Teleco

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PHASE 1: Reading the Dataset

PHASE 2 => Data Pre-Processing

Step 1: Checking for any Missing Data and Statistical Summary

	data									
##	t 42 Variables 1000 Observations									
	+ 42 Valiables 1000 ubservations									
	region									
##	n	missing	distinct	Info	Mean	Gmd				
	1000	0	3	0.889	2.022	0.8888				
##			_	_						
			2							
			334 34							
	Proportion 0.322 0.334 0.344									
	tenure									
##		missing	distinct	Info	Mean	Gmd	.05	.10		
##	1000	0	72	1	35.53	24.65	4	7		
##	. 25	.50	.75	.90	.95					
##	17	34	54	66	70					
##										
			4 5, hig	ghest: 68		72				
	age									
	_	missing	distinct	Info	Mean	Gmd	.05	.10		
		_	60							
			.75							
##			51		64					
##										
			21 22, hig			77				
	marital				_					
			distinct			Mean				
	1000	0	2	0.75	495	0.495	0.5005			
##										
	address									
##		missing	distinct	Info	Mean	Gmd	.05	.10		
			50							
			.75							
##			18.0							
##										
##	lowest :	0 1 2	3 4, hi	ghest: 45	46 48 49	55				

```
## income
 n missing distinct Info Mean
                            Gmd .05
                                       .10
                  1 77.53 75.3 18.0
.90 .95
   1000 0 218
##
                                       21.0
   .25 .50 .75 .90
29.0 47.0 83.0 155.4
##
                       232.2
## lowest: 9 10 11 12 13, highest: 732 928 944 1131 1668
## -----
    n missing distinct Info Mean
                            Gmd
             5 0.946 2.671 1.369
   1000 0
##
##
         1 2 3 4
## Value
## Frequency 204 287 209 234 66
## Proportion 0.204 0.287 0.209 0.234 0.066
## employ
 n missing distinct Info Mean Gmd .05 .10
##
       0 46 0.997 10.99 10.93
##
   1000
                                  0
   .25
        .50 .75 .90 .95
##
    3
         8
              17
                   25
##
## lowest : 0 1 2 3 4, highest: 41 43 44 45 47
 n missing distinct Info Sum Mean Gmd
##
 n missing distinct Info Sum Mean Gmd
##
   1000 0 2 0.749
                       517 0.517 0.4999
##
## -----
## reside
## n missing distinct Info Mean
##
   1000 0 8 0.923 2.331 1.52
##
## Value 1 2 3 4 5 6 7
## Frequency 375 272 138 120 60 29 4
## Proportion 0.375 0.272 0.138 0.120 0.060 0.029 0.004 0.002
## -----
## tollfree
 n missing distinct Info
                       Sum
                            Mean
   1000 0 2
                  0.748
                            0.474 0.4991
##
                        474
## ------
## equip
## n missing distinct Info
                        Sum
                            Mean
##
   1000 0 2
                        386
                            0.386 0.4745
                  0.711
## ------
## callcard
```

```
n missing distinct Info Sum Mean Gmd
##
     1000 0 2
                           0.655
                                   678
                                          0.678 0.4371
##
## wireless
   n missing distinct Info Sum Mean
     1000 0 2
                           0.625
                                   296
                                          0.296 0.4172
##
## longmon
  n missing distinct Info Mean Gmd .05 .10
1000 0 425 1 11.72 9.559 2.998 3.645
.25 .50 .75 .90 .95
##
##
   5.200 8.525 14.413 23.960 31.615
##
##
## lowest: 0.90 1.05 1.10 1.35 1.45, highest: 62.30 75.45 81.55 89.40 99.95
## tollmon
                                                  .05
                           Info Mean
                                          Gmd
   n missing distinct
                                                          . 10
          0 162 0.855 13.27 16.92 0.00
.50 .75 .90 .95
##
     1000
                                                          0.00
##
     . 25
     0.00 0.00 24.25 34.75 41.77
##
## lowest: 0.00 5.75 9.00 9.25 9.50, highest: 77.75 78.75 84.00 87.00 173.00
## -----
## equipmon
                          Info Mean Gmd .05 .10 0.769 14.22 19.2 0.00 0.00
  n missing distinct
          0 310 0.769 14.22
    1000
            .50 .75 .90 .95
##
     . 25
     0.00 0.00 31.47 42.66 48.65
##
##
## lowest: 0.00 15.40 19.55 19.75 19.80, highest: 64.20 69.40 70.05 73.80 77.70
## cardmon
    n missing distinct Info Mean Gmd .05
1000 0 176 0.967 13.78 14.67 0.00
.25 .50 .75 .90 .95
  n missing distinct
                                                          .10
##
                                                          0.00
##
     0.00 12.00 20.50 31.50 37.79
##
## lowest: 0.00 2.75 3.75 4.50 4.75, highest: 74.00 82.25 84.75 87.50 109.25
## ------
## wiremon
    n missing distinct Info Mean Gmd .05 .10 1000 0 263 0.651 11.58 17.76 0.00 0.00
   n missing distinct
    .25 .50 .75 .90 .95
0.00 0.00 24.71 42.11 51.35
##
## lowest: 0.00 14.90 15.10 16.85 17.45, highest: 83.70 85.85 96.25 109.70 111.95
## longten
   n missing distinct Info Mean Gmd .05 .10 1000 0 960 1 574.1 699 12.30 29.18
##

    1000
    0
    960
    1
    574.1

    .25
    .50
    .75
    .90
    .95

##
##
## 90.14 285.48 755.02 1537.09 2144.79
```

```
##
## lowest: 0.90 1.05 1.10 1.35 1.45
## highest: 4333.00 5464.60 5988.50 6353.90 7257.60
## -----
## tollten
##
    n missing distinct Info Mean Gmd .05 .10
    1000 0 473 0.854 551.3 823.1 0.0
                                             0.0
    .25 .50 .75 .90 .95
0.0 0.0 846.9 1838.4 2424.3
          .50 .75 .90 .95
##
##
##
## lowest: 0.00 5.75 20.75 23.05 26.50
## highest: 4748.45 4905.85 4938.60 5850.25 5916.00
## -----
## equipten
    n missing distinct Info Mean
                          Mean Gmd .05
465.6 736.6 0.0
##
                                             .10
                     0.769
##
    1000
        0 386
                                             0.0
               .75 .90 .95
##
     . 25
          .50
##
     0.0
          0.0 579.5 1854.9 2435.6
##
## lowest: 0.00 15.40 17.25 22.60 22.80
## highest: 3925.50 4167.70 4758.05 4980.80 5028.65
## -----
## cardten
  n missing distinct Info Mean Gmd .05
1000 0 338 0.967 605.8 775.2 0.0
                                            .10
    1000 0 338 0.967 605.8 775.2
##
                                            0.0
               .75 .90 .95
    .25
          .50
##
     0.0
        332.5 910.0 1505.5 2181.0
## lowest: 0.00 2.75 5.00 10.00 15.00
## highest: 4975.00 5115.00 5455.00 5520.00 7515.00
## -----
## wireten
  n missing distinct Info Mean Gmd .05
                                             .10
        0 297 0.651 442.7 743.3
                                      0.0
##
    1000
                                             0.0
                          .95
               .75
##
    . 25
          .50
                    .90
     0.0
          0.0 316.5 1833.7 2727.6
##
##
## lowest: 0.00 10.45 16.85 20.95 24.20
## highest: 4399.60 4828.20 6132.20 6444.95 7856.85
## -----
## multline
  n missing distinct Info Sum
1000 0 2 0.748 475
                                Mean
                                      Gmd
                           475 0.475 0.4992
##
## -----
## voice
      n missing distinct Info Sum
##
                                Mean
                                       Gmd
##
    1000 0 2
                     0.635
                           304
                                0.304 0.4236
## -----
## pager
## n missing distinct Info Sum Mean Gmd
## 1000 0 2 0.579 261 0.261 0.3861
##
```

