5	94
125	67	5	80
126	62	2	88
127	68	3	75

128	70	4	73	
129	64	2	70	
130	62	4	76	
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132	56	3	53	

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136	77	8	83
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142	57	1	58
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163	46	3	64
164	55	4	71
165	66	3	67
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166	73	1	68
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188	58	1	55
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190	54	2	40	
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194	40	0	54	
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197	50	0	57	
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203	50	3	40	
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284	20	0	20	
285	29	1	30	
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288	24	2	31	
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290	29	1	26	
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292	18	0	35	
293	28	0	34	
294	24	1	35	
295	35		28	
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    325
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    327
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                   1
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    330
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    331
         18
                   1
                      16
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 [ reached getOption("max.print") -- omitted 1211 rows
        housing
duration
                             unknown
                    no
         2.427892e-05 0.000000e+00 7.283675e-05
    0
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         2.427892e-05 0.000000e+00 0.000000e+00
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     5.584151e-04 2.427892e-05 8.983199e-04
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31
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     1.116830e-03 4.855783e-05 1.408177e-03
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     1.335340e-03 7.283675e-05 1.699524e-03
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     1.845198e-03 1.456735e-04 1.675245e-03
     1.602408e-03 4.855783e-05 1.650966e-03
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95
     1.529572e-03 1.213946e-04 1.942313e-03
     2.087987e-03 4.855783e-05 1.626687e-03
96
97
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     1.699524e-03 4.855783e-05 1.748082e-03
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     1.626687e-03 9.711566e-05 2.136545e-03
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     1.748082e-03 4.855783e-05 2.087987e-03
112
     1.481014e-03 7.283675e-05 1.942313e-03
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     1.796640e-03 1.456735e-04 1.845198e-03
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     1.505293e-03 1.213946e-04 1.432456e-03
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     1.359619e-03 7.283675e-05 1.286783e-03
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     1.796640e-03 2.427892e-05 1.408177e-03
135
     1.893755e-03 2.185102e-04 1.675245e-03
136
     1.869477e-03 1.942313e-04 2.015150e-03
137
     1.481014e-03 1.456735e-04 1.359619e-03
     1.238225e-03 9.711566e-05 1.553851e-03
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141
     1.262504e-03 9.711566e-05 1.505293e-03
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     1.383898e-03 2.427892e-05 1.408177e-03
     1.529572e-03 1.213946e-04 1.578130e-03
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     1.553851e-03 4.855783e-05 1.723803e-03
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     1.311061e-03 7.283675e-05 1.092551e-03
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     1.116830e-03 7.283675e-05 1.553851e-03
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     8.983199e-04 7.283675e-05 1.456735e-03
170
     1.432456e-03 7.283675e-05 1.286783e-03
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     1.286783e-03 4.855783e-05 1.650966e-03
173
     1.238225e-03 7.283675e-05 1.723803e-03
     1.383898e-03 4.855783e-05 1.529572e-03
174
175
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     8.983199e-04 2.427892e-05 1.165388e-03
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     1.408177e-03 2.427892e-05 1.335340e-03
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     1.529572e-03 4.855783e-05 1.189667e-03
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193
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194
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    1.092551e-03 4.855783e-05 1.141109e-03
209
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    1.019714e-03 4.855783e-05 1.359619e-03
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    1.068272e-03 7.283675e-05 1.116830e-03
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222
    1.262504e-03 4.855783e-05 9.468777e-04
223
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    7.283675e-04 2.427892e-05 1.019714e-03
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227
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230
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    8.254832e-04 0.000000e+00 1.092551e-03
231
232
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233
     6.312518e-04 2.427892e-05 8.254832e-04
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235
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236
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    8.740410e-04 2.427892e-05 8.983199e-04
241
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242
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    8.254832e-04 0.000000e+00 9.954356e-04
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     9.468777e-04 7.283675e-05 8.983199e-04
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247
     7.526464e-04 4.855783e-05 1.262504e-03
     5.826940e-04 7.283675e-05 1.043993e-03
248
249
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250
     9.711566e-04 2.427892e-05 9.468777e-04
251
     8.254832e-04 2.427892e-05 1.165388e-03
     8.740410e-04 2.427892e-05 1.043993e-03
```

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254
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     9.225988e-04 2.427892e-05 8.012042e-04
256
     6.069729e-04 2.427892e-05 9.468777e-04
     8.740410e-04 7.283675e-05 7.769253e-04
257
258
     7.040886e-04 2.427892e-05 9.225988e-04
259
     8.012042e-04 4.855783e-05 8.740410e-04
     5.584151e-04 0.000000e+00 9.225988e-04
260
     7.040886e-04 2.427892e-05 7.769253e-04
261
     8.497621e-04 7.283675e-05 8.254832e-04
262
263
     8.983199e-04 2.427892e-05 8.740410e-04
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     7.526464e-04 0.000000e+00 7.283675e-04
     5.584151e-04 0.000000e+00 1.043993e-03
265
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268
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     5.584151e-04 0.000000e+00 7.526464e-04
269
270
     9.225988e-04 2.427892e-05 4.370205e-04
271
     6.555307e-04 1.213946e-04 6.069729e-04
272
     6.312518e-04 1.213946e-04 8.740410e-04
273
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274
     5.584151e-04 2.427892e-05 7.769253e-04
275
     5.098572e-04 2.427892e-05 8.254832e-04
276
     5.584151e-04 4.855783e-05 5.826940e-04
     8.012042e-04 2.427892e-05 7.040886e-04
277
278
     6.555307e-04 2.427892e-05 6.069729e-04
279
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     6.555307e-04 0.000000e+00 7.283675e-04
280
     7.283675e-04 0.000000e+00 7.526464e-04
281
     5.098572e-04 9.711566e-05 7.526464e-04
282
     7.526464e-04 2.427892e-05 7.283675e-04
283
284
     6.555307e-04 0.000000e+00 6.312518e-04
285
     7.040886e-04 2.427892e-05 7.283675e-04
     4.612994e-04 0.000000e+00 7.040886e-04
286
     6.069729e-04 0.000000e+00 5.098572e-04
287
     5.826940e-04 4.855783e-05 7.526464e-04
288
     5.584151e-04 4.855783e-05 6.798097e-04
289
290
     7.040886e-04 2.427892e-05 6.312518e-04
291
     7.040886e-04 4.855783e-05 6.798097e-04
292
     4.370205e-04 0.000000e+00 8.497621e-04
293
     6.798097e-04 0.000000e+00 8.254832e-04
294
     5.826940e-04 2.427892e-05 8.497621e-04
295
     8.497621e-04 9.711566e-05 6.798097e-04
296
     8.012042e-04 2.427892e-05 5.584151e-04
297
     6.798097e-04 7.283675e-05 7.769253e-04
     7.040886e-04 2.427892e-05 6.069729e-04
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     5.341362e-04 2.427892e-05 5.826940e-04
299
     4.370205e-04 0.000000e+00 6.798097e-04
300
     8.497621e-04 4.855783e-05 6.069729e-04
301
     4.855783e-04 2.427892e-05 6.069729e-04
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303
     6.069729e-04 0.000000e+00 7.040886e-04
304
305
     6.312518e-04 2.427892e-05 8.497621e-04
     5.584151e-04 0.000000e+00 8.497621e-04
306
307
     4.370205e-04 0.000000e+00 4.612994e-04
     3.884627e-04 9.711566e-05 5.098572e-04
308
     3.884627e-04 2.427892e-05 6.555307e-04
309
```

