DMAssignmnt

September 6, 2019

1 Problem Statement:

The Bank Marketing data is related with direct marketing campaigns of a Portuguese banking institution.

- The marketing campaigns were based on phone calls. Often, more than one contact to the same client was required, in order to access if the product (bank term deposit) would be (or not) subscribed.
- The classification goal is to predict if the client will subscribe a Term Deposit Taken (variable y).

1.0.1 Predictor / Independent Variables:

- 1. Age: (numeric)
- 2. **Job**: type of job (categorical: "admin", "blue-collar", "entrepreneur", "housemaid", "management", "retired", "self-employed", "services", "student", "technician", "unemployed", "unknown")
- 3. Marital Status: marital status (categorical: "divorced", "married", "single", "unknown")
- 4. **Education**: (categorical: "basic.4y", "basic.6y", "basic.9y", "high.school", "illiterate", "professional.course", "university.degree", "unknown")
- 5. Credit Default: has credit in default? (categorical: "no", "yes", "unknown").
- 6. **Housing Loan**: has housing loan? (categorical: "no", "yes", "unknown")
- 7. **Personal Loan**: has personal loan? (categorical: "no", "yes", "unknown")

1.0.2 Target / Dependent Variable :

1. **Term Deposit Taken**: has the client subscribed a term deposit? (binary: "1" means "Yes", "0" means "No")

```
[0]: import pandas as pd
import matplotlib.pyplot as plt
import copy
import numpy as np
```

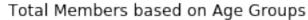
```
import seaborn as sns
    import pydotplus
    import warnings
    import operator
    from sklearn.model_selection import train_test_split
    from sklearn import datasets
    from sklearn import svm
    from sklearn import preprocessing as preprocess
    from sklearn import model selection
    from sklearn.model_selection import cross_val_score
    from sklearn.tree import DecisionTreeClassifier
    from sklearn.model_selection import cross_validate
    from sklearn import metrics
    from matplotlib.pyplot import gcf
    from sklearn.metrics import confusion_matrix
    from sklearn.tree import export_graphviz
    from sklearn.externals.six import StringIO
    from IPython.display import Image
    from sklearn.metrics import roc_curve
    from sklearn.metrics import roc_auc_score
    from matplotlib import pyplot
    warnings.filterwarnings('ignore')
[0]: df = pd.read_excel('Bank Data for case study assignment.xlsx')
[0]: # View the First 5 rows of DataFrame :
    df.head()
[0]:
                                          ... housing loan? Personal loan
       age
                    job marital status
                                                                             у
    0
        30
             unemployed
                                married ...
                                                         no
                                                                       no
                                                                            no
               services
        33
    1
                                married
                                                        yes
                                                                       yes
                                                                            no
    2
        35
             management
                                 single
                                                        yes
                                                                       no
    3
        30
            management
                                married
                                                        yes
                                                                       yes
            blue-collar
        59
                                married ...
                                                        yes
                                                                       no
    [5 rows x 8 columns]
[0]: # View the Last 5 rows of DataFrame :
    df.tail()
[0]:
                                               ... housing loan? Personal loan
          age
                         job marital status
                                                                                  V
    1016
           33
                    services
                                      married ...
                                                             NaN
                                                                             no
    1017
           57 self-employed
                                      married ...
                                                             yes
                                                                            yes
                                                                                 no
    1018
           57
                  technician
                                     married ...
                                                              no
                                                                             no
                                                                                 nο
    1019
           28
                 blue-collar
                                     married ...
                                                              no
                                                                                 no
                                                                             no
    1020
           44
                entrepreneur
                                      single
                                                             yes
                                                                            yes
                                                                                 no
```