##								
##	internet							
##	n	missing	distinct	Info	Sum	Mean	Gmd	
##	1000	0	2	0.698	368	0.368	0.4656	
##								
##								
##	callid							
##	n	missing	distinct	Info	Sum	Mean	Gmd	
##	1000	0	2	0.749	481	0.481	0.4998	
##								
##								
##	callwait							
##	n	missing	distinct	Info	Sum	Mean	Gmd	
##	1000	0	2	0.749	485	0.485	0.5001	
##								
##								
##	forward							
##	n	missing	distinct	Info	Sum	Mean	Gmd	
##	1000	0	2	0.75	493	0.493	0.5004	
##								
##								
##	confer							
##	n	missing	distinct	Info	$\operatorname{\mathtt{Sum}}$	Mean	Gmd	
##	1000	0	2	0.75	502	0.502	0.5005	
##								
##								
	ebill							
			distinct					
	1000	0	2	0.7	371	0.371	0.4672	
##								
	loglong		1	т с		<i>a</i> 1	٥٦	4.0
			distinct					
			425			0.829	1.098	1.293
			.75					
##	1.649	2.143	2.668	3.176	3.454			
##	10,,,,,,	_0 10526	1 0 049700) 0 00E2	10 0 200	105 0 27	1564	
			1 0.048790					
			1 4.323470				4070 	
	logtoll							
	•	miccina	distinct	Tnfo	Maan	Cmd	05	.10
			161					
##	25	50	.75	90	95	0.4000	2.021	2.101
			3.489					
##	2.010	0.200	0.100	01101	0.020			
	lowest :	1.749200	2.197225 2	2.224624	2.251292	2.277267		
			4.366278 4					
	logequi							
##		missing	distinct	Info	Mean	Gmd	.05	.10
##			309		3.568		3.121	
##			.75	.90	.95			
##			3.757					

```
##
## lowest : 2.734368 2.972975 2.983153 2.985682 2.990720
## highest: 4.162003 4.239887 4.249209 4.301359 4.352855
  ______
## logcard
##
       n missing distinct
                       {\tt Info}
                              Mean
                                            . 05
                                      Gmd
                                                    . 10
##
            322 175
                         1
                              2.854
                                   0.6274
     678
                                            1.946
                                                   2.169
##
     .25
            .50
                 .75
                         .90
                               .95
          2.848
                 3.209
##
    2.464
                        3.577
                              3.732
##
## lowest : 1.011601 1.321756 1.504077 1.558145 1.609438
## highest: 4.304065 4.409763 4.439706 4.471639 4.693639
  ______
## logwire
##
       n missing distinct
                        Info
                              Mean
                                      Gmd
                                            .05
                                                   .10
                        1
##
     296
            704
                   262
                              3.598
                                     0.417
                                            3.033
                                                   3.140
##
     .25
            .50
                   .75
                         .90
                                .95
##
    3.334
           3.595
                 3.862
                        4.083
                               4.192
##
## lowest : 2.701361 2.714695 2.824351 2.859340 2.873565
## highest: 4.427239 4.452602 4.566949 4.697749 4.718052
  ______
## lninc
##
       n missing distinct
                        Info
                               Mean
                                       Gmd
                                            . 05
                                                    .10
                        1
                              3.957
##
     1000
            0
                   218
                                    0.8912
                                            2.890
                                                   3.045
##
     .25
            .50
                   .75
                         .90
                               .95
##
    3.367
           3.850
                 4.419
                        5.046
                              5.448
## lowest : 2.197225 2.302585 2.397895 2.484907 2.564949
## highest: 6.595781 6.833032 6.850126 7.030857 7.419381
## -----
## custcat
##
       n missing distinct
                        Info
                               Mean
                                       {\tt Gmd}
                        0.936
                              2.487
##
     1000
           0
                                     1.252
##
## Value
                 2
                   3
             1
## Frequency
          266 217 281
## Proportion 0.266 0.217 0.281 0.236
## ------
## churn
       n missing distinct
                        Info
                                Sum
                                      Mean
                                             Gmd
##
     1000
             0
                    2
                        0.597
                                274
                                     0.274
                                           0.3982
## -----
```