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Z.4Z/69Ze=U4 U.UUUUUUE+UU J.J64IJIE
      5.826940e-04 1.213946e-04 3.884627e-04
 311
      6.069729e-04 2.427892e-05 5.584151e-04
 312
     4.855783e-04 7.283675e-05 6.555307e-04
 313
      6.555307e-04 2.427892e-05 6.555307e-04
 314
 315
     4.370205e-04 4.855783e-05 4.612994e-04
 316
      5.584151e-04 4.855783e-05 4.855783e-04
 317
      5.098572e-04 7.283675e-05 8.012042e-04
     4.370205e-04 2.427892e-05 8.983199e-04
 318
 319
     6.798097e-04 4.855783e-05 3.884627e-04
     3.884627e-04 2.427892e-05 7.283675e-04
 320
      3.399048e-04 0.000000e+00 5.098572e-04
 321
      7.526464e-04 2.427892e-05 6.069729e-04
 322
 323
     4.855783e-04 2.427892e-05 6.555307e-04
 324
     4.855783e-04 0.000000e+00 8.012042e-04
 325
     4.127416e-04 0.000000e+00 6.069729e-04
 326
     4.612994e-04 0.000000e+00 7.526464e-04
 327
     5.826940e-04 2.427892e-05 3.884627e-04
 328 4.612994e-04 2.427892e-05 7.040886e-04
     6.069729e-04 2.427892e-05 8.254832e-04
 329
 330 2.427892e-04 0.000000e+00 4.370205e-04
     4.370205e-04 2.427892e-05 3.884627e-04
 331
     6.555307e-04 4.855783e-05 5.826940e-04
 332
reached getOption("max.print") -- omitted 1211 rows ]
```

Is there any association between consumer price index and consumer?

```
#Is there any association between consumer price index and consumer?

with(bank_additional_full, chisq.test(cons.price.idx,cons.conf.idx))

with(bank_additional_full, table(cons.price.idx,cons.conf.idx))

# OR

with(bank_additional_full, prop.table(table(cons.price.idx,cons.conf.idx)))

#p-value < 2.2e-16 and it is very much less than 0.05.we can reject the null hypothesis in favor of alternative hypothesis and conclude, that the variables, (job & Marital-p-value < 2.2e16),(con.price.idx
```

, consumer- are dependent to each other.

