

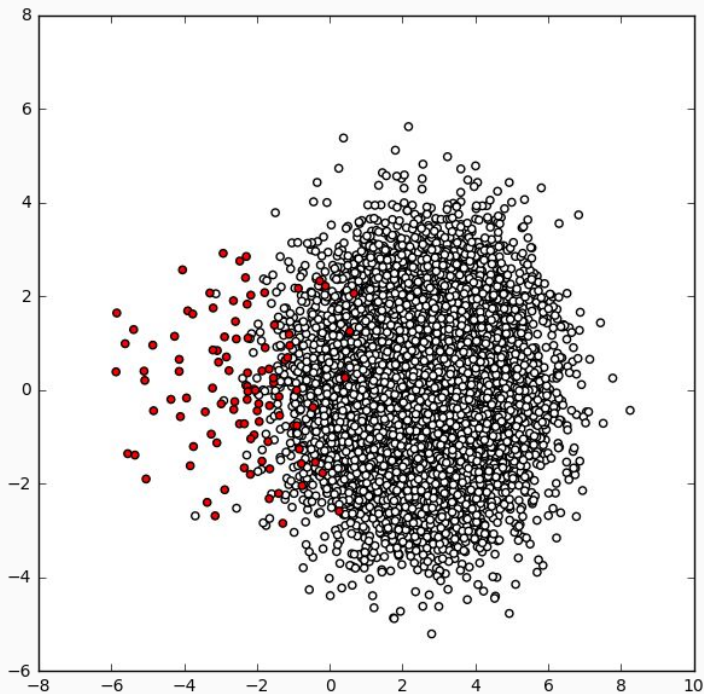


Profit Curves & Imbalanced Classes

Galvanize
Moses Marsh

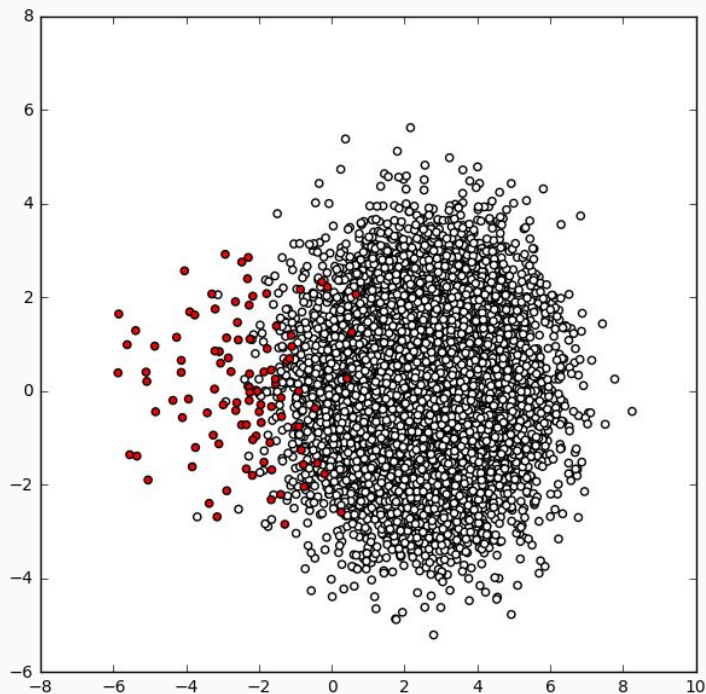
OBJECTIVES

- **Discuss** and give examples of the issues with imbalanced classes.
- **Explain** and **implement** the profit curve method.
- **Explain** cost sensitive learning and how it deals with imbalanced classes.
- **Define**, give examples and relate sampling methods.



Example : 100 pos, 10000 neg

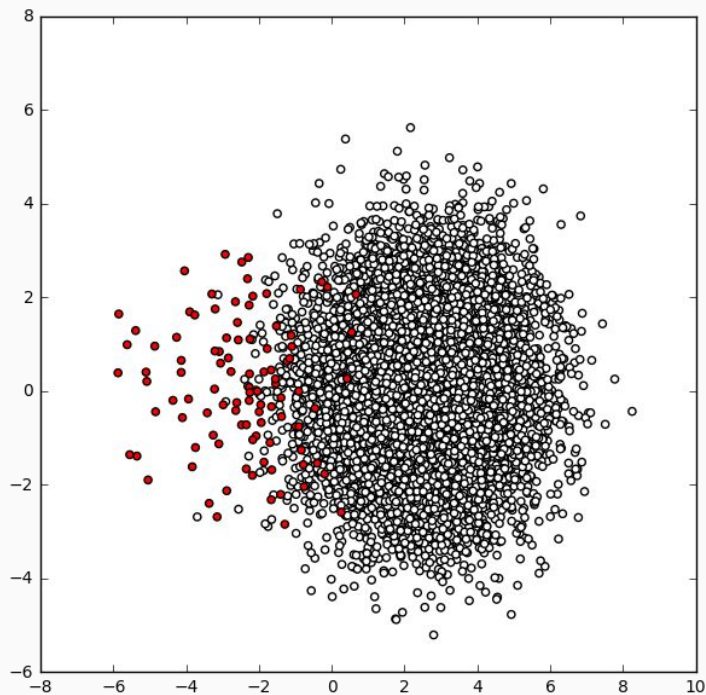
- Classification datasets can be “imbalanced”.
 - i.e. many observations of one class, few of another
- Costs of a false positive is often different from cost of a false negative.
 - e.g. missing fraud can be more costly than screening legitimate activity
- Accuracy-driven models will over-predict the majority class.