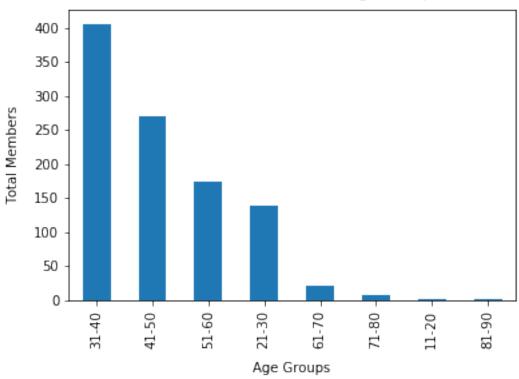
```
#Perform exploratory data analysis
[0]: df.columns
[0]: Index(['age', 'job', 'marital status ', 'education', 'credit default?',
           'housing loan?', 'Personal loan', 'y'],
          dtype='object')
[0]: df.shape
[0]: (1021, 8)
   1.1 Individual Data Field analysis
   1.1.1 Age Field - data analysis
[0]: # Binning the Data of Age to make it Categorical:
    df['Age'] = pd.cut(df['age'], [10, 20, 30,40, 50, 60, 70, 80, 90],
     →labels=['11-20', '21-30', '31-40', '41-50', '51-60', '61-70', '71-80', "
    →'81-90'])
[0]: # Unique Age Values :
    print("Age - Unique Values :\n\n",
                                                df['Age'].unique(),'\n')
    print("Age - No of Unique Values :\n\n", df['Age'].nunique(),'\n')
    # print("Age - Frequency Count Values :\n\n", data['Age'].value counts())
    print("Age - Frequency Count Values :\n\n", df['Age'].value_counts().
    →plot(kind="bar"))
    plt.xlabel("Age Groups", labelpad=10)
    plt.ylabel("Total Members", labelpad=10)
    plt.title("Total Members based on Age Groups", y=1.02);
   Age - Unique Values :
    [21-30, 31-40, 51-60, 41-50, 11-20, 61-70, 71-80, 81-90]
   Categories (8, object): [11-20 < 21-30 < 31-40 < 41-50 < 51-60 < 61-70 < 71-80 <
   81-90]
   Age - No of Unique Values :
    8
```

[5 rows x 8 columns]

Age - Frequency Count Values :

AxesSubplot(0.125,0.125;0.775x0.755)



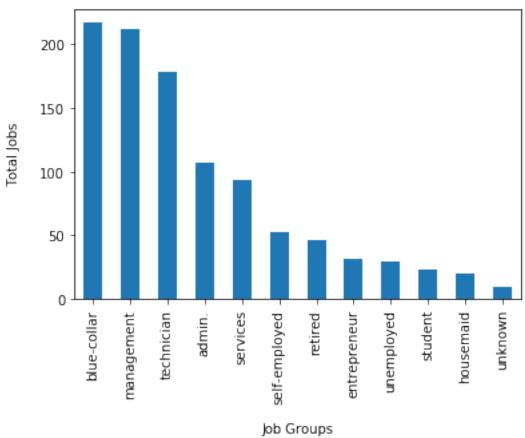


1.1.2 Job Field - data analysis

Job - Frequency Count Values :

AxesSubplot(0.125,0.125;0.775x0.755)





1.1.3 Marital Status Field - data analysis

```
[0]: # Unique Marital Status Values :

print("Marital Status - Unique Values :\n\n", df['marital status '].

ounique(),'\n\n')

print("Marital Status - No of Unique Values :\n\n", df['marital status '].

ounique(),'\n\n')

print("Marital Status - Frequency Count Values :\n\n", df['marital status '].

ovalue_counts().plot(kind="bar"))

plt.xlabel("Marital Status", labelpad=14)
```

```
plt.ylabel("Total Status", labelpad=14)
plt.title("Total Status based on Marital Status", y=1);
```

```
Marital Status - Unique Values :

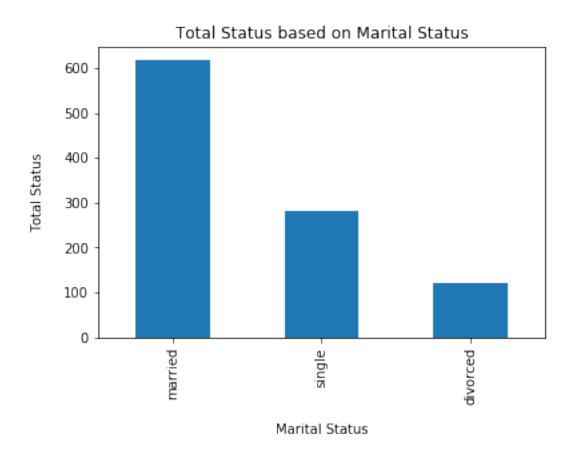
['married' 'single' 'divorced' nan]

Marital Status - No of Unique Values :

3
```

Marital Status - Frequency Count Values :