```
Pearson's Chi-squared test

data: cons.price.idx and cons.conf.idx
X-squared = 1029700, df = 625, p-value < 2.2e-16

cons.conf.idx
cons.price.idx -50.8 -50 -49.5 -47.1 -46.2 -45.9 -42.7 -42 -41.8 -40.8 -40.4
```

0	92.201	U	U	U	U	U	U	U	U	U	U	
_	92.379	0	0	0	0	0	0	0	0	0	0	
0	92.431	0	0	0	0	0	0	0	0	0	0	
0	92.469	0	0	0	0	0	0	0	0	0	0	
0	92.649	0	0	0	0	0	0	0	0	0	0	
0	92.713	0	0	0	0	0	0	0	0	0	0	
0	92.756	0	0	0	0	0	10	0	0	0	0	
0	92.843	0	282	0	0	0	0	0	0	0	0	
0	92.893	0	0	0	0	5794	0	0	0	0	0	
0	92.963	0	0	0	0	0	0	0	0	0	715	
0	93.075	0	0	0	2458	0	0	0	0	0	0	
0	93.2	0	0	0	0	0	0	0	3616	0	0	
0	93.369	0	0	0	0	0	0	0	0	0	0	
0	93.444	0	0	0	0	0	0	0	0	0	0	
0	93.749	0	0	0	0	0	0	0	0	0	0	
0	93.749	0	0	0	0	0	0	0	0	0	0	
67												
0	93.876	0	0	0	0	0	0	0	0	0	0	
0	93.918	0	0	0	0	0	0	6685	0	0	0	
0	93.994	0	0	0	0	0	0	0	0	0	0	
0	94.027	0	0	0	0	0	0	0	0	0	0	
0	94.055	0	0	0	0	0	0	0	0	0	0	
0	94.199	0	0	0	0	0	0	0	0	0	0	
0	94.215	0	0	0	0	0	0	0	0	0	0	
0	94.465	0	0	0	0	0	0	0	0	4374	0	
0	94.601	0	0	204	0	0	0	0	0	0	0	
0	94.767	128	0	0	0	0	0	0	0	0	0	
	ice.idx	ons.co	nf.id	X 8	-38 3	-37 5	-36 4	-36 1	-34 9	-34.6	-33 6	
33												
0	92.201	0	0	0	0	0	0	0	0	0	0	
0	92.379	0	0	0	0	0	0	0	0	0	0	
0	92.431	0	0	0	0	0	0	0	0	0	0	
0	92.469	0	0	0	0	0	0	0	0	0	178	

*	92.649	0	0	0	0	0	0	0	0	0	0	
0 172	92.713	0	0	0	0	0	0	0	0	0	0	
	92.756	0	0	0	0	0	0	0	0	0	0	
0	92.843	0	0	0	0	0	0	0	0	0	0	
0	92.893	0	0	0	0	0	0	0	0	0	0	
	92.963	0	0	0	0	0	0	0	0	0	0	
0	93.075	0	0	0	0	0	0	0	0	0	0	
0	93.2	0	0	0	0	0	0	0	0	0	0	
	93.369	0	0	0	0	0	0	0	264	0	0	
0	93.444	0	0	0	0	0	0	5175	0	0	0	
0	93.749	0	0	0	0	0	0	0	0	174	0	
	93.798	0	0	0	0	0	0	0	0	0	0	
0	93.876	0	212	0	0	0	0	0	0	0	0	
0	93.918	0	0	0	0	0	0	0	0	0	0	
0	93.994	0	0	0	0	0	7763	0	0	0	0	
0	94.027	0	0	0	233	0	0	0	0	0	0	
0	94.055	0	0	229	0	0	0	0	0	0	0	
	94.199	0	0	0	0	303	0	0	0	0	0	
0	94.215	311	0	0	0	0	0	0	0	0	0	
0	94.465	0	0	0	0	0	0	0	0	0	0	
0	94.601	0	0	0	0	0	0	0	0	0	0	
0	94.767	0	0	0	0	0	0	0	0	0	0	
cons.pri	ce.idx 92.201 92.379 92.431 92.469 92.649 92.713 92.756 92.843 92.963 93.075 93.2 93.369 93.444 93.749 93.798 93.876 93.918	ons.co -31.4 770 0 0 0 0 0 0 0 0 0 0	-30.1	-29.8 0 267 0 0 0 0 0 0 0 0	-26.9 0 447 0 0 0 0 0 0 0 0 0							

```
93.994
  94.027
94.055
94.199
      000
        0
         0
           0
        Õ
         Ŏ
O
           ŏ
  94.215
94.465
      0
         0
        0
           0
  94.601
      Ó
        0
         Ó
           Ó
  94.767
      0
        0
         0
           0
       idx
    cons.conf
cons.price.idx
       50.8
           -50
               -49.5
                   -47.1
46.2
0.000000000
  0.0000000000
  0.000000000
  0.000000000
  0.000000000
  0.000000000
  92.843 0.000000000 0.0068466544 0.0000000000 0.0000000000
0.000000000
  0.1406720404
93.075 0.000000000 0.000000000 0.000000000 0.0596775760
0.0000000000
  93.2
    0.000000000
  0.000000000
  0.000000000
  0.0000000000
0.000000000
  0.0000000000
  0.000000000
  0.0000000000
  0.000000000
  0.000000000
  0.000000000
  0.000000000
  94.601 0.000000000 0.000000000 0.0049528989 0.0000000000
0.0000000000
  0.0000000000
```

