



Diplomado de Modelado Predictivo y
Machine Learning

Introduction

Hamdi Raissi
José Ruetten

Data Science context





Data Science Initiatives

The Michigan Daily

NEWS SPORTS OPINION ARTS STATEMENT

TRENDING TOPICS JIM HARBAUGH FOOTBALL



University announces \$100 million data science initiative

By TANYA MADHANI, Daily Staff Reporter
Published Tuesday, September 8, 2015 - 5:32pm

The University will invest \$100 million in a new Data Science Initiative over the next five years with the aim of enhancing learning and research opportunities for students and faculty members.

To support the initiative, the University will hire 35 new faculty members over the next four years and launch the Michigan Institute for Data Science, which will lead educational and research opportunities related to big data. Massive sets of data can help researchers produce new insights into a broad spectrum of topics, from learning and medicine to transportation and social media.

"Big data can provide dramatic insights into the nature of disease, climate change, social behavior, business and economics, engineering, and the basic biological and physical sciences," University President Mark Schlissel wrote in a statement. "With our widely recognized strengths across all of these areas and our longstanding culture of collaboration across disciplines, U-M is in a unique position to leverage this investment in data science for the good of society."

More like this:

- Michael Smallegan: Change with MCubed
- University considers data collection policy changes
- Symposium helps cancer researchers share knowledge

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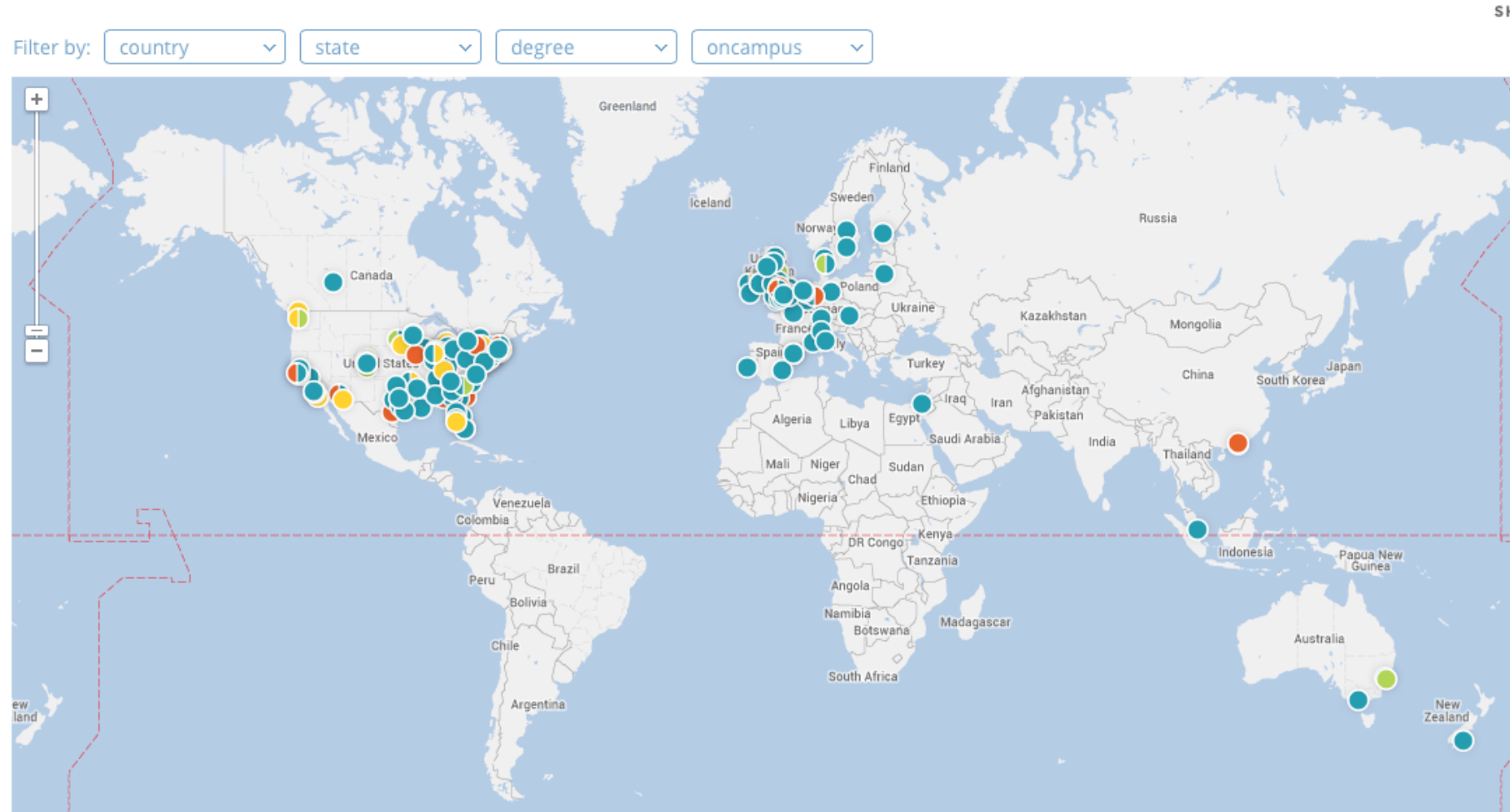
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- WATCH LIVE: Schlissel to discuss diversity initiative at 11 a.m.
- CSG partners with University Dining to offer early game day breakfast
- Cartoon: Kim's new adventures
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- At first meeting, CSG discusses fall priorities

Field Guide

Data Science Initiatives

A Map of Data Science Degree Programs Around the The World



Data Science Initiatives

UC DAVIS

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Computer scientist Koehl to lead Data Sciences Initiative

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By Dateline staff

Provost and Executive Vice Chancellor Ralph J. Hexter has appointed Professor Patrice Koehl, a computer biologist in the Department of Computer Science and an active researcher in the UC Davis Genome Center, as the founding director of the new Data Sciences Initiative, effective May 1.


The initiative emerged as a recommendation of the campus's Big Data Implementation Committee. He appointed the committee members, whom he charged, in part, "to propose the path for developing strategically important, potentially disruptive academic research and teaching programs that address the opportunities and challenges presented by the Big Data revolution."

As the founding director, Koehl will work with the Data Science Initiative Implementation Committee, composed of faculty and deans, to develop the initiative's mission and initial strategic plan, including a business model and funding plan.

In partnership with the implementation committee, Koehl will further define the physical and digital infrastructure and services needed to support and coordinate various elements of Big Data at UC Davis, where faculty are already accessing and analyzing data sets of unprecedented scale and complexity, and thereby opening up new vistas for inquiry and discovery.

In appointing Koehl, Hexter extolled his vision for the initiative and its significance for UC Davis, in addition to the combination of technical skills and administrative experience.

"Professor Koehl has the imagination, enthusiasm and practical savvy to help us maximize our potential in this exciting new field," Hexter said.



Koehl

DATELINE
News for Faculty and Staff

Data Science Initiatives



The advertisement features a background of various data visualizations including bar charts, line graphs, and pie charts. A hand is shown interacting with the data. The text 'FIND YOUR FUTURE IN BIG DATA' is prominently displayed in white, with 'NEW ONLINE MASTER'S DEGREE' in green and yellow below it. The University of Wisconsin Data Science logo, featuring a green and yellow line graph, is positioned to the left of the text 'UNIVERSITY OF WISCONSIN DATA SCIENCE'. A yellow button with 'GET INFO' and a right arrow is at the bottom right. A circular badge on the bottom left states 'No GMAT or GRE Requirements!'.

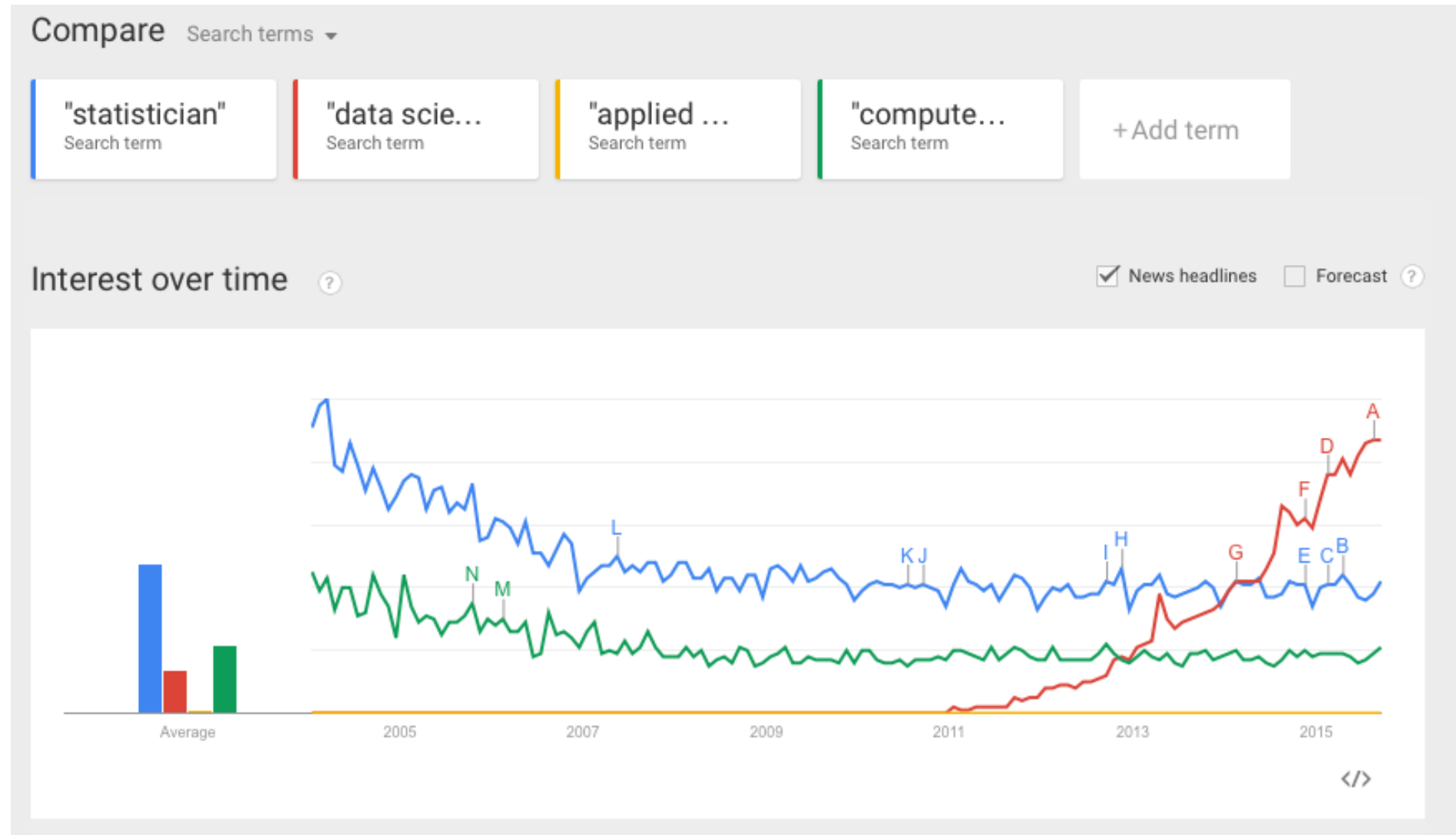
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**UNIVERSITY OF WISCONSIN
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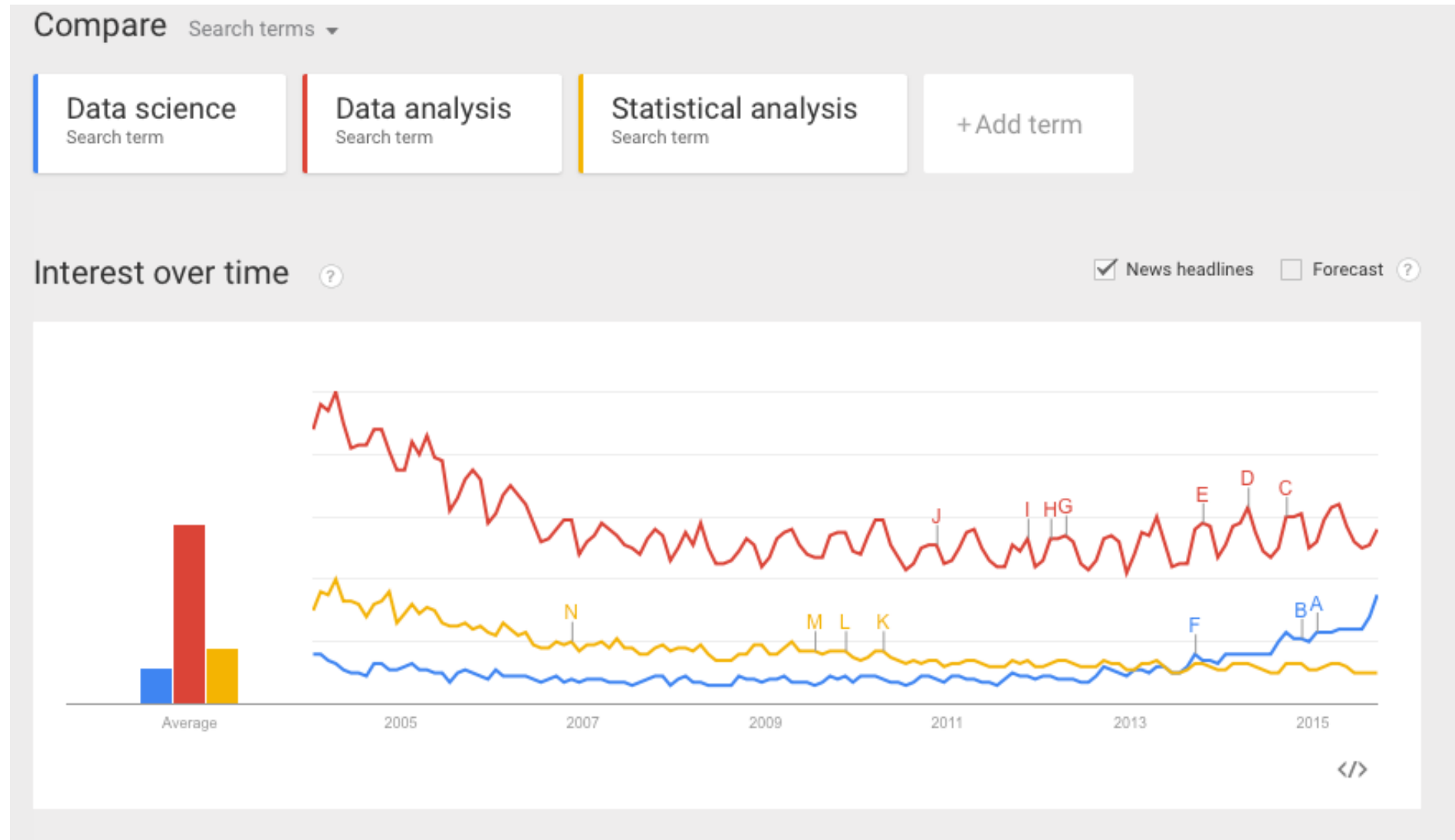
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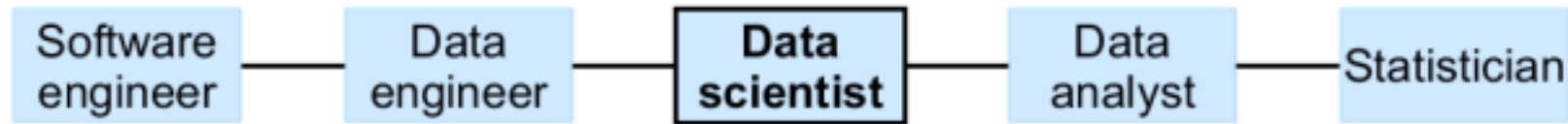
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Search Metrics

Defining data science

I really like the definition quoted above, of data science as *the intersection of software engineering and statistics*. [Ofer Mendelevitch](#) goes into more detail, drawing a continuum of professions that ranges from software engineer on the left to pure statistician (or machine learning researcher) on the right.



This continuum contains two additional roles, which are often confused with data scientists:

- *Data engineer*: a software engineer that deals with data plumbing (traditional database setup, Hadoop, Spark and all the rest)
- *Data analyst*: a person who digs into data to surface insights, but lacks the skills to do so at scale (e.g., they know how to use Excel, Tableau and SQL but can't build a web app from scratch)

Befuddment

THE WALL STREET JOURNAL.  THE CIO REPORT

CIO Journal

Exclusive reporting and analysis for corporate-technology executives

CIO REPORT CONSUMERIZATION BIG DATA CLOUD

11:46 am ET
May 2, 2014 [BIG DATA](#)

Why Do We Need Data Science When We've Had Statistics for Centuries?

ARTICLE COMMENTS (13)

[DATA SCIENCE](#) [DATA SCIENTIST](#)

By IRVING WLADAWSKY-BERGER

Data Science is emerging as one of the hottest new professions and academic disciplines in these early years of the 21st century. A number of articles [have noted](#) that the demand for data scientists is racing ahead of supply. People with the necessary skills are scarce, primarily because the discipline is so new. But, the situation is rapidly changing, as universities around the world have started to offer different kinds of graduate programs in data science. This year, for example, New York University is offering two new degrees—a general [Master in Data Science](#), and a more domain-specific [Master in Applied Urban Science and Informatics](#).

