Hi,

So my approach towards this problem was like this

1. I imported Training data using pandas library, checked the shape, data types of columns and null values.
2. So there was 29325 null values in the Credit\_Product column, that was solved using backward Fill method.
3. Then checked duplicates in the data.
4. Also checked the unique entries in the Categorical columns.
5. Then I created new Dataframe with index as ID.
6. Then I checked our Target Variable entries using value\_counts, whick showed us that there will be biasness towards ‘0’ No lead.
7. To solve Biasness I took approx. equal number of 0 and 1 as our Training data.
8. Then I applied Label encoding on categorical variables.
9. And then train\_test split on data.
10. Then first I used Logistic Regression followed by Xgboost and RandomForest.
11. Then I got highest Auc\_roc\_score for xgboost, I applied grid\_search\_cv for parameter tuning and got best parameters from the list and run back the model.