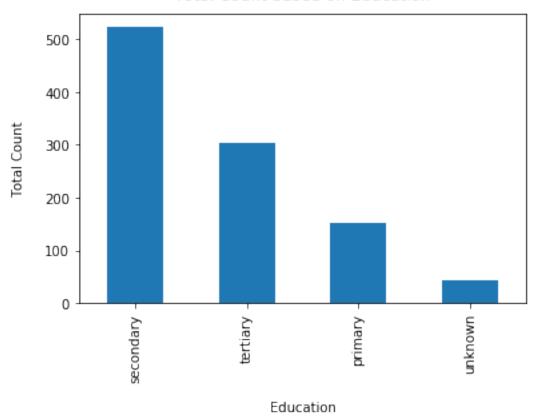
AxesSubplot(0.125,0.125;0.775x0.755)



1.1.4 Education Field - data analysis

```
[0]: # Unique Education Values :
   \rightarrowunique(),'\n\n')
   →nunique(),'\n\n')
   print("Education - Frequency Count Values :\n\n", df['education'].
   →value_counts().plot(kind="bar"))
   plt.xlabel("Education", labelpad=14)
   plt.ylabel("Total Count", labelpad=14)
   plt.title("Total Count based on Education", y=1.02);
   # NOTE : We have Inconsistent 4th Category - 'unknown'.
  Education - Unique Values :
   ['primary' 'secondary' 'tertiary' 'unknown' nan]
  Education - No of Unique Values :
   4
  Education - Frequency Count Values :
   AxesSubplot(0.125,0.125;0.775x0.755)
```

Total Count based on Education



1.1.5 Credit Defaul Field - data analysis

['no' 'yes' nan]

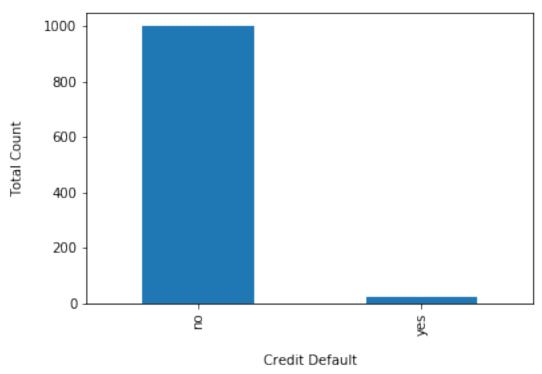
```
Credit Default - No of Unique Values :

2

Credit Default - Frequency Count Values :

AxesSubplot(0.125,0.125;0.775x0.755)
```

Total Count based on Credit Default



1.1.6 Housing Loan Field - data analysis

```
[0]: # Unique Housing Loan Values :

print("Housing Loan - Unique Values :\n\n", df['housing loan?'].

→unique(),'\n\n')

print("Housing Loan - No of Unique Values :\n\n", df['housing loan?'].

→nunique(),'\n\n')

print("Housing Loan - Frequency Count Values :\n\n", df['housing loan?'].

→value_counts().plot(kind="bar"))

plt.xlabel("Housing Loan", labelpad=14)

plt.ylabel("Total Count", labelpad=14)

plt.title("Total Count based on Housing Loan", y=1.02);
```

```
# NOTE : We have Inconsistent 3rd Category - 'xxxyy'.
```

Housing Loan - Unique Values :
 ['no' 'yes' nan 'xxxyy']

Housing Loan - No of Unique Values :
3

Housing Loan - Frequency Count Values :

AxesSubplot(0.125,0.125;0.775x0.755)

Total Count based on Housing Loan From South State of the State of th

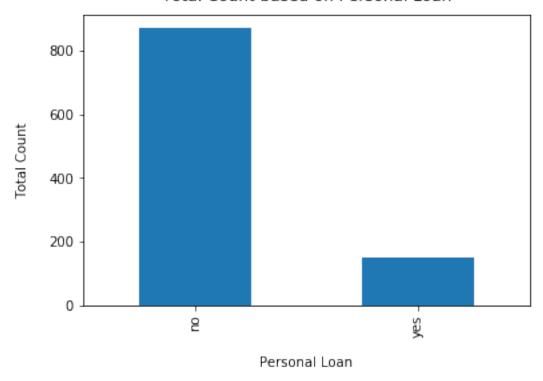
Housing Loan

1.1.7 Personal Loan Field - data analysis

```
[0]: # Unique Personal Loan Values :
   \rightarrowunique(),'\n\n')
   print("Personal Loan - No of Unique Values : \n\n", df['Personal loan'].
    →nunique(),'\n\n')
   \label{loan-request}  \mbox{ print("Personal Loan - Frequency Count Values : \n\n", df['Personal loan'].} 

¬value_counts().plot(kind="bar"))
   plt.xlabel("Personal Loan", labelpad=14)
   plt.ylabel("Total Count", labelpad=14)
   plt.title("Total Count based on Personal Loan", y=1.02);
   Personal Loan - Unique Values :
    ['no' 'yes' nan]
   Personal Loan - No of Unique Values :
    2
   Personal Loan - Frequency Count Values :
    AxesSubplot(0.125,0.125;0.775x0.755)
```