It's very exciting to contemplate the emergence of a [major new discipline](#). It reminds me of the advent of [computer science](#) in the 1960s and 1970s. Like data science, computer science had its roots in a number of related areas, including math, engineering and management. In its early years, the field attracted people from a variety of other disciplines who started out using computers in their work or studies, and eventually switched to computer science from their original field.

IMS Bulletin^{online}

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HADLEY WICKHAM

Sep 4, 2014  Editor  18 Comments

Data science: how is it different to statistics?



Contributing Editor Hadley Wickham is Chief Scientist at RStudio and Adjunct Professor of Statistics at Rice University. He is interested in building better tools for data science. His work includes R packages for data analysis ([ggplot2](#), [plyr](#), [reshape2](#)); packages that make R less frustrating ([lubridate](#) for dates, [stringr](#) for strings, [httr](#) for accessing web APIs); and that make it easier to do good software development in R ([roxygen2](#), [testthat](#), [devtools](#), [lineprof](#), [staticdocs](#)). He is also a writer, educator, and frequent contributor to conferences promoting more accessible and more effective data analysis. He writes:

Befuddment

AMSTATNEWS

The Membership Magazine of the American Statistical Association

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Aren't We Data Science?

1 JULY 2013 5,256 VIEWS 9 COMMENTS



Davidian

Last month, I shared [this column](#) with President-elect Nat Schenker and Past President Bob Rodriguez to announce an ASA strategic initiative to promote engagement of statisticians in Big Data. I'm following that announcement with an account of some of my recent experiences regarding data science, which inspire my enthusiasm for this effort. One in particular serves as a metaphor for the disconnect between statistics and data science we noted last month.

Around the time we were finalizing that column, Michelle Dunn, chair of the [ASA Committee on Funded Research](#), forwarded an email to me. Michelle thought I would be interested in learning from the press release in the email that Eric Green would be speaking in Chapel Hill, North Carolina, 25 minutes from my office in Raleigh, on April 23. In January, the director of the [National Institutes of Health \(NIH\)](#), Francis Collins, announced the creation of a new NIH-wide position, the [Associate Director for Data Science \(ADDS\)](#), to "capitalize on the exponential growth of biomedical research data". Collins named Green, current director of the National Human Genome Research Institute, as acting ADDS. Green is also co-chair of the [search committee](#) charged with nominating the permanent ADDS.

Indeed, I was very interested! But what was even more interesting was the organization that had invited Green to speak. The press release announced "a new collaboration called the National Consortium for Data Science (NCDS) (aiming) to make North Carolina a national hub for data-intensive business and data science research." It went on to note that the NCDS had been launched at the Renaissance Computing Institute at The University of North Carolina at Chapel Hill (UNC-CH) and included among its founding members businesses, government organizations, and **major research universities**.

IMS Bulletin_{online}

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IMS NEWS LECTURES AND ADDRESSES

Oct 1, 2014 Editor 3 Comments

IMS Presidential Address: Let us own Data Science



Each year the outgoing IMS President delivers an address at the IMS Annual Meeting, which, this year, was the [Australian Statistical Conference in Sydney \(July 9-14, 2014\)](#), a joint meeting of the Statistical Society of Australia Inc. (SSAI) and IMS. Bin Yu, Chancellor's Professor of Statistics and EECS, University of California at Berkeley, gave her Presidential Address, on which the following article is based:

Let us own data science

It is my honor and pleasure to deliver this IMS Presidential Address at the joint meeting of the Statistical Society of Australia Inc. (SSAI) and IMS.



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Befuddment

50 years of Data Science

David Donoho

Sept. 18, 2015

Version 1.00

Abstract

More than 50 years ago, John Tukey called for a reformation of academic statistics. In ‘The Future of Data Analysis’, he pointed to the existence of an as-yet unrecognized *science*, whose subject of interest was learning from data, or ‘data analysis’. Ten to twenty years ago, John Chambers, Bill Cleveland and Leo Breiman independently once again urged academic statistics to expand its boundaries beyond the classical domain of theoretical statistics; Chambers called for more emphasis on data preparation and presentation rather than statistical modeling; and Breiman called for emphasis on prediction rather than inference. Cleveland even suggested the catchy name “Data Science” for his envisioned field.

A recent and growing phenomenon is the emergence of “Data Science” programs at major universities, including UC Berkeley, NYU, MIT, and most recently the Univ. of Michigan, which on September 8, 2015 announced a \$100M “Data Science Initiative” that will hire 35 new faculty. Teaching in these new programs has significant overlap in curricular subject matter with traditional statistics courses; in general, though, the new initiatives steer away from close involvement with academic statistics departments.

Tukey's Paper

THE FUTURE OF DATA ANALYSIS¹

BY JOHN W. TUKEY

Princeton University and Bell Telephone Laboratories

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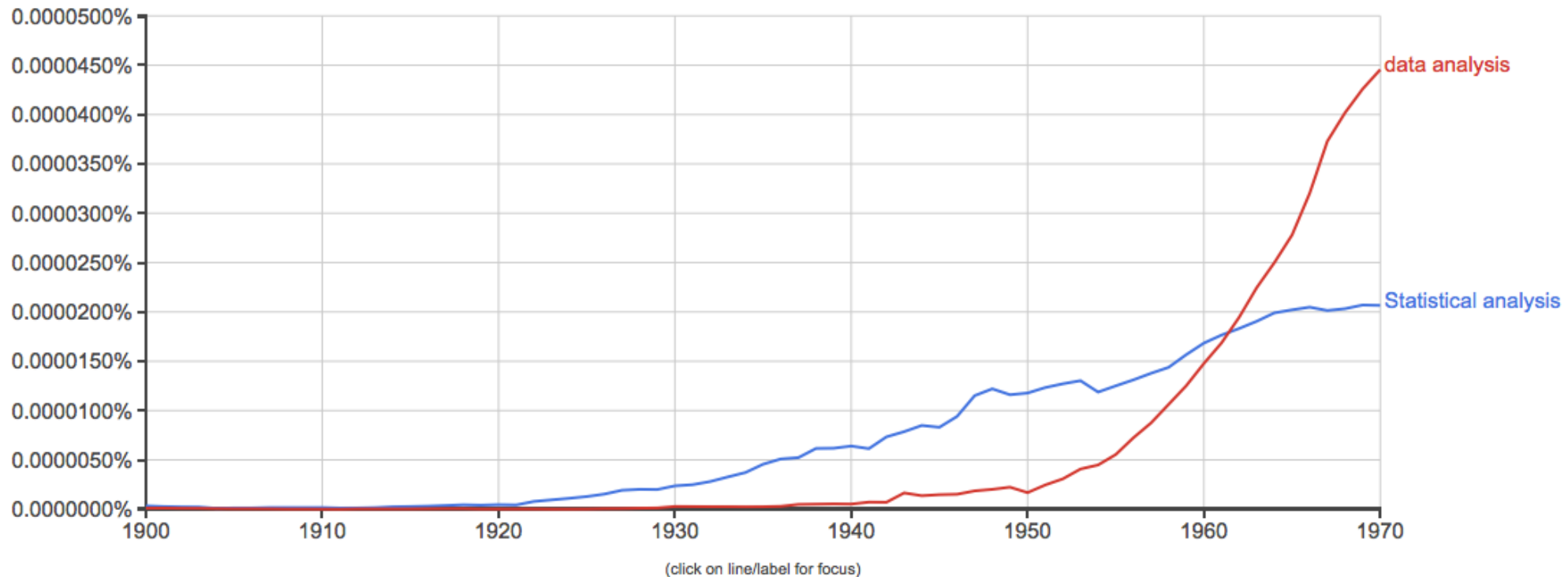
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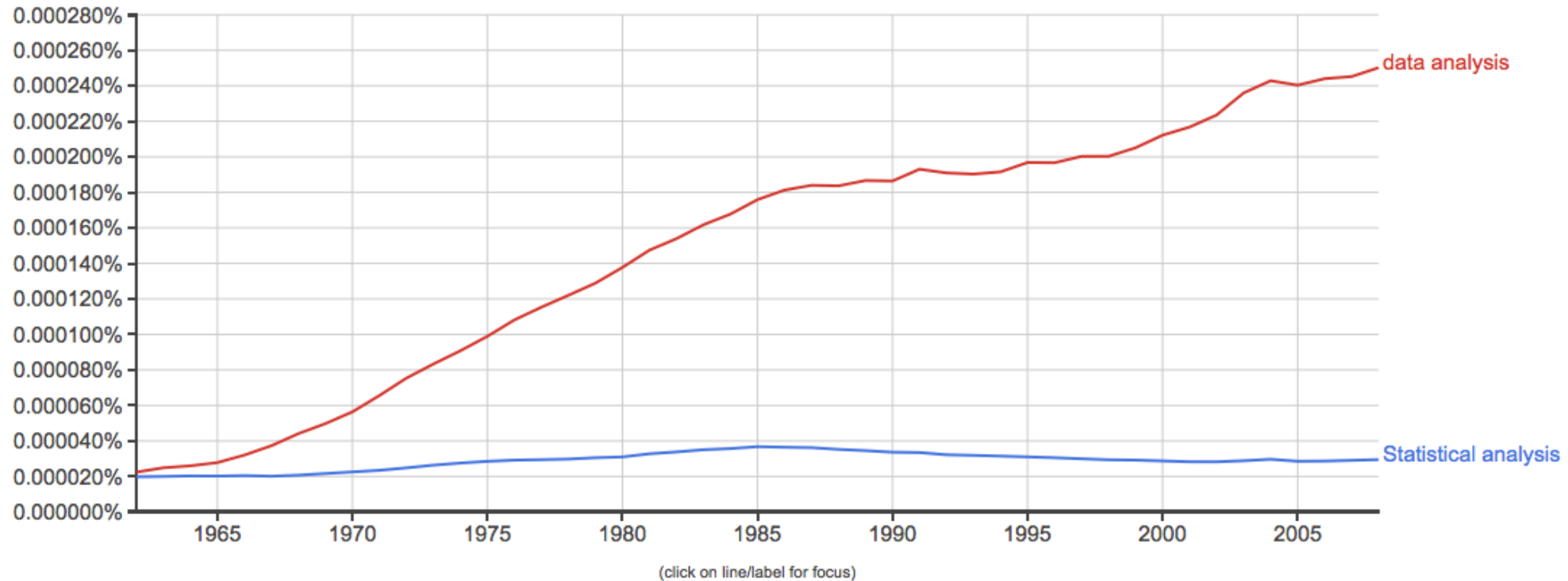


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Chambers Paper



John Chambers 1992

Greater or Lesser Statistics: A Choice for Future Research

John M. Chambers
AT&T Bell Laboratories, Murray Hill, New Jersey

Abstract

The statistics profession faces a choice in its future research between continuing concentration on traditional topics, based largely on data analysis supported by mathematical statistics, and a broader viewpoint, based on an inclusive concept of learning from data. The latter course presents severe challenges as well as exciting opportunities. The former risks seeing statistics become increasingly marginal in activities to which it can make important contributions.

This paper is one of a set of short position papers on future research directions in statistics invited by the editor of *Statistics and Computation*.

Cleveland Paper



Bill Cleveland 2002

Data Science: An Action Plan for Expanding the Technical Areas of the Field of Statistics

William S. Cleveland
Statistics Research, Bell Labs
wsc@bell-labs.com

Abstract

An action plan to enlarge the technical areas of statistics focuses on the data analyst. The plan sets out six technical areas of work for a university department and advocates a specific allocation of resources devoted to research in each area and to courses in each area. The value of technical work is judged by the extent to which it benefits the data analyst, either directly or indirectly. The plan is also applicable to government research labs and corporate research organizations.

Emergence of Meta Analysis

Biostatistics (2014), **15**, 1, pp. 1–12
doi:10.1093/biostatistics/kxt007
Advance Access publication on September 25, 2013



An estimate of the science-wise false discovery rate and application to the top medical literature

LEAH R. JAGER

Department of Mathematics, United States Naval Academy, Annapolis, MD 21402, USA

JEFFREY T. LEEK*

*Department of Biostatistics, Johns Hopkins Bloomberg School of Public Health, Baltimore, MD 21205,
USA*

jleek@jhsphe.edu

Emergence of Meta Analysis

Meta Analysis
Systemic Failure
Causes
Solutions

How Much of Our Published Research Can We
Believe?

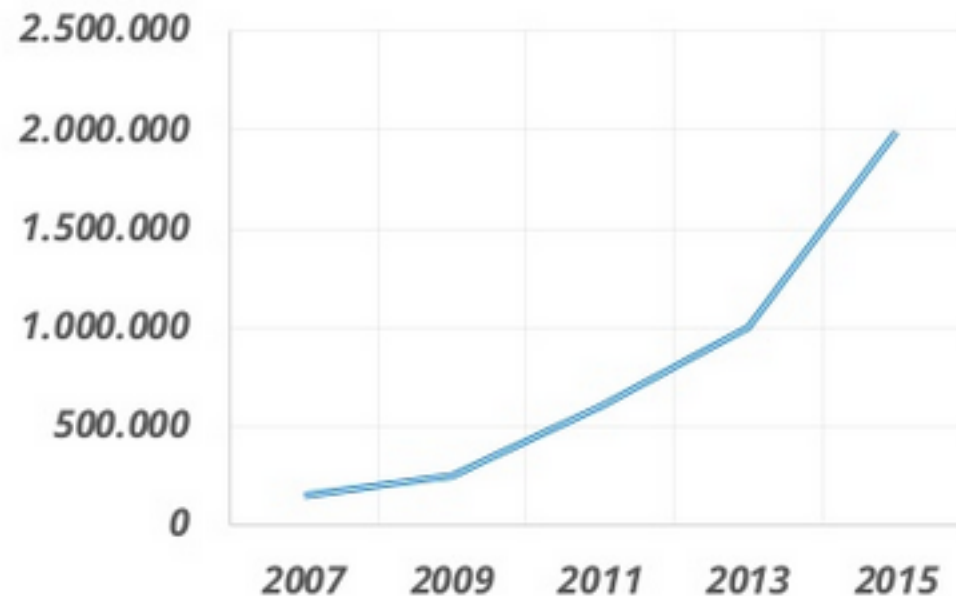
Systemic Failures, Their Causes, a Solution