```
cons.price.idx
                -41.8
      -45.9
         -42.7
             -42
40.8
  0.000000000
0.0000000000
  0.0000000000
  0.0000000000
  0.0000000000
  0.0000000000
0.000000000
  93.2
    0.000000000 0.000000000 0.0877925609 0.0000000000
0.0000000000
  0.0000000000
  0.000000000
  0.0000000000
0.0000000000
  93.918 0.000000000 0.1623045547 0.0000000000 0.0000000000
0.0000000000
  0.0000000000
  0.0000000000
  0.0000000000
  0.0000000000
  0.0000000000
  94.465 0.0000000000 0.0000000000 0.000000000 0.1061959794
0.0000000000
  0.000000000
  0.000000000
   cons.conf.idx
-40.4
cons.price.idx
38.3
         -40.3
             -40
                -39.8
  0.000000000
  0.0000000000
  nnnnnnnnnn
```

```
0.0000000000
0.0000000000
 0.000000000
 0.000000000
 0.0000000000
 0.000000000
 93.2
   0.000000000
 0.0000000000
 0.000000000
0.0000000000
 93.876 0.0000000000 0.0000000000 0.0051471302 0.0000000000
0.000000000
 0.0000000000
 0.000000000
 0.0056569875
 0.0000000000
 0.000000000
 94.215 0.0000000000 0.0075507429 0.0000000000 0.0000000000
0.000000000
0.0000000000
cons.conf.idx
-37.5
cons.price.idx
       -36.4
          -36.1
             -34.8
34.6
0.0000000000
 0.0000000000
 0.000000000
 0.000000000
 0.0000000000
 0.0000000000
```

```
000000000
93.2
    93.369 0.0000000000 0.0000000000 0.000000000 0.0064096339
000000000
  93.444 0.0000000000 0.0000000000 0.1256433913 0.0000000000
0.000000000
  0042245314
.0000000000
93.994 0.000000000 0.1884772264 0.000000000 0.000000000 0000000000
  000000000
.0000000000
  0.0000000000
  0.0000000000
  0.000000000
  .0000000000
    cons.conf.idx
-33.6
cons.price.idx
           -33
               -31.4
                   -30.1
29.8
92.201 0.000000000 0.000000000 0.0186947655 0.0000000000
0.000000000
  0.0064824706
  000000000
  .0000000000
  92.649 0.000000000 0.000000000 0.000000000 0.0086675731
000000000
  92.713 0.000000000 0.0041759736 0.0000000000 0.0000000000
000000000
  000000000
0.0000000000
  000000000
  0.000000000
```

```
93.369
0.0000000000
        0.000000000
    0.000000000
    0.000000000
    0.0000000000
0.0000000000
    0.0000000000
    0.0000000000
    0.0000000000
cons.conf.idx
-26.9
cons.price.idx
    92.201 0.00000000000
92.379 0.0000000000
    92.431 0.0108526755
92.469 0.00000000000
    92.649 0.0000000000
    92.713 0.00000000000
92.756 0.0000000000
92.843 0.0000000000
    92.893 0.0000000000
    92.963 0.0000000000
93.075 0.0000000000
    93.2 0.0000000000
93.369 0.0000000000
    93.444 0.0000000000
    93.749 0.00000000000
93.798 0.0000000000
93.876 0.00000000000
    93.918 0.0000000000
    93.994 0.0000000000
    94.027 0.0000000000
94.055 0.0000000000
    94.199 0.0000000000
    94.215
94.465
94.601
        0.0000000000
        0.0000000000
    94.767
        0.0000000000
the employment variation rate consistent across job types?
```

```
#
with(bank additional full, chisq.test(job,emp.var.rate))
with(bank additional full, table(job,emp.var.rate))
#OR
with(bank additional full, prop.table(table(job,emp.var.rate)))
```

