Problem Statement :

"You have a telecom firm which has collected data of all its customers"  
The main types of attributes are :  
1.Demographics (age, gender etc.)  
2.Services availed (internet packs purchased, special offers etc)

3.Expenses (amount of recharge done per month etc.)  
Based on all this past information, you want to build a model which will predict whether a particular customer will churn or not.  
So the variable of interest, i.e. the target variable here is ‘Churn’ which will tell us whether or not a particular customer has churned. It is a binary variable 1 means that the customer has churned and 0 means the customer has not churned.  
With 21 predictor variables we need to predict whether a particular customer will switch to another telecom provider or not.