So, we find missing data in 4 columns namely logtoll, logequi, logcard, logwire.

Since all the data that have missing values are of [log of the user], we will replace the missing values with mean of the data.

```
## data
##
## 42 Variables 1000 Observations
## ------
## region
```

```
## n missing distinct Info Mean Gmd
## 1000 0 3 0.889 2.022 0.8888
##
          1 2 3
## Value
## Frequency 322 334 344
## Proportion 0.322 0.334 0.344
## tenure
  n missing distinct Info Mean Gmd .05 .10 1000 0 72 1 35.53 24.65 4 7
##
           .50 .75
    . 25
                  .75 .90 .95
54 66 70
     17
##
## lowest : 1 2 3 4 5, highest: 68 69 70 71 72
## -----
## age
##
  n missing distinct Info Mean
                                    Gmd .05 .10
    1000 0 60 0.999 41.68 14.33
                                            23
                                                   26
    .25
           .50 .75 .90 .95
40 51 59 64
##
     32
##
## lowest : 18 19 20 21 22, highest: 73 74 75 76 77
## marital
  n missing distinct Info Sum Mean Gmd
    1000 0 2 0.75
                              495 0.495 0.5005
##
## address
## n missing distinct Info Mean Gmd .05 .10
## 1000 0 50 0.998 11.55 10.92 0.0 1.0
## .25 .50 .75 .90 .95
          9.0 18.0 26.1
##
    3.0
                              31.0
##
## lowest : 0 1 2 3 4, highest: 45 46 48 49 55
## ------
                              Mean Gmd .05
77.53 75.3 18.0
   n missing distinct Info Mean
                                                  .10
    1000 0 218 1 77.53
.25 .50 .75 .90 .95
##
    . 25
    29.0 47.0 83.0 155.4
                              232.2
## lowest: 9 10 11 12 13, highest: 732 928 944 1131 1668
## n missing distinct Info Mean Gmd
## 1000 0 5 0.946 2.671 1.369
##
## Value 1 2 3 4
## Frequency 204 287 209 234 66
## Proportion 0.204 0.287 0.209 0.234 0.066
## ------
## employ
## n missing distinct Info Mean Gmd .05 .10
```

```
1000 0 46 0.997 10.99 10.93 0 0
.25 .50 .75 .90 .95
##
##
                 17
##
     3
            8
                        25
##
## lowest : 0 1 2 3 4, highest: 41 43 44 45 47
## -----
  n missing distinct Info Sum Mean Gmd
1000 0 2 0.134 47 0.047 0.08967
##
## gender
## n missing distinct Info Sum Mean Gmd ## 1000 0 2 0.749 517 0.517 0.4999
##
## -----
## reside
## n missing distinct Info Mean Gmd
    1000 0 8 0.923 2.331 1.52
##
           1 2 3 4 5 6 7 8
## Value
## Frequency 375 272 138 120 60 29 4
## Proportion 0.375 0.272 0.138 0.120 0.060 0.029 0.004 0.002
## -----
## tollfree
  n missing distinct Info Sum Mean
    1000 0 2 0.748
                             474 0.474 0.4991
## equip
## n missing distinct Info Sum Mean Gmd
## 1000 0 2 0.711 386 0.386 0.4745
##
## -----
## callcard
\hbox{\tt \#\#} \qquad \qquad \hbox{\tt n missing distinct} \qquad \hbox{\tt Info} \qquad \qquad \hbox{\tt Sum} \qquad \quad \hbox{\tt Gmd} \qquad \qquad
##
    1000 0 2
                       0.655
                              678
                                    0.678 0.4371
##
## ------
## wireless
  n missing distinct Info Sum Mean Gmd
         0 2 0.625
                             296 0.296 0.4172
##
    1000
## -----
## longmon
## n missing distinct Info Mean Gmd .05 .10
## 1000 0 425 1 11.72 9.559 2.998 3.645
## .25 .50 .75 .90 .95
## 5.200 8.525 14.413 23.960 31.615
## lowest: 0.90 1.05 1.10 1.35 1.45, highest: 62.30 75.45 81.55 89.40 99.95
## tollmon
## n missing distinct Info Mean Gmd .05 .10
```

```
    1000
    0
    162
    0.855
    13.27
    16.92
    0.00
    0.00

    .25
    .50
    .75
    .90
    .95

##
##
    0.00 0.00 24.25 34.75
##
                             41.77
##
## lowest: 0.00 5.75 9.00 9.25 9.50, highest: 77.75 78.75 84.00 87.00 173.00
## -----
## equipmon
    n missing distinct Info Mean
    1000 0 310 0.769 14.22 19.2 0.00
.25 .50 .75 .90 .95
                                                 .10
##
                                                 0.00
##
    . 25
##
    0.00 0.00 31.47 42.66 48.65
## lowest: 0.00 15.40 19.55 19.75 19.80, highest: 64.20 69.40 70.05 73.80 77.70
## -----
## cardmon
  n missing distinct Info Mean Gmd .05 .10
1000 0 176 0.967 13.78 14.67 0.00 0.00
.25 .50 .75 .90 .95
##
##
##
   0.00 12.00 20.50 31.50 37.79
##
##
## lowest: 0.00 2.75 3.75 4.50 4.75, highest: 74.00 82.25 84.75 87.50 109.25
## -----
## wiremon
  n missing distinct Info Mean
                                   Gmd .05
                                                 .10
    1000 0 263 0.651 11.58 17.76 0.00 0.00
##
           .50
    .25
