> 1. Load and Import Libraries

[] L, 1 cell hidden

2. Load the Dataset

import pandas as pd
data = pd.read_csv("https://raw.githubusercontent.com/vihanga-induwara/Bank-Marketing/mai

3. Explore the Dataset

Inspect the first few rows with .head().

data.head()

→	age job		marital	education	default	housing	loan	contact	month	day_o	
	0	56	housemaid	married	basic.4y	no	no	no	telephone	may	
	1	57	services	married	high.school	unknown	no	no	telephone	may	
	2	37	services	married	high.school	no	yes	no	telephone	may	
	3	40	admin.	married	basic.6y	no	no	no	telephone	may	
	4	56	services	married	high.school	no	no	yes	telephone	may	
	_		04								

5 rows × 21 columns

Check for missing values using .isnull().sum()

data.isnull().sum()

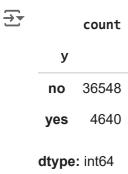


	0
age	0
job	0
marital	0
education	0
default	0
housing	0
loan	0
contact	0
month	0
day_of_week	0
duration	0
campaign	0
pdays	0
previous	0
poutcome	0
emp.var.rate	0
cons.price.idx	0
cons.conf.idx	0
euribor3m	0
nr.employed	0
у	0

dtype: int64

Check for class imbalance using .value_counts() on the target variable.

data['y'].value_counts()



Use .describe() for statistical overview of the dataset.

data.describe()

→		age	duration	campaign	pdays	previous	emp.var.rate
	count	41188.00000	41188.000000	41188.000000	41188.000000	41188.000000	41188.000000
	mean	40.02406	258.285010	2.567593	962.475454	0.172963	0.081886
	std	10.42125	259.279249	2.770014	186.910907	0.494901	1.570960
	min	17.00000	0.000000	1.000000	0.000000	0.000000	-3.400000
	25%	32.00000	102.000000	1.000000	999.000000	0.000000	-1.800000
	50%	38.00000	180.000000	2.000000	999.000000	0.000000	1.100000
	75%	47.00000	319.000000	3.000000	999.000000	0.000000	1.400000
	max	98.00000	4918.000000	56.000000	999.000000	7.000000	1.400000
	4						>

∨ Examine feature types (categorical, continuous) using .dtypes.

data.dtypes



	0
age	int64
job	object
marital	object
education	object
default	object
housing	object
loan	object
contact	object
month	object
day_of_week	object
duration	int64
campaign	int64
pdays	int64
previous	int64
poutcome	object
emp.var.rate	float64
cons.price.idx	float64
cons.conf.idx	float64
euribor3m	float64
nr.employed	float64
У	object

dtype: object

4. Data Preprocessing

4.1 Each colum Data Preprocessing

01.age - Client's age (numeric)

data["age"].value_counts()



count

age	
31	1947
32	1846
33	1833
36	1780
35	1759
•••	•••
89	2
	2
89	_
89 91	2
89 91 94	2 1

78 rows × 1 columns

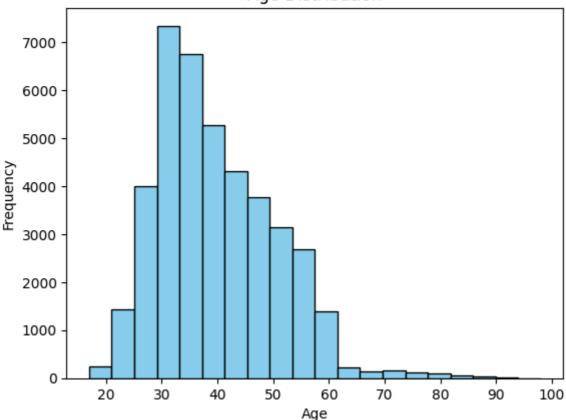
dtype: int64

```
import matplotlib.pyplot as plt
```

```
# Basic histogram for age distribution
plt.hist(data["age"], bins=20, color="skyblue", edgecolor="black")
plt.title("Age Distribution")
plt.xlabel("Age")
plt.ylabel("Frequency")
plt.show()
```

 $\overline{2}$

Age Distribution



```
import pandas as pd
# Calculate Q1 (25th percentile), Q3 (75th percentile), and IQR
Q1 = data['age'].quantile(0.25)
Q3 = data['age'].quantile(0.75)
IQR = Q3 - Q1
# Define the lower and upper bounds
lower\_bound = Q1 - 1.5 * IQR
upper_bound = Q3 + 1.5 * IQR
print(f"Lower Bound: {lower_bound}, Upper Bound: {upper_bound}")
# Filter the data to exclude outliers
data = data[(data['age'] >= lower_bound) & (data['age'] <= upper_bound)]</pre>
# Print the shape of the dataset before and after removing outliers
print(f"Original data shape: {data.shape}")
print(f"Data shape after removing outliers: {data.shape}")
     Lower Bound: 9.5, Upper Bound: 69.5
     Original data shape: (40719, 21)
     Data shape after removing outliers: (40719, 21)
import matplotlib.pyplot as plt
plt.figure(figsize=(8, 6))
plt.hist(data["age"], bins=30, color='skyblue', edgecolor='black')
```

```
plt.title("Distribution of Age", fontsize=16)
plt.xlabel("Age", fontsize=12)
plt.ylabel("Frequency", fontsize=12)
plt.grid(axis='y', linestyle='--', alpha=0.7)
plt.show()
```



Distribution of Age 3500 3000 2500 Frequency 2000 1500 1000 500 30 40 20 50 60 70 Age

```
from sklearn.preprocessing import MinMaxScaler

# Create a scaler instance
scaler = MinMaxScaler()

# Normalize the 'age' column
data['age'] = scaler.fit_transform(data[['age']])

# Display the first few rows of the normalized column
print(data[['age']].head())

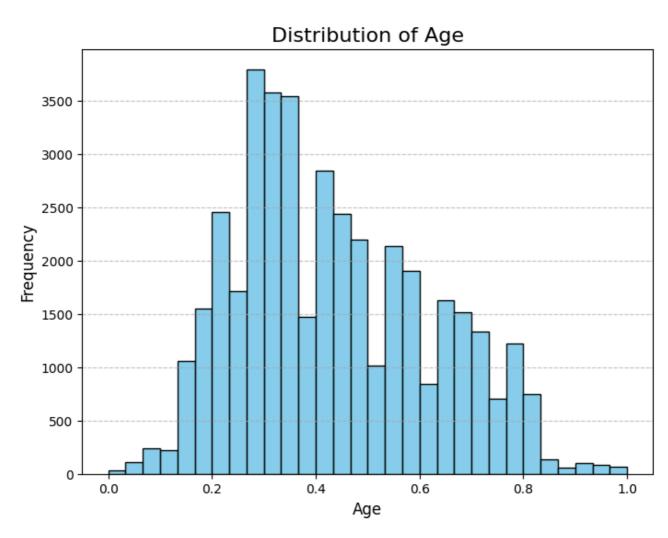
age
0 0.750000
1 0.769231
2 0.384615
3 0.442308
```

4 0.750000

import matplotlib.pyplot as plt

```
plt.figure(figsize=(8, 6))
plt.hist(data["age"], bins=30, color='skyblue', edgecolor='black')
plt.title("Distribution of Age", fontsize=16)
plt.xlabel("Age", fontsize=12)
plt.ylabel("Frequency", fontsize=12)
plt.grid(axis='y', linestyle='--', alpha=0.7)
plt.show()
```





→ 02.job - Type of job (categorical).

data["job"].value_counts()



 \rightarrow

[2 rows x 33 columns]

count

job

```
admin.
                    10414
       blue-collar
                     9251
       technician
                     6742
        services
                     3969
      management
                     2918
      entrepreneur
                     1456
      self-employed
                     1420
         retired
                     1301
       housemaid
                     1035
       unemployed
                     1014
         student
                      875
        unknown
                      324
     dtype: int64
import pandas as pd
data_encoded = pd.get_dummies(data['job'], prefix='job', drop_first=False)
data = pd.concat([data, data_encoded], axis=1)
# Display the first few rows of the updated dataframe
print(data.head(2))
                        job marital
                                         education default housing loan
             age
                                                                             contact
     0 0.750000 housemaid
                             married
                                          basic.4y
                                                                  no
                                                                       no
                                                                           telephone
                             married high.school unknown
                                                                           telephone
     1 0.769231
                   services
                                                                       no
                                                                  no
                                job_entrepreneur job_housemaid job_management \
       month day of week
     0
                                           False
                                                           True
                                                                           False
         may
                     mon
     1
                                           False
                                                           False
                                                                           False
         may
                     mon
                          . . .
        job retired job self-employed
                                       job_services job_student
                                                                    job technician
              False
                                 False
                                               False
                                                             False
                                                                             False
     1
              False
                                 False
                                                True
                                                             False
                                                                             False
        job_unemployed job_unknown
     0
                               False
                 False
                 False
                               False
     1
```

Drop the 'job' column in-place

```
data.drop(columns=['job'], inplace=True)
# Verify if the column is removed
print(data.head())
\rightarrow
                  marital
                              education default housing loan
                                                                   contact month
             age
        0.750000
                  married
                               basic.4y
                                                        no
                                                             no telephone
                                                                              may
                                               no
     1 0.769231
                  married high.school
                                          unknown
                                                        no
                                                             no
                                                                 telephone
                                                                              may
     2 0.384615
                  married high.school
                                                             no telephone
                                                                              may
                                               no
                                                       yes
       0.442308
                  married
                                                                 telephone
                               basic.6y
                                               no
                                                        no
                                                             no
                                                                              may
        0.750000
                  married high.school
                                                                 telephone
                                               no
                                                            yes
                                                                              may
                    duration
                                     job_entrepreneur
                                                        job_housemaid job_management
       day_of_week
                               . . .
     0
               mon
                          261
                                                False
                                                                 True
                                                                                 False
     1
                          149
                                                False
                                                                False
                                                                                 False
               mon
                                . . .
     2
                                                False
                                                                False
                                                                                 False
               mon
                          226
                               . . .
     3
                          151
                                                False
                                                                False
                                                                                 False
               mon
     4
                                                False
               mon
                          307
                                                                False
                                                                                 False
                               . . .
                    job_self-employed job_services job_student job_technician
       job retired
     0
             False
                                  False
                                                False
                                                              False
                                                                               False
             False
                                  False
                                                 True
                                                              False
                                                                               False
     1
     2
             False
                                  False
                                                 True
                                                              False
                                                                               False
     3
             False
                                  False
                                                False
                                                              False
                                                                               False
     4
             False
                                  False
                                                 True
                                                              False
                                                                               False
        job_unemployed job_unknown
     0
                  False
                              False
                  False
     1
                              False
     2
                  False
                              False
     3
                  False
                              False
     4
                  False
                              False
     [5 rows x 32 columns]
```