David Donoho

20140530

Emergence of Reproducible Data Analyses

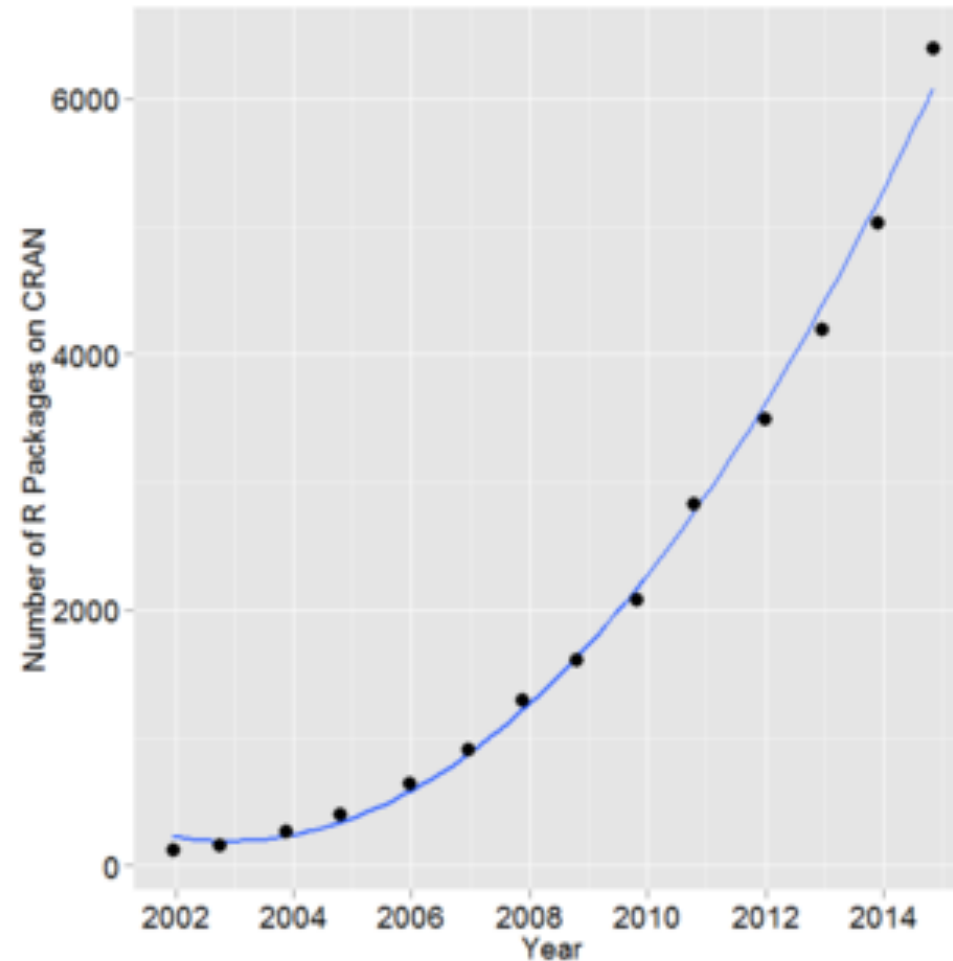
Growth in Open Source Software Projects



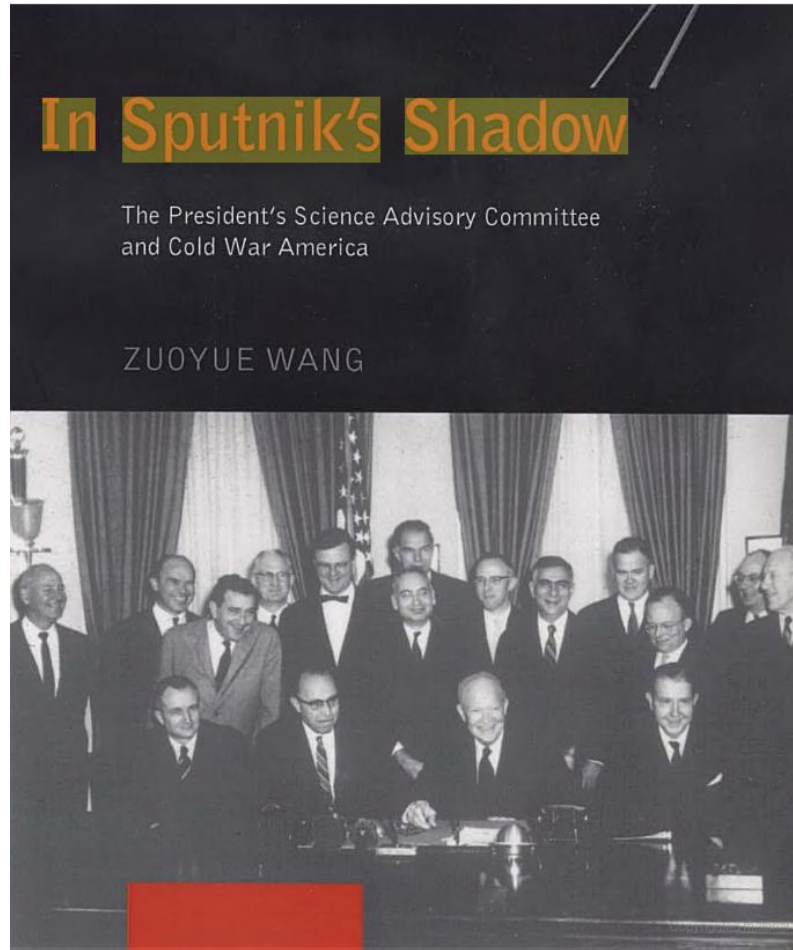
Market Realist 

Source: Black Duck Management Webinar 2014

Emergence of Reproducible Data Analyses



Crisis in Machine Translation mid 1960's



Crisis in Machine Translation mid 1960's

“We are safe in asserting that speech recognition is attractive to money. The attraction is perhaps similar to the attraction of schemes for turning water into gasoline, extracting gold from the sea, curing cancer, or going to the moon. One doesn't attract thoughtlessly given dollars by means of schemes for cutting the cost of soap by 10%. **To sell suckers, one uses deceit and offers glamor.**”

“It is clear that glamor and any deceit in the field of speech recognition blind the takers of funds as much as they blind the givers of funds. Thus, we may pity workers whom we cannot respect.”

JR Pierce, 1969

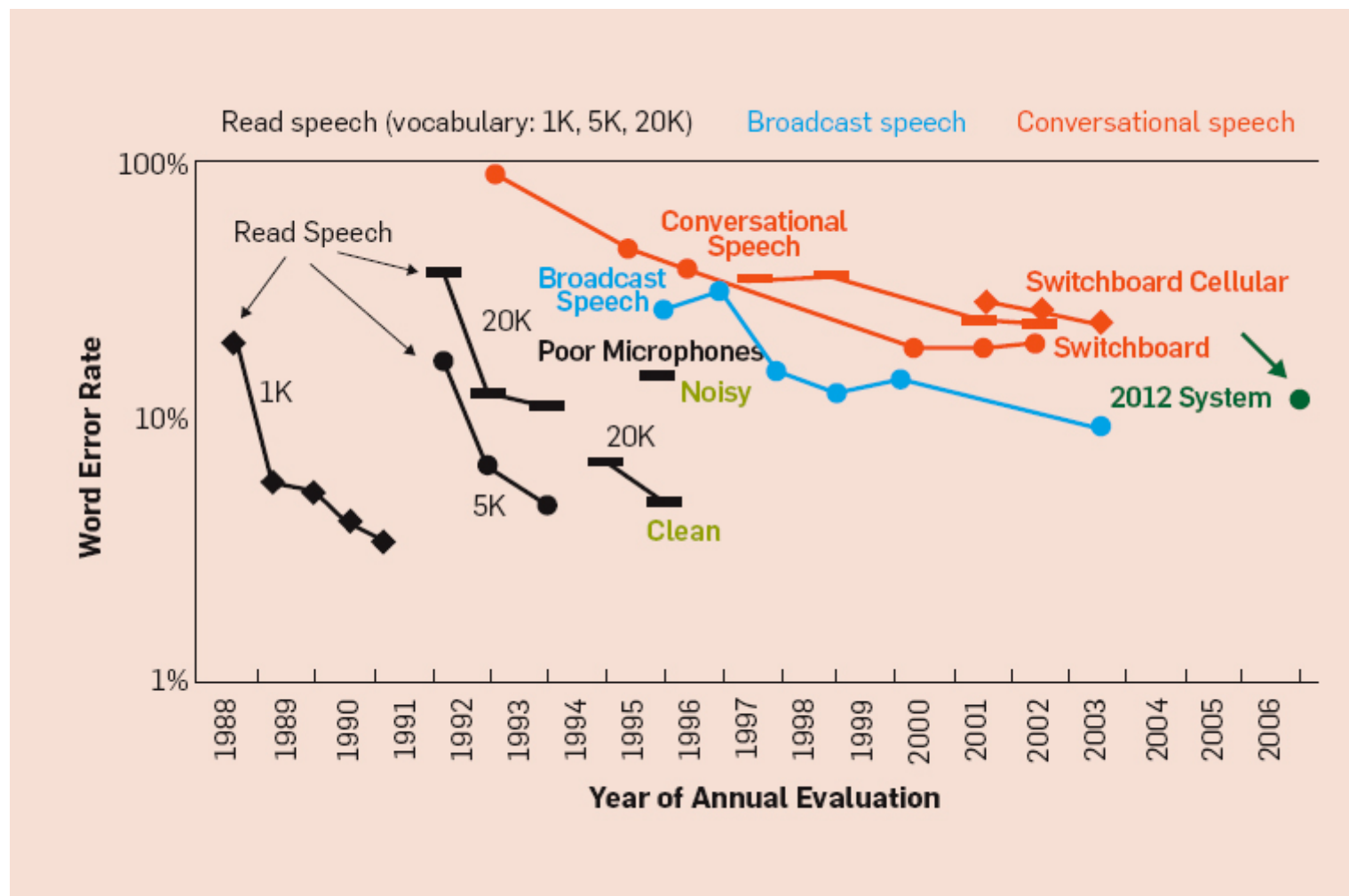
Crisis in Machine Translation mid 1960's

“Most recognizers behave, not like scientists, but like mad inventors or untrustworthy engineers. The typical recognizer gets it into his head that he can solve ‘the problem.’ The basis for this is either individual inspiration (the ‘mad inventor’ source of knowledge) or acceptance of untested rules, schemes, or information (the untrustworthy engineer approach). . . .”

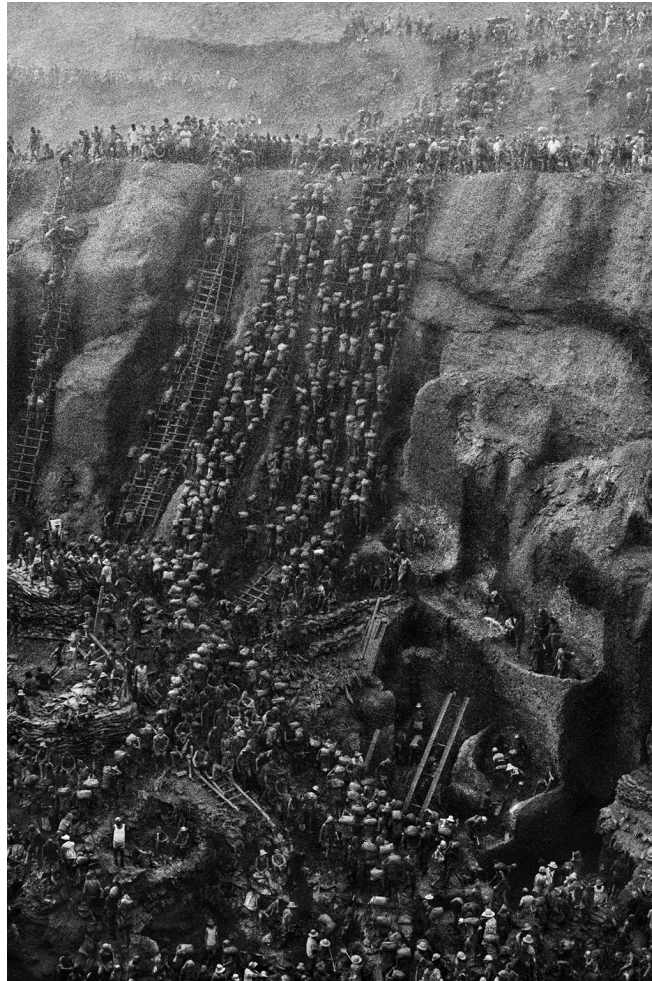
“The typical recognizer ... builds or programs an elaborate system that either does very little or flops in an obscure way. A lot of money and time are spent. **No simple, clear, sure knowledge is gained.** The work has been an experience, not an experiment.”