                 .75 .90 .95
    0.00 0.00 24.71 42.11 51.35
##
## lowest: 0.00 14.90 15.10 16.85 17.45, highest: 83.70 85.85 96.25 109.70 111.95
## -----
## longten
  n missing distinct Info Mean Gmd .05 .10
1000 0 960 1 574.1 699 12.30 29.18
    1000 0 960 1 574.1
.25 .50 .75 .90 .95
##
##
    . 25
  90.14 285.48 755.02 1537.09 2144.79
##
## lowest: 0.90 1.05 1.10 1.35 1.45
## highest: 4333.00 5464.60 5988.50 6353.90 7257.60
## -----
## tollten
## n missing distinct Info Mean Gmd
                                          .05
                                                  .10
    1000 0 473 0.854 551.3 823.1 0.0 0.0
    .25 .50 .75 .90 .95
0.0 0.0 846.9 1838.4 2424.3
                .75 .90 .95
##
## lowest: 0.00 5.75 20.75 23.05 26.50
## highest: 4748.45 4905.85 4938.60 5850.25 5916.00
## -----
## equipten
    n missing distinct Info Mean
    n missing distinct Info Mean Gmd .05 .10 1000 0 386 0.769 465.6 736.6 0.0 0.0
##
##
           .50 .75 .90 .95
##
    . 25
     0.0 0.0 579.5 1854.9 2435.6
##
##
```

```
## lowest: 0.00 15.40 17.25 22.60 22.80
## highest: 3925.50 4167.70 4758.05 4980.80 5028.65
## -----
## cardten
   1000 0 338 0.967 605.8 775.2 0.0 0.0 .25 .50 .75 .90 .95
  n missing distinct
##
    0.0 332.5 910.0 1505.5 2181.0
##
##
## lowest: 0.00 2.75 5.00 10.00 15.00
## highest: 4975.00 5115.00 5455.00 5520.00 7515.00
## wireten
   n missing distinct Info Mean Gmd .05
1000 0 297 0.651 442.7 743.3 0.0
## n missing distinct Info Mean
                                               0.0
          .50 .75 .90 .95
   .25
##

    .25
    .50
    .75
    .90
    .95

    0.0
    0.0
    316.5
    1833.7
    2727.6

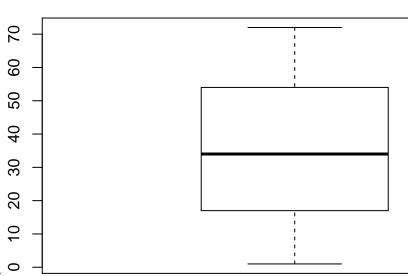
##
##
## lowest: 0.00 10.45 16.85 20.95 24.20
## highest: 4399.60 4828.20 6132.20 6444.95 7856.85
## n missing distinct Info Sum Mean Gmd ## 1000 0 2 0.748 475 0.475 0.4992
##
## -----
## voice
## n missing distinct Info Sum Mean Gmd ## 1000 0 2 0.635 304 0.304 0.4236
## -----
## pager
  n missing distinct Info Sum Mean
##
    1000 0 2 0.579
                            261 0.261 0.3861
## ------
  n missing distinct Info Sum
##
                                  Mean
    1000 0 2
                      0.698
##
                            368
                                  0.368 0.4656
##
## callid
 n missing distinct Info Sum Mean Gmd
##
   1000 0 2 0.749
                            481 0.481 0.4998
## -----
## callwait
  n missing distinct Info Sum Mean Gmd
   1000 0 2 0.749
                            485 0.485 0.5001
##
## ----
## forward
## n missing distinct Info Sum Mean Gmd
## 1000 0 2 0.75
                            493 0.493 0.5004
```

```
##
## -----
 n missing distinct Info Sum Mean Gmd
1000 0 2 0.75 502 0.502 0.5005
##
##
## ebill
  n missing distinct Info Sum Mean Gmd 1000 0 2 0.7 371 0.371 0.4672
##
##
## -----
## loglong
 n missing distinct Info Mean Gmd .05
    1000 0 425 1 2.182 0.829 1.098 1.293
.25 .50 .75 .90 .95
1.649 2.143 2.668 3.176 3.454
##
    .25
##
##
  1.649 2.143 2.668
##
## lowest : -0.105361  0.048790  0.095310  0.300105  0.371564
## highest: 4.131961 4.323470 4.401216 4.493121 4.604670
## logtoll
  n missing distinct Info Mean Gmd .05
##
                                                 .10
        0 162 0.855 3.24 0.2626 2.757 2.918
.50 .75 .90 .95
    1000
##
    . 25
## 3.240 3.240 3.548 3.732
##
## lowest : 1.749200 2.197225 2.224624 2.251292 2.277267
## highest: 4.353499 4.366278 4.430817 4.465908 5.153292
## logequi
  n missing distinct Info Mean Gmd .05
##
                                                .10
    1000 0 310 0.769 3.568 0.1544 3.240 3.372
##
##
    .25
           .50
                 .75 .90
                             .95
  3.568 3.568 3.568 3.753 3.885
##
## lowest : 2.734368 2.972975 2.983153 2.985682 2.990720
## highest: 4.162003 4.239887 4.249209 4.301359 4.352855
## -----
## logcard
  n missing distinct Info Mean Gmd .05
                                                 .10
    1000 0 176 0.967 2.854 0.4806 2.079 2.277
    .25
           .50 .75
                       .90
                             .95
## 2.674 2.854 3.020 3.450 3.632
## lowest : 1.011601 1.321756 1.504077 1.558145 1.609438
## highest: 4.304065 4.409763 4.439706 4.471639 4.693639
## -----
## logwire
                      Info Mean
                                    Gmd .05
##
    n missing distinct
                                                 .10
    1000 0 263 0.651 3.598 0.16 3.231 3.425
.25 .50 .75 .90 .95
##
##
## 3.598 3.598 3.740 3.939
##
```