03.marital - Marital status (categorical).

data["marital"].value_counts()

marital
married 24610
single 11553
divorced 4476
unknown 80

dtype: int64

[#] Replace unknown with the most frequent category
most_frequent_marital = data['marital'].mode()[0]

```
data['marital'].replace('unknown', most_frequent_marital, inplace=True)
data["marital"].value_counts()
\overline{2}
                count
      marital
      married
                24690
       single
                11553
      divorced
                 4476
     dtype: int64
# One-hot encode the 'marital' column
data = pd.get_dummies(data, columns=['marital'], drop_first=True)
# Check the result
print(data.head())
\rightarrow
                     education default housing loan
                                                         contact month day_of_week
             age
     0 0.750000
                     basic.4y
                                              no no telephone
                                                                    may
     1 0.769231 high.school unknown
                                                   no telephone
                                              no
                                                                    may
                                                                                 mon
     2 0.384615 high.school
                                             yes
                                                   no
                                                       telephone
                                                                    may
                                                                                 mon
                                     no
     3 0.442308
                      basic.6y
                                                       telephone
                                     no
                                              no
                                                   no
                                                                    may
                                                                                 mon
     4 0.750000 high.school
                                              no yes
                                                       telephone
                                                                    may
                                                                                 mon
                                     no
        duration
                  campaign
                                  job_management job_retired job_self-employed \
     0
             261
                                            False
                                                         False
                                                                            False
     1
             149
                                            False
                                                         False
                                                                            False
     2
             226
                                            False
                                                         False
                                                                            False
                             . . .
     3
             151
                          1
                                            False
                                                         False
                                                                            False
     4
             307
                                            False
                                                         False
                                                                            False
        job_services
                      job_student job_technician job_unemployed job_unknown
     0
               False
                             False
                                              False
                                                               False
                                                                            False
                                                                            False
     1
                True
                             False
                                              False
                                                               False
     2
                True
                             False
                                              False
                                                               False
                                                                            False
     3
               False
                             False
                                              False
                                                               False
                                                                            False
                True
                             False
                                              False
                                                               False
                                                                            False
       marital_married marital_single
     0
                  True
                                  False
     1
                  True
                                  False
     2
                  True
                                  False
     3
                  True
                                  False
                  True
                                  False
     [5 rows x 33 columns]
```

V 04.education - Education level (categorical).

data["education"].value_counts()

₹

count

education						
university.degree	12105					
high.school	9481					
basic.9y	6018					
professional.course	5201					
basic.4y	3935					
basic.6y	2279					
unknown	1683					
illiterate	17					
dtype: int64						

```
dtyp
# Find the most frequent category in the 'education' column
most_frequent_education = data['education'].mode()[0]
# Replace 'unknown' with the most frequent category
data['education'] = data['education'].replace('unknown', most_frequent_education)
# Check the value counts after replacement
print(data['education'].value_counts())
→ education
     university.degree
                         13788
     high.school
                           9481
     basic.9y
                            6018
     professional.course
                           5201
     basic.4y
                            3935
     basic.6y
                            2279
     illiterate
                              17
     Name: count, dtype: int64
# One-hot encode the 'education' column
education_encoded = pd.get_dummies(data['education'], prefix='education')
# Join the one-hot encoded columns back to the original DataFrame
data = pd.concat([data, education encoded], axis=1)
# Drop the original 'education' column
data.drop('education', axis=1, inplace=True)
# Print the updated DataFrame
print(data.head())
```

```
\overline{2}
            age default housing loan
                                          contact month day_of_week duration \
       0.750000
                       no
                                    no telephone
                                                                 mon
                                                                            261
                                    no telephone
                                                                            149
    1
      0.769231 unknown
                               no
                                                     may
                                                                 mon
    2 0.384615
                                    no telephone
                                                     may
                                                                 mon
                                                                            226
                       no
                              yes
                                    no telephone
    3 0.442308
                       no
                               no
                                                     may
                                                                 mon
                                                                            151
    4 0.750000
                               no yes telephone
                                                                            307
                                                     may
                                                                 mon
                       no
                              job_unknown marital_married marital_single
       campaign
                 pdays
    0
                    999
                                    False
                                                      True
              1
    1
              1
                    999
                                    False
                                                      True
                                                                     False
    2
              1
                                    False
                                                      True
                                                                     False
                    999
                        . . .
    3
              1
                    999
                                    False
                                                      True
                                                                     False
    4
              1
                    999
                                    False
                                                      True
                                                                      False
       education_basic.4y education_basic.6y education_basic.9y \
    0
                      True
                                         False
                     False
    1
                                         False
                                                              False
    2
                     False
                                         False
                                                              False
    3
                     False
                                          True
                                                              False
    4
                     False
                                         False
                                                              False
       education_high.school education_illiterate education_professional.course
    0
                        False
                                              False
                                                                              False
    1
                         True
                                              False
                                                                              False
    2
                                                                              False
                         True
                                              False
    3
                        False
                                              False
                                                                              False
    4
                         True
                                              False
                                                                              False
       education_university.degree
    0
                              False
    1
                              False
    2
                              False
    3
                              False
    4
                              False
    [5 rows x 39 columns]
```

05.default - Has credit in default? (binary).

```
data["default"].value_counts()

count

default

no 32162

unknown 8554

yes 3

dtype: int64
```

Drop the 'default' column if it doesn't provide useful information
data = data.drop('default', axis=1)

→ 06.balance - Average yearly balance in euros (numeric).

Start coding or generate with AI.

07.housing - Has housing loan? (binary).

```
data["housing"].value_counts()
\rightarrow
                count
       housing
        ves
                21319
                18419
         no
      unknown
                  981
     dtype: int64
# Replace 'unknown' with the most frequent value ('yes')
data['housing'] = data['housing'].replace('unknown', 'yes')
# Check the updated value counts
print(data['housing'].value counts())
     housing
     yes
            22300
            18419
     Name: count, dtype: int64
# One-hot encode the 'housing' column
housing_encoded = pd.get_dummies(data['housing'], prefix='housing')
# Join the encoded columns back to the original dataframe
```

```
data = pd.concat([data, housing_encoded], axis=1)
# Drop the original 'housing' column if it's no longer needed
data = data.drop(columns=['housing'])
# Check the updated dataframe
print(data.head())
\rightarrow
                         contact month day_of_week duration campaign
             age loan
     0 0.750000
                   no telephone
                                   may
                                                          261
                                                                      1
                                                                           999
                                               mon
     1 0.769231
                   no telephone
                                                          149
                                                                      1
                                                                           999
                                   may
                                                mon
     2 0.384615
                   no telephone
                                                          226
                                                                      1
                                                                           999
                                   may
                                               mon
                                                                           999
     3 0.442308
                 no telephone
                                                          151
                                                                      1
                                   may
                                               mon
     4 0.750000 yes telephone
                                   may
                                                mon
                                                          307
                                                                           999
        previous
                     poutcome ...
                                    marital_single education_basic.4y \
     0
               0
                  nonexistent
                                             False
                               . . .
     1
               0 nonexistent
                                             False
                                                                  False
     2
               0 nonexistent ...
                                             False
                                                                  False
     3
               0
                 nonexistent
                                             False
                                                                  False
     4
               0 nonexistent
                                             False
                                                                  False
        education_basic.6y education_basic.9y education_high.school \
     0
                     False
                                         False
                                                                 False
     1
                     False
                                         False
                                                                  True
     2
                                                                  True
                     False
                                         False
     3
                      True
                                         False
                                                                 False
     4
                     False
                                         False
                                                                  True
       education_illiterate education_professional.course \
     0
                      False
                                                      False
     1
                      False
                                                      False
     2
                      False
                                                      False
     3
                      False
                                                      False
     4
                      False
                                                      False
        education_university.degree housing_no housing_yes
     0
                              False
                                           True
                                                        False
```

[5 rows x 39 columns]

1

2

3

08.loan - Has personal loan? (binary).

data["loan"].value_counts()

False

False

False

False

True

False

True

True

False

True

False

False

```
⇒ count
```

```
no 33560
yes 6178
unknown 981
```

dtype: int64

One-hot encode the 'loan' column
loan_encoded = pd.get_dummies(data['loan'], prefix='loan')

Join the encoded columns back to the original dataframe
data = pd.concat([data, loan_encoded], axis=1)

Drop the original 'loan' column if it's no longer needed
data = data.drop(columns=['loan'])

Check the updated dataframe
print(data.head())

2

3

4

\overline{r}		age	contact	${\tt month}$	day_of_week	duration	campaign	pdays	previous	\
	0	0.750000	telephone	may	mon	261	1	999	0	
	1	0.769231	telephone	may	mon	149	1	999	0	
	2	0.384615	telephone	may	mon	226	1	999	0	
	3	0.442308	telephone	may	mon	151	1	999	0	
	4	0.750000	telephone	may	mon	307	1	999	0	
		poutco	me emp.var	r.rate	educat	tion_basic.	6y educat	ion_bas	ic.9y \	
	0	nonexiste	nt	1.1	• • •	Fal	se		False	
	1	nonexiste	nt	1.1		Fal	se		False	
	2	nonexiste	nt	1.1		Fal	se		False	
	3	nonexiste	nt	1.1	• • •	Tr	ue		False	
	4	nonexiste	nt	1.1	• • •	Fal	se		False	
		education	high school	ما مرا	ucation_illi	tanata aduc	ation nnof	essiona	1 course	\
	_	educación	_ •		acacion_iiii		acton_prof	C3310IIa		\
	0		Fals	_		False			False	
	1		Trı	ıe		False			False	

False

False

False

True

True

False

False

False

False

education_university.degree	housing_no	housing_yes	loan_no	loan_yes
False	True	False	True	False
False	True	False	True	False
False	False	True	True	False
False	True	False	True	False
False	True	False	False	True
	False False False False	False True False True False False False True	False True False False True False False False True False True False	False True False True False False True True False True False True

[5 rows x 40 columns]