JR Pierce, 1969

Common Task Framework



Common Task Framework

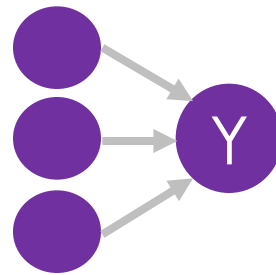


Sebastiao Salgado, Work

Predictive Modeling fundamentals

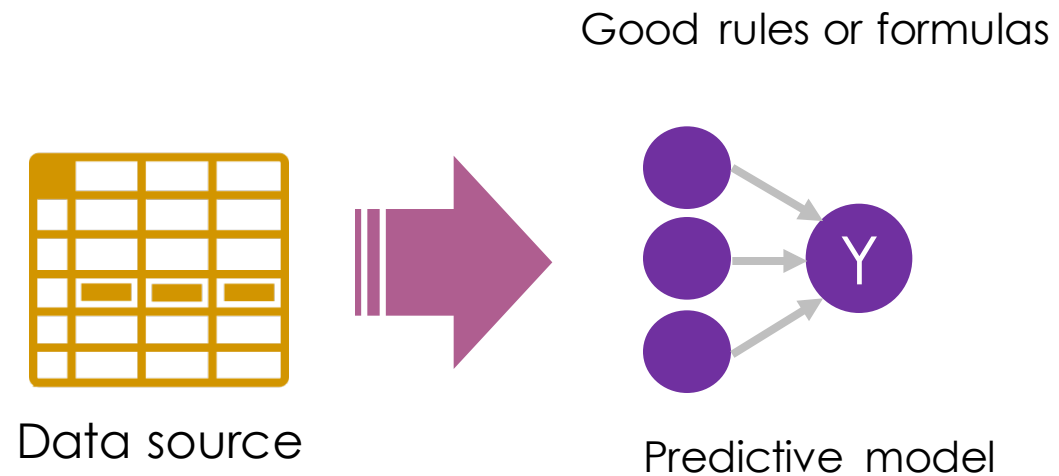


Predictive modeling fundamentals

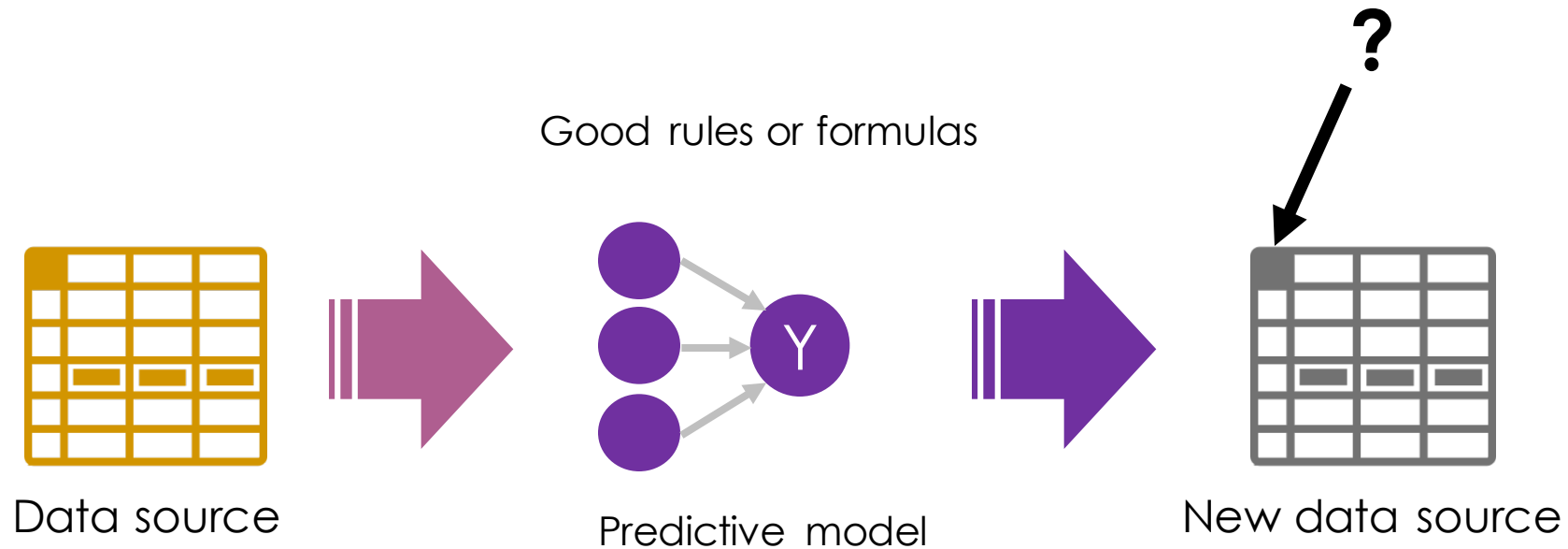


Predictive model

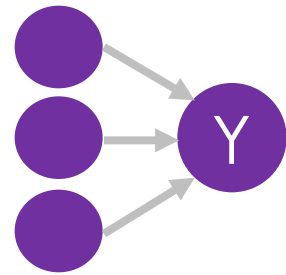
Predictive modeling fundamentals



Predictive modeling fundamentals



Predictive modeling fundamentals



Predictive model

Objectives

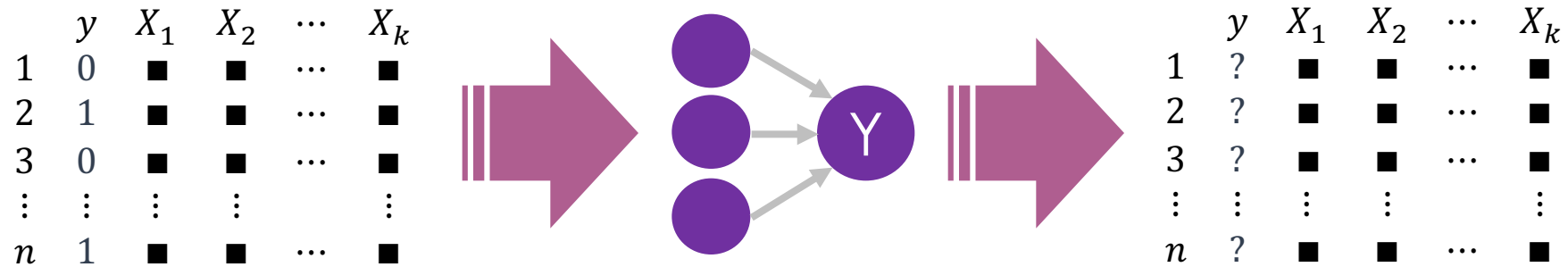
Fundamentals

Business
scenario data

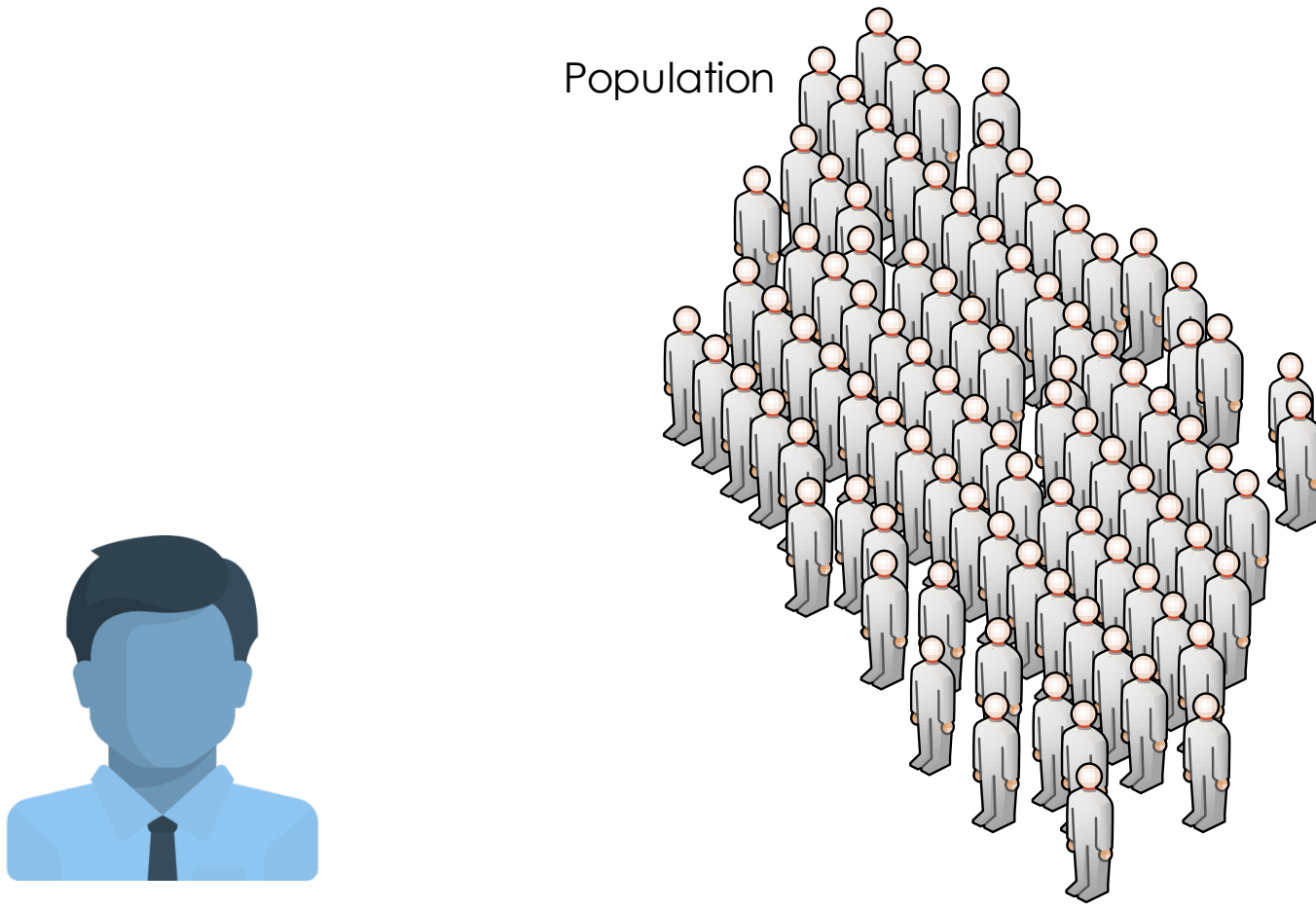
Modeling
challenges
and solutions

Predictive modeling fundamentals

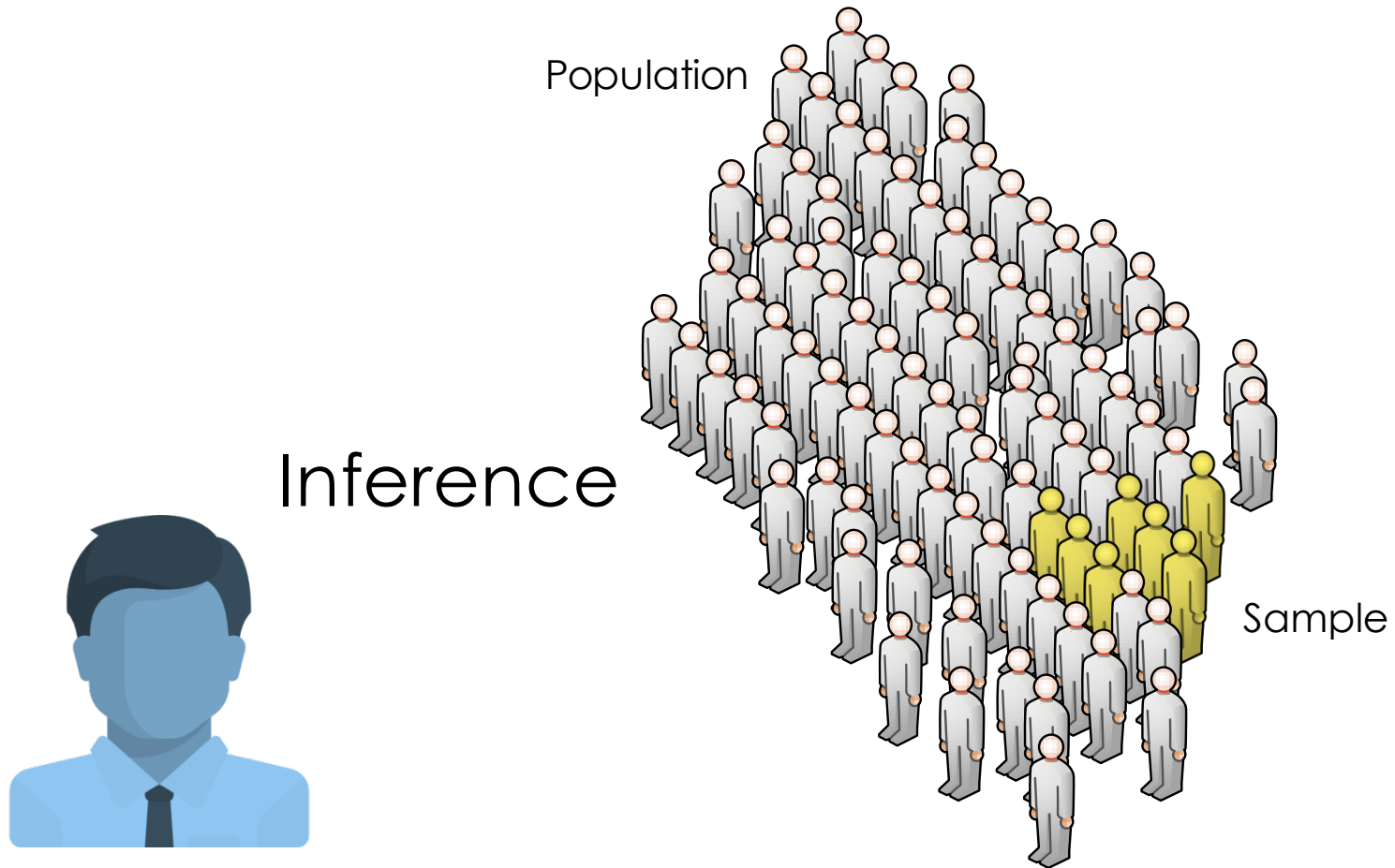
Applications



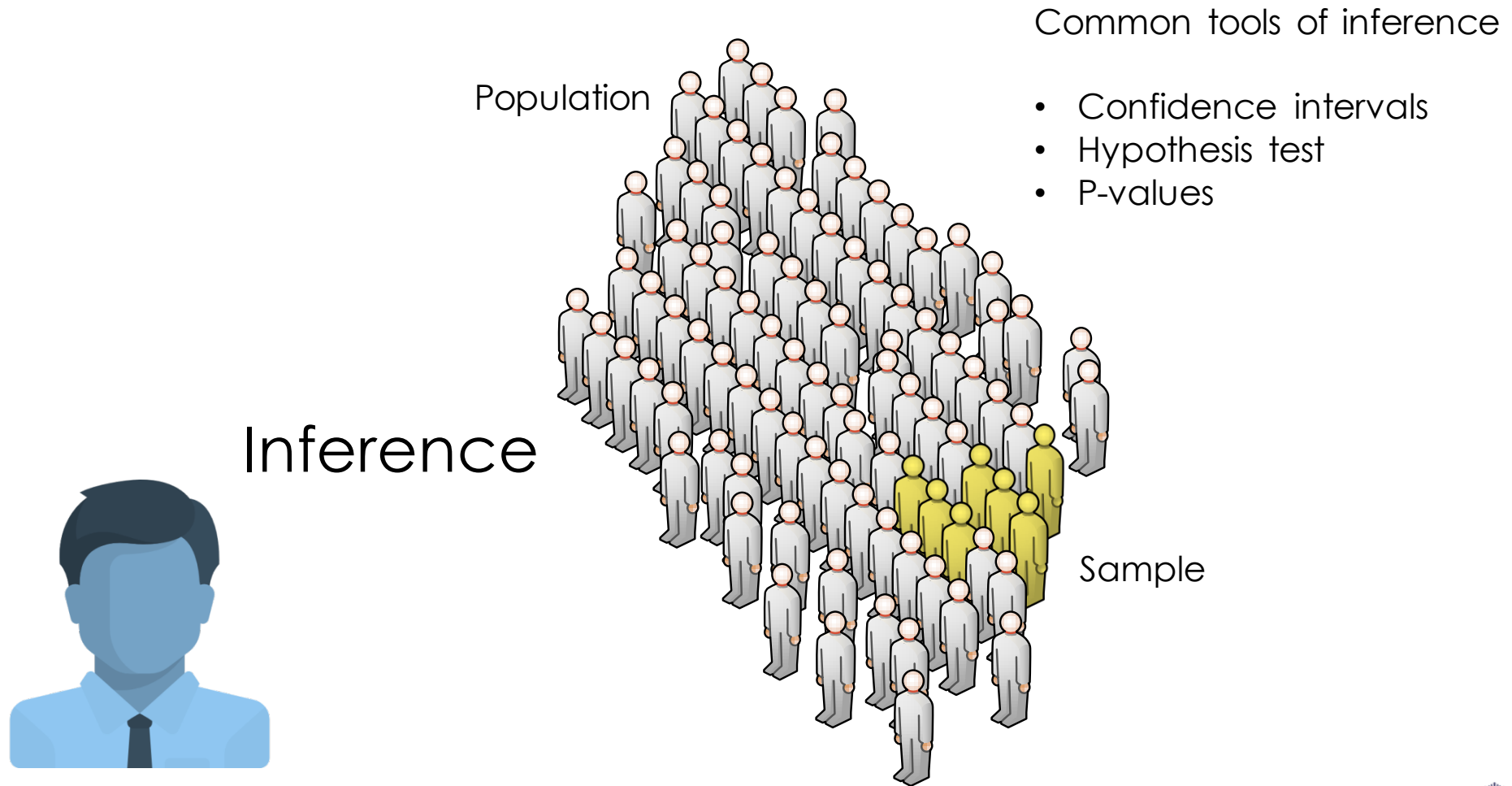
Terms and elements of predictive modeling



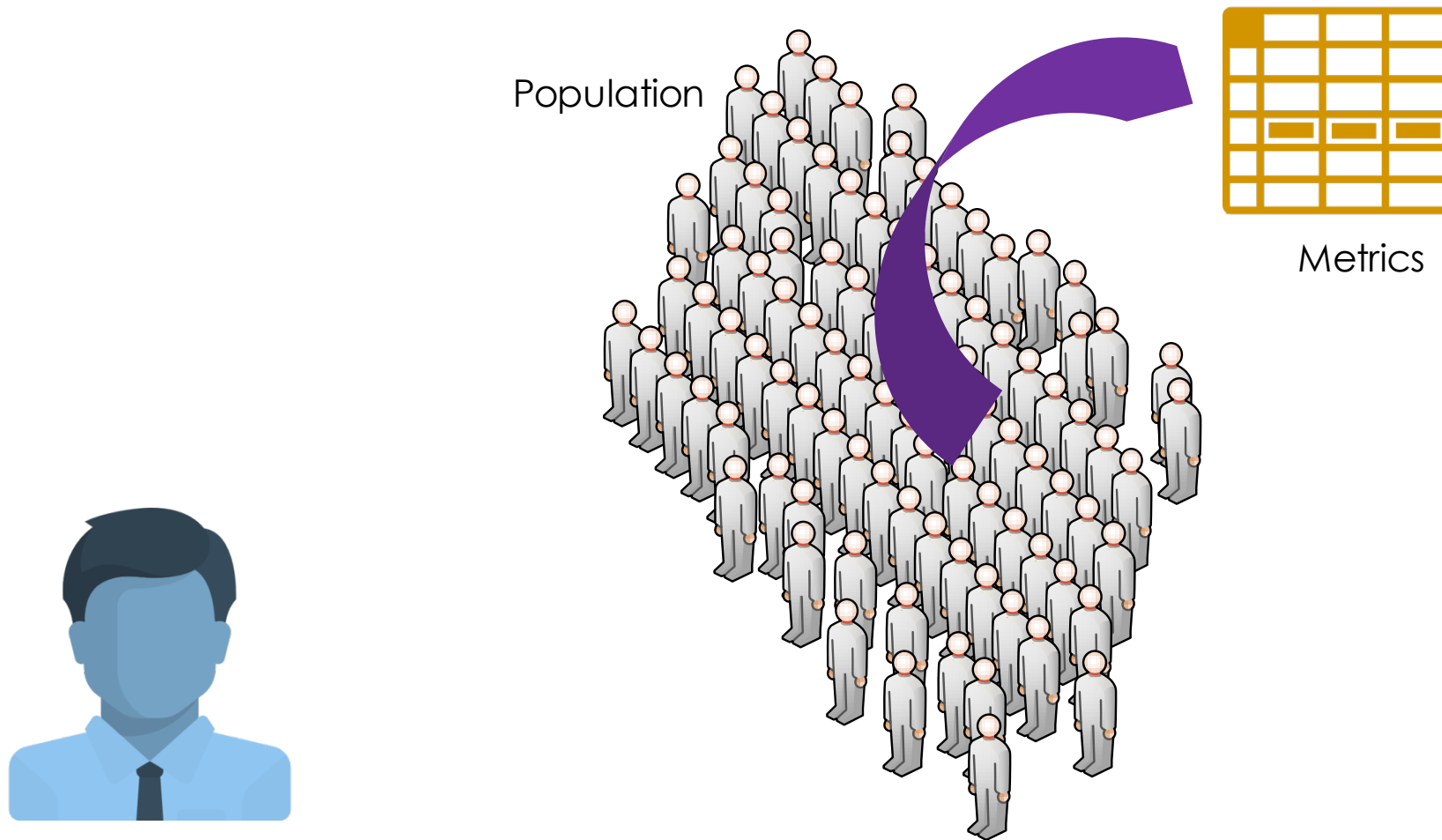
Terms and elements of predictive modeling



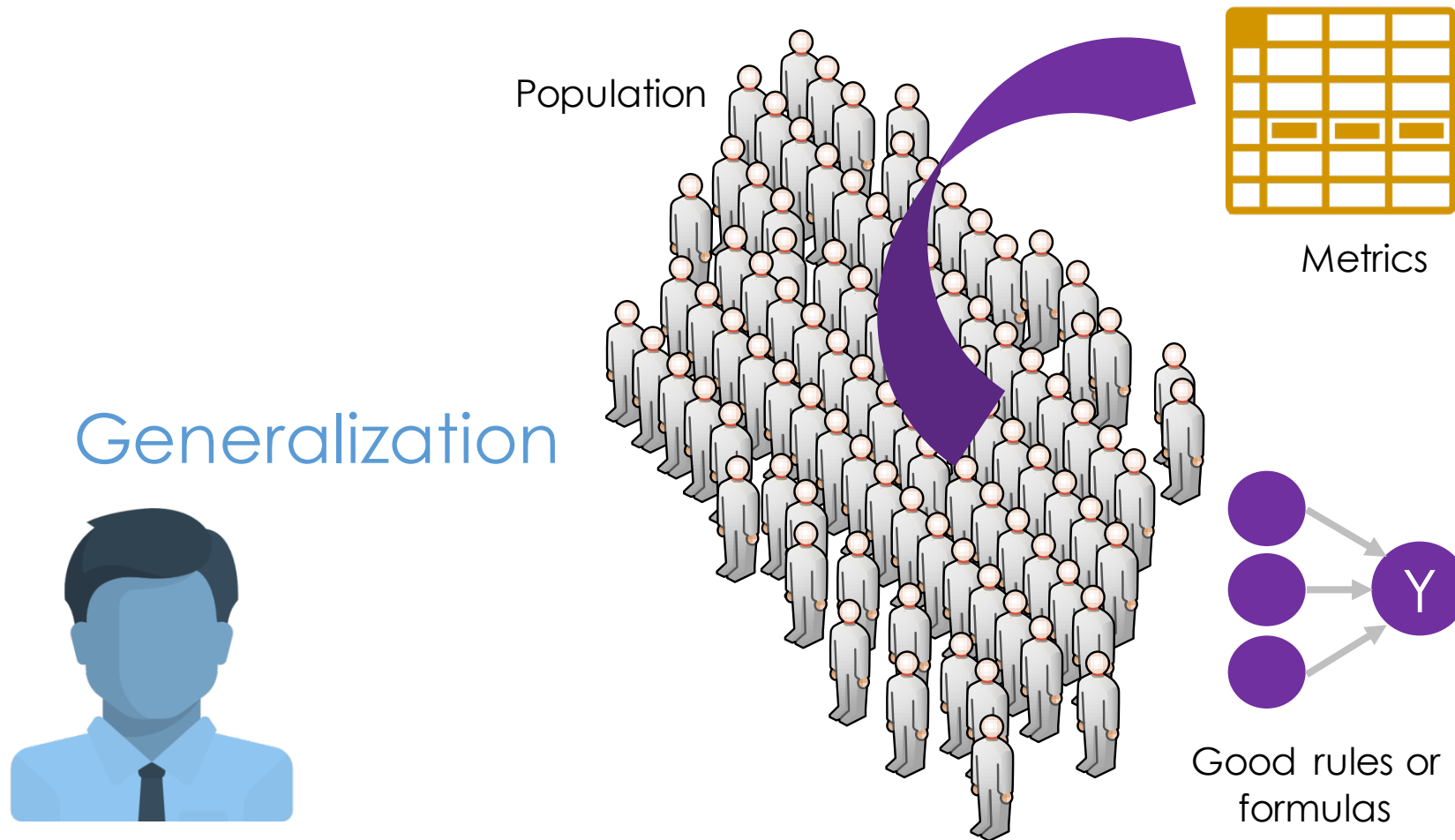
Terms and elements of predictive modeling