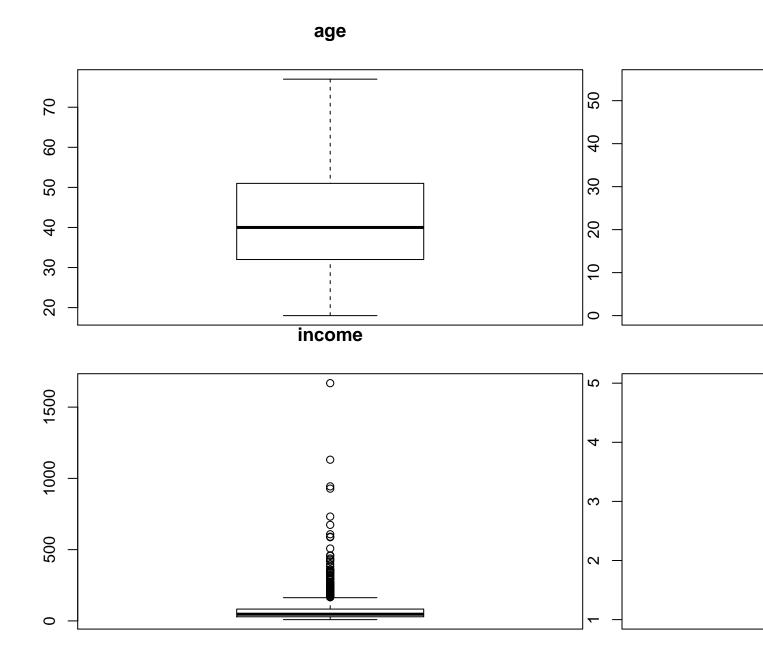
```
## lowest : 2.701361 2.714695 2.824351 2.859340 2.873565
## highest: 4.427239 4.452602 4.566949 4.697749 4.718052
## -----
## lninc
##
        n missing distinct
                              Info
                                      Mean
                                                Gmd
                                                        .05
                                                                .10
##
               0
                       218
                               1
                                      3.957
                                             0.8912
                                                      2.890
                                                              3.045
      1000
##
               .50
                      .75
                               .90
                                        .95
       .25
##
     3.367
             3.850
                     4.419
                             5.046
                                      5.448
##
## lowest : 2.197225 2.302585 2.397895 2.484907 2.564949
## highest: 6.595781 6.833032 6.850126 7.030857 7.419381
## custcat
                             Info
##
        n missing distinct
                                                Gmd
##
      1000
               0
                             0.936
                                      2.487
                                              1.252
##
## Value
                     2
                           3
                1
## Frequency
              266
                   217
                         281
                               236
## Proportion 0.266 0.217 0.281 0.236
## churn
##
        n missing distinct
                              Info
                                       Sum
                                               Mean
                                                        Gmd
##
                 0
                         2
                              0.597
                                        274
      1000
                                              0.274
                                                     0.3982
##
```

Result: So no missing values present now.