→ 09.contact - Communication type for last contact (categorical).

```
data["contact"].value_counts()
\overline{\Rightarrow}
                 count
       contact
       cellular
                 25724
      telephone 14995
     dtype: int64
# Drop the 'contact' column
data = data.drop(columns=['contact'])
# Check the updated dataframe
print(data.head())
             age month day_of_week
                                     duration campaign pdays
                                                                  previous
     0 0.750000
                    may
                                mon
                                           261
                                                       1
                                                             999
     1 0.769231
                                           149
                                                       1
                                                             999
                                                                         0
                    may
                                mon
     2 0.384615
                    may
                                           226
                                                             999
                                                                         0
                                mon
                                                             999
     3 0.442308
                    may
                                           151
                                                       1
                                                                         0
                                mon
                                                             999
     4 0.750000
                                           307
                                                                         0
                    may
                                mon
           poutcome emp.var.rate cons.price.idx
                                                          education_basic.6y
                                             93.994
     0 nonexistent
                               1.1
                                                                        False
     1 nonexistent
                               1.1
                                             93.994
                                                                        False
     2 nonexistent
                               1.1
                                             93.994
                                                                        False
     3 nonexistent
                               1.1
                                             93.994
                                                                         True
     4 nonexistent
                               1.1
                                             93.994
                                                                        False
        education_basic.9y education_high.school education_illiterate
     0
                      False
                                              False
                                                                    False
     1
                      False
                                               True
                                                                    False
     2
                      False
                                               True
                                                                    False
     3
                                                                    False
                      False
                                              False
     4
                      False
                                               True
                                                                    False
        education_professional.course education_university.degree housing_no \
     0
                                  False
                                                                False
                                                                              True
     1
                                 False
                                                                False
                                                                              True
     2
                                 False
                                                                             False
                                                                False
     3
                                 False
                                                                False
```

```
housing_yes loan_no loan_yes
               True
0
       False
                       False
1
       False
                True
                       False
2
                True
                       False
        True
3
       False
                True
                       False
       False
               False
                        True
```

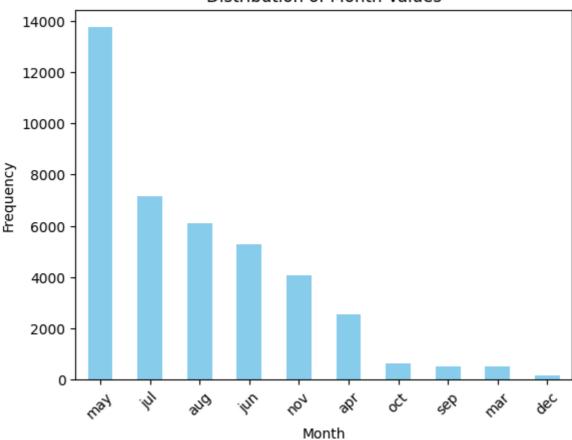
[5 rows x 39 columns]

→ 10.day - Last contact day of the month (numeric).

```
data["month"].value_counts()
\overline{\mathbf{T}}
              count
      month
       may
             13736
              7141
       jul
       aug
              6091
              5301
       jun
              4064
       nov
              2562
       apr
               648
       oct
                513
       sep
                503
       mar
                160
       dec
     dtype: int64
import matplotlib.pyplot as plt
# Plot the value counts of the 'month' column
data['month'].value_counts().plot(kind='bar', color='skyblue')
# Set labels and title
plt.title('Distribution of Month Values')
plt.xlabel('Month')
plt.ylabel('Frequency')
# Show the plot
plt.xticks(rotation=45)
plt.show()
```



Distribution of Month Values



import pandas as pd

data = pd.get_dummies(data, columns=['month'], drop_first=False)

Display the transformed data to check the result
print(data.head())

$\overline{\Rightarrow}$		age	day_of_week	duration	campaign	pdays	previous	pou	utcome	\	
	0	0.750000	mon	261	1	999	0	nonexi	istent		
	1	0.769231	mon	149	1	999	0	nonexi	istent		
	2	0.384615	mon	226	1	999	0	nonexi	istent		
	3	0.442308	mon	151	1	999	0	nonexi	istent		
	4	0.750000	mon	307	1	999	0	nonexi	istent		
		emp.var.r	rate cons.p	rice.idx	cons.conf.i	dx	month_ap	r mont	th_aug	\	
	0		1.1	93.994	-36	.4	Fals	e	False		
	1		1.1	93.994	-36	.4	Fals	e	False		
	2		1.1	93.994	-36	.4	Fals	e	False		
	3		1.1	93.994	-36	.4	Fals	e	False		
	4		1.1	93.994	-36	.4	Fals	e	False		
		month_dec	month_jul	month_jun	month_mar	month_	_may mont	h_nov	month_o	ct	\
	0	False	False	False	False	٦	True	False	Fal	se	
	1	False	False	False	False	٦	True	False	Fal	se	
	2	False	False	False	False	٦	True	False	Fal	se	
	3	False	False	False	False	٦	True	False	Fal	se	
	4	False	False	False	False	٦	True	False	Fal	se	
		month_sep)								
	0	False	7								

```
1 False
2 False
3 False
4 False
[5 rows x 48 columns]
```

→ 11.month - Last contact month (categorical).

```
data["day_of_week"].value_counts()

count

day_of_week
```

thu	8522
mon	8426
wed	8052
tue	7980
fri	7739

dtype: int64

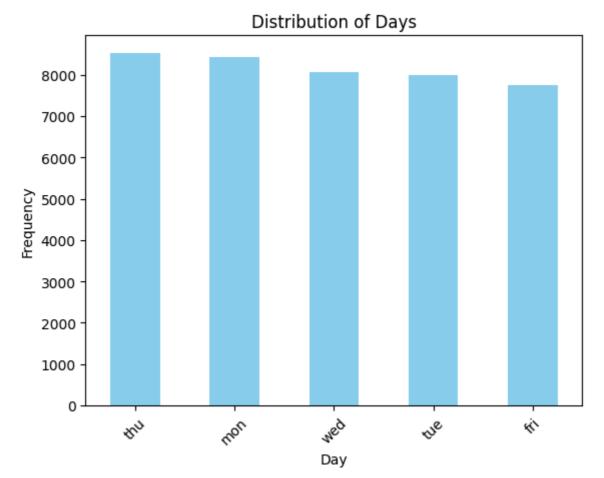
```
import matplotlib.pyplot as plt

# Plot the value counts of the 'day_of_week' column
data['day_of_week'].value_counts().plot(kind='bar', color='skyblue')

# Set labels and title
plt.title('Distribution of Days')
plt.xlabel('Day')
plt.ylabel('Frequency')

# Show the plot
plt.xticks(rotation=45)
plt.show()
```





Drop the 'day_of_week' column in-place
data.drop(columns=['day_of_week'], inplace=True)

Verify if the column is removed
print(data.head())

\rightarrow		age	duration	campaign p	odays	previ	ous	pout	come	emp.var	r.rate	\
	0	0.750000	261	1	999		0	nonexis	tent		1.1	
	1	0.769231	149	1	999		0	nonexis	tent		1.1	
	2	0.384615	226	1	999		0	nonexis	tent		1.1	
	3	0.442308	151	1	999		0	nonexis	tent		1.1	
	4	0.750000	307	1	999		0	nonexis	tent		1.1	
		cons.price	e.idx cons	.conf.idx	eurib	or3m		month_a	or mo	nth_aug	\	
	0	9:	3.994	-36.4	4	.857		Fals	se	False		
	1	9:	3.994	-36.4	4	.857		Fals	se	False		
	2	9:	3.994	-36.4	4	.857		Fals	se	False		
	3	9:	3.994	-36.4	4	.857		Fals	se	False		
	4	9:	3.994	-36.4	4	.857	• • •	Fals	se	False		
		month dec	month jul	L month_jur	n mon	th mar	mo	nth may	mont	h_nov \	\	
	0	- False				False		True		_ False		
	1	False	False	e False	2	False		True		False		
	2	False	False	e False	5	False		True	1	False		
	3	False	False	e False	2	False		True		False		
	4	False	False	e False	9	False		True	I	False		
		month_oct	month_sep)								
	0	- False										
	1	False	False	<u>ح</u>								

```
2 False False
3 False False
4 False False
```

[5 rows x 47 columns]

→ 12.duration - Last contact duration in seconds (numeric).

data["duration"].value_counts()

 $\overline{\pm}$

count

duration	
85	168
136	167
90	167
73	166
124	163
1275	1
1473	1
1432	1
1412	1
1868	1

1542 rows × 1 columns

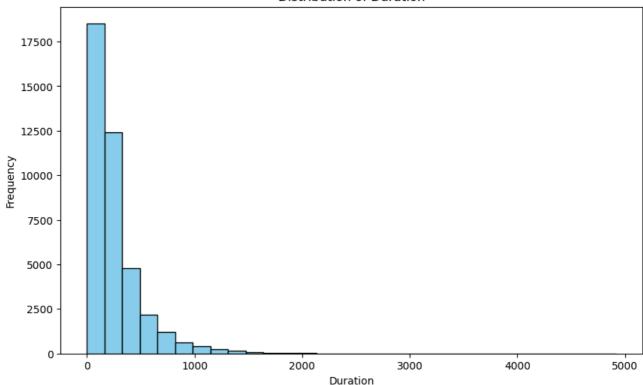
dtype: int64

```
import matplotlib.pyplot as plt

# Plot the distribution of the 'duration' column
plt.figure(figsize=(10, 6))
plt.hist(data['duration'], bins=30, color='skyblue', edgecolor='black')
plt.title('Distribution of Duration')
plt.xlabel('Duration')
plt.ylabel('Frequency')
plt.show()
```

 $\overline{2}$

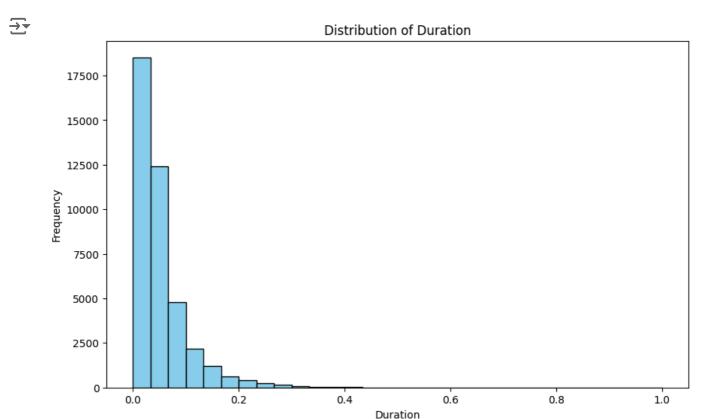
Distribution of Duration



```
# Reshape the data as it is a single column
scaler = MinMaxScaler()
data['duration'] = scaler.fit_transform(data[['duration']])
# Check the result
print(data[['duration']].head())
\rightarrow
        duration
        0.053070
       0.030297
     2 0.045954
     3 0.030704
     4 0.062424
import matplotlib.pyplot as plt
# Plot the distribution of the 'duration' column
plt.figure(figsize=(10, 6))
plt.hist(data['duration'], bins=30, color='skyblue', edgecolor='black')
plt.title('Distribution of Duration')
plt.xlabel('Duration')
```

from sklearn.preprocessing import MinMaxScaler

plt.ylabel('Frequency')
plt.show()