```
Pearson's Chi-squared test
data: job and emp.var.rate
X-squared = 4676.8, df = 99, p-value < 2.2e-16
               emp.var.rate
job
                -3.4
                       -3 -2.9 -1.8 -1.7 -1.1 -0.2 -0.1 1.1
                                                                 1.4
                                                      940 1601 4284
 admin.
                 321
                        47
                            562 2231
                                      246
                                            187
                                                   3
                             99 2519
 blue-collar
                  64
                        9
                                        58
                                             33
                                                   3
                                                      575 2295 3599
 entrepreneur
                  24
                         1
                             38
                                 306
                                        14
                                             7
                                                   0
                                                      265
                                                            289
                                                                 512
 housemaid
                  32
                         9
                             41
                                 120
                                        18
                                             16
                                                   1
                                                       70
                                                            229
                                                                 524
 management
                  98
                        12
                            121
                                 593
                                        47
                                             38
                                                   0
                                                      522
                                                            553
                                                                 940
 retired
                 193
                        33
                            181
                                 338
                                        96
                                             83
                                                   0
                                                       72
                                                            215
                                                                 509
 self-employed
                  40
                        6
                             60
                                 287
                                        24
                                             12
                                                   0
                                                      187
                                                            253
                                                                 552
 services
                  32
                         2
                             88 1040
                                       47
                                             40
                                                   0
                                                      311
                                                            932 1477
 student
                  62
                        20
                            144
                                 311
                                       72
                                             73
                                                   0
                                                       21
                                                            66
                                                                 106
                            234 1243
 technician
                 145
                        22
                                      110
                                            115
                                                   2
                                                      575 1060 3237
 unemployed
                  44
                         9
                             76
                                 164
                                        31
                                             28
                                                   1
                                                      141
                                                            171
                                                                 349
 unknown
                  16
                         2
                             19
                                  32
                                        10
                                              3
                                                   0
                                                        4
                                                             99
                                                                 145
               emp.var.rate
job
                         -3.4
                                         -3
                                                    -2.9
                                                                  -1.8
1.7
 admin.
                7.793532e-03 1.141109e-03 1.364475e-02 5.416626e-02
5.972613e-03
 blue-collar
                1.553851e-03 2.185102e-04 2.403613e-03 6.115859e-02
1.408177e-03
 entrepreneur
                5.826940e-04 2.427892e-05 9.225988e-04 7.429348e-03
3.399048e-04
 housemaid
                7.769253e-04 2.185102e-04 9.954356e-04 2.913470e-03
4.370205e-04
 management
                2.379334e-03 2.913470e-04 2.937749e-03 1.439740e-02
1.141109e-03
                4.685831e-03 8.012042e-04 4.394484e-03 8.206274e-03
 retired
2.330776e-03
self-employed 9.711566e-04 1.456735e-04 1.456735e-03 6.968049e-03
5.826940e-04
                7.769253e-04 4.855783e-05 2.136545e-03 2.525007e-02
 services
1.141109e-03
                1.505293e-03 4.855783e-04 3.496164e-03 7.550743e-03
 student
1.748082e-03
 technician
                3.520443e-03 5.341362e-04 5.681266e-03 3.017869e-02
2.670681e-03
 unemployed
                1.068272e-03 2.185102e-04 1.845198e-03 3.981742e-03
7.526464e-04
```

```
unknown
                3.884627e-04 4.855783e-05 4.612994e-04 7.769253e-04
2.427892e-04
               emp.var.rate
                        -1.1
                                     -0.2
job
                                                   -0.1
                                                                 1.1
1.4
                4.540157e-03 7.283675e-05 2.282218e-02 3.887054e-02
  admin.
1.040109e-01
  blue-collar
                8.012042e-04 7.283675e-05 1.396038e-02 5.572011e-02
8.737982e-02
                1.699524e-04 0.000000e+00 6.433913e-03 7.016607e-03
  entrepreneur
1.243081e-02
  housemaid
                3.884627e-04 2.427892e-05 1.699524e-03 5.559872e-03
1.272215e-02
 management
                9.225988e-04 0.000000e+00 1.267359e-02 1.342624e-02
2.282218e-02
                2.015150e-03 0.000000e+00 1.748082e-03 5.219967e-03
  retired
1.235797e-02
  self-employed 2.913470e-04 0.000000e+00 4.540157e-03 6.142566e-03
1.340196e-02
  services
                9.711566e-04 0.000000e+00 7.550743e-03 2.262795e-02
3.585996e-02
  student
                1.772361e-03 0.000000e+00 5.098572e-04 1.602408e-03
2.573565e-03
                2.792075e-03 4.855783e-05 1.396038e-02 2.573565e-02
  technician
7.859085e-02
                6.798097e-04 2.427892e-05 3.423327e-03 4.151695e-03
  unemployed
8.473342e-03
                7.283675e-05 0.000000e+00 9.711566e-05 2.403613e-03
  unknown
3.520443e-03
```

Is the employment variation rate same across education?

Which group is more confident?

```
with(bank additional full, chisq.test( education, emp.var.rate))
```

with(bank additional full, table(education, emp.var.rate))

OR

with(bank additional full, prop.table(table(education,emp.var.rate)))

```
Pearson's Chi-squared test
data: education and emp.var.rate
X-squared = 1451.6, df = 63, p-value < 2.2e-16
                      emp.var.rate
                       -3.4
education
                              -3 -2.9 -1.8 -1.7 -1.1 -0.2 -0.1
                                                                         1.4
                                                                   1.1
  basic.4y
                                  106 843
                                               75
                                                    59
                        141
                               17
                                                           3
                                                              238
                                                                   993 1701
  basic.6y
                         36
                               0
                                        584
                                               18
                                                     9
                                                           0
                                                              154
                                                                    592
                                    35
                                                                         864
                               16
  basic.9y
                         69
                                   110 1628
                                               53
                                                    27
                                                           0
                                                              504 1428 2210
  high.school
                        216
                               36
                                   358 2366
                                              183
                                                   143
                                                           4
                                                              809
                                                                  1857 3543
  illiterate
                          0
                               0
                                     3
                                           3
                                                0
                                                     0
                                                           0
                                                                3
                                                                      2
                                   196 1041
  professional.course
                        131
                               19
                                               93
                                                   113
                                                           3
                                                              470
                                                                   887 2290
                               70
                                   758 2403
                        411
                                              301
                                                   242
                                                           0
                                                             1414 1627 4942
  university.degree
```