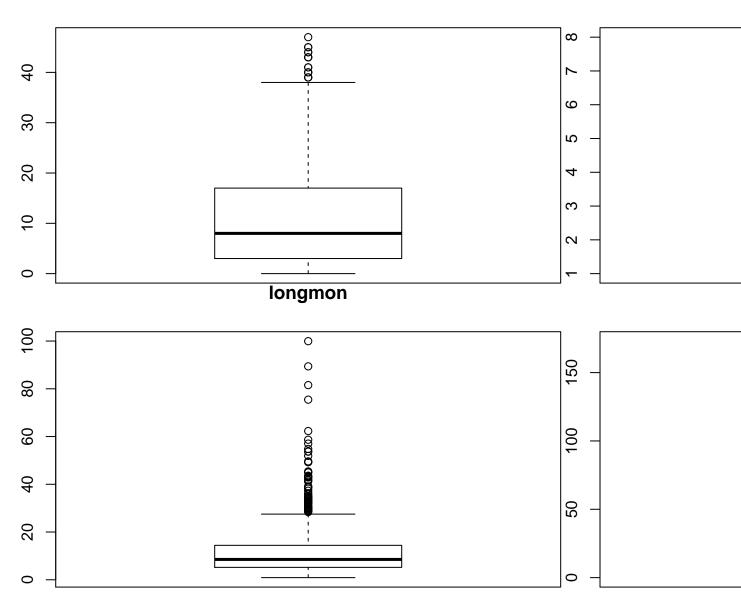
tenure



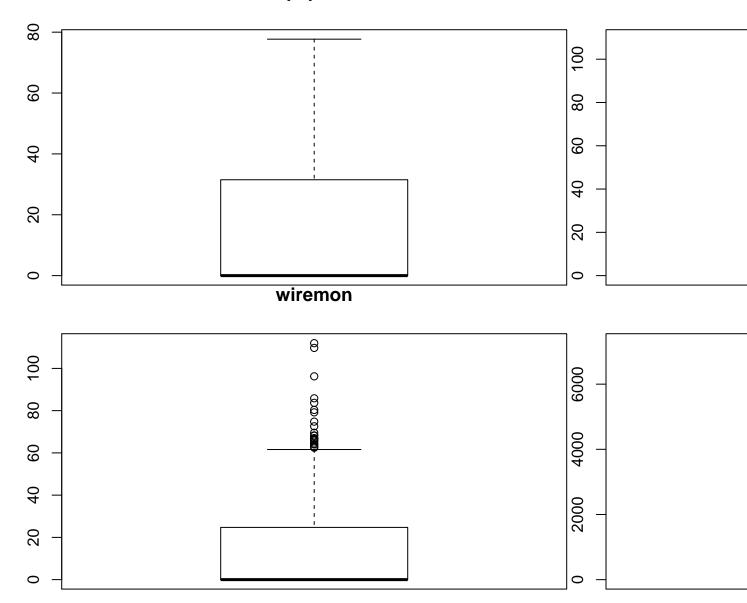
Step 2: Checking for any outliers by histogram method.