13.campaign - Number of contacts in this campaign (numeric)

data["campaign"].value_counts()



count

campaign	
1	17388
2	10444
3	5300
4	2631
5	1594
6	970
7	624
8	396
9	280
10	225
11	177
12	124
13	92
14	69
17	58
15	51
16	50
18	33
20	30
19	26
21	24
22	17
23	16
24	15
27	11
29	10
25	8
28	8
26	8
30	7
31	7

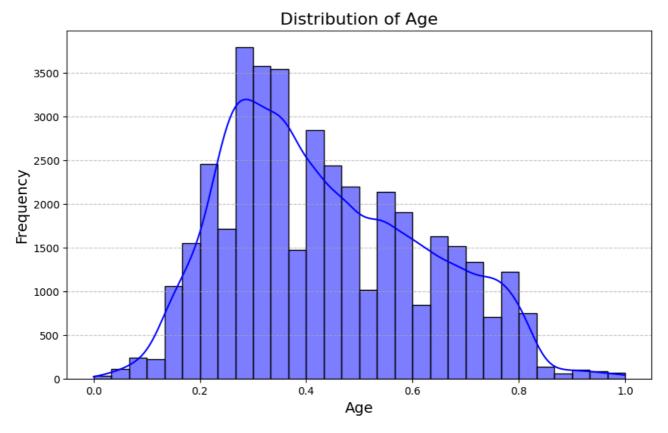
```
35
            5
32
            4
33
            4
34
            3
42
            2
            2
40
            2
43
56
            1
39
            1
41
            1
37
            1
```

dtype: int64

```
import matplotlib.pyplot as plt
import seaborn as sns

# Plot the distribution of age
plt.figure(figsize=(10, 6))
sns.histplot(data['age'], bins=30, kde=True, color='blue') # KDE adds a smooth curve
plt.title('Distribution of Age', fontsize=16)
plt.xlabel('Age', fontsize=14)
plt.ylabel('Frequency', fontsize=14)
plt.grid(axis='y', linestyle='--', alpha=0.7)
plt.show()
```





14.pdays - Days passed since the last contact in a previous campaign (numeric, -1 for no previous contact).

```
data["pdays"].value_counts()
```

 $\overline{2}$

count

pdays	
999	39302
3	399
6	382
4	111
9	60
2	60
12	56
7	55
10	51
5	45
13	34
11	28
1	26
15	22
14	18
8	17
0	15
16	11
17	8
18	7
22	3
19	3
21	2
25	1
26	1
27	1
20	1

dtype: int64

import matplotlib.pyplot as plt

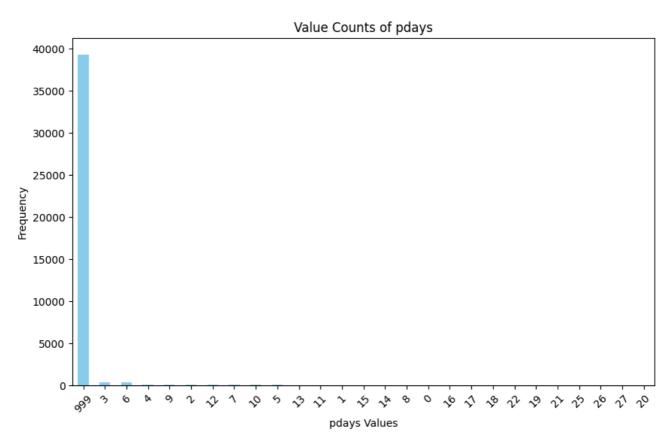
Get the value counts of the 'pdays' column

 \rightarrow

```
pdays_counts = data["pdays"].value_counts()

# Plot the result
pdays_counts.plot(kind='bar', figsize=(10,6), color='skyblue')

# Adding labels and title
plt.xlabel('pdays Values')
plt.ylabel('Frequency')
plt.title('Value Counts of pdays')
plt.xticks(rotation=45)
plt.show()
```



```
# Drop the 'pdays' column
# data = data.drop(columns=['pdays'])
# print(data.head())
```

15.previous - Number of contacts before the current campaign (numeric).

```
data["previous"].value_counts()
```



count

previous	
0	35296
1	4439
2	700
3	200
4	61
5	18
6	4
7	1

dtype: int64

```
import matplotlib.pyplot as plt

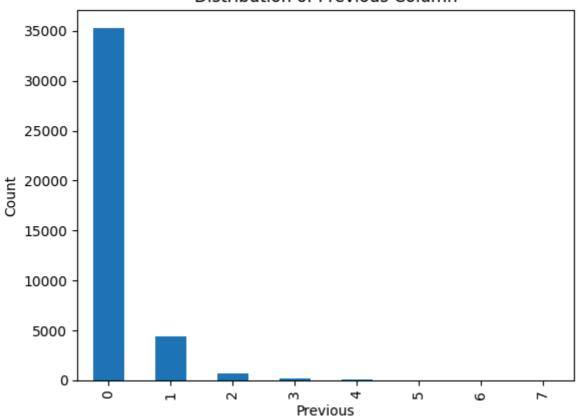
# Plot the value counts for the 'previous' column
data['previous'].value_counts().sort_index().plot(kind='bar')

# Adding labels and title
plt.xlabel('Previous')
plt.ylabel('Count')
plt.title('Distribution of Previous Column')

# Show the plot
plt.show()
```



Distribution of Previous Column



```
# Drop the 'pdays' column
# data = data.drop(columns=['previous'])
# print(data.head())
```

→ 16.poutcome - Outcome of the previous campaign (categorical).

```
data["poutcome"].value_counts()
__
```

→		count
	poutcome	
	nonexistent	35296
	failure	4141
	success	1282

dtype: int64

```
import pandas as pd
```

```
# Perform one-hot encoding on 'poutcome'
one_hot_encoded = pd.get_dummies(data['poutcome'], prefix='poutcome')
# Add the one-hot encoded columns back to the original dataset
data = pd.concat([data, one_hot_encoded], axis=1)
```

→ 17.cons.price.idx - Numeric: Consumer price index.

```
data["cons.price.idx"].value_counts()
```



count

cons.price.idx	
93.994	7763
93.918	6685
92.893	5785
93.444	5175
94.465	4374
93.200	3616
93.075	2418
92.963	710
92.201	704
92.431	392
92.649	322
94.215	279
94.199	278
92.843	254
93.369	249
92.379	235
94.055	217
94.027	212
94.601	189
93.876	188
92.469	177
92.713	150
93.749	144
94.767	126
93.798	67
92.756	10

dtype: int64

→ 18.cons.conf.idx - Numeric: Consumer confidence index.

data["cons.conf.idx"].value_counts()

 \rightarrow

count

cons.conf.idx	
-36.4	7763
-42.7	6685
-46.2	5785
-36.1	5175
-41.8	4374
-42.0	3616
-47.1	2418
-40.8	710
-31.4	704
-26.9	392
-30.1	322
-40.3	279
-37.5	278
-50.0	254
-34.8	249
-29.8	235
-39.8	217
-38.3	212
-49.5	189
-40.0	188
-33.6	177
-33.0	150
-34.6	144
-50.8	126
-40.4	67
-45.9	10

dtype: int64

→ 19.emp.var.rate - Numeric: Employment variation rate.

data["emp.var.rate"].value_counts()

→		count
	emp.var.rate	
	1.4	16234
	-1.8	9038
	1.1	7763
	-0.1	3683
	-2.9	1591
	-3.4	949
	-1.7	708

dtype: int64

-1.1

-3.0

-0.2

∨ 20.euribor3m - Numeric: Euribor 3-month rate.

593

150

10

data["euribor3m"].value_counts()



count

euribor3m	
4.857	2868
4.962	2613
4.963	2487
4.961	1902
4.856	1210
3.743	1
3.282	1
3.669	1
3.488	1
3.400	
0.956	1

316 rows × 1 columns

dtype: int64

→ 21.nr.employed - Numeric: Number of employees.

data["nr.employed"].value_counts()



count

nr.employed		
5228.1	16234	
5099.1	8457	
5191.0	7763	
5195.8	3683	
5076.2	1591	
5017.5	949	
4991.6	708	
4963.6	593	
5008.7	581	
5023.5	150	
5176.3	10	

dtype: int64

22.y - Client subscribed to a term deposit? (binary).



0 36300

1 4419

dtype: int64

4.2 Encode Categorical Variables

Start coding or generate with AI.