Example : 100 pos, 10000 neg

What's a possible problem during LEARNING
(fitting the model) ?

What's a possible problem during EVALUATION
(scoring the model) ?



Example : 100 pos, 10000 neg

What's a possible problem during LEARNING (fitting the model) ?

Solution: cost-sensitive learning, oversampling/undersampling

What's a possible problem during EVALUATION (scoring the model) ?

Solution: cost-benefit matrix

Solutions

Cost-sensitive learning:

- cost-benefit matrices & “profit curves”
- modified objective functions

Sampling:

- Oversampling
- Undersampling
- SMOTE - Synthetic Minority Oversampling TEchnique

QUESTION: how would you pick your favorite matrix ?

A	Pred: pos	Pred: neg
Actual: pos	12	8
Actual: neg	15	965

B	Pred: pos	Pred: neg
Actual: pos	0	20
Actual: neg	0	980

C	Pred: pos	Pred: neg
Actual: pos	15	5
Actual: neg	115	865

D	Pred: pos	Pred: neg
Actual: pos	18	2
Actual: neg	250	730

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DEFINE A BUSINESS PROBLEM

QUESTION: how would you pick your favorite matrix ?

FORMALIZE COSTS AND BENEFITS
DEFINE A BUSINESS PROBLEM

A	Pred: pos	Pred: neg
	Actual: pos	Actual: neg
	12	8

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	0	980

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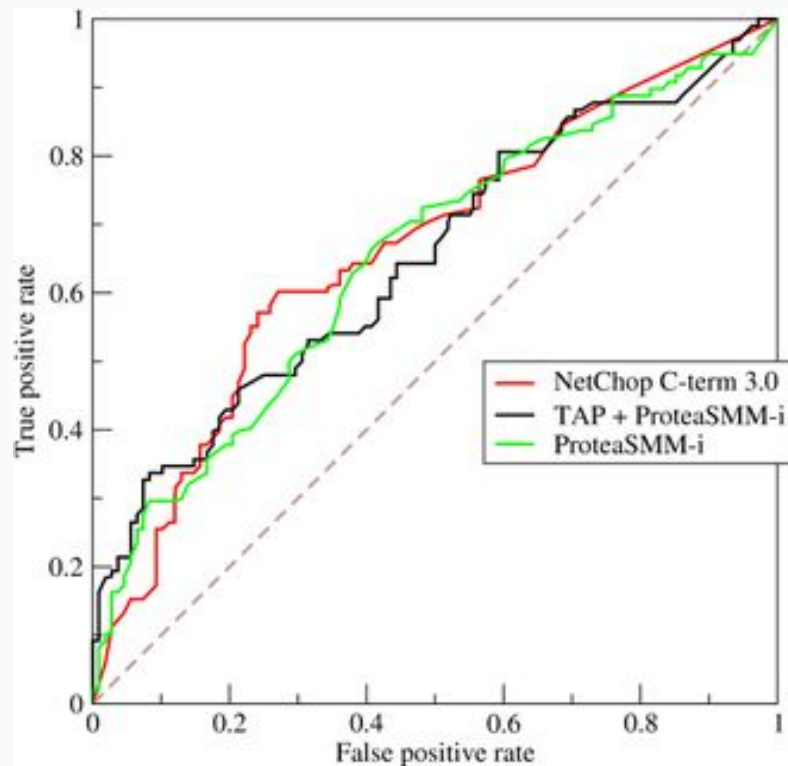
	Pred: pos	Pred: neg
	Actual: pos	Actual: neg
	18	2
	250	730

Recall the ROC Curve:

- ROC shows $FPR = (1 - TNR)$ vs TPR (aka Recall)
- doesn't give preference to one over the other

Q: How to handle unequal error costs?