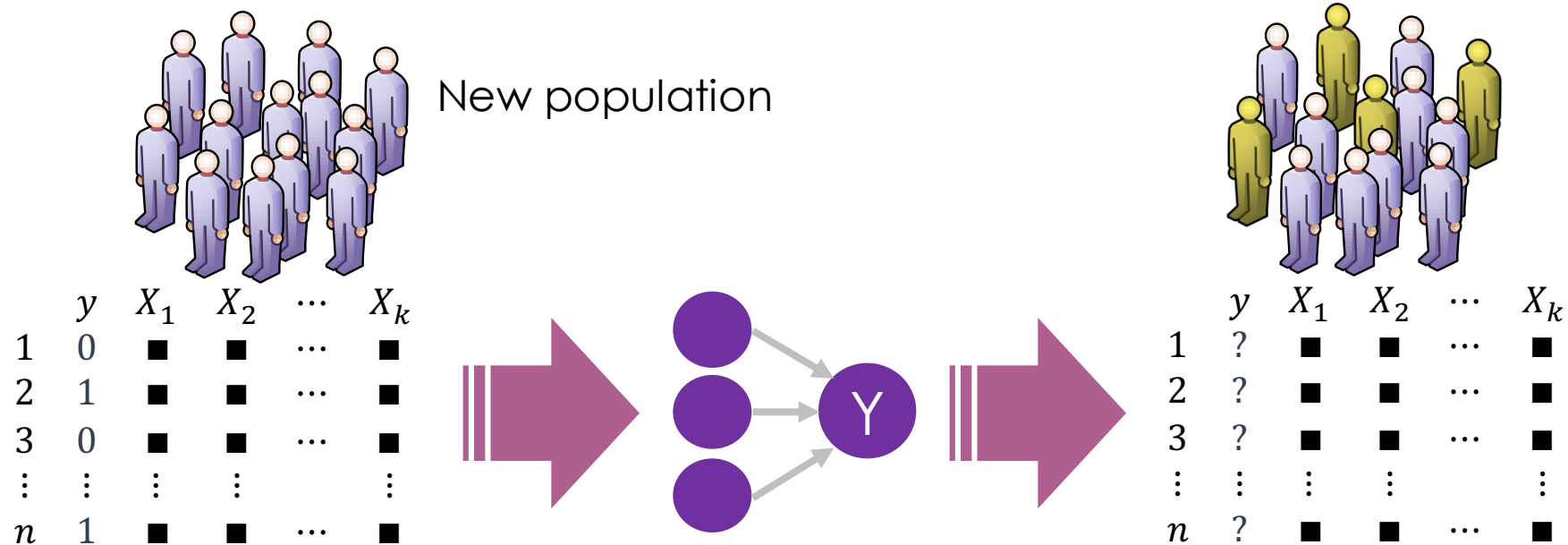
Terms and elements of predictive modeling



Terms and elements of predictive modeling



Terms and elements of predictive modeling



Emphasis

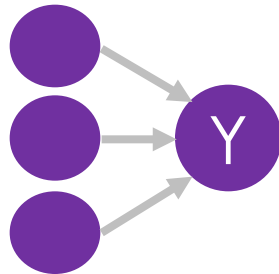
- Empirical quality of predictions
- Understanding relationships

Predictive modeling fundamentals

		Input variables					Predictors	
							Explanatory variables	
							Inputs	
							Features	
Target variable		y	X_1	X_2	\dots	X_k		
Outcome Response	Cases	1	0	■	■	\dots	■	
		2	1	■	■	\dots	■	
		3	0	■	■	\dots	■	
		\vdots	\vdots	\vdots	\vdots		\vdots	
		n	1	■	■	\dots	■	
Observation examples								

Basic steps of predictive modeling

Build a model on historic data



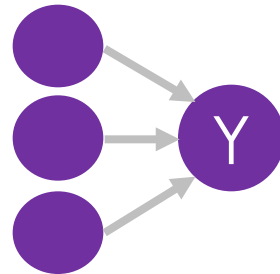
	✓ y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Basic steps of predictive modeling

Build a model on historic data

Supervised classification

The goal is to correctly classify



Known discrete variable

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Basic steps of predictive modeling

Build a model on historic data

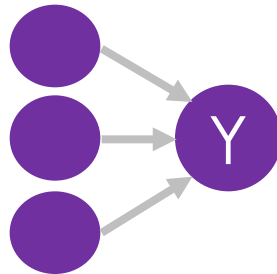
Supervised classification

The goal is to correctly classify

Target variable Y
(binary response)

1 = Response

0 = No response



Known discrete variable

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■



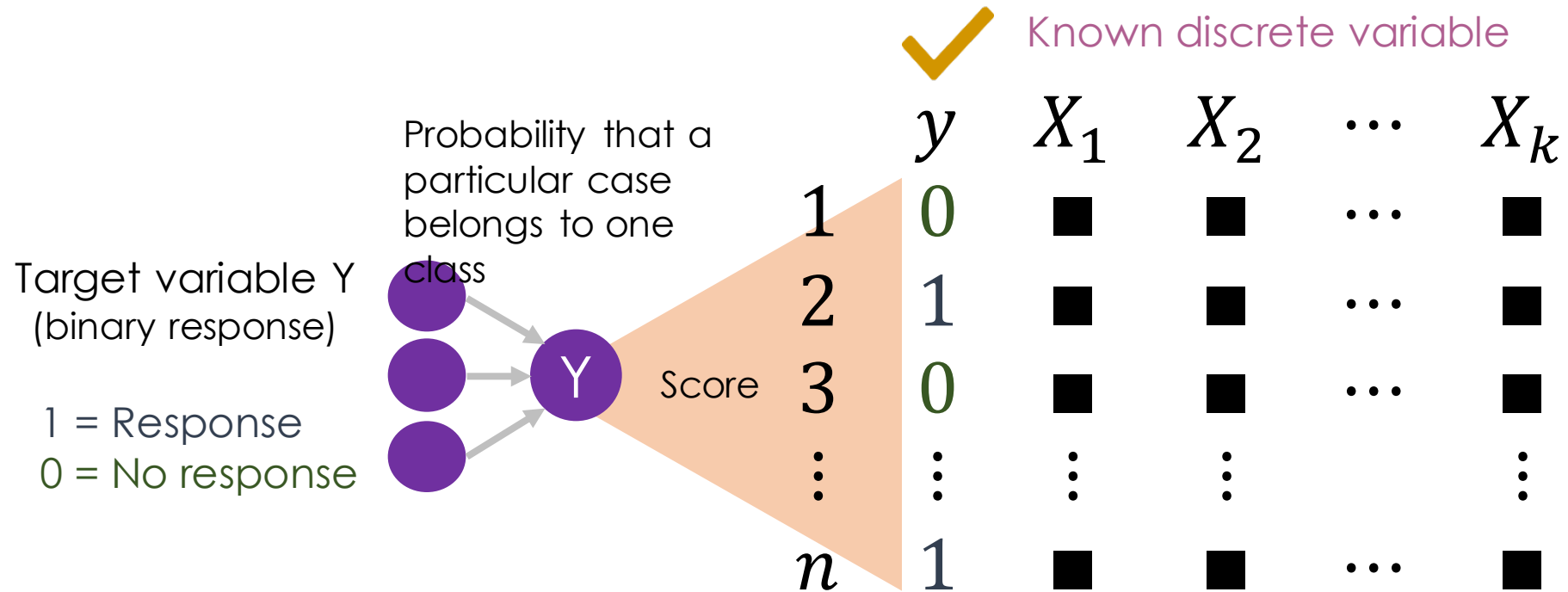
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Basic steps of predictive modeling

Build a model on historic data

Supervised classification

The goal is to correctly classify



Basic steps of predictive modeling

Build a model on historic data

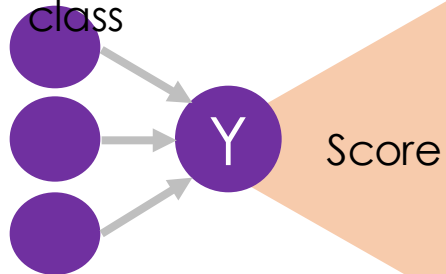
Supervised classification

The goal is to correctly classify

Why use a predictive model?



Probability that a particular case belongs to one class



Score

1
2
3
⋮
 n



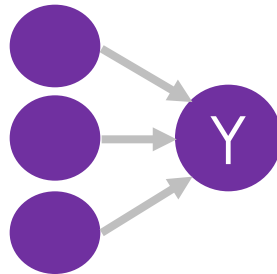
Known discrete variable

y	X_1	X_2	\dots	X_k
0	■	■	\dots	■
1	■	■	\dots	■
0	■	■	\dots	■
\vdots	\vdots	\vdots		\vdots
1	■	■	\dots	■

Basic steps of predictive modeling

New data arrives

Why use a predictive model?



Unknown discrete variable

	y	X_1	X_2	\dots	X_k
1	?	■	■	\dots	■
2	?	■	■	\dots	■
3	?	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	?	■	■	\dots	■

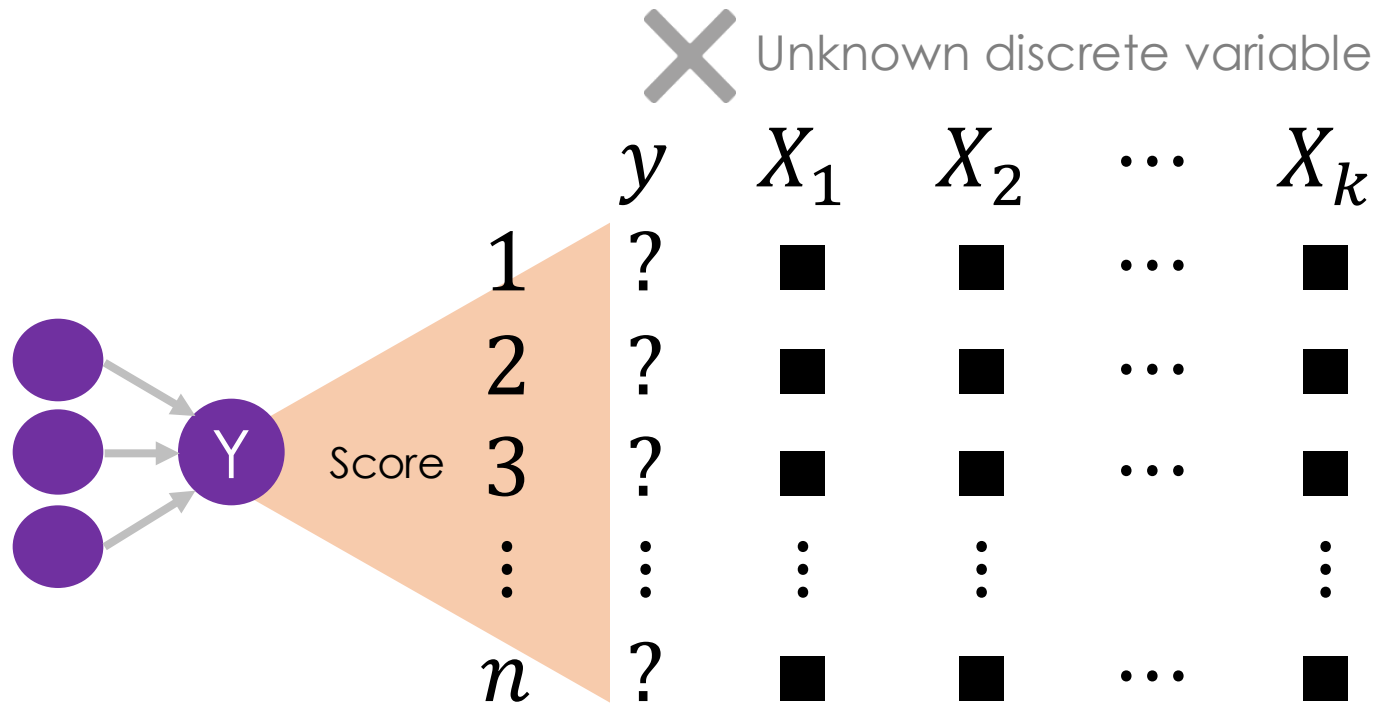


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Basic steps of predictive modeling

New data arrives

Why use a predictive model?

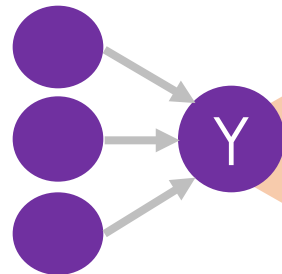


Basic steps of predictive modeling

New data arrives

Generalize

Why use a predictive model?



Score

1
2
3
⋮
 n



Predicted discrete variable

y	X_1	X_2	\dots	X_k
1	■	■	\dots	■
0	■	■	\dots	■
1	■	■	\dots	■
⋮	⋮	⋮		⋮
0	■	■	\dots	■

Basic steps of predictive modeling

		Input variables			
	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Basic steps