Total Count based on Personal Loan

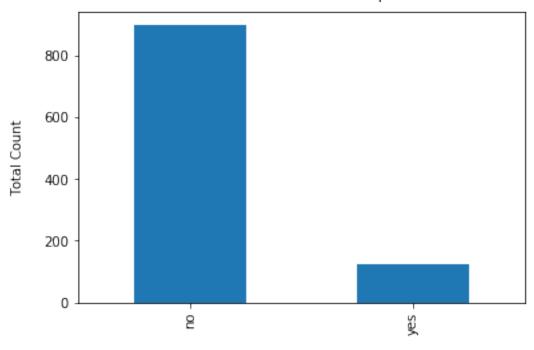


1.1.8 Term Deposit Taken Field - data analysis

Term Deposit Taken - Frequency Count Values :

AxesSubplot(0.125,0.125;0.775x0.755)

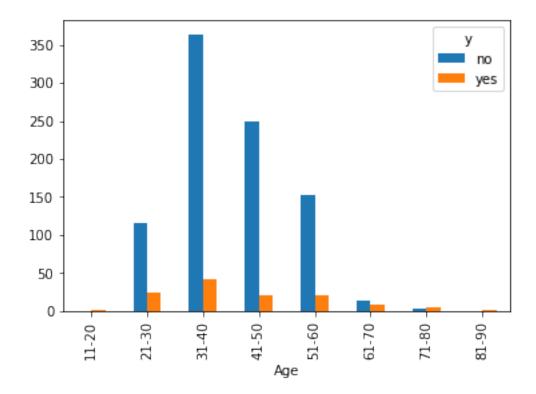
Total Count based on Term Deposit Taken

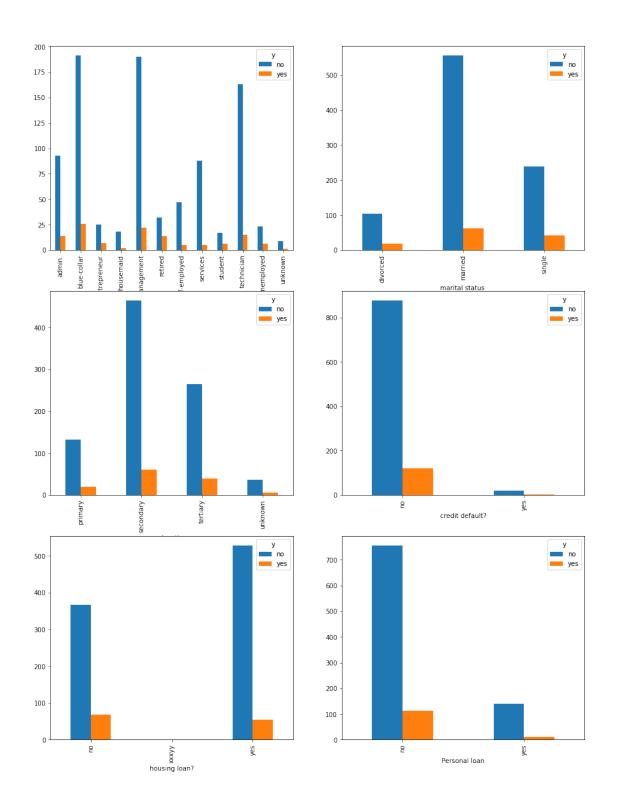


Term Deposit Taken

1.2 Combined data Analysis

[0]: <matplotlib.axes._subplots.AxesSubplot at 0x7f1b21f7db38>





1.3 Analysis Based on Data exploratory

From the combined data exporatory it is seen that below people have more chances to subscribe term deposit 1. Age: 31 to 50 2. Job: blue-collar, technician and management 3. Marital status: married 4. Education: secondary 5. Credit default: no 6. Housing loan: yes 7. Personal loan: no