A: Assign a cost/profit to each type of error/success




	Pred: Y	Pred: N
Actual: y	TP	FN
Actual: n	FP	TN

Confusion Matrix

$P = TP + FN$ = count of actual y

$N = FP + TN$ = count of actual n

VALUES ARE COUNTS



	Pred: Y	Pred: N
Actual: y	TP	FN
Actual: n	FP	TN

	Pred: Y	Pred: N
Actual: y	$p(Y,y)$	$p(N,y)$
Actual: n	$p(Y,n)$	$p(N,n)$

Confusion Matrix

$P = TP + FN = \text{count of actual } y$

$N = FP + TN = \text{count of actual } n$

VALUES ARE COUNTS

Probability Matrix


$p(Y,y) = TP / (P + N)$

$p(Y,n) = FP / (P + N)$

$p(N,y) = FN / (P + N)$

$p(N,n) = TN / (P + N)$

VALUES ARE
PROBABILITIES



	Pred: Y	Pred: N
Actual: y	TP	FN
Actual: n	FP	TN

Confusion Matrix

$P = TP + FN = \text{count of actual } y$
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VALUES ARE COUNTS

	Pred: Y	Pred: N
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Probability Matrix

$p(Y,y) = TP / (P + N)$
 $p(Y,n) = FP / (P + N)$
 $p(N,y) = FN / (P + N)$
 $p(N,n) = TN / (P + N)$

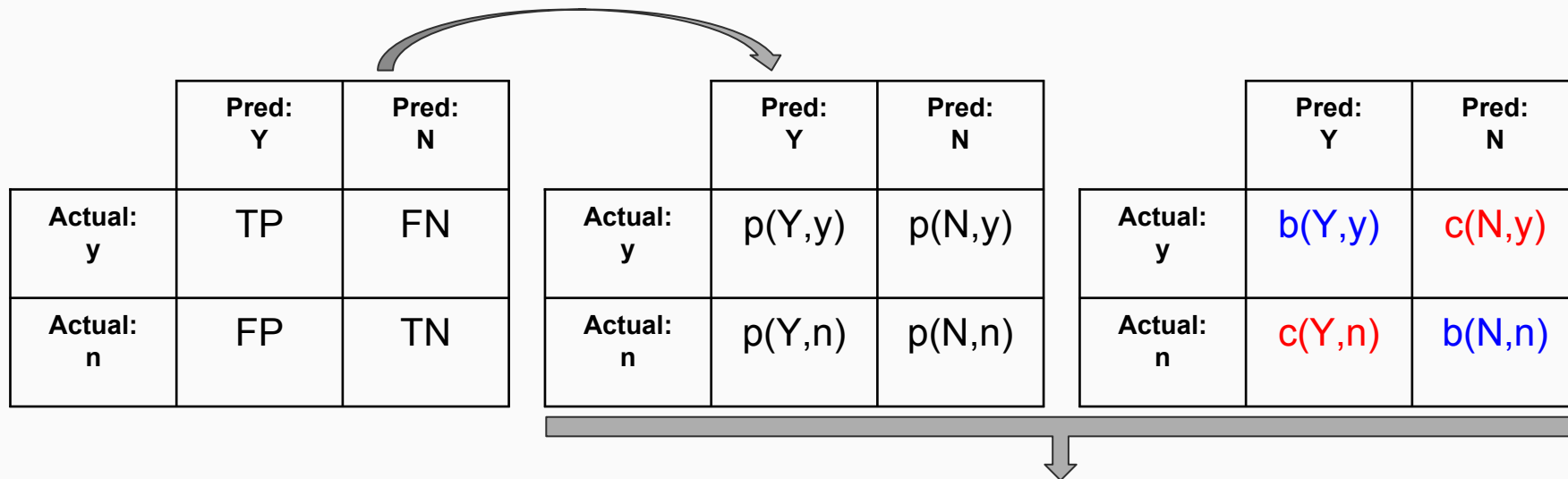
VALUES ARE
PROBABILITIES

	Pred: Y	Pred: N
Actual: y	$b(Y,y)$	$c(N,y)$
Actual: n	$c(Y,n)$	$b(N,n)$

Cost-Benefit Matrix

VALUES ARE \$\$\$!

Computing the Expected Profit



$$\begin{aligned} E[Profit] &= p(Y,y).b(Y,y) + p(Y,n).c(Y,n) \\ &\quad + p(N,y).c(N,y) + p(N,n).b(N,n) \\ &= p(Y | y).p(y).b(Y,p) + p(Y | n).p(n).c(Y,n) \\ &\quad + p(N | y).p(y).c(N,y) + p(N | n).p(n).b(N,n) \\ &= p(y).[p(Y | y).b(Y,p) + p(N | y).c(N,y)] \\ &\quad + p(n)[p(Y | n).c(Y,n) + p(N | n).b(N,n)] \end{aligned}$$

Cost-Benefit Matrix (example 1)

Prompt: You are building a model to predict if credit card charges are fraudulent.