4.3 Feature Engineering

data.dtypes



0

duration floated pdays interpreted floated cons.price.idx floated cons.conf.idx floated puribor3m floated y interpreted floated job_admin. boo job_blue-collar floated job_entrepreneur floated job_management floated job_retired floated job_self-employed floated job_self-employed floated job_self-employed floated job_self-employed floated job_self-employed floated job_self-employed floated floated book fl		
campaign floated pdays interest previous floated cons.price.idx floated cons.conf.idx floated cons.conf.idx floated particles. It is a cons.conf.conf.conf.conf.conf.conf.conf.conf	age	float64
pdays into previous into emp.var.rate floato cons.price.idx floato cons.conf.idx floato euribor3m floato nr.employed floato y into job_admin. bo job_blue-collar bo job_housemaid bo job_management bo job_retired bo job_self-employed bo job_services bo job_student bo job_student bo job_unemployed bo marital_married bo marital_married bo education_basic.4y bo education_basic.9y bo education_high.school bo education_illiterate	duration	float64
previous into emp.var.rate floato cons.price.idx floato cons.conf.idx floato euribor3m floato nr.employed floato y into job_admin. bo job_blue-collar bo job_housemaid bo job_management bo job_retired bo job_self-employed bo job_services bo job_student bo job_unemployed bo job_unemployed bo marital_married bo marital_married bo education_basic.4y bo education_basic.9y bo education_high.school bo education_illiterate	campaign	float64
emp.var.rate floate cons.price.idx floate cons.conf.idx floate euribor3m floate y inte job_admin. bo job_blue-collar bo job_housemaid bo job_management bo job_retired bo job_self-employed bo job_student bo job_technician bo job_unemployed bo marital_married bo marital_married bo education_basic.4y bo education_basic.9y bo education_high.school bo education_illiterate bo	pdays	int64
cons.price.idx cons.conf.idx floate euribor3m floate nr.employed floate y inte job_admin. job_blue-collar job_housemaid job_management job_retired job_self-employed job_services job_student job_unemployed job_unemployed bo marital_married bo marital_single education_basic.6y education_basic.9y education_high.school bo	previous	int64
cons.conf.idx euribor3m floate nr.employed floate y inte job_admin. job_blue-collar job_entrepreneur job_housemaid job_retired job_self-employed job_services job_student job_technician job_unemployed job_unemployed bo marital_married marital_single education_basic.6y education_basic.9y education_high.school bo	emp.var.rate	float64
euribor3m floated y interest y interest y job_admin. bo job_blue-collar bo job_entrepreneur bo job_housemaid bo job_management bo job_retired bo job_self-employed bo job_student bo job_technician bo job_unemployed bo marital_married bo marital_single bo education_basic.4y bo education_basic.9y bo education_high.school bo education_illiterate bo	cons.price.idx	float64
nr.employed floated y interest	cons.conf.idx	float64
y into job_admin. boo job_blue-collar boo job_entrepreneur boo job_housemaid boo job_management boo job_self-employed boo job_services boo job_student boo job_unemployed boo job_unemployed boo marital_married boo marital_single boo education_basic.6y boo education_high.school boo education_illiterate boo	euribor3m	float64
job_admin. bo job_blue-collar bo job_entrepreneur bo job_housemaid bo job_management bo job_retired bo job_self-employed bo job_services bo job_student bo job_unemployed bo job_unemployed bo marital_married bo marital_single bo education_basic.4y bo education_basic.9y bo education_high.school bo education_illiterate bo	nr.employed	float64
job_blue-collar job_entrepreneur job_housemaid bo job_management bo job_retired bo job_self-employed bo job_student job_technician job_unemployed job_unknown marital_married bo marital_single education_basic.4y education_basic.9y education_high.school bo job_entrepreneur bo bo bo education_illiterate bo bo education_illiterate	у	int64
job_entrepreneur bo job_housemaid bo job_management bo job_retired bo job_self-employed bo job_services bo job_student bo job_unemployed bo job_unemployed bo marital_married bo marital_single bo education_basic.4y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_admin.	bool
job_housemaid bo job_management bo job_retired bo job_self-employed bo job_services bo job_student bo job_unemployed bo job_unemployed bo marital_married bo marital_single bo education_basic.4y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_blue-collar	bool
job_management bo job_retired bo job_self-employed bo job_services bo job_student bo job_technician bo job_unemployed bo job_unknown bo marital_married bo marital_single bo education_basic.4y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_entrepreneur	bool
job_retired bo job_self-employed bo job_services bo job_student bo job_technician bo job_unemployed bo job_unknown bo marital_married bo education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_housemaid	bool
job_self-employed bo job_services bo job_student bo job_technician bo job_unemployed bo job_unknown bo marital_married bo education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_management	bool
job_services bo job_student bo job_technician bo job_unemployed bo job_unknown bo marital_married bo education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_retired	bool
job_student bo job_technician bo job_unemployed bo job_unknown bo marital_married bo marital_single bo education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_self-employed	bool
job_technician bo job_unemployed bo job_unknown bo marital_married bo marital_single bo education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_services	bool
job_unemployed bo job_unknown bo marital_married bo marital_single bo education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_student	bool
job_unknown bo marital_married bo marital_single bo education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_technician	bool
marital_married bo marital_single bo education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_unemployed	bool
marital_single bo education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	job_unknown	bool
education_basic.4y bo education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	marital_married	bool
education_basic.6y bo education_basic.9y bo education_high.school bo education_illiterate bo	marital_single	bool
education_basic.9y bo education_high.school bo education_illiterate bo	education_basic.4y	bool
education_high.school bo	education_basic.6y	bool
education_illiterate bo	education_basic.9y	bool
-	education_high.school	bool
education_professional.course bo	education_illiterate	bool
	education_professional.course	bool
education_university.degree bo	education_university.degree	bool

housing_no	bool
housing_yes	bool
loan_no	bool
loan_yes	bool
month_apr	bool
month_aug	bool
month_dec	bool
month_jul	bool
month_jun	bool
month_mar	bool
month_may	bool
month_nov	bool
month_oct	bool
month_sep	bool
poutcome_failure	bool
poutcome_nonexistent	bool
poutcome_success	bool

dtype: object

✓ 4.3.1 Feature Extraction (Principal Component Analysis (PCA))

```
from sklearn.decomposition import PCA
from sklearn.preprocessing import StandardScaler
import pandas as pd
# Create a DataFrame for the relevant columns
data_pca = data[['pdays', 'previous', 'poutcome_failure', 'poutcome_nonexistent', 'poutco
# Standardize the data (PCA is sensitive to scale)
scaler = StandardScaler()
data_scaled = scaler.fit_transform(data_pca)
# Apply PCA - reducing to 1 component
pca = PCA(n_components=1)
pca_result = pca.fit_transform(data_scaled)
# Add the PCA result as a new column in the dataset
data['pca_1'] = pca_result
# Drop the original columns (pdays, previous, and the one-hot encoded columns)
data.drop(columns=['pdays', 'previous', 'poutcome_failure', 'poutcome_nonexistent', 'pout
# Display the first few rows of the updated dataset
print(data.head())
\rightarrow
            age duration campaign emp.var.rate cons.price.idx cons.conf.idx
    0 0.750000 0.053070
                                                         93.994
                                                                        -36.4
                               0.0
                                            1.1
    1 0.769231 0.030297
                               0.0
                                            1.1
                                                         93.994
                                                                        -36.4
    2 0.384615 0.045954
                               0.0
                                            1.1
                                                         93.994
                                                                        -36.4
    3 0.442308 0.030704
                               0.0
                                            1.1
                                                         93.994
                                                                        -36.4
    4 0.750000 0.062424
                                                         93.994
                                                                        -36.4
                               0.0
                                            1.1
       euribor3m nr.employed y job_admin.
                                            ... month aug month dec \
    0
           4.857
                      5191.0 0
                                     False ...
                                                    False
                                                              False
    1
           4.857
                      5191.0 0
                                      False ...
                                                     False
                                                               False
    2
                      5191.0 0
                                                     False
                                                               False
           4.857
                                      False ...
                                      True ...
    3
           4.857
                      5191.0 0
                                                     False
                                                               False
           4.857
                      5191.0 0
                                      False ...
                                                     False
                                                               False
       month jul month jun month mar month may month nov month oct \
    0
           False False False
                                           True False
                                                              False
                                           True
    1
           False
                     False
                                False
                                                     False
                                                               False
    2
                                False
                                           True
                                                     False
                                                               False
           False
                     False
    3
           False
                    False
                               False
                                           True
                                                    False
                                                               False
                                False
                                           True
                                                     False
                                                               False
           False
                    False
       month sep
                    pca 1
    0
           False -0.653294
    1
           False -0.653294
    2
           False -0.653294
    3
           False -0.653294
```

False -0.653294

```
[5 rows x 45 columns]
```

```
from sklearn.decomposition import PCA
from sklearn.preprocessing import StandardScaler
# Step 1: Select the columns for PCA
pca_columns = ['cons.price.idx', 'cons.conf.idx', 'emp.var.rate', 'euribor3m', 'nr.employ
pca_data = data[pca_columns]
# Step 2: Standardize the data (PCA requires standardization)
scaler = StandardScaler()
pca_data_scaled = scaler.fit_transform(pca_data)
# Step 3: Apply PCA
pca = PCA(n_components=1) # Reduce to 1 component for pca_02
data['pca_02'] = pca.fit_transform(pca_data_scaled)
# Step 4: Drop the original columns
data = data.drop(columns=pca columns)
# Display the updated data
print(data.head())
\rightarrow
             age duration campaign y job_admin. job_blue-collar
     0 0.750000 0.053070
                                0.0 0
                                             False
                                                              False
     1 0.769231 0.030297
                                0.0 0
                                             False
                                                              False
     2 0.384615 0.045954
                                0.0 0
                                             False
                                                              False
     3 0.442308 0.030704
                                0.0 0
                                             True
                                                              False
     4 0.750000 0.062424
                                0.0 0
                                             False
                                                              False
        job_entrepreneur job_housemaid job_management job_retired ...
     0
                  False
                                  True
                                                 False
                                                              False
                                 False
     1
                                                              False ...
                  False
                                                 False
     2
                  False
                                 False
                                                 False
                                                              False
     3
                  False
                                 False
                                                 False
                                                              False
     4
                  False
                                 False
                                                 False
                                                              False
                                                                    . . .
        month dec month jul month jun month mar month may
                                                              month nov \
     0
           False
                      False
                                 False
                                            False
                                                        True
                                                                  False
     1
           False
                      False
                                 False
                                            False
                                                        True
                                                                  False
     2
           False
                      False
                                 False
                                            False
                                                        True
                                                                  False
     3
           False
                      False
                                 False
                                            False
                                                        True
                                                                  False
     4
           False
                      False
                                 False
                                            False
                                                        True
                                                                  False
       month oct month sep
                                pca 1
                                         pca 02
     0
           False
                      False -0.653294 1.302342
     1
           False
                      False -0.653294 1.302342
     2
           False
                      False -0.653294 1.302342
     3
           False
                      False -0.653294 1.302342
           False
                      False -0.653294 1.302342
     [5 rows x 41 columns]
```

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✓ 4.3.2 Feature Selection:

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4.4 Normalize/Scale Numerical Features

data.dtypes



0

	· ·
age	float64
duration	float64
campaign	float64
у	int64
job_admin.	bool
job_blue-collar	bool
job_entrepreneur	bool
job_housemaid	bool
job_management	bool
job_retired	bool
job_self-employed	bool
job_services	bool
job_student	bool
job_technician	bool
job_unemployed	bool
job_unknown	bool
marital_married	bool
marital_single	bool
education_basic.4y	bool
education_basic.6y	bool
education_basic.9y	bool
education_high.school	bool
education_illiterate	bool
education_professional.course	bool
education_university.degree	bool
housing_no	bool
housing_yes	bool
loan_no	bool
loan_yes	bool
month_apr	bool
month_aug	bool
month_dec	bool

