

Dataset

57

Car Insurance Cold Calls

We help the guys and girls at the front to get out of Cold Call Hell



GregKondla • updated 2 years ago (Version 1)

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Usability 7.1

Tags business, natural and physical sciences, education, insurance

Description

Introduction

Here you find a very simple, beginner-friendly data set. No sparse matrices, no fancy tools needed to understand what's going on. Just a couple of rows and columns. Super simple stuff. As explained below, this data set is used for a competition. As it turns out, this competition tends to reveal a common truth in data science: KISS - Keep It Simple Stupid

What is so special about this data set is, given its simplicity, it pays off to use "simple" classifiers as well. This year's competition was won by a C5.0 . Can you do better?

Description

We are looking at cold call results. Turns out, same salespeople called existing insurance customers up and tried to sell car insurance. What you have are details about the called customers. Their age, job, marital status, whether they have home insurance, a car loan, etc. As I said, super simple.

What I would love to see is some of you applying some crazy XGBoost classifiers, which we can square off against some logistic regressions. It would be curious to see what comes out on top. Thank you for your time, I hope you enjoy using the data set.

Acknowledgements

Thanks goes to the Decision Science and Systems Chair of Technical University of Munich (TUM) for getting the data set from a real world company and making it available to be shared publicly. Also Vladimir Fux, who oversees the challenge associated with this data set.

Inspiration

This is a data set used for teaching entry level data mining skills at the TUM. Every year there is a competition as part of the curriculum of a particular course. This Data Mining Cup teaches some of the very fundamentals that are always worthy to be revisited, especially by pros abundant at Kaggle. For some of my thoughts see the verbose comments in the Kernel.

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Data (951 KB)



Data Sources

carInsurance_test.... 19 columns

About this file

Test data - you can probably ignore it. The

Columns

Id

31/10/2019

Car Insurance Cold Calls | Kaggle

carInsurance_train... 19 columns

DSS_DMC_Description.pdf

column to be classified is empty. It's there for competition purposes.

Age

A Job

A Marital

A Education

Default

Balance

HHInsurance

CarLoan

A Communication

LastContactDay

A LastContactMonth

NoOfContacts

DaysPassed

PrevAttempts

A Outcome

CallStart

CallEnd

A CarInsurance

carInsurance_test.csv (92.16 KB)

19 of 19 columns

Views

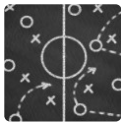
	Id	# Age	A Job	A Marital	A Education	# Default
			<div>management22%</div> <div>blue-collar18%</div> <div>Other (10)60%</div>	<div>married59%</div> <div>single30%</div> <div>Other (1)11%</div>	<div>secondary50%</div> <div>tertiary32%</div> <div>Other (2)18%</div>	
1	4001	25	admin.	single	secondary	
2	4002	40	management	married	tertiary	
3	4003	44	management	single	tertiary	
4	4004	27	services	single	secondary	
5	4005	53	technician	married	secondary	
6	4006	28	management	single	tertiary	
7	4007	39	blue-collar	married	secondary	
8	4008	50	management	married	tertiary	
9	4009	56	management	divorced	tertiary	
10	4010	36	self-employed	married	secondary	
11	4011	45	self-employed	married	secondary	
12	4012	38	technician	married	tertiary	
13	4013	41	blue-collar	married	secondary	
14	4014	57	technician	married	secondary	
15	4015	29	management	married	tertiary	
16	4016	38	technician	married	tertiary	
17	4017	53	housemaid	married	primary	
18	4018	60	retired	married	secondary	
19	4019	43	self-employed	married	tertiary	
20	4020	36	admin.	married	tertiary	
21	4021	28	services	single	secondary	
22	4022	68	retired	married	secondary	
23	4023	47	NA	married	NA	
24	4024	43	entrepreneur	married	secondary	

Id	Age	Job	Marital	Education	Defa
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