- If we predict a fraudulent charge, we'll call the customer to confirm.
- If you miss a fraudulent charge, it on average costs \$100
- Calling someone to confirm if their charge was real costs on average \$4

Question: What is an appropriate cost benefit matrix?

A	Predicted: fraud	Predicted: not fraud
	Actual: fraud	96
Actual: not fraud	-4	0

<i>B</i>	Predicted: fraud	Predicted: not fraud
Actual: fraud	-4	-100
Actual: not fraud	-4	0

C	Predicted: fraud	Predicted: not fraud
Actual: fraud	96	0
Actual: not fraud	-4	0

Cost-Benefit Matrix (example 2)

You are building a model to **predict if customers will churn** from your online clothing store.

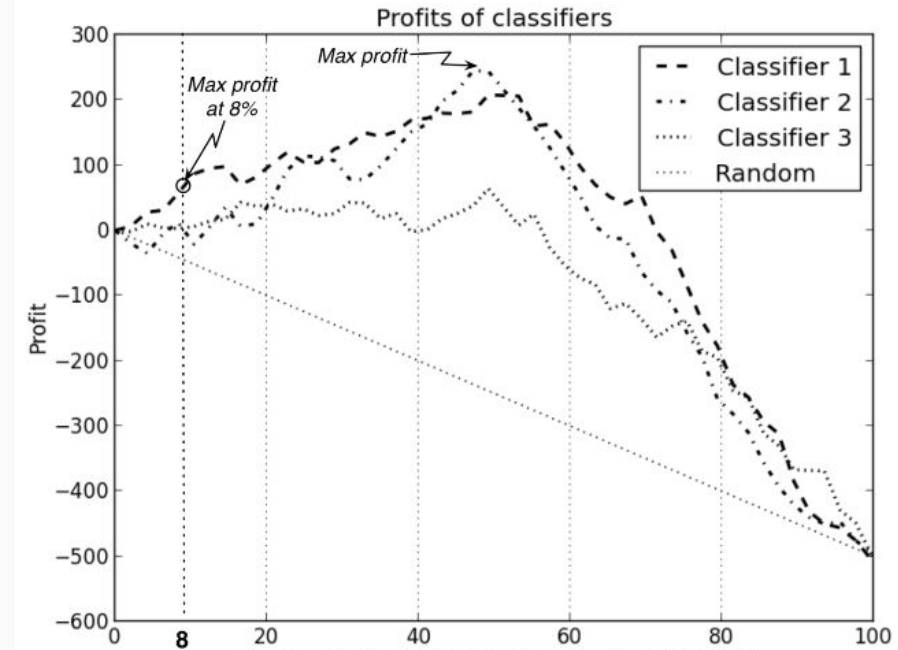
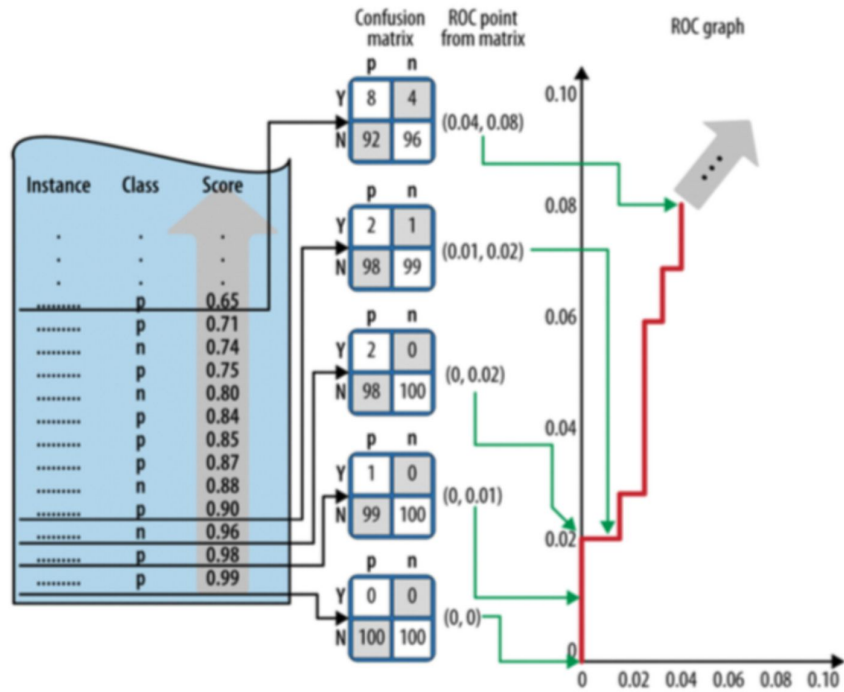
You'll use your model **to send a promotional email** to users you think are going to churn.