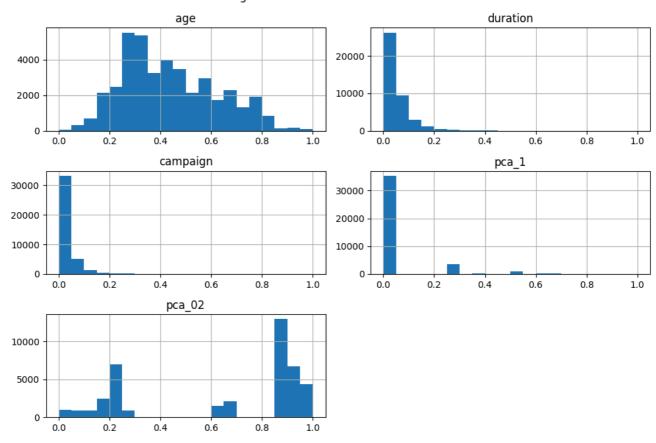
```
month_jul
                        bool
month_jun
                        bool
month mar
                        bool
month_may
                        bool
month_nov
                        bool
month_oct
                        bool
month_sep
                        bool
  pca_1
                      float64
  pca_02
                      float64
```

dtype: object

```
from sklearn.preprocessing import MinMaxScaler
# Select numeric columns for normalization
numeric_columns = ['age', 'duration', 'campaign', 'pca_1', 'pca_02']
# Initialize the MinMaxScaler
scaler = MinMaxScaler()
# Normalize the selected numeric columns
data[numeric_columns] = scaler.fit_transform(data[numeric_columns])
# Display the updated data
print(data[numeric_columns].head())
\rightarrow
             age duration campaign pca_1
                                              pca_02
     0 0.750000 0.053070
                                0.0
                                      0.0 0.898881
     1 0.769231 0.030297
                                0.0
                                       0.0 0.898881
     2 0.384615 0.045954
                                0.0
                                      0.0 0.898881
     3 0.442308 0.030704
                                0.0
                                      0.0 0.898881
                                0.0
     4 0.750000 0.062424
                                       0.0 0.898881
import matplotlib.pyplot as plt
# Select numeric columns for normalization
numeric_columns = ['age', 'duration', 'campaign', 'pca_1', 'pca_02']
# Plot histograms for each numeric column
data[numeric_columns].hist(bins=20, figsize=(10, 7))
plt.suptitle('Histogram of Normalized Numeric Columns')
plt.tight_layout()
plt.show()
```



Histogram of Normalized Numeric Columns

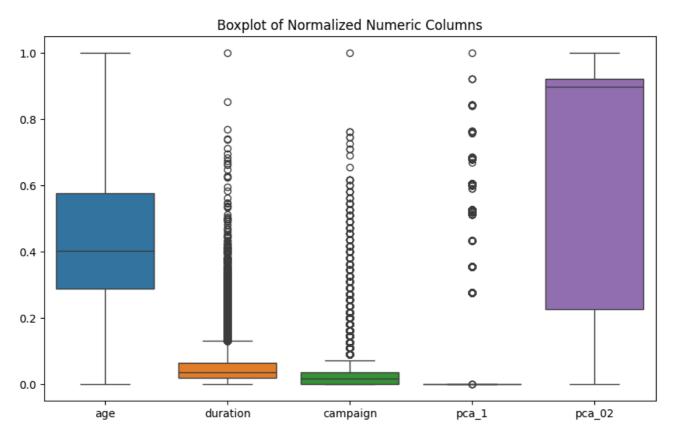


```
import seaborn as sns
import matplotlib.pyplot as plt

# Select numeric columns for visualization
numeric_columns = ['age', 'duration', 'campaign', 'pca_1', 'pca_02']

# Create a boxplot to visualize distribution and outliers
plt.figure(figsize=(10, 6))
sns.boxplot(data=data[numeric_columns])
plt.title('Boxplot of Normalized Numeric Columns')
plt.show()
```

 $\overline{2}$



4.5 Handle Class Imbalance

data.dtypes



0

	· ·
age	float64
duration	float64
campaign	float64
у	int64
job_admin.	bool
job_blue-collar	bool
job_entrepreneur	bool
job_housemaid	bool
job_management	bool
job_retired	bool
job_self-employed	bool
job_services	bool
job_student	bool
job_technician	bool
job_unemployed	bool
job_unknown	bool
marital_married	bool
marital_single	bool
education_basic.4y	bool
education_basic.6y	bool
education_basic.9y	bool
education_high.school	bool
education_illiterate	bool
education_professional.course	bool
education_university.degree	bool
housing_no	bool
housing_yes	bool
loan_no	bool
loan_yes	bool
month_apr	bool
month_aug	bool
month_dec	bool

month_jul	bool	
month_jun	bool	
month_mar	bool	
month_may	bool	
month_nov	bool	
month_oct	bool	
month_sep	bool	
pca_1	float64	
pca_02	float64	

dtype: object

oversampling the minority class

```
import warnings
warnings.filterwarnings("ignore", category=FutureWarning)
from imblearn.over_sampling import RandomOverSampler
from imblearn.under_sampling import RandomUnderSampler
from imblearn.combine import SMOTEENN
from sklearn.model_selection import train_test_split
import pandas as pd
X = data.drop('y', axis=1) # Features
y = data['y']
                            # Target variable
# Split the data into training and testing sets
X_train, X_test, y_train, y_test = train_test_split(X, y, test_size=0.3, random_state=42,
# First, oversample the minority class
oversampler = RandomOverSampler(random_state=42)
X_resampled, y_resampled = oversampler.fit_resample(X_train, y_train)
# Next, undersample the majority class from the oversampled dataset
undersampler = RandomUnderSampler(random state=42)
X_balanced, y_balanced = undersampler.fit_resample(X_resampled, y_resampled)
# Alternatively, use SMOTEENN for a hybrid approach (Optional)
smoteenn = SMOTEENN(random state=42)
X_smoteenn, y_smoteenn = smoteenn.fit_resample(X_train, y_train)
# Display the class distribution after balancing
from collections import Counter
print("Class distribution after oversampling and undersampling:", Counter(y balanced))
print("Class distribution after SMOTEENN:", Counter(y_smoteenn))
```

You can now train your model on X_balanced or X_smoteenn

```
Class distribution after oversampling and undersampling: Counter({0: 25410, 1: 25410} Class distribution after SMOTEENN: Counter({1: 21694, 0: 20559})
```

undersampling the majority class

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4.6 Split the Dataset

```
# Split into training and testing sets (80% training, 20% testing)

X_train, X_test, y_train, y_test = train_test_split(
    X_smoteenn, y_smoteenn, test_size=0.2, random_state=42, stratify=y_smoteenn)

# Display the shape of the resulting splits

print("Training set size:", X_train.shape, y_train.shape)

print("Testing set size:", X_test.shape, y_test.shape)

# Check the class distribution in the training and testing sets

from collections import Counter

print("Class distribution in training set:", Counter(y_train))

print("Class distribution in testing set:", Counter(y_test))

→ Training set size: (33802, 40) (33802,)

    Testing set size: (8451, 40) (8451,)
    Class distribution in training set: Counter({1: 17355, 0: 16447})
    Class distribution in testing set: Counter({1: 4339, 0: 4112})
```

5. visualizations

Histogram for a numerical feature

distribution of numerical features

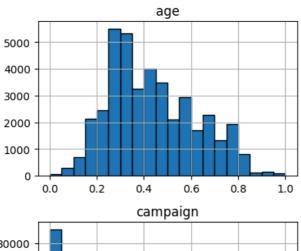
```
import pandas as pd
import matplotlib.pyplot as plt
```

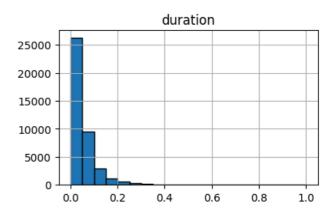
import seaborn as sns

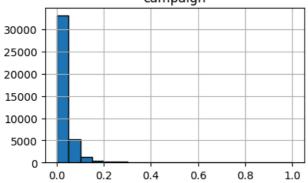
Visualize the distribution of numerical features
data[['age', 'duration', 'campaign']].hist(figsize=(10, 6), bins=20, edgecolor='black')
plt.suptitle('Distribution of Numerical Variables', fontsize=16)
plt.show()

$\overline{2}$

Distribution of Numerical Variables



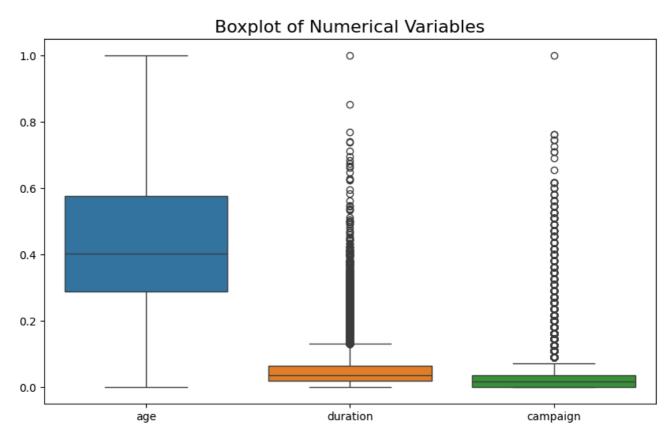




Boxplot for numerical variables

```
# Boxplot for numerical variables
plt.figure(figsize=(10, 6))
sns.boxplot(data=data[['age', 'duration', 'campaign']])
plt.title('Boxplot of Numerical Variables', fontsize=16)
plt.show()
```

 $\overline{2}$

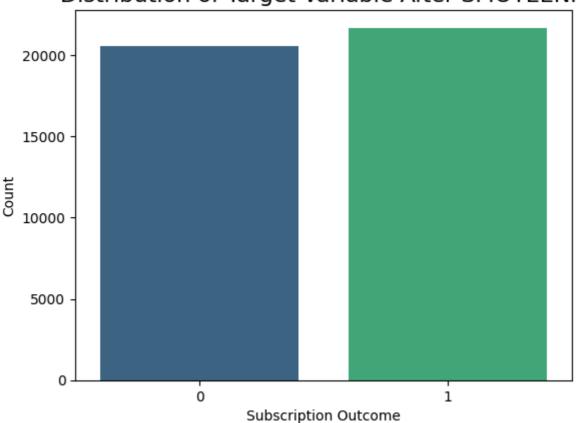


Bar plot for the target variable

```
# Bar plot for the target variable after SMOTEENN
sns.countplot(x=y_smoteenn, palette='viridis')
plt.title('Distribution of Target Variable After SMOTEENN', fontsize=16)
plt.xlabel('Subscription Outcome')
plt.ylabel('Count')
plt.show()
```