2 Preprocess the data:

2.0.1 1. Dropping NA Values:

```
[0]: #Data information before preprocessing
   df.info()
   <class 'pandas.core.frame.DataFrame'>
   RangeIndex: 1021 entries, 0 to 1020
   Data columns (total 9 columns):
                       1021 non-null int64
   age
                       1019 non-null object
   job
   marital status
                       1020 non-null object
   education
                       1020 non-null object
   credit default?
                       1020 non-null object
   housing loan?
                       1019 non-null object
   Personal loan
                       1019 non-null object
                       1021 non-null object
   У
                       1021 non-null category
   Age
   dtypes: category(1), int64(1), object(7)
   memory usage: 65.3+ KB
[0]: # Data frame length before preprocessing
   len(df)
[0]: 1021
[0]: # Printing Sum of Missing Values in Each Column :
   total_null = df.isnull().sum().sort_values(ascending=False)
   print(total_null)
   Personal loan
                       2
   housing loan?
                       2
                       2
   job
   credit default?
                       1
   education
                       1
   marital status
                       1
   Age
                       0
                       0
   У
                       0
   age
   dtype: int64
```

```
[0]: df1 = df[df.isna().any(axis=1)]
[0]: df1.index
[0]: Int64Index([79, 97, 108, 109, 168, 1000, 1004, 1016], dtype='int64')
[0]: df3 = df.drop(df1.index.tolist())
[0]: # Data information after preprocessing
    df3.info()
   <class 'pandas.core.frame.DataFrame'>
   Int64Index: 1013 entries, 0 to 1020
   Data columns (total 9 columns):
                       1013 non-null int64
   age
                       1013 non-null object
   job
                       1013 non-null object
   marital status
   education
                       1013 non-null object
   credit default?
                       1013 non-null object
   housing loan?
                       1013 non-null object
   Personal loan
                       1013 non-null object
                       1013 non-null object
   У
   Age
                       1013 non-null category
   dtypes: category(1), int64(1), object(7)
   memory usage: 72.6+ KB
[0]: # Data frame length after preprocessing
    len(df3)
```

[0]: 1013

2.0.2 Replacing anamoly with max occurence

In Housing Loan Field - data analysis it is seen that there is an inappropriate value (xxxyy). Replacing with max occurrence of the field

```
[0]: df['housing loan?'] = df['housing loan?'].str.replace('xxxyy','yes')
```

3 Select Training data, test data

```
[0]: label_encode_job = preprocess.LabelEncoder()
  label_encode_marital = preprocess.LabelEncoder()
  label_encode_eduction = preprocess.LabelEncoder()
  label_encode_credit = preprocess.LabelEncoder()
  label_encode_housing = preprocess.LabelEncoder()
  label_encode_person = preprocess.LabelEncoder()
  label_encode_y = preprocess.LabelEncoder()
```