You'd like to use a cost benefit matrix so you can build **profit curves to determine the optimal model**.

- Customers on average spend **\$200/month**.
Your profit is **10%** of this revenue.
- A promotional email costs on average **\$2/customer** and prevents **50%** of users from churning for **6 months**.
- When the promotional email is sent to users who were not going to churn, it annoys **5%** of them and causes them to churn **2 months** earlier than they otherwise would have.

	Predicted: churn	Predicted: not churn
Actual: churn	?	?
Actual: Not churn	?	?

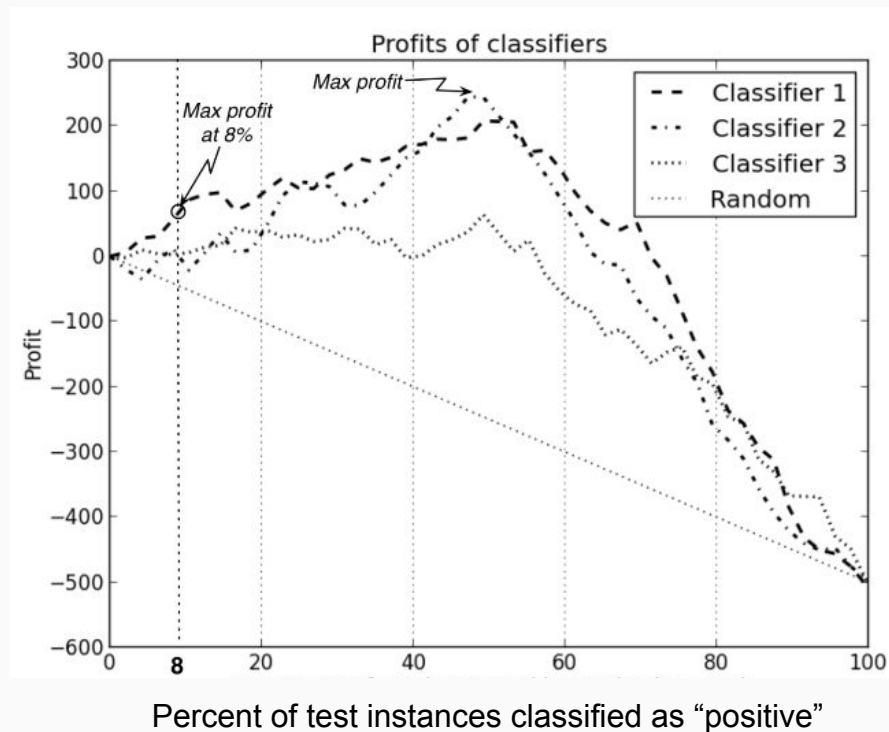
From Thresholding to Profit Curves



Percent of test instances classified as "positive"

Profit Curve:

- Same idea as ROC curve but with expected profit
- For each threshold, compute the expected profit