```
unknown
                     emp.var.rate
                              -3.4
education
                                              -3
                                                         -2.9
                      3.423327e-03 4.127416e-04 2.573565e-03 2.046713e-02
 basic.4y
 basic.6y
                      8.740410e-04 0.000000e+00 8.497621e-04 1.417889e-02
                      1.675245e-03 3.884627e-04 2.670681e-03 3.952608e-02
 basic.9y
                      5.244246e-03 8.740410e-04 8.691852e-03 5.744392e-02
 high.school
  illiterate
                      0.000000e+00 0.000000e+00 7.283675e-05 7.283675e-05
 professional.course 3.180538e-03 4.612994e-04 4.758668e-03 2.527435e-02
 university.degree
                      9.978635e-03 1.699524e-03 1.840342e-02 5.834224e-02
                      1.626687e-03 3.399048e-04 2.355055e-03 7.672138e-03
 unknown
                     emp.var.rate
                              -1.7
                                                         -0.2
education
                                           -1.1
                      1.820919e-03 1.432456e-03 7.283675e-05 5.778382e-03
 basic.4y
                      4.370205e-04 2.185102e-04 0.000000e+00 3.738953e-03
 basic.6y
                      1.286783e-03 6.555307e-04 0.000000e+00 1.223657e-02
 basic.9y
                      4.443042e-03 3.471885e-03 9.711566e-05 1.964164e-02
 high.school
                     0.000000e+00 0.000000e+00 0.000000e+00 7.283675e-05
 illiterate
 professional.course 2.257939e-03 2.743518e-03 7.283675e-05 1.141109e-02
 university.degree 7.307954e-03 5.875498e-03 0.000000e+00 3.433039e-02
                      1.213946e-03 1.019714e-03 0.000000e+00 2.209381e-03
 unknown
                     emp.var.rate
education
                               1.1
                      2.410896e-02 4.129844e-02
 basic.4y
                      1.437312e-02 2.097698e-02
 basic.6y
                                   5.365640e-02
                      3.467029e-02
 basic.9y
                      4.508595e-02 8.602020e-02
 high.school
 illiterate
                      4.855783e-05 1.699524e-04
 professional.course 2.153540e-02 5.559872e-02
                      3.950180e-02 1.199864e-01
  university.dearee
```

bank_marketing_data <- read_delim("C:/Users/Seshan/Desktop/bank_marketing_data.csv",

";", escape_double = FALSE, trim_ws = TRUE)

head(bank marketing data)

We look at difference between mean and median in summary if it's more there might be outliers

boxplot(bank_marketing_data\$age, main="Age Box plot",yaxt="n", xlab="Age",

horizontal=TRUE, col=terrain.colors(2))

By plotting histogram we can ensure if there are outliers or not

DATA VISUALISATION

Use Box plots (Only for continuous variables)- To Check Ouliers

boxplot(bank_marketing_data\$age~bank_marketing_data\$contact, main=" AGE",ylab="age of customers",xlab="contact")

boxplot(bank_marketing_data\$age~bank_marketing_data\$job, main=" AGE",ylab="age of customers",xlab="job")

boxplot(bank_marketing_data\$age~bank_marketing_data\$education, main=" AGE",ylab="age of customers",xlab="education")

boxplot(bank_marketing_data\$age~bank_marketing_data\$marital, main=" AGE",ylab="age of

```
customers",xlab="marital")

## Barplots for Categorical Variables

barplot(table(bank_marketing_data$job),col="red",main="JOB")

barplot(table(bank_marketing_data$marital),col="green",main="Marital")

barplot(table(bank_marketing_data$education),col="red",main="Education")

barplot(table(bank_marketing_data$emp.var.rate),col="red",main="emp.var.rate")

hist(bank_marketing_data$age,col=terrain.colors(10))

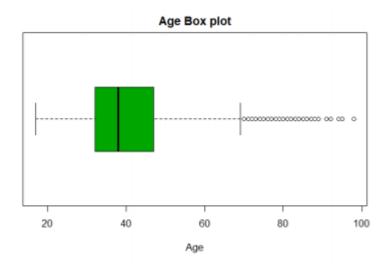
#Correlation Analysis What we saw in the box plot can be emphasized by correlation plot, It can tell if predictor is a good predictor or not a good predictor. This analysis can help us decide if we can drop some columns/predictors depending upon its correlation with the outcome variable.

library(psych)

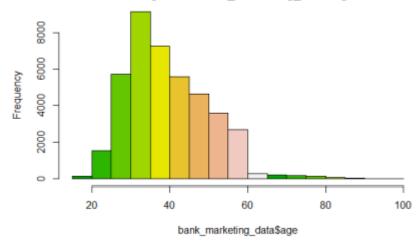
pairs.panels(bank_marketing_data[, c(1:8,17)])