 $\overline{2}$

Distribution of Target Variable After SMOTEENN

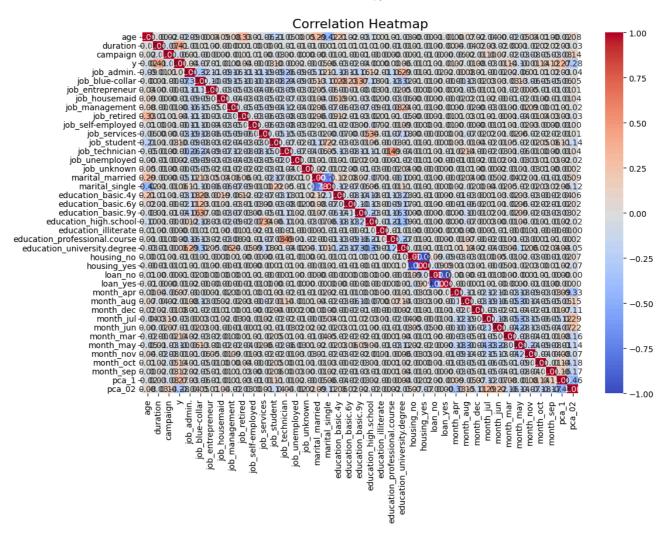


correlation matrix

```
# Calculate the correlation matrix for numerical features
correlation_matrix = data.corr()

# Plot the heatmap
plt.figure(figsize=(12, 8))
sns.heatmap(correlation_matrix, annot=True, cmap='coolwarm', fmt='.2f')
plt.title('Correlation Heatmap', fontsize=16)
plt.show()
```

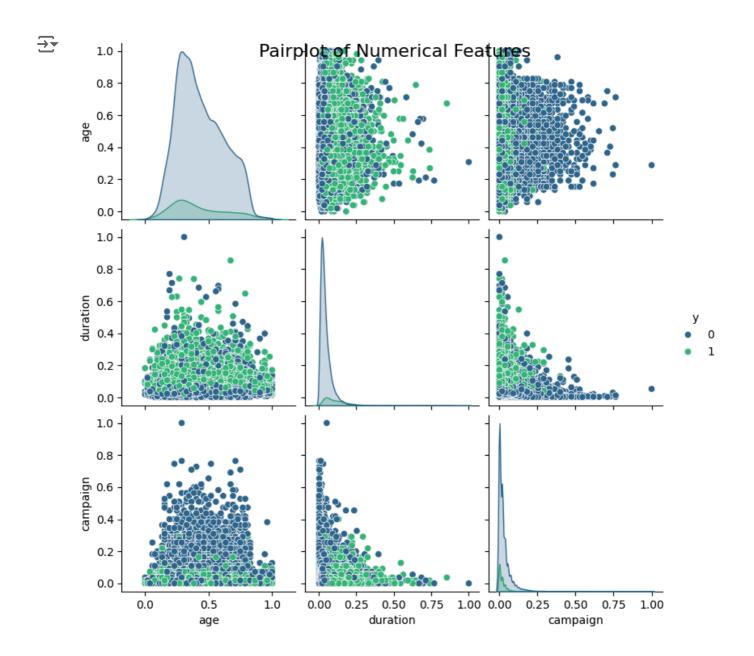




Pair plot

```
# Pair plot for continuous variables
sns.pairplot(data[['age', 'duration', 'campaign', 'y']], hue='y', palette='viridis')
```

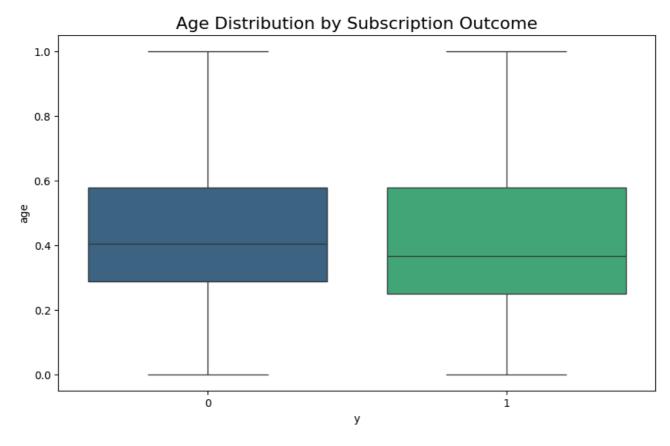
plt.suptitle('Pairplot of Numerical Features', fontsize=16)
plt.show()



Boxplot of age

```
# Boxplot of age by target variable (y)
plt.figure(figsize=(10, 6))
sns.boxplot(data=data, x='y', y='age', palette='viridis')
plt.title('Age Distribution by Subscription Outcome', fontsize=16)
plt.show()
```

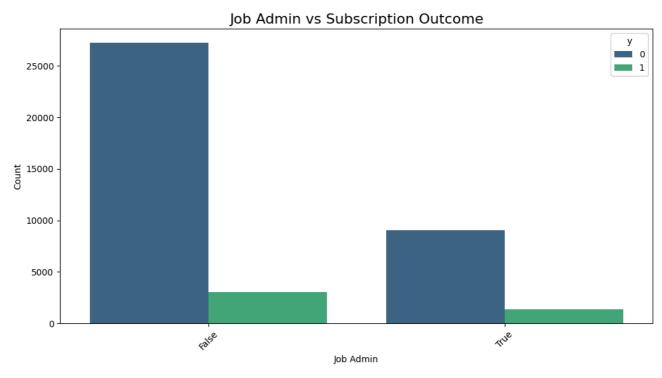
 $\overline{2}$



plot for 'job' against 'y'

```
# Count plot for 'job' against 'y'
plt.figure(figsize=(12, 6))
sns.countplot(data=data, x='job_admin.', hue='y', palette='viridis')
plt.title('Job Admin vs Subscription Outcome', fontsize=16)
plt.xlabel('Job Admin')
plt.ylabel('Count')
plt.xticks(rotation=45)
plt.show()
```



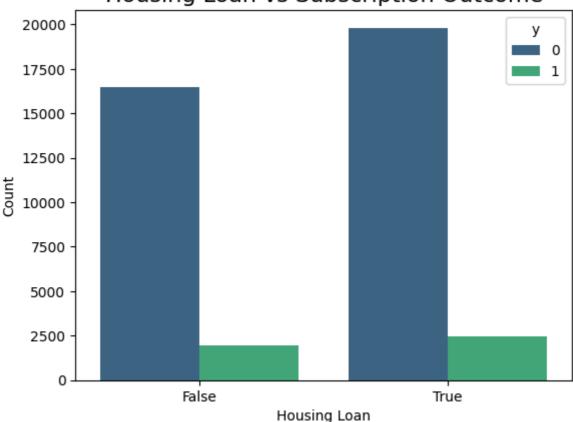


Count plot for housing loans

```
# Count plot for housing loans
sns.countplot(data=data, x='housing_yes', hue='y', palette='viridis')
plt.title('Housing Loan vs Subscription Outcome', fontsize=16)
plt.xlabel('Housing Loan')
plt.ylabel('Count')
plt.show()
```

 $\overline{\mathbf{T}}$





7. Random Forest Model

```
X_train.columns
```

```
'job_self-employed', 'job_services', 'job_student', 'job_technician',
            'job_unemployed', 'job_unknown', 'marital_married', 'marital_single',
            'education_basic.4y', 'education_basic.6y', 'education_basic.9y',
            'education_high.school', 'education_illiterate',
            'education_professional.course', 'education_university.degree',
            'housing_no', 'housing_yes', 'loan_no', 'loan_yes', 'month_apr',
            'month_aug', 'month_dec', 'month_jul', 'month_jun', 'month_mar',
'month_may', 'month_nov', 'month_oct', 'month_sep', 'pca_1', 'pca_02'],
           dtype='object')
# Import necessary libraries
from sklearn.ensemble import RandomForestClassifier
from sklearn.metrics import classification report
# Initialize the Random Forest model
rf_model = RandomForestClassifier(n_estimators=100, random_state=42)
# Train the model
rf_model.fit(X_train, y_train)
# Predict on the test set
```

```
y_pred_rf = rf_model.predict(X_test)
# Evaluate the model
print("Random Forest Classification Report:")
print(classification_report(y_test, y_pred_rf))
     Random Forest Classification Report:
                   precision recall f1-score
                                                  support
                       0.99
                                 0.97
                                            0.98
                                                      4112
                0
                        0.97
                                 0.99
                                            0.98
                                                      4339
                                            0.98
                                                      8451
        accuracy
        macro avg
                       0.98
                                 0.98
                                            0.98
                                                      8451
     weighted avg
                       0.98
                                 0.98
                                            0.98
                                                      8451
```