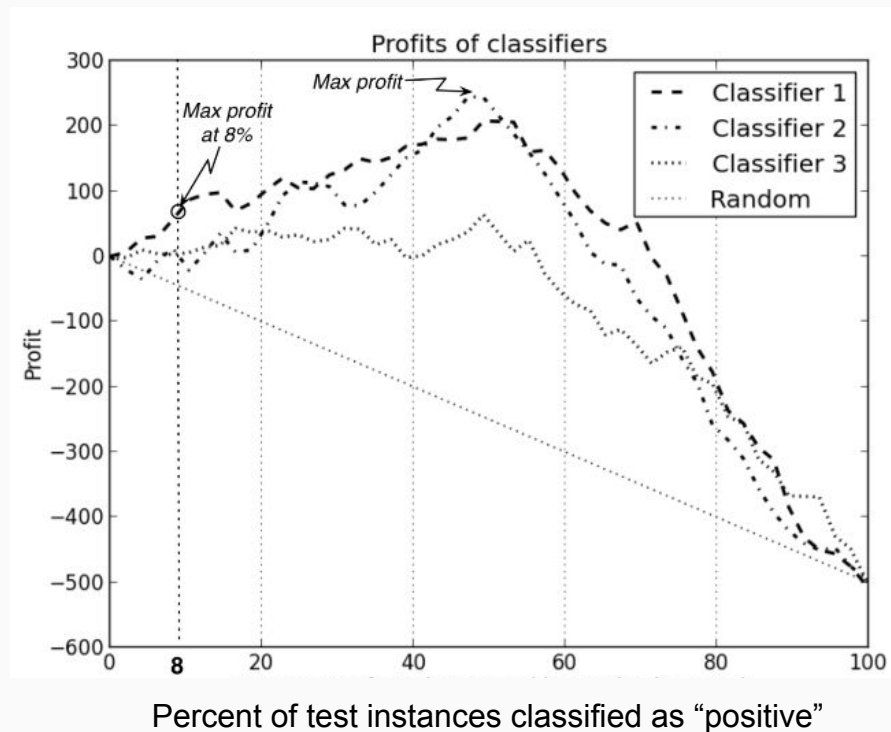


Profit Curve:

- Same idea as ROC curve but with expected profit
- For each threshold, compute the expected profit

Cost-sensitive evaluation:

- Select threshold with highest expected profit.



- Models with explicit objective function can be modified to incorporate classification cost.
 - e.g. **logistic regression**

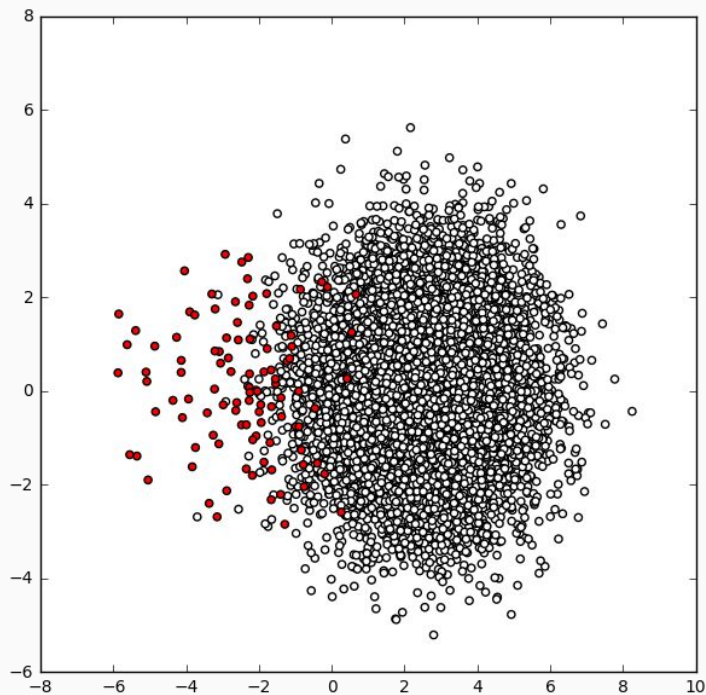
- Logistic regression's usual objective function:

$$\ln p(\vec{y}|X; \theta) = \sum_{i=1}^n (y_i \ln h_{\theta}(x_i) + (1 - y_i) \ln(1 - h_{\theta}(x_i)))$$

- New objective function, representing expected cost:

$$J^c(\theta) = \frac{1}{N} \sum_{i=1}^N \left(y_i(h_{\theta}(X_i)C_{TP_i} + (1 - h_{\theta}(X_i))C_{FN_i}) \right. \\ \left. + (1 - y_i)(h_{\theta}(X_i)C_{FP_i} + (1 - h_{\theta}(X_i))C_{TN_i}) \right).$$

- This will affect optimization.
 - e.g. cost-sensitive logistic regression is not convex!
- Not all models have a cost-sensitive implementation.



Example : 100 pos, 10000 neg

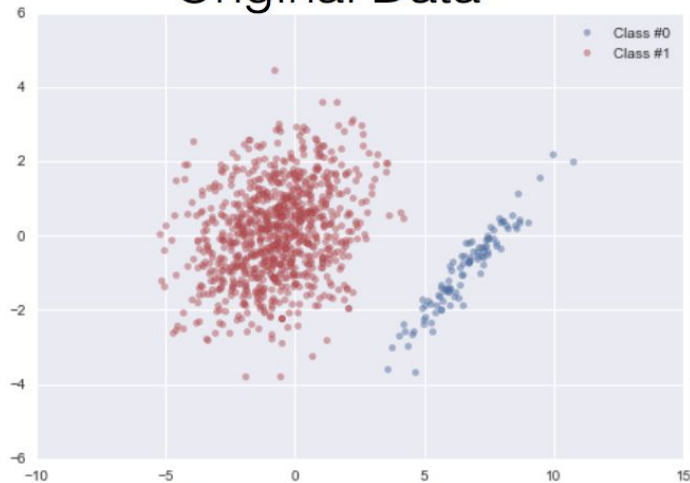
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Solution: cost-sensitive learning,
oversampling/undersampling