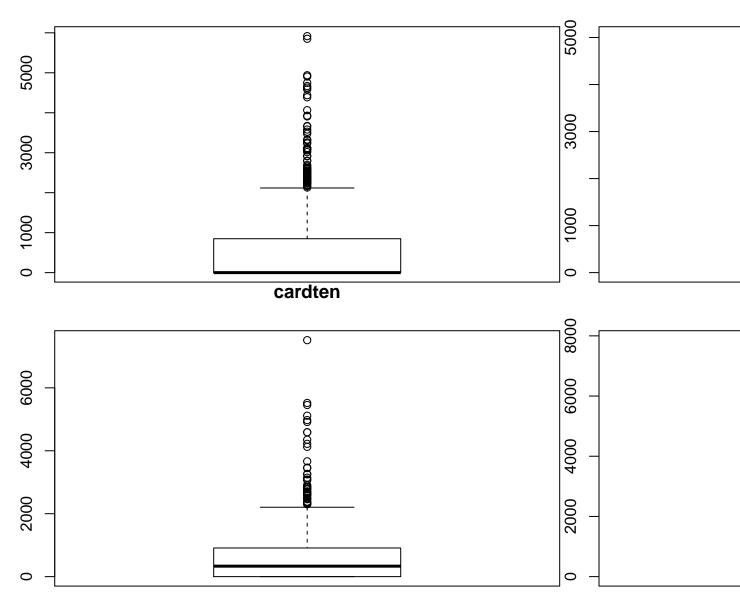




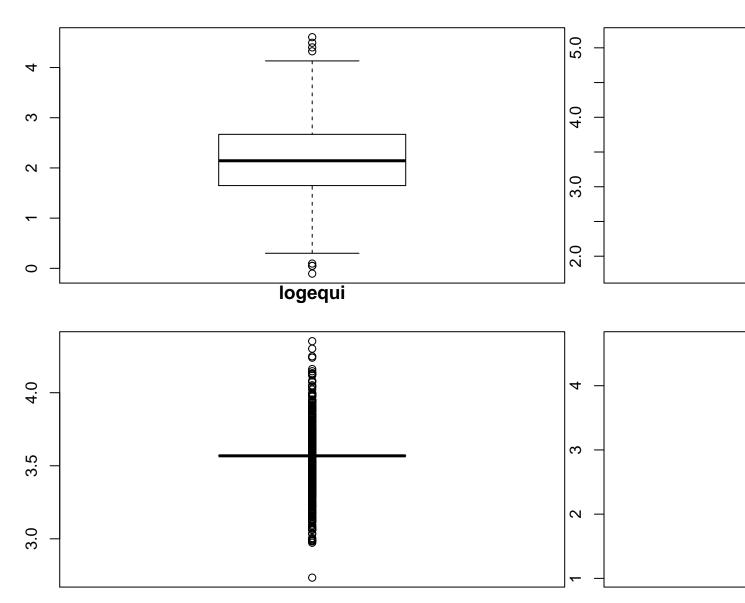




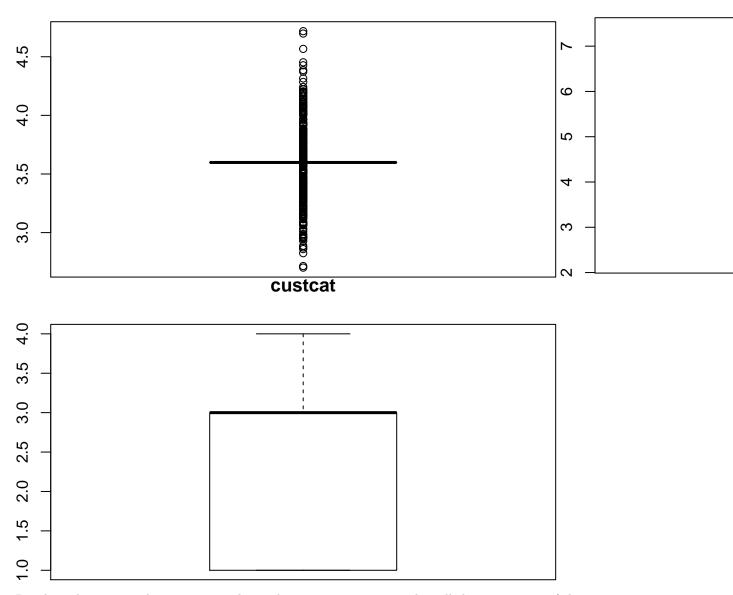








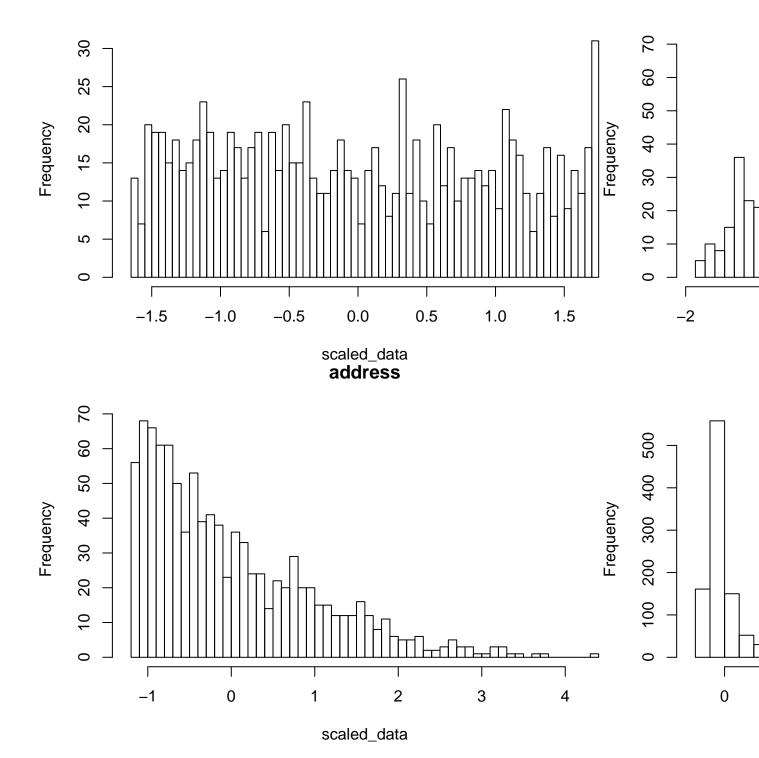




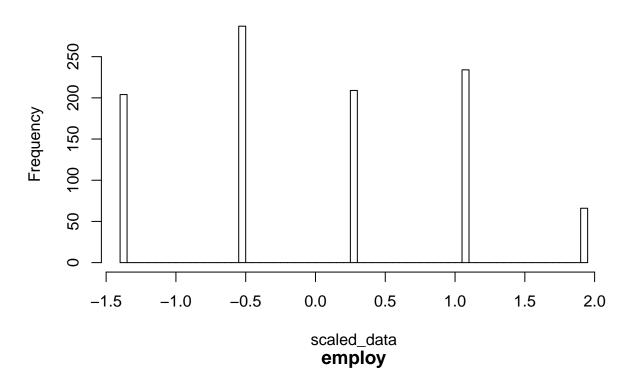
Result : There are outliers in many columns but it is not necessary that all the parameters of the same row are having extreme data, so we are not removing any data from it.