8. Neural Network Model

```
# Import necessary libraries
from tensorflow.keras.models import Sequential
from tensorflow.keras.layers import Dense
from sklearn.metrics import classification_report, accuracy_score
# Define the Neural Network architecture
nn model = Sequential([
    Dense(64, activation='relu', input_shape=(X_train.shape[1],)),
    Dense(32, activation='relu'),
    Dense(1, activation='sigmoid') # Binary classification
1)
# Compile the model
nn_model.compile(optimizer='adam', loss='binary_crossentropy', metrics=['accuracy'])
# Train the model
history = nn_model.fit(X_train, y_train, epochs=10, batch_size=32, validation_data=(X_tes
# Evaluate the model
y pred nn = (nn model.predict(X test) > 0.5).astype("int32")
print("Neural Network Classification Report:")
print(classification_report(y_test, y_pred_nn))
→ Epoch 1/10
     /usr/local/lib/python3.10/dist-packages/keras/src/layers/core/dense.py:87: UserWarnin
       super().__init__(activity_regularizer=activity_regularizer, **kwargs)
                                   - 4s 2ms/step - accuracy: 0.7939 - loss: 0.4248 - val ac
     1057/1057 -
     Epoch 2/10
                                  - 2s 2ms/step - accuracy: 0.9455 - loss: 0.1551 - val ac
     1057/1057 -
     Epoch 3/10
     1057/1057 -
                                  - 3s 2ms/step - accuracy: 0.9527 - loss: 0.1346 - val_ac
     Epoch 4/10
     1057/1057
                                   - 3s 2ms/step - accuracy: 0.9559 - loss: 0.1237 - val ac
```

```
Epoch 5/10
1057/1057 -
                             — 3s 3ms/step - accuracy: 0.9573 - loss: 0.1154 - val_ac
Epoch 6/10
                            -- 3s 3ms/step - accuracy: 0.9563 - loss: 0.1171 - val_ac
1057/1057 -
Epoch 7/10
1057/1057
                              - 4s 2ms/step - accuracy: 0.9622 - loss: 0.1064 - val_ac
Epoch 8/10
1057/1057 -
                              - 3s 2ms/step - accuracy: 0.9613 - loss: 0.1060 - val_ac
Epoch 9/10
                              - 2s 2ms/step - accuracy: 0.9639 - loss: 0.0995 - val_ac
1057/1057 -
Epoch 10/10
                              - 4s 3ms/step - accuracy: 0.9635 - loss: 0.0987 - val_ac
1057/1057 -
265/265 -
                           - 0s 1ms/step
Neural Network Classification Report:
              precision
                           recall f1-score
                                               support
                   0.98
                             0.95
                                       0.97
           0
                                                  4112
           1
                   0.95
                             0.98
                                       0.97
                                                  4339
                                       0.97
                                                  8451
    accuracy
                   0.97
                                       0.97
   macro avg
                             0.97
                                                  8451
weighted avg
                   0.97
                             0.97
                                       0.97
                                                  8451
```

9. Hyperparameter Tuning

9.1 Random Forest Tuning

```
from sklearn.model_selection import RandomizedSearchCV
from sklearn.ensemble import RandomForestClassifier
from sklearn.metrics import classification report
# Define the parameter grid for Random Forest
param_dist = {
    'n_estimators': [50, 100, 150, 200, 250],
                                                        # Number of trees
    'max depth': [None, 10, 20, 30, 40],
                                                         # Maximum depth of the tree
    'min_samples_split': [2, 5, 10],
                                                         # Minimum samples required to sp
    'min samples leaf': [1, 2, 4],
                                                         # Minimum samples required at ea
    'bootstrap': [True, False]
                                                          # Whether to use bootstrapping
}
# Initialize the Random Forest model
rf_model = RandomForestClassifier(random_state=42)
# Perform RandomizedSearchCV for faster hyperparameter tuning
random_search = RandomizedSearchCV(estimator=rf_model,
                                   param_distributions=param_dist,
                                                      # Number of random combinations to
                                   n iter=100,
                                                       # Number of cross-validation folds
                                   scoring='accuracy',
                                   verbose=2,
```

```
n jobs=-1,
                                                     # Use all available CPUs
                                   random state=42)
# Fit the model using the sampled training data
random_search.fit(X_train, y_train)
# Best parameters and model from the search
print("Best parameters for Random Forest:", random_search.best_params_)
best_rf_model = random_search.best_estimator_
# Predict on the test set using the best model
y_pred_rf = best_rf_model.predict(X_test)
# Evaluate the tuned model
print("Tuned Random Forest Classification Report:")
print(classification_report(y_test, y_pred_rf))
\Longrightarrow Fitting 5 folds for each of 100 candidates, totalling 500 fits
     KeyboardInterrupt
                                                Traceback (most recent call last)
     <ipython-input-283-d282a7c69f67> in <cell line: 28>()
          27 # Fit the model using the sampled training data
     ---> 28 random_search.fit(X_train, y_train)
          30 # Best parameters and model from the search
                                       7 frames -
     /usr/local/lib/python3.10/dist-packages/joblib/parallel.py in _retrieve(self)
        1760
                             (self._jobs[0].get_status(
                                 timeout=self.timeout) == TASK_PENDING)):
        1761
     -> 1762
                             time.sleep(0.01)
        1763
                             continue
        1764
```

KeyboardInterrupt:

9.2 Neural Network Tuning

return model

```
# Wrap the model using KerasClassifier
model = KerasClassifier(build_fn=create_nn_model, epochs=10, batch_size=32, verbose=1)
# Define the parameter grid
param_grid = {
    'optimizer': ['adam', 'rmsprop'], # Optimizer to test
    'activation': ['relu', 'tanh'], # Activation function to test
    'units': [32, 64, 128],
                                     # Number of units in the first layer
    'batch_size': [16, 32],
                                     # Batch size to test
                                      # Number of epochs
    'epochs': [10, 20]
}
# Initialize GridSearchCV
grid_search = GridSearchCV(estimator=model, param_grid=param_grid, cv=3, n_jobs=-1, verbo
# Fit the grid search
grid_search.fit(X_train, y_train)
# Print the best hyperparameters and score
print("Best parameters for Neural Network:", grid_search.best_params_)
print("Best score for Neural Network:", grid_search.best_score_)
# Evaluate on the test set using the best model
best_nn_model = grid_search.best_estimator_
# Predict and evaluate the model
y_pred_nn = (best_nn_model.predict(X_test) > 0.5).astype("int32")
print("Tuned Neural Network Classification Report:")
print(classification_report(y_test, y_pred_nn))
```

10. Model Evaluation

Random Forest Model - Model Evaluation

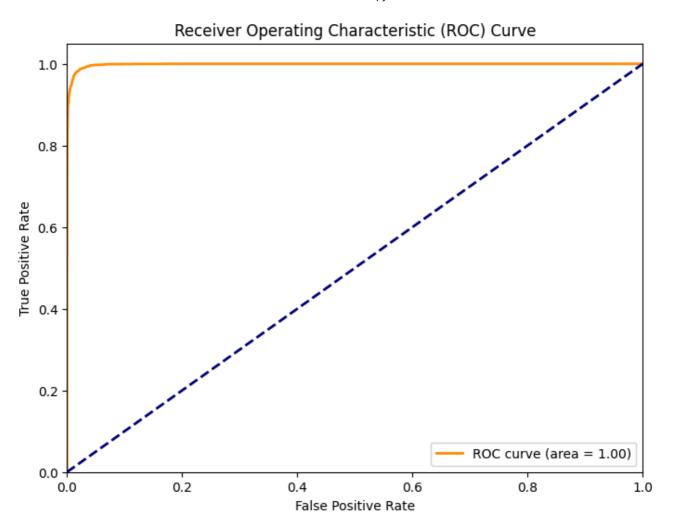
✓ 1. Classification Report (Precision, Recall, F1-Score, Support)

0	0.99	0.97	0.98	4112
1	0.97	0.99	0.98	4339
accuracy			0.98	8451
macro avg	0.98	0.98	0.98	8451
weighted avg	0.98	0.98	0.98	8451

✓ 2. ROC Curve

```
# Import necessary libraries
from sklearn.ensemble import RandomForestClassifier
from sklearn.metrics import roc_curve, auc
import matplotlib.pyplot as plt
# Initialize the Random Forest model
rf_model = RandomForestClassifier(n_estimators=100, random_state=42)
# Fit the model with training data
rf_model.fit(X_train, y_train)
# Calculate ROC curve
fpr, tpr, thresholds = roc_curve(y_test, rf_model.predict_proba(X_test)[:, 1])
# Compute AUC
roc_auc = auc(fpr, tpr)
# Plot ROC curve
plt.figure(figsize=(8, 6))
plt.plot(fpr, tpr, color='darkorange', lw=2, label='ROC curve (area = %0.2f)' % roc_auc)
plt.plot([0, 1], [0, 1], color='navy', lw=2, linestyle='--')
plt.xlim([0.0, 1.0])
plt.ylim([0.0, 1.05])
plt.xlabel('False Positive Rate')
plt.ylabel('True Positive Rate')
plt.title('Receiver Operating Characteristic (ROC) Curve')
plt.legend(loc='lower right')
plt.show()
```

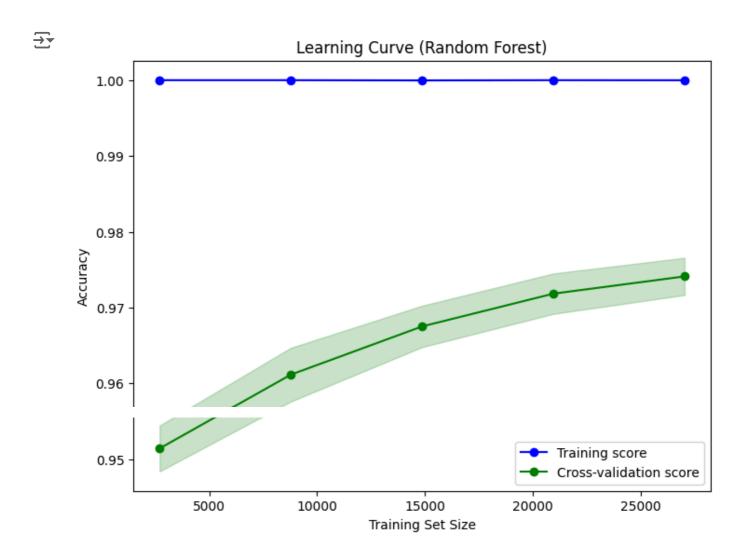
 $\overline{\mathbf{T}}$



→ 3. Underfitting and Overfitting Check using Learning Curves

```
from sklearn.model_selection import learning_curve
import numpy as np
# Generate learning curves
train_sizes, train_scores, test_scores = learning_curve(
    rf model, X train, y train, cv=5, n jobs=-1,
    train_sizes=np.linspace(0.1, 1.0, 5), scoring='accuracy')
# Calculate mean and standard deviation
train_mean = np.mean(train_scores, axis=1)
train_std = np.std(train_scores, axis=1)
test_mean = np.mean(test_scores, axis=1)
test_std = np.std(test_scores, axis=1)
# Plot the learning curves
plt.figure(figsize=(8, 6))
plt.plot(train_sizes, train_mean, color='blue', marker='o', label='Training score')
plt.plot(train_sizes, test_mean, color='green', marker='o', label='Cross-validation score
plt.fill_between(train_sizes, train_mean - train_std, train_mean + train_std, color='blue
```

```
plt.fill_between(train_sizes, test_mean - test_std, test_mean + test_std, color='green',
plt.xlabel('Training Set Size')
plt.ylabel('Accuracy')
plt.title('Learning Curve (Random Forest)')
plt.legend(loc='best')
plt.show()
```



4.training and testing error (MSE)