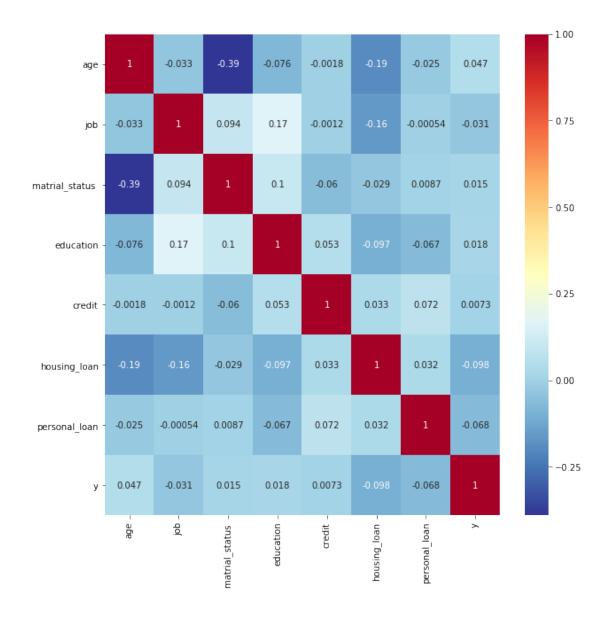
```
[0]: label_encode_job.fit(df3['job'].tolist())
   label_encode_marital.fit(df3['marital status '].tolist())
   label encode eduction.fit(df3['education'].tolist())
   label_encode_credit.fit(df3['credit default?'].tolist())
   label_encode_housing.fit(df3['housing loan?'].tolist())
   label_encode_person.fit(df3['Personal loan'].tolist())
   label_encode_y.fit(df3['y'].tolist())
[0]: LabelEncoder()
[0]: job_ = label_encode_job.transform(df3['job'].tolist())
   marital = label encode marital.transform(df3['marital status '].tolist())
   education_ = label_encode_eduction.transform(df3['education'].tolist())
   credit_ = label_encode_credit.transform(df3['credit default?'].tolist())
   housing_ = label_encode_housing.transform(df3['housing loan?'].tolist())
   person_ = label_encode_person.transform(df3['Personal loan'].tolist())
   y_ = label_encode_y.transform(df3['y'].tolist())
[0]: df_2 = copy.copy(df3)
[0]: \#df_2.drop(['Age'], axis=1)
   del df_2['Age']
[0]: df_2.head()
[0]:
                   job marital status
                                         ... housing loan? Personal loan
      age
                                                                           у
       30
            unemployed
   0
                                married ...
                                                        no
                                                                      no
                                                                          nο
       33
                                married ...
   1
              services
                                                       yes
                                                                     yes
                                                                          no
   2
       35
           management
                                single ...
                                                       yes
                                                                      no
                                                                          no
   3
       30
            management
                                married ...
                                                       yes
                                                                     yes
                                                                          no
   4
       59
           blue-collar
                                married ...
                                                       yes
                                                                      no
                                                                          no
   [5 rows x 8 columns]
[0]: feature_cols =['age','job','matrial_status ', 'education',_
    [0]: df to use = pd.DataFrame(data=list(zip(df 2.age.
     -tolist(),job_,marital_,education_,credit_,housing_,person_,y_)),
                 columns=['age', 'job', 'matrial_status ', 'education', _

¬'credit','housing_loan', 'personal_loan','y'])
[0]: y = df_to_use.y
   X = df_to_use.drop('y', axis=1)
[0]: train_data, test_data, train_y, test_y = model_selection.train_test_split(X, y,_
     →test_size=0.2, random_state=13)
[0]: train_data[:10]
[0]:
             job matrial_status
                                    education
                                               credit housing_loan personal_loan
         age
   66
         31
               7
                                            1
                                                    0
                                                                                 0
   293
         38
                2
                                 1
                                            1
                                                    0
                                                                  2
                                                                                 1
```

329	30	4	2	2	0	0	0
754	50	6	0	2	0	2	0
727	46	9	1	1	0	0	1
514	61	5	1	1	0	0	0
888	29	4	2	2	0	2	0
133	34	4	2	2	0	0	0
219	54	4	1	0	0	2	0
573	59	1	1	0	0	2	0

4 Correlation analysis

[0]: <matplotlib.axes._subplots.AxesSubplot at 0x7f1b1e5fd860>



5 Train and test the model

Building the classifier with criterion Entropy

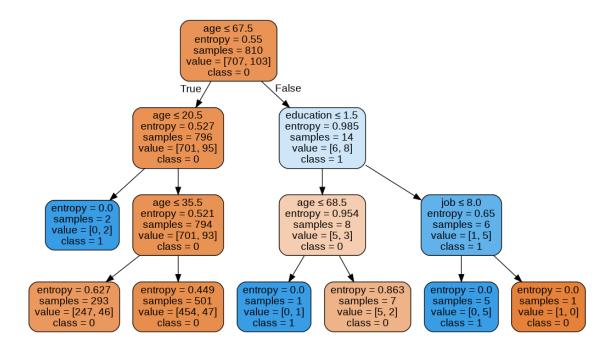
```
[0]: # Building the classifier with criterion Entropy
decision_tree_classifier = DecisionTreeClassifier(criterion="entropy",
→max_depth=3, random_state=13)
# Training the classifier
decision_tree_classifier.fit(train_data,train_y)
```

[0]: DecisionTreeClassifier(class_weight=None, criterion='entropy', max_depth=3, max_features=None, max_leaf_nodes=None, min_impurity_decrease=0.0, min_impurity_split=None,

```
random_state=13, splitter='best')
[0]: prediction = decision_tree_classifier.predict(test_data)
[0]: prediction
0, 0, 0, 0, 0])
[0]: # We are calculating accuracy on testing data
  accuracy = metrics.accuracy_score(test_y,prediction)
[0]: print('Accuracy of the Decision tree with Entropy index : ', accuracy*100)
 Accuracy of the Decision tree with Entropy index: 90.64039408866995
[0]: dot data = StringIO()
  export_graphviz(decision_tree_classifier, out_file=dot_data,
          filled=True, rounded=True,
          special_characters=True,feature_names =_

→feature_cols,class_names=['0','1'])
  graph = pydotplus.graph_from_dot_data(dot_data.getvalue())
  graph.write_png('DecisionTree_Entropy.png')
  Image(graph.create_png())
[0]:
```

min_samples_leaf=1, min_samples_split=2,
min_weight_fraction_leaf=0.0, presort=False,

