

## **Fraud Detection analysis Insights**

### **Valuable Insights -**

The Sensitivity and Specificity, Accuracy, Precision and Recall score we got from test set are almost accurate.

We have high recall score than precision score which is a sign of good model.

In business terms, this model has an ability to adjust with the company's requirements in coming future.

This concludes that the model is in stable state.

Important features responsible for good conversion rate or the ones' which contributes more towards the probability of a lead getting converted are :

- Lead Origin Lead Add Form
- Total Time Spent on Website
- What is your current occupation Working Professional