1, Supervised classification

- Prepare the inputs
- Select the most predictive inputs and fit models

2. Generalization

- Assess the models

Basic steps of predictive modeling

Most predictive Input variables

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Basic steps

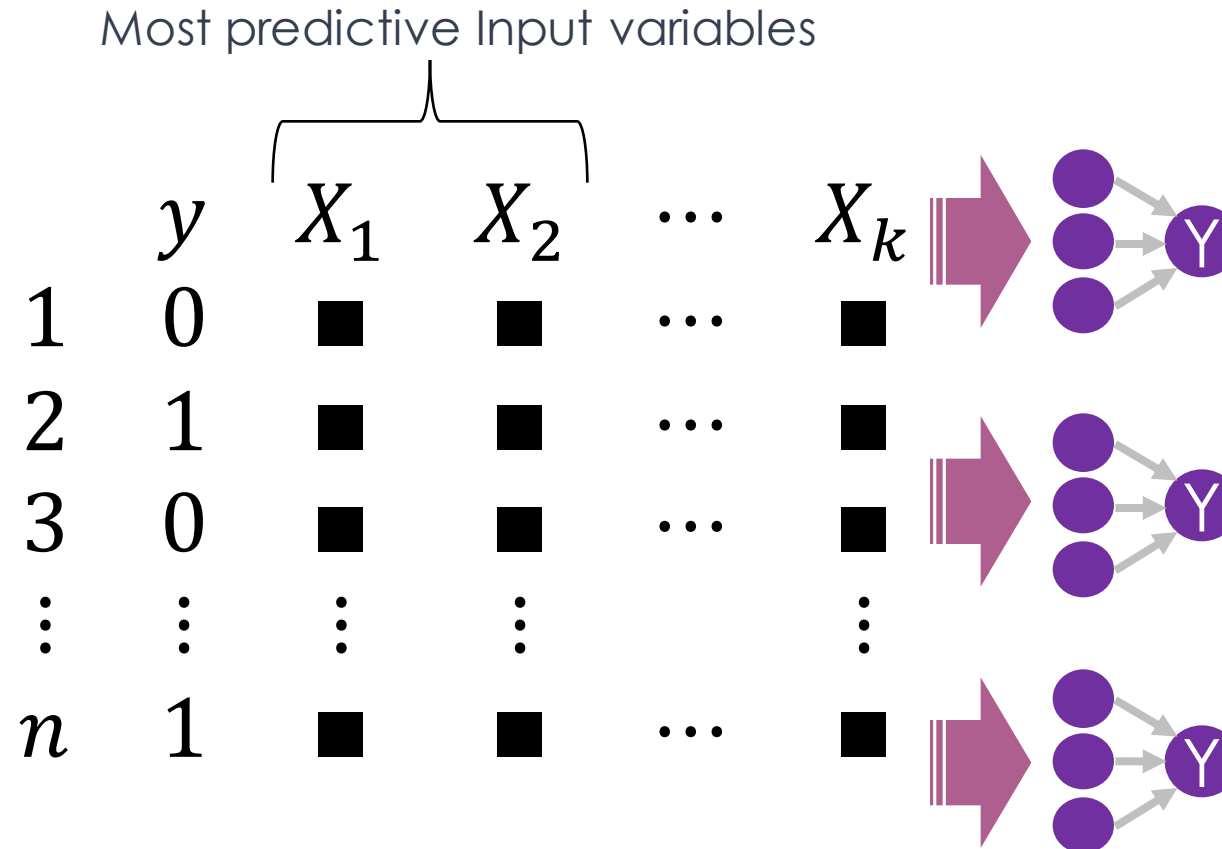
1, Supervised classification

- Prepare the inputs
- Select the most predictive inputs and fit models

2. Generalization

- Assess the models

Basic steps of predictive modeling



Basic steps

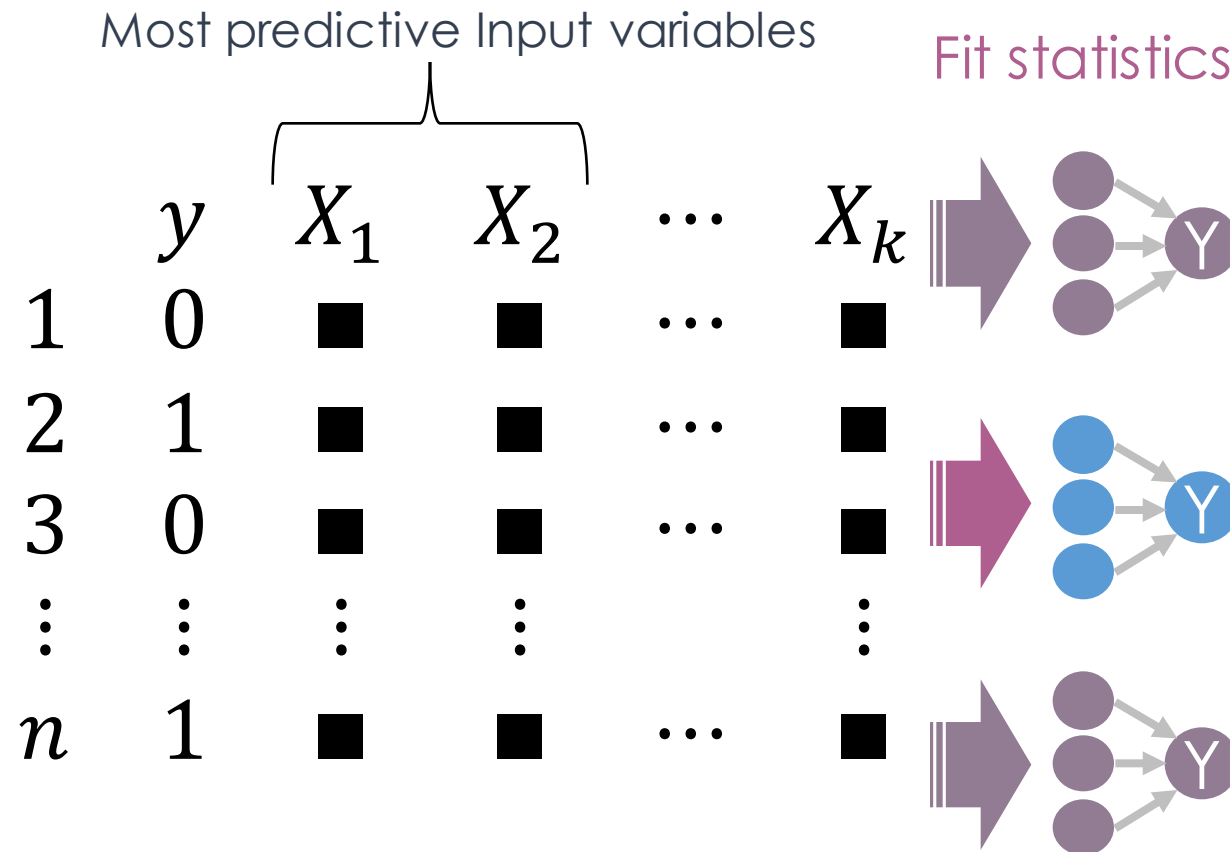
1, Supervised classification

- Prepare the inputs
- Select the most predictive inputs and fit models

2. Generalization

- Assess the models

Basic steps of predictive modeling



Basic steps

1, Supervised classification

- Prepare the inputs
- Select the most predictive inputs and fit models

2. Generalization

- Assess the models

Applications of predictive modeling

Target
marketing

Attrition
predicción

Credit
scoring

Fraud
detection

Applications of predictive modeling

Target
marketing



Cases

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Applications of predictive modeling

Target
marketing



Cases

	y	Input variables				
		X_1	X_2	\dots	X_k	
1	0	■	■	\dots	■	
2	1	■	■	\dots	■	
3	0	■	■	\dots	■	
\vdots	\vdots	\vdots	\vdots		\vdots	
n	1	■	■	\dots	■	



Applications of predictive modeling

Target marketing



Cases

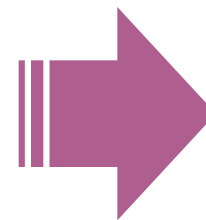
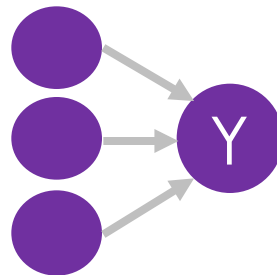
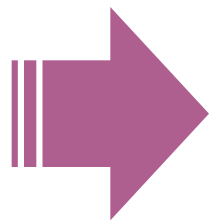
	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots	\vdots	\vdots
n	1	■	■	\dots	■

Target new potential customers

Applications of predictive modeling

Target
marketing

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■



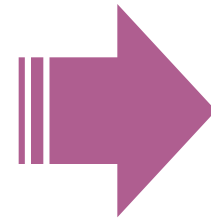
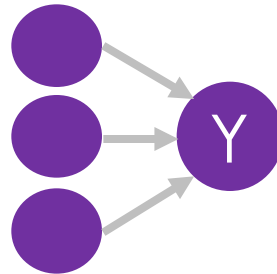
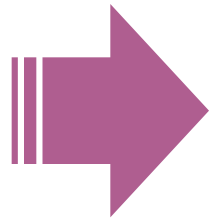
	y	X_1	X_2	\dots	X_k
1	?	■	■	\dots	■
2	?	■	■	\dots	■
3	?	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	?	■	■	\dots	■



Applications of predictive modeling

Target
marketing

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■



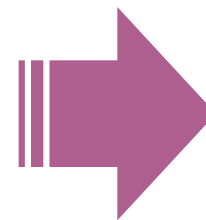
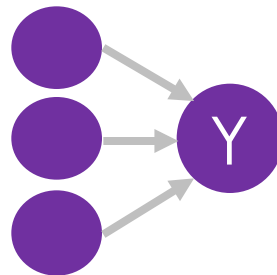
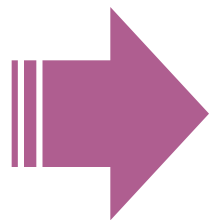
	y	X_1	X_2	\dots	X_k
1	?	■	■	\dots	■
2	?	■	■	\dots	■
3	?	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	?	■	■	\dots	■



Applications of predictive modeling

Attrition
predicción

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■



	y	X_1	X_2	\dots	X_k
1	?	■	■	\dots	■
2	?	■	■	\dots	■
3	?	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	?	■	■	\dots	■



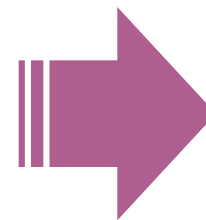
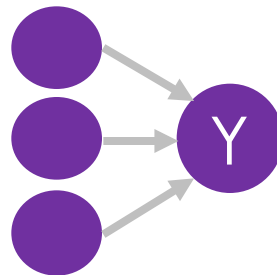
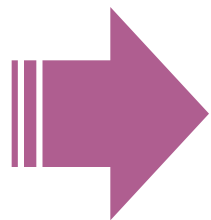
Applications of predictive modeling

Attrition
predicción

Churn



	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■



	y	X_1	X_2	\dots	X_k
1	?	■	■	\dots	■
2	?	■	■	\dots	■
3	?	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	?	■	■	\dots	■

Applications of predictive modeling

Credit scoring



Cases

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Applications of predictive modeling

Credit scoring

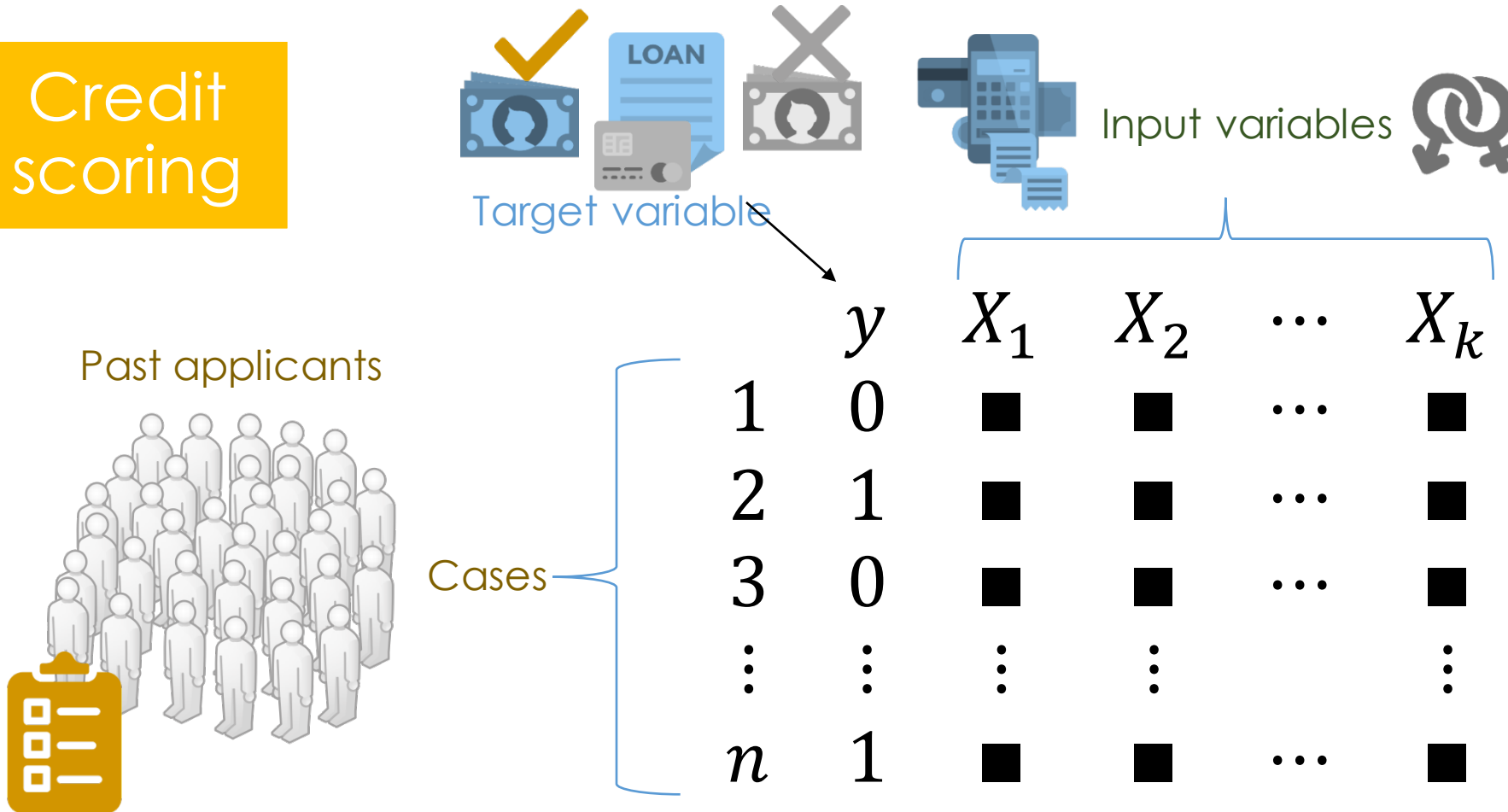


Cases

	y	Input variables				
		X_1	X_2	\dots	X_k	
1	0	■	■	\dots	■	
2	1	■	■	\dots	■	
3	0	■	■	\dots	■	
\vdots	\vdots	\vdots	\vdots		\vdots	
n	1	■	■	\dots	■	

Applications of predictive modeling

Credit scoring



Reduce defaults and serious delinquencies

Applications of predictive modeling

Fraud
detection

Transactions



Cases

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Applications of predictive modeling

Fraud
detection

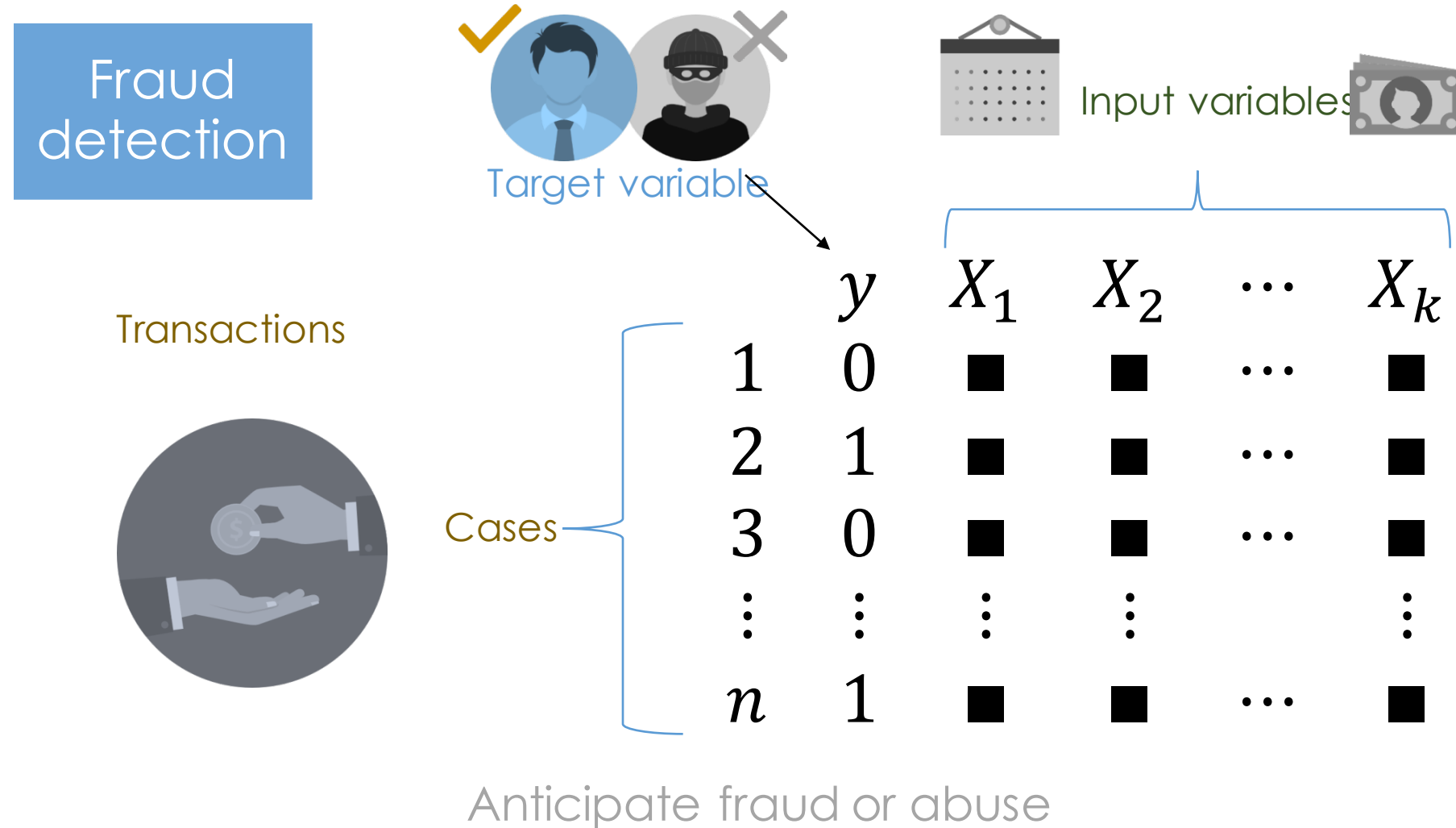
Transactions



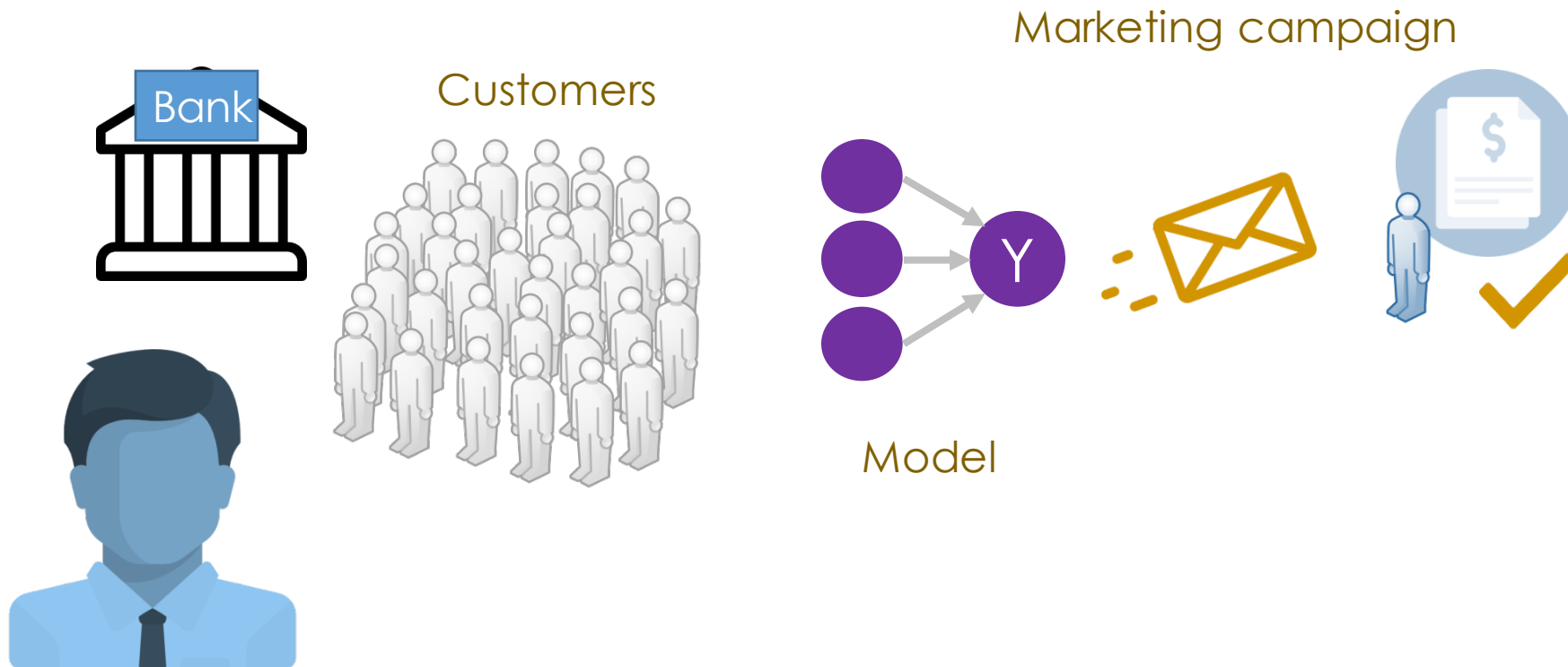
Cases

	y	Input variables			
		X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Applications of predictive modeling