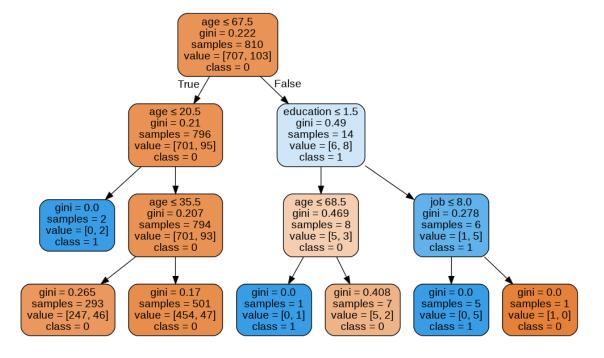


```
[0]:
[0]:
[0]:
   Building the classifier with criterion Gini
[0]: decision_tree_classifier = DecisionTreeClassifier(criterion="gini",_
  →max_depth=3, random_state=13)
  # Training the classifier
  decision_tree_classifier.fit(train_data,train_y)
[0]: DecisionTreeClassifier(class weight=None, criterion='gini', max depth=3,
               max_features=None, max_leaf_nodes=None,
               min_impurity_decrease=0.0, min_impurity_split=None,
               min_samples_leaf=1, min_samples_split=2,
               min_weight_fraction_leaf=0.0, presort=False,
               random_state=13, splitter='best')
[0]: prediction = decision_tree_classifier.predict(test_data)
[0]: prediction
```

```
[0]: #calculating accuracy on testing data
accuracy = metrics.accuracy_score(test_y,prediction)
[0]: print('Accuracy of the Decision tree with Gini index : ', accuracy*100)
```

Accuracy of the Decision tree with Gini index: 90.64039408866995

[0]:

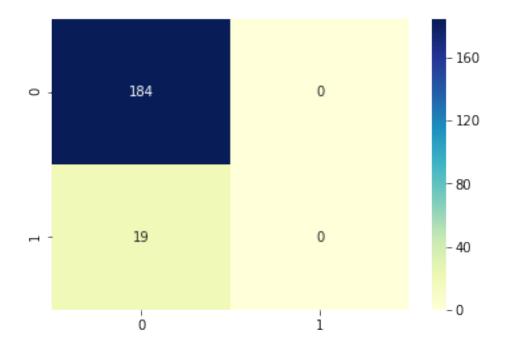


Analysis

Building the classifier with criterian entropy and Gini provides the same accuracy.

6 Evaluate the model performance

[[184 [19	0] 0]]				
		precision	recall	f1-score	support
	0	0.91	1.00	0.95	184
	1	0.00	0.00	0.00	19
acc	uracy			0.91	203
macr	o avg	0.45	0.50	0.48	203
weighte	d avg	0.82	0.91	0.86	203



```
[0]: # Cross validation using gini index and entropy 15 cv
# ROC and AUC curve plotting]
```