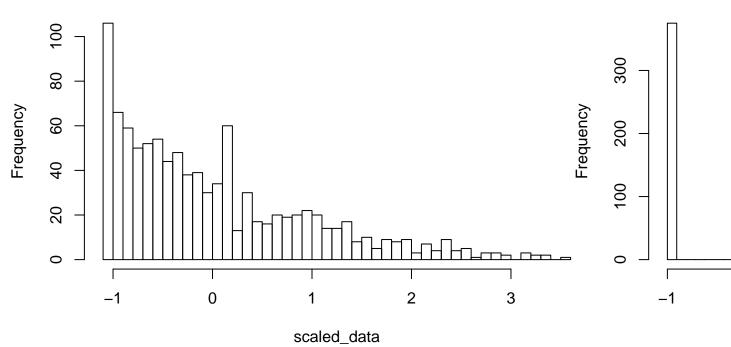
Step 3: Normality test



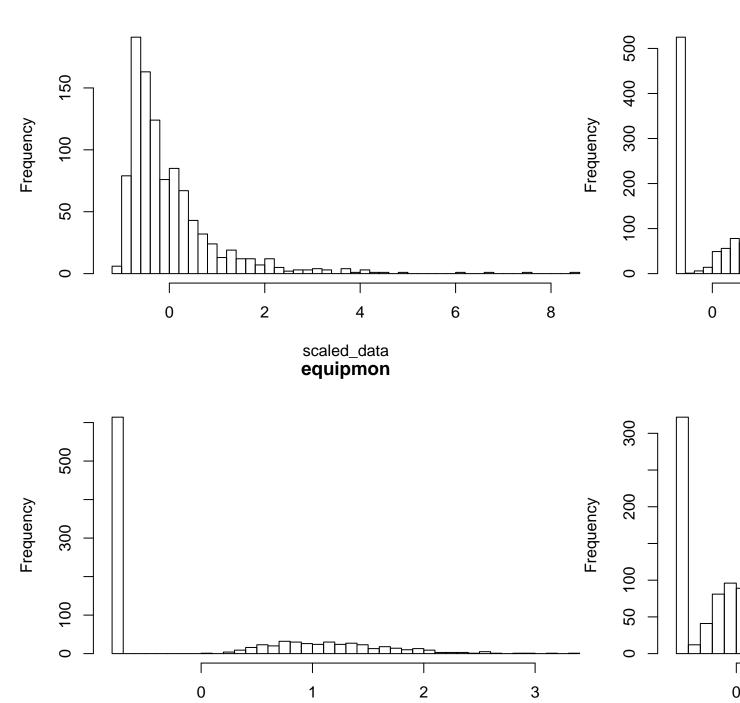






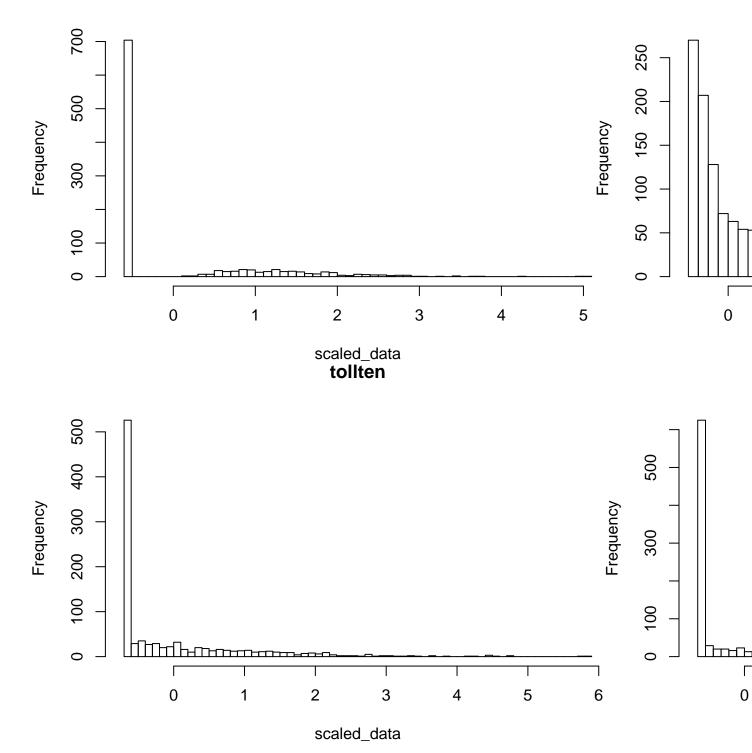




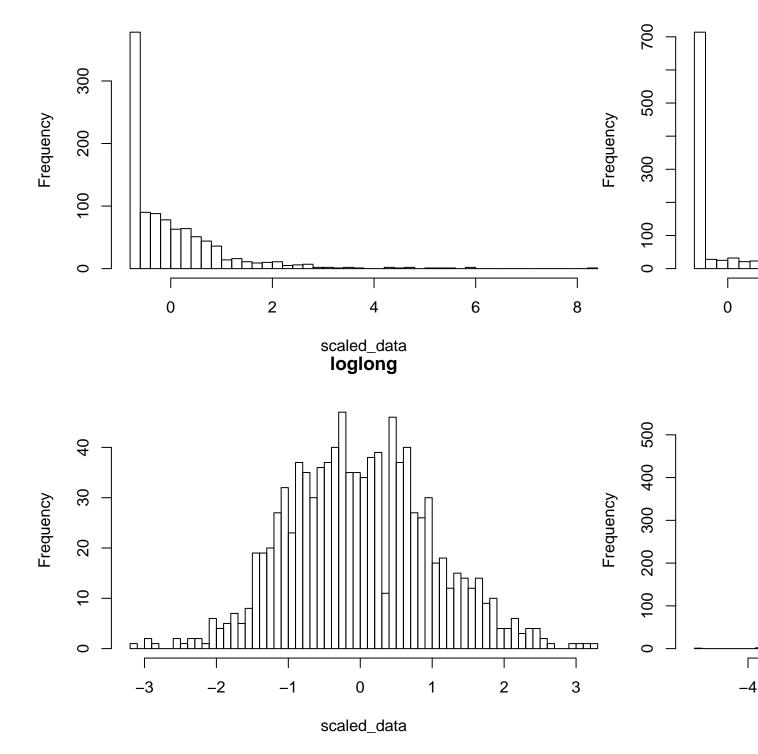


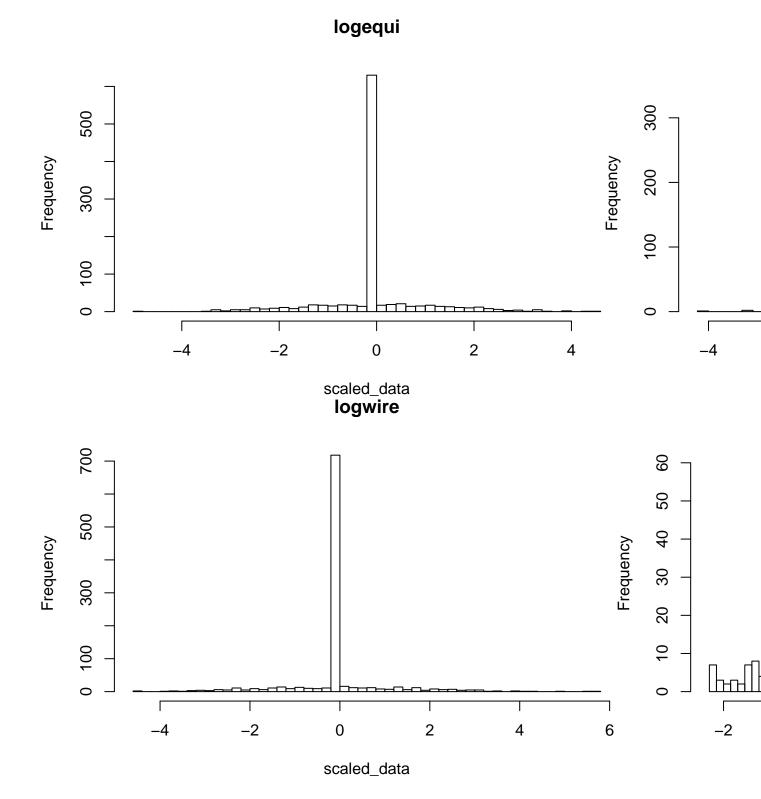
scaled_data











custcat