Demonstration Scenario: Target Marketing for a Bank



Demonstration Scenario: Target Marketing for a Bank

```
%global inputs;  
%let inputs=ACCTAGE DDA DDABAL DEP DEPAMT CASHBK  
CHECKS DIRDEP NSF NSFAMT PHONE TELLER  
SAV SAVBAL ATM ATMAMT POS POSAMT CD  
CDBAL IRA IRABAL LOC LOCBAL INV  
INVBAL ILS ILSBAL MM MMBAL MMCRED MTG  
MTGBAL CC CCBAL CCPURC SDB INCOME  
HMOWN LORES HMVAL AGE CRSCORE MOVED  
INAREA;
```

```
proc means data=work.develop n nmiss mean min max;  
  var &inputs;  
run;
```

```
proc freq data=work.develop;  
  tables ins branch res;  
run;
```

Demonstration Scenario: Target Marketing for a Bank

Questions



- What type of variable is Moved?
- How many variables have missing values?
- Look at the percentage of cases that have an Ins variable value of 1 versus those with a value of 0. What could you infer about the selection of cases for this data set?
- How many bank branches are represented in the data? Do you think this is a useful number of levels for the analysis?
- How many area classifications are represented in the data? Which area has the largest number of customers?

Demonstration Scenario: Target Marketing for a Bank

Questions



- What type of variable is Moved?

A: Moved is a binary variable.

- How many variables have missing values?

A: A total of 15 variables have missing values. Missing values are an issue. You learn how to handle missing values later in the course.

- Look at the percentage of cases that have an Ins variable value of 1 versus those with a value of 0. What could you infer about the selection of cases for this data set?

A: The results of PROC FREQ show that 34.6% of the customers in the develop data set purchased the insurance product. You might think that this percentage seems artificially high. In fact, the target event (buying the insurance product) is rare—only 2% of the population. To build the develop data set, the bank included all cases that have an Ins variable value of 1 and a representative sample of cases that have an Ins variable value of 0. This oversampling of the events increases the efficiency of the analysis because you are using a smaller sample and therefore have fewer cases to process. However, this oversampling also biases the results. You learn more about oversampling events, and how to adjust the model for it, later in the course.

- How many bank branches are represented in the data? Do you think this is a useful number of levels for the analysis?

A: The Branch of Bank table (the frequency table for Branch) indicates that the customers represented in the data do their banking in 19 different branches. When you determine that a categorical input variable has too many levels to be useful, you can collapse the levels. You learn to do this later in the course.

- How many area classifications are represented in the data? Which area has the largest number of customers?

A: The Area Classification table indicates that Res has three levels: R (rural), S (suburban), and U (urban). The largest number of customers live in urban areas, followed by suburban areas, and then rural areas.

Predictive Modeling Challenges

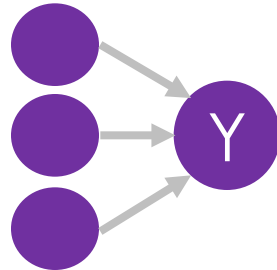


Predictive Modeling Challenges

Data challenges



Analytical challenges



Objectives

Describe challenges that predictive modelers commonly encounter

Identify solutions to some of these challenges

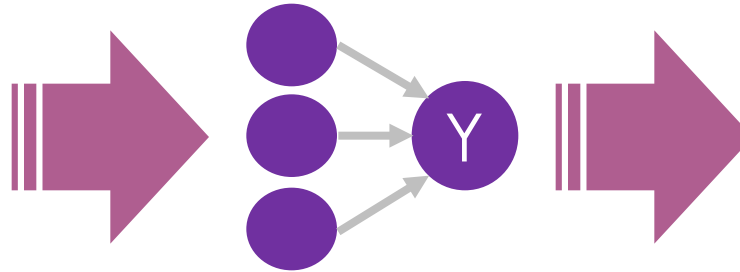
Define honest assessment

Split the data

Data challenges



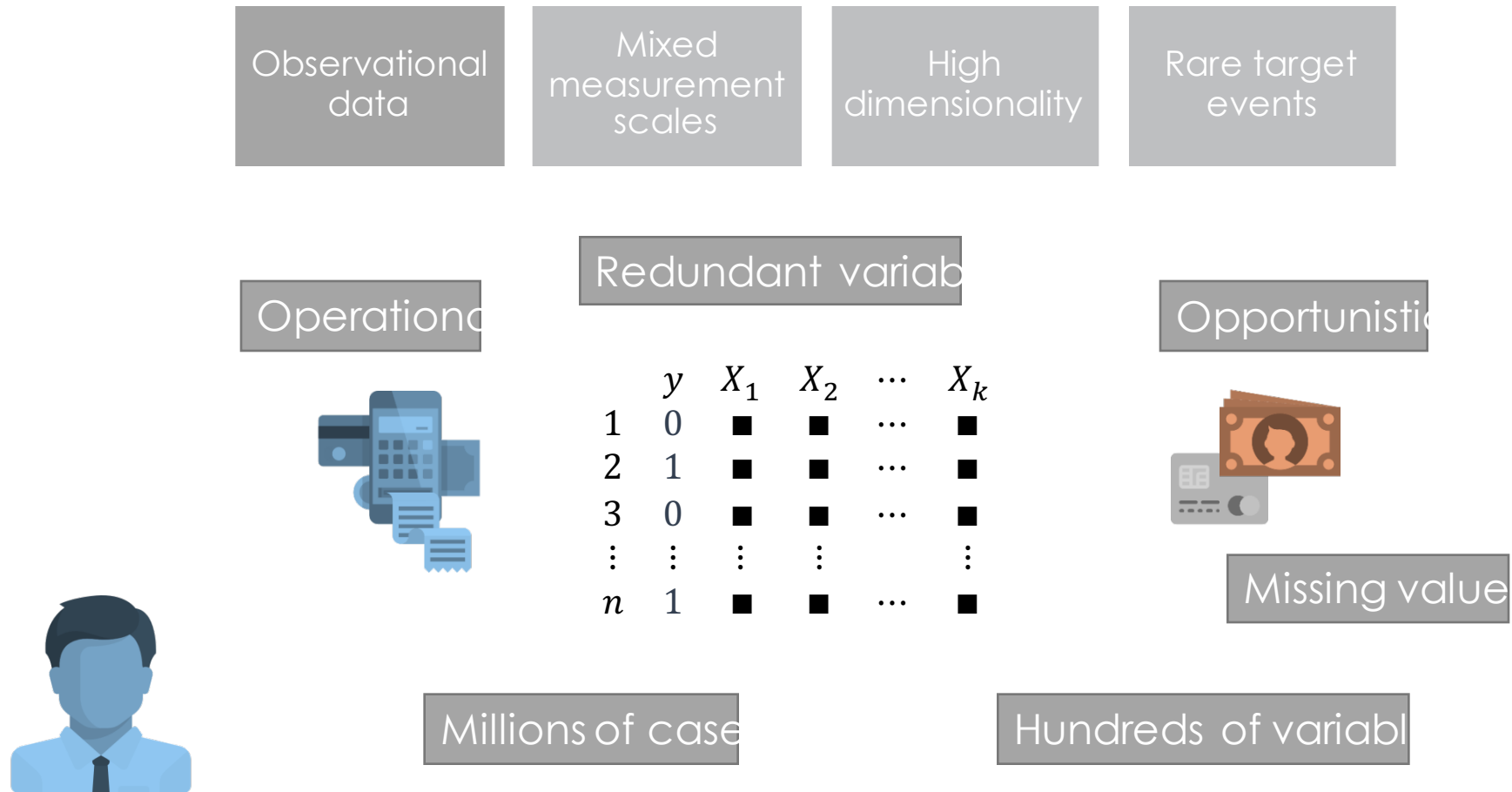
	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■



	y	X_1	X_2	\dots	X_k
1	?	■	■	\dots	■
2	?	■	■	\dots	■
3	?	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	?	■	■	\dots	■



Data challenges



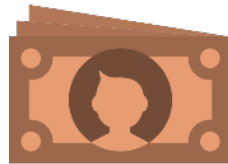
Data challenges

Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events



Intervals

0, 0,85 , 2000, 50.15 , 10000,....



Discrete

Male, Female



Nominal

D, B, C, E, A



Count

0, 1, 2, 3,...



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Data challenges

Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events



Account type

Dummy variable

Value	Label	D1	D2
1	Checking	1	0
2	Savings	0	1
3	Other	0	0



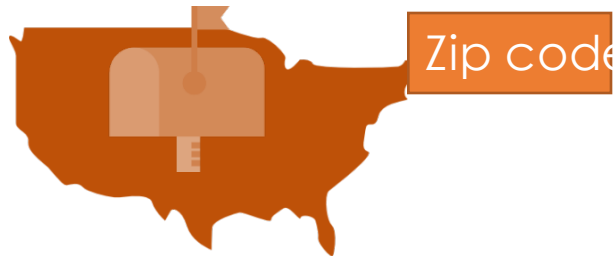
Data challenges

Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events



Collapse label

Zip Code	City	State
90620	Buena Park	California
90621	Buena Park	California
90622	Buena Park	California
90623	La Palma	California
90624	Buena Park	California
90630	Cypress	California
90631	La Habra	California
90632	La Habra	California
90633	La Habra	California
90680	Stanton	California
90720	Los Alamitos	California
90721	Los Alamitos	California
90740	Seal Beach	California
90742	Sunset Beach	California
90743	Surfside	California
92602	Irvine	California
92603	Irvine	California

Data challenges

Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events



Dimensions

	y	$X_1 \quad X_2 \quad \dots \quad X_k$			
1	0	■	■	...	■
2	1	■	■	...	■
3	0	■	■	...	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	...	■

Data challenges

Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events

Dimensions

	y	X_1	X_2	\dots	X_k	X_{k+1}	X_{k+2}	X_{k+3}	\dots	X_{n+w}
1	0	■	■	\dots	■	■	■	■	\dots	■
2	1	■	■	\dots	■	■	■	■	\dots	■
3	0	■	■	\dots	■	■	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■	■	■	■	\dots	■



Data challenges

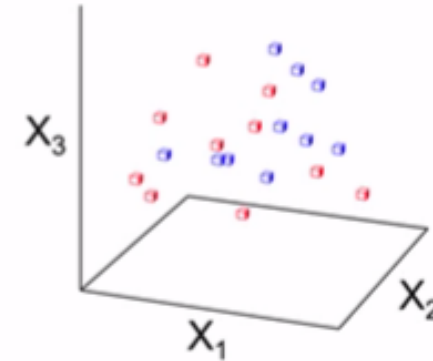
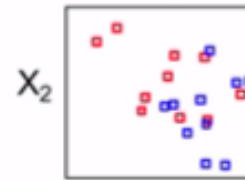
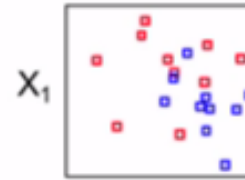
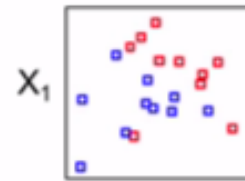
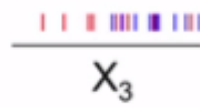
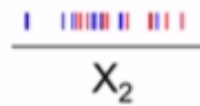
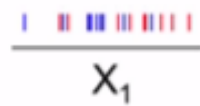
Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events

Really sparse data



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Data challenges

Observational data

Mixed measurement scales

High dimensionality

Rare target events

Dimensions

Curse of dimensionality

	y	X_1	X_2	\dots	X_k	X_{k+1}	X_{k+2}	X_{k+3}	\dots	X_{n+w}
1	0	■	■	\dots	■	■	■	■	\dots	■
2	1	■	■	\dots	■	■	■	■	\dots	■
3	0	■	■	\dots	■	■	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■	■	■	■	\dots	■

$$n < n + w$$

Hard to assess variable relation



Data challenges

Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events



	y	X_1	X_2	X_3
1	0	■	■	■
2	1	■	■	■
3	0	■	■	■
\vdots	\vdots	\vdots	\vdots	\vdots
n	1	■	■	■

Reduce dimensionality

Take the most important variables

Data challenges

Observational
data

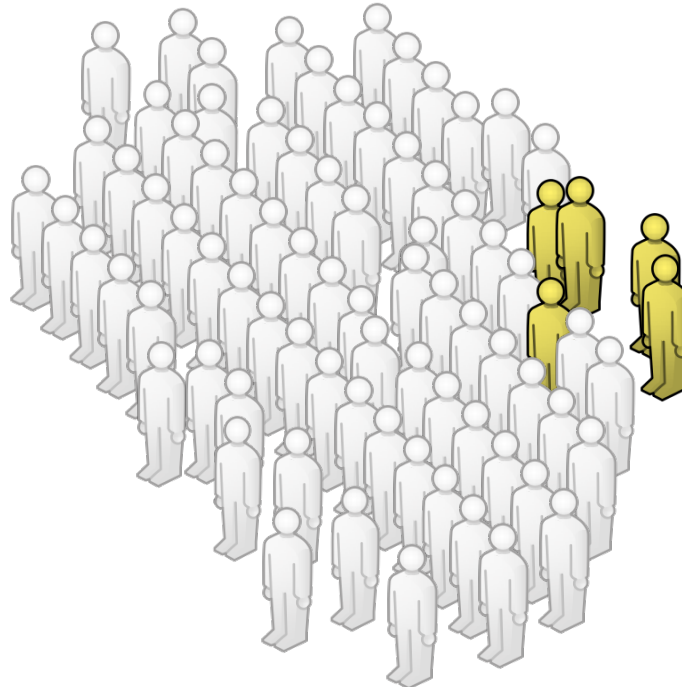
Mixed
measurement
scales

High
dimensionality

Rare target
events

No - Even

Event



Data challenges

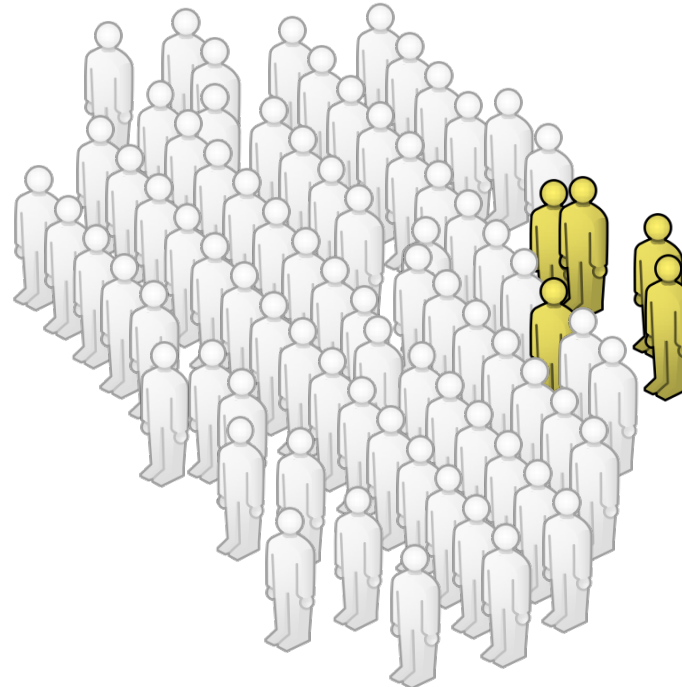
Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events