7 Cross validation

```
[0]: score = model_selection.cross_validate(decision_tree_classifier, train_data,_
     →train_y, cv=15, return_estimator=True, n_jobs=-1)
[0]: test_score = []
   estimator = []
   for key, value in score.items():
        if key == 'test_score':
            test_score.append(value)
        if key == 'estimator':
            estimator.append(value)
        else:
          continue
[0]: #estimator
   estimator[0][3]
[0]: DecisionTreeClassifier(class weight=None, criterion='gini', max depth=3,
                           max_features=None, max_leaf_nodes=None,
                           min_impurity_decrease=0.0, min_impurity_split=None,
                           min_samples_leaf=1, min_samples_split=2,
                           min_weight_fraction_leaf=0.0, presort=False,
                           random_state=13, splitter='best')
[0]: max_index, max_value = max(enumerate(test_score), key=operator.itemgetter(1))
[0]: max_estimator = estimator[max_index]
[0]: max_estimator
[0]: (DecisionTreeClassifier(class_weight=None, criterion='gini', max_depth=3,
                            max_features=None, max_leaf_nodes=None,
                            min impurity decrease=0.0, min impurity split=None,
                            min_samples_leaf=1, min_samples_split=2,
                            min_weight_fraction_leaf=0.0, presort=False,
                            random_state=13, splitter='best'),
    DecisionTreeClassifier(class_weight=None, criterion='gini', max_depth=3,
                            max_features=None, max_leaf_nodes=None,
                            min_impurity_decrease=0.0, min_impurity_split=None,
                            min_samples_leaf=1, min_samples_split=2,
                            min_weight_fraction_leaf=0.0, presort=False,
                            random_state=13, splitter='best'),
    DecisionTreeClassifier(class_weight=None, criterion='gini', max_depth=3,
                            max_features=None, max_leaf_nodes=None,
```

```
min_impurity_decrease=0.0, min_impurity_split=None,
                       min samples leaf=1, min samples split=2,
                       min_weight_fraction_leaf=0.0, presort=False,
                       random_state=13, splitter='best'),
DecisionTreeClassifier(class_weight=None, criterion='gini', max_depth=3,
                       max_features=None, max_leaf_nodes=None,
                       min impurity decrease=0.0, min impurity split=None,
                       min_samples_leaf=1, min_samples_split=2,
                       min weight fraction leaf=0.0, presort=False,
                       random state=13, splitter='best'),
DecisionTreeClassifier(class weight=None, criterion='gini', max depth=3,
                       max_features=None, max_leaf_nodes=None,
                       min impurity decrease=0.0, min impurity split=None,
                       min_samples_leaf=1, min_samples_split=2,
                       min weight fraction leaf=0.0, presort=False,
                       random_state=13, splitter='best'),
DecisionTreeClassifier(class_weight=None, criterion='gini', max_depth=3,
                       max features=None, max leaf nodes=None,
                       min_impurity_decrease=0.0, min_impurity_split=None,
                       min_samples_leaf=1, min_samples_split=2,
                       min_weight_fraction_leaf=0.0, presort=False,
                       random state=13, splitter='best'),
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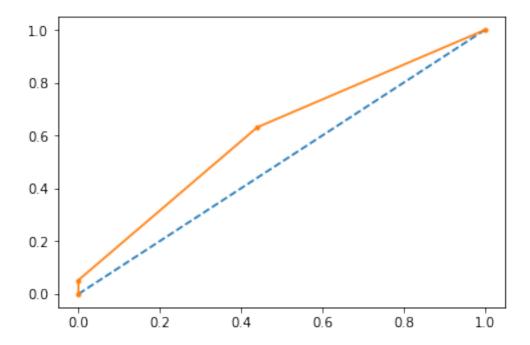
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```
[0]: # keep probabilities for the positive outcome only
    probs = predicts[:, 1]
    # calculate AUC
    auc = roc_auc_score(test_y, probs)
    print('AUC: %.3f' % auc)
    # calculate roc curve
    fpr, tpr, thresholds = roc_curve(test_y, probs)
    # plot no skill
    pyplot.plot([0, 1], [0, 1], linestyle='--')
    # plot the roc curve for the model
    pyplot.plot(fpr, tpr, marker='.')
    # show the plot
    pyplot.show()
```

AUC: 0.607



8 Inference

Data exploratory * Provided the detailed analysis of each and every attribute of the data set using plots. * Found the anamoly in housing loan column with value xxxyy which is handled in data preprocessing.

Data preprocessing * Dropping NA Values: From the given dataset, it is seen that 8 records have empty values. Since it is negligible (< 1%) these entries can be deleted. *Replacing with

max occurrence of the field: The anamoly in housing column with value "xxxyy" replaced with maximum occurrence value("yes") of the field.

Data selection, Model creation and testing * From the given data set, 80% data is used for training purpose and remaining 20% is used for testing purpose. * Verified the accuracy with both entropy and gini index classifier criterion.

Evaluate the model performance * Evaluated the model performance with confusion matrix and classification report.

Cross Validation * Used Cross validate function (sklearn.model_selection.cross_validate) since 1) It allows specifying multiple metrics for evaluation. 2) It returns a dict containing fit-times, score-times (and optionally training scores as well as fitted estimators) in addition to the test score. * AUC score obtained by using cross validate function for the given data set is 0.607.