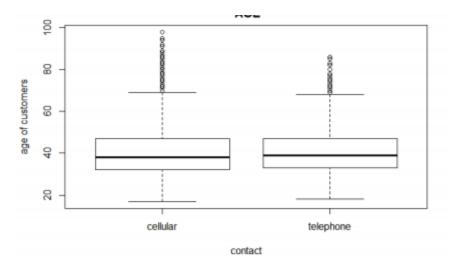
pairs.panels(bank_marketing_data[, c(9:17)])
```

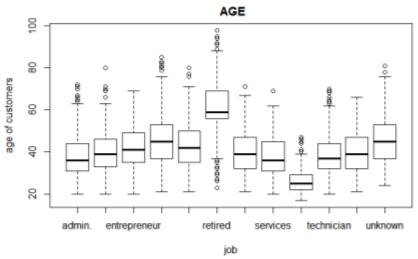
pairs.panels(bank_marketing_data[, c(1:8,19)])

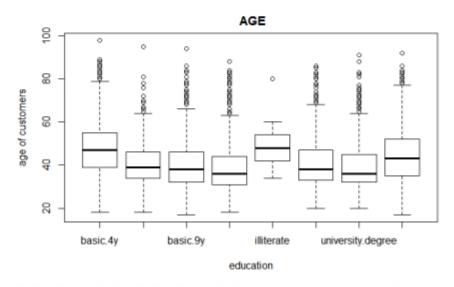


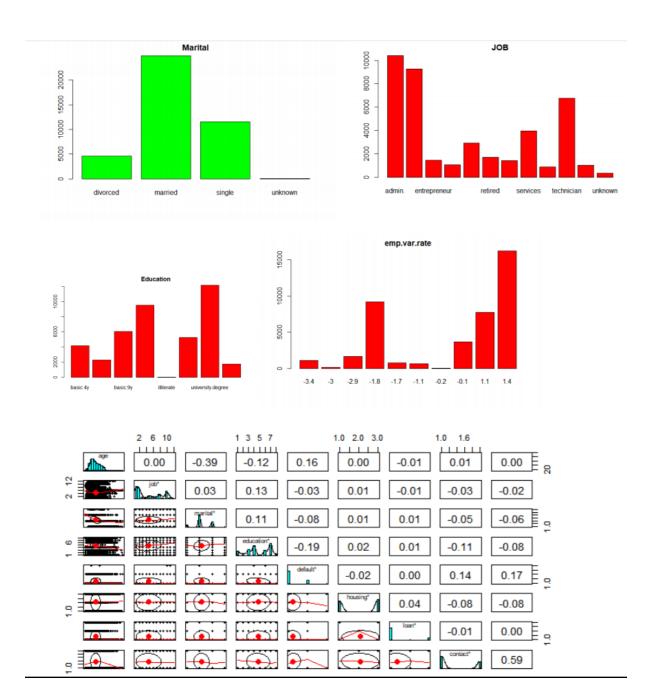
Histogram of bank_marketing_data\$age

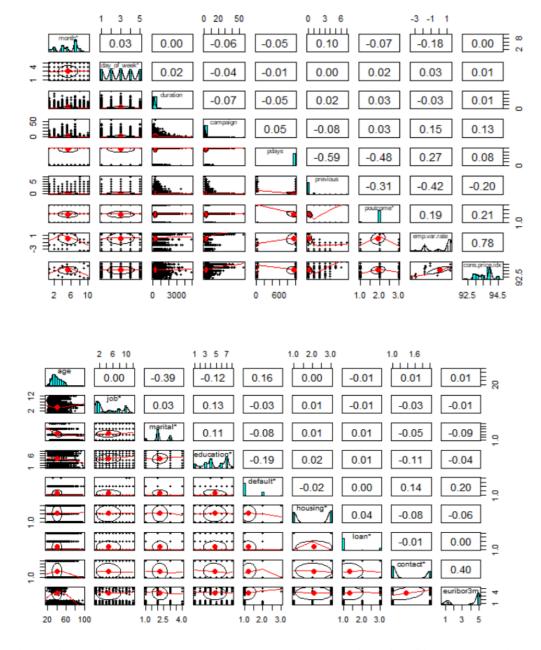












Subset Selection/ Feature-space reduction: Features-space can be reduced by selecting subsets

based upon correlation values obtained

##############Bubset Selection############ lib

bank_marketing_data_sub<-bank_marketing_data[, c(1:4,7:9,12,14,15,17)] str(bank_marketing_data_sub)

pairs.panels(bank_marketing_data_sub)

#3.4. Data transformation and Binning We do data transformation and binning for better modeling. We convert categorical variable into numerical using binning.

#bank_marketing_data_sub\$age <- cut(bank_marketing_data_sub\$age, c(1,20,40,60,100))

#bank_marketing_data_sub\$is_divorced <- ifelse(bank_marketing_data_sub\$marital ==

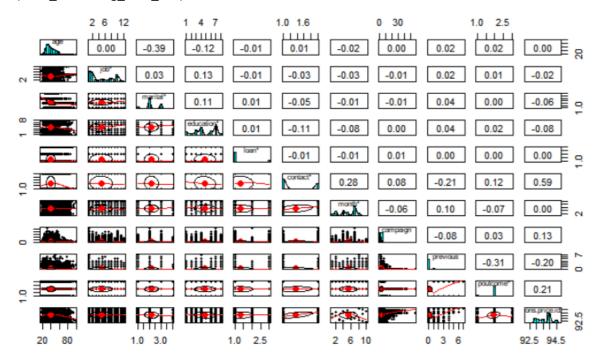
"divorced", 1, 0)

bank_marketing_data_sub\$is_nr.employed <- ifelse(bank_marketing_data_sub\$education ==
"employed", 1, 0)</pre>

#bank_marketing_data_sub\$is_single <- ifelse(bank_marketing_data_sub\$marital == "single",