What's a possible problem during EVALUATION
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Solution: cost-benefit matrix

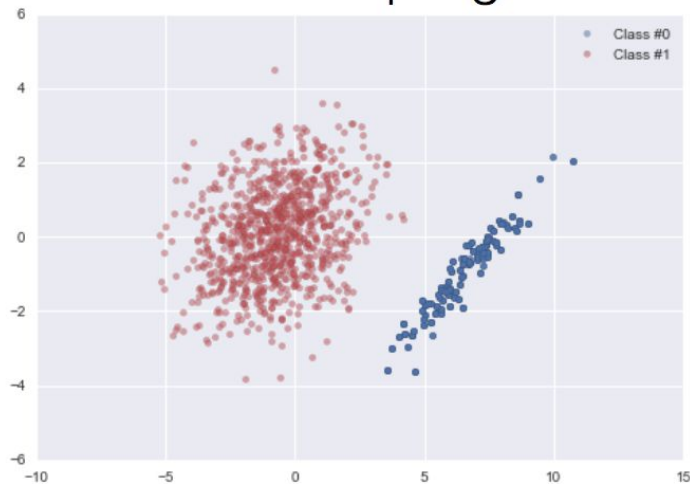
Original Data



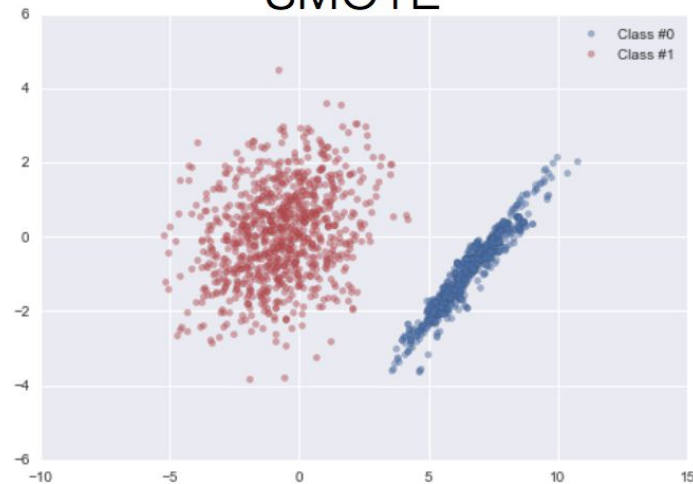
Undersampling



Oversampling



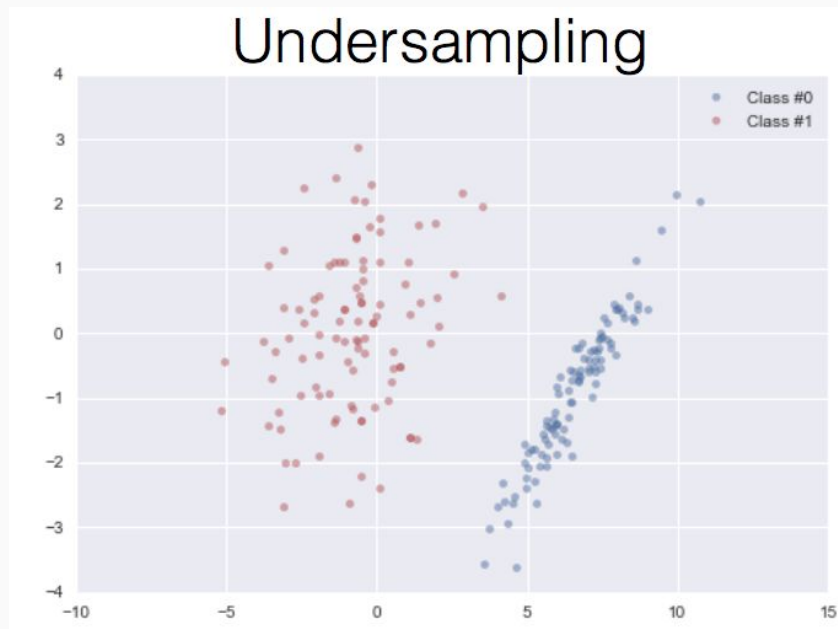
SMOTE



Undersampling randomly discards majority class observations to balance training sample.

PRO: Reduces runtime on very large datasets.

