

# CRISP-DM (Cross Industry Standard Process for Data Mining)

- standard process model for data science
- cyclical & iterative: after finishing one phase we revisit earlier phases to refine our work.

## Phases of CRISP-DM

- Business Understanding
- Data Understanding
- Data preprocessing / preparation
- Modeling
- Evaluation
- Deployment

### 1. Business Understanding:

Understanding problem from business perspective and translating into data science.

#### Phases:

#### ① Determine business objective:

- understand what business tries to achieve
- eg. Reduce customer churn, Inc conversion

#### ② Access situation:

- identify stakeholders, resources, risks & constraints



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③ Determine data science goals :

⇒ Translate business → data science

⇒ eg. build churn prediction, next month's sales predict.

④ Produce Project Plan :

→ plan that outlines timelines, tasks, responsibilities

2) Data Understanding :

Goal to collect initial data, explore it, assess its quality

Phases →

(a) Collect Initial data :

→ Gather data from databases, CSV files, APIs, web scrapping, CRM tools.

(b) Describe data :

→ no. of rows & cols, data types, unique values, logically structuring of data

(c) Explore data :

→ visualise, relationship b/w cols, search patterns, EDP + visualization.



## (d) Verify Data :

→ identify missing values, duplicates, invalid format (eg. age = -5), inconsistent values (eg. 'USA', 'United States', 'us')

## (3) Data Preprocessing / Preparation

→ Construct final dataset from raw data, data is clean, relevant & right format

Phases:

### (a) Data Selection :

→ choose only relevant cols, drop unnecessary

### (b) Data Cleaning :

→ Handle missing values, outliers, duplicates, inconsistency  
(mean, median, mode) (z-score, 1σ, cap-floor)

### (c) Data Transform :

→ Encode category values (eg. one hot encoding)  
→ scaling / normalization (z-score standard, Min Max)

### (d) Feature Engineering :

→ build new features from existing data



## ⑥ Data Integration :

→ combine multiple datasets into one  
(eg merge cust. detail and trans. hist)

## ⑦ Data Formatting :

→ ensure correct datatypes (eg convert to datetime, string, int, float)

## ④ Data Modeling :

→ choosing modeling techniques, train models

### Phases :

#### ① Select Modeling Techniques :

eg. predict if customer will churn.

#### ② data splitting :

splits into training, validation & test set.

#### ③ Build & Train :

→ use data to train models

#### ④ Tune model parameters :

→ grid, random, bayesian search



## ⑤ Evaluate Model

→ final eval.

## ⑤ Evaluation :

→ ensures best model truly solve business problem

Phases :

- (a) Final Model Report
- (b) Business Evaluation Summary
- (c) Model Comparison Table
- (d) Risks & Limitation report
- (e) Go / No-Go decision

## ⑥ Deploy :

→ launch the app

Phases

- (a) Deployment Plans
- (b) Model on Insight delivery
- (c) PoCs
- (d) Monitoring & maintenance
- (e) User train & support
- (f) Review & report