1, 0)</pre>

bank_marketing_data_sub\$nr.employed <- NULL

str(bank_marketing_data_sub)



#scatter.smooth(x=bank_marketing_data\$job, y=bank_marketing_data\$emp.var.rate,
main="emp.var.rate ~ job") # scatterplot

load library

library(corrplot)

load the data

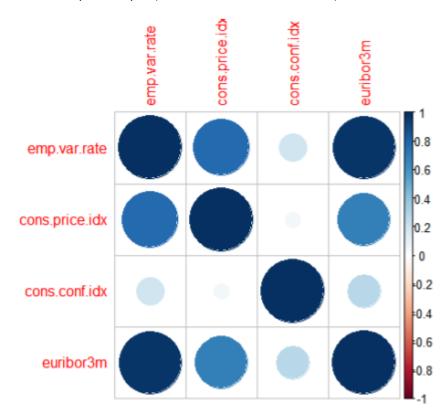
data<-bank_marketing_data

data(bank_marketing_data_sub)

calculate correlations

correlations <- cor(bank_marketing_data[,16:19])</pre>

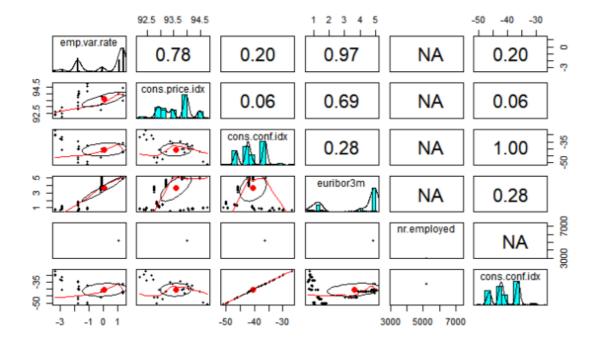
create correlation plot corrplot(correlations, method="circle")

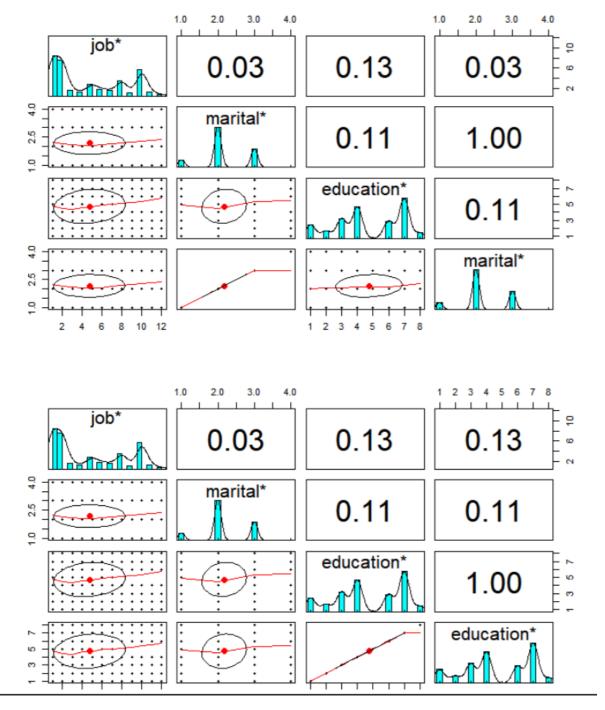


airs.panels(bank_marketing_data[, c(16:20,18)])

pairs.panels(bank_marketing_data[, c(2:4,3)])

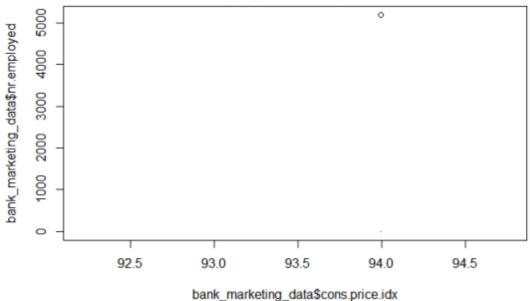
pairs.panels(bank_marketing_data[, c(2:4,4)])





scatter.smooth(x=bank_marketing_data\$cons.price.idx, y=bank_marketing_data\$nr.employed, main="nr.employed ~ cons.price.idx")

nr.employed ~ cons.price.idx



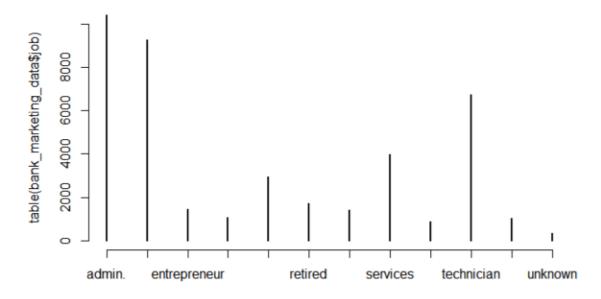
#cor(bank_marketing_data\$age, bank_marketing_data\$emp.var.rate)

head(bank_marketing_data)

table(bank_marketing_data\$job)

table(bank_marketing_data\$marital)

plot(table(bank_marketing_data\$job))



library(psych) pairs.panels(bank_marketing_data[,1:6])