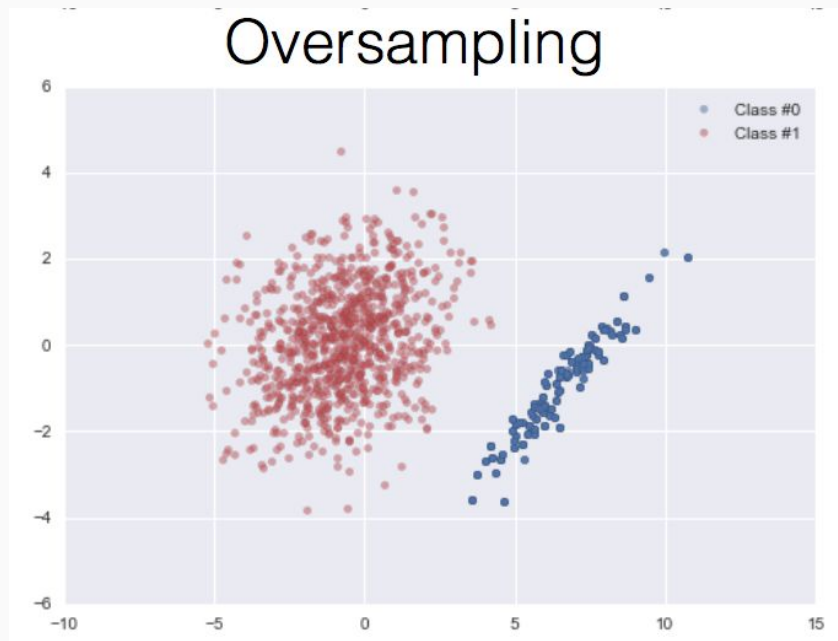
CON: Discards potentially important observations.



Oversampling replicates observations from minority class to balance training sample.

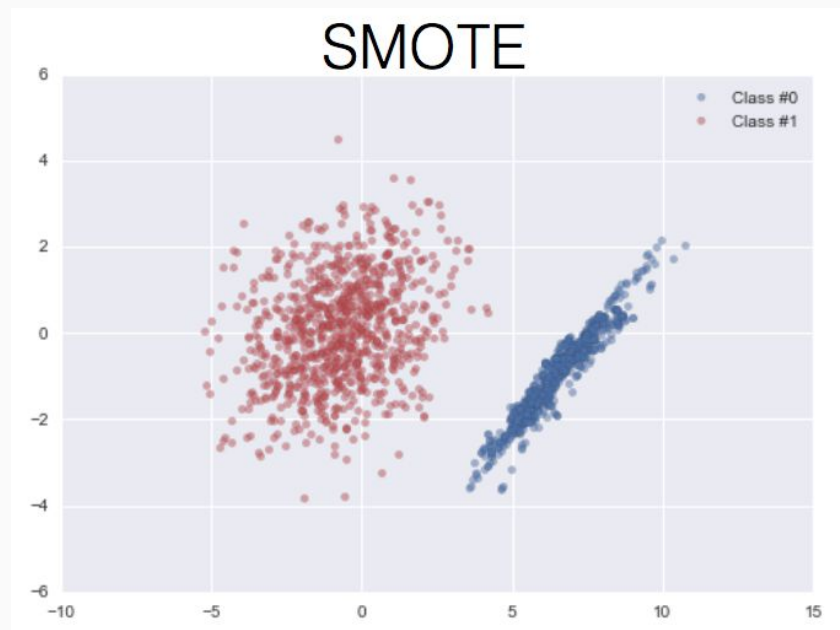
PRO: Doesn't discard information.

CON: Likely to overfit.



Generates new observations from minority class.

For each minority class observation and for each feature, randomly generate between it and one of its k-nearest neighbors.



SMOTE pseudocode

```
synthetic_observations = []  
while len(synthetic_observations) + len(minority_observations) < target:  
    obs = random.choice(minority_observations):  
    neighbor = random.choice(kNN(obs, k)) # randomly selected neighbor  
    new_observation = {}  
    for feature in obs:  
        weight = random() # random float between 0 and 1  
        new_feature_value = weight*obs[feature] \  
                               + (1-weight)*neighbor[feature]  
        new_observation[feature] = new_feature_value  
    synthetic_observations.append(new_observation)
```

Sampling Techniques

What's the right amount of over-/under-sampling?

- The degree & kind of resampling is another set of hyperparameters to tune
- Mix it up! You may get the best results by both oversampling and undersampling
- Evaluation: profit if you have a cost-benefit matrix, otherwise ROC-AUC score, F1, etc.

Cost Sensitivity vs Sampling

- Neither is strictly superior.
- Oversampling tends to work better than undersampling on small datasets.
- Some algorithms don't have an obvious cost-sensitive adaptation, requiring sampling.

See also "Cost-Sensitive Learning vs. Sampling: Which is Best for Handling Unbalanced Classes with Unequal Error Costs?" <http://storm.cis.fordham.edu/gweiss/papers/dmin07-weiss.pdf>