No - Event



Event

<1%

Response

Fraud
Churn
Default
Buy



Data challenges

Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events

No - Event

Event

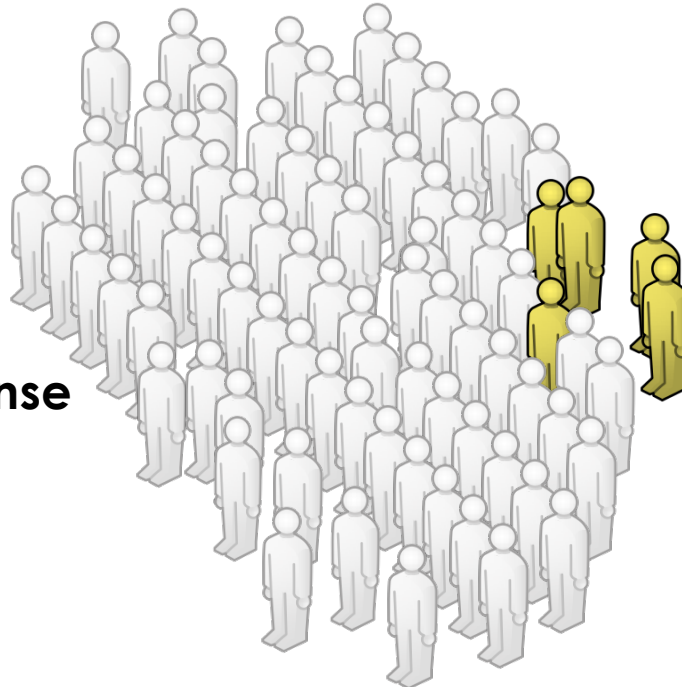
<1%

Response

Fraud
Churn
Default
Buy

No Response

Legitimate
Stay
Pay
Not Buy



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Data challenges

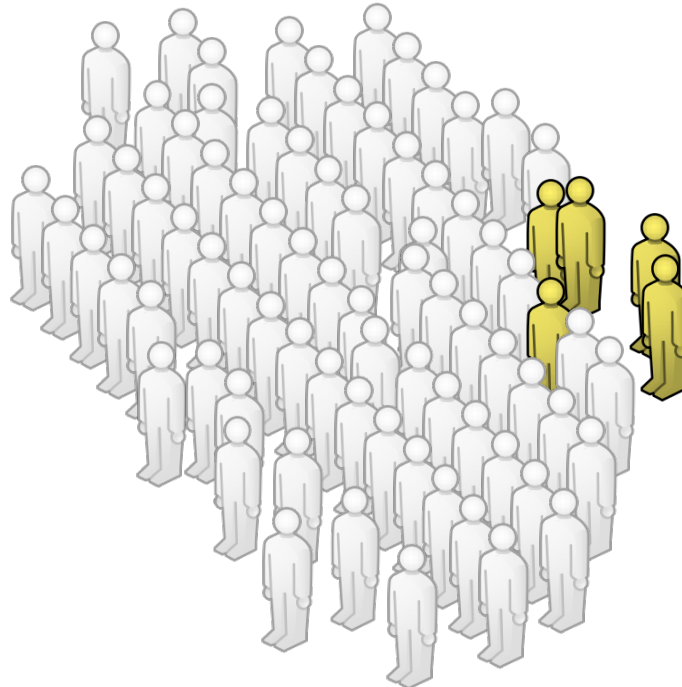
Observational
data

Mixed
measurement
scales

High
dimensionality

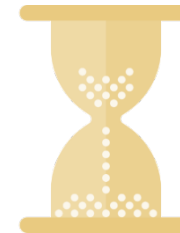
Rare target
events

No - Even



Event

Use all the data is
time consuming



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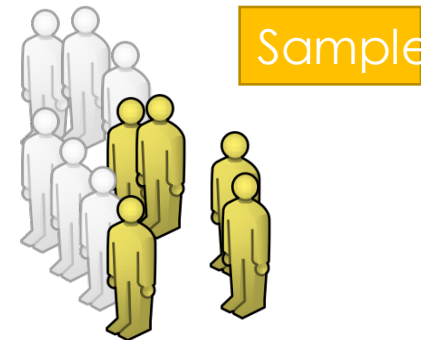
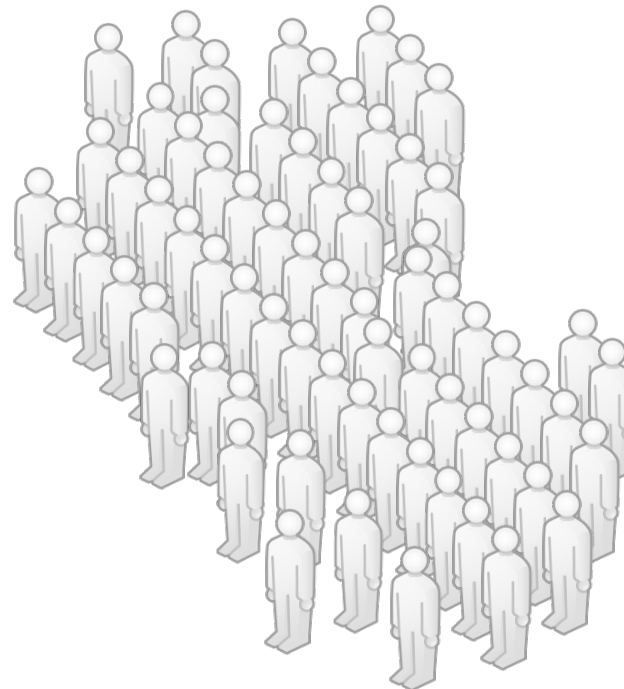
Data challenges

Observational
data

Mixed
measurement
scales

High
dimensionality

Rare target
events



Data challenges

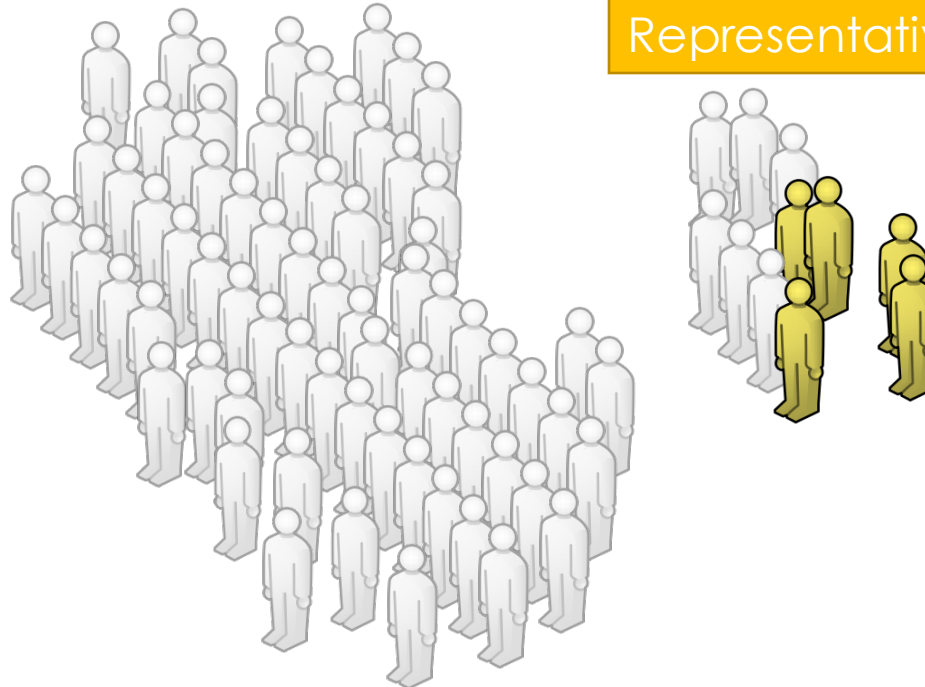
Observational
data

Mixed
measurement
scales

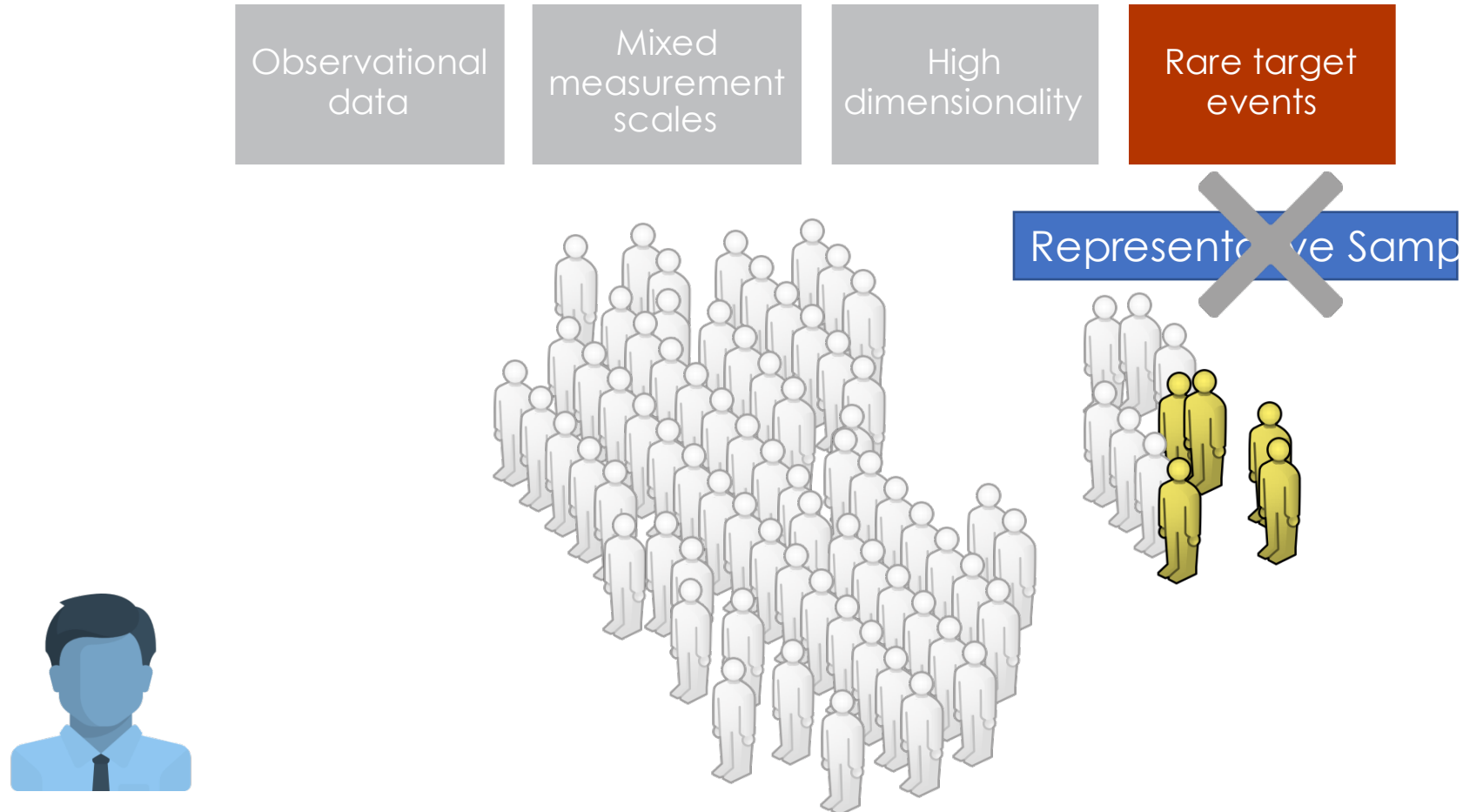
High
dimensionality

Rare target
events

Representative Samp



Data challenges



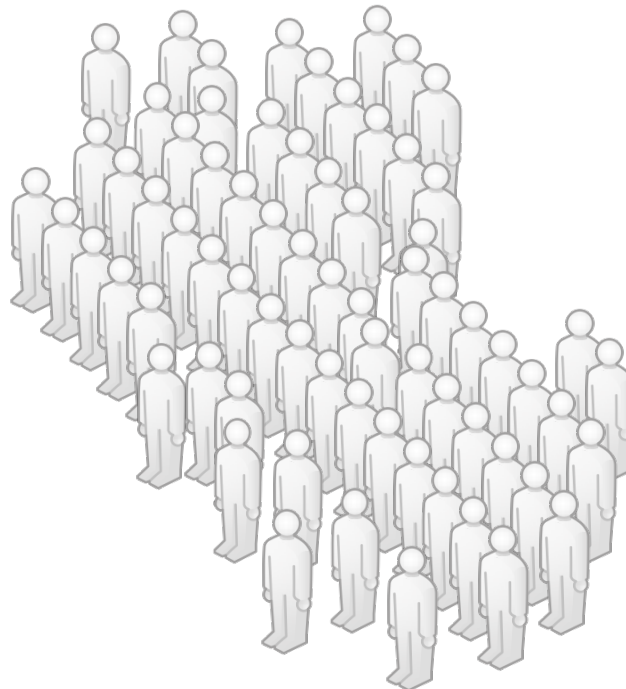
Data challenges

Observational
data

Mixed
measurement
scales

High
dimensionality

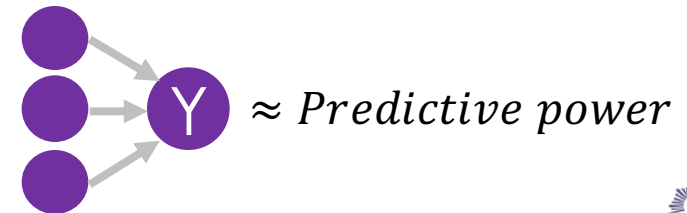
Rare target
events



x the number of event cases



Oversampling

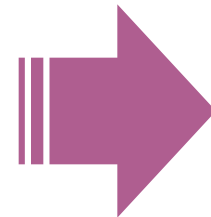
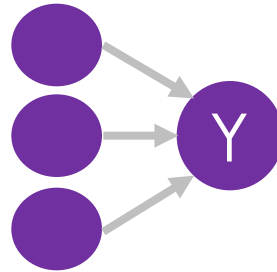
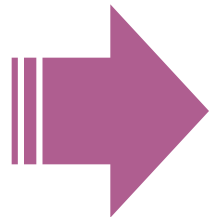


Analytical challenges

Non linearity
and
interactions

Model
selection

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■



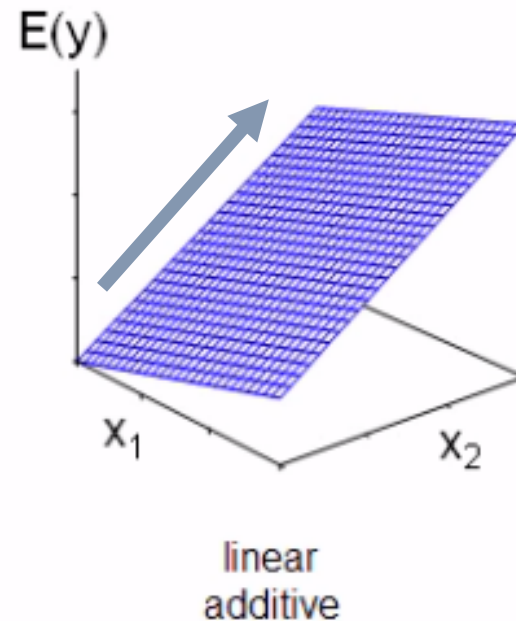
	y	X_1	X_2	\dots	X_k
1	?	■	■	\dots	■
2	?	■	■	\dots	■
3	?	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	?	■	■	\dots	■



Analytical challenges

Non linearity
and
interactions

Model
selection

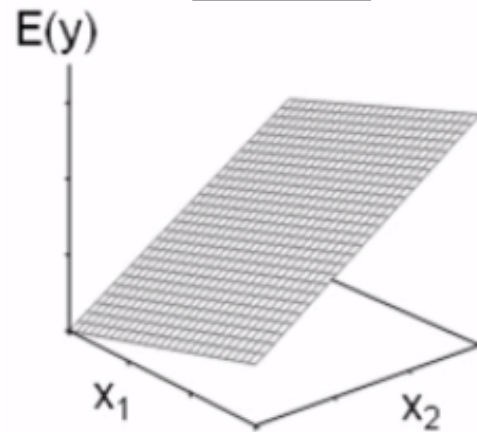


Analytical challenges

Non linearity
and
interactions

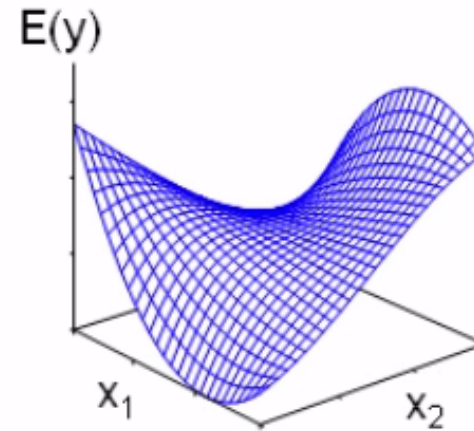
Model
selection

Theory



linear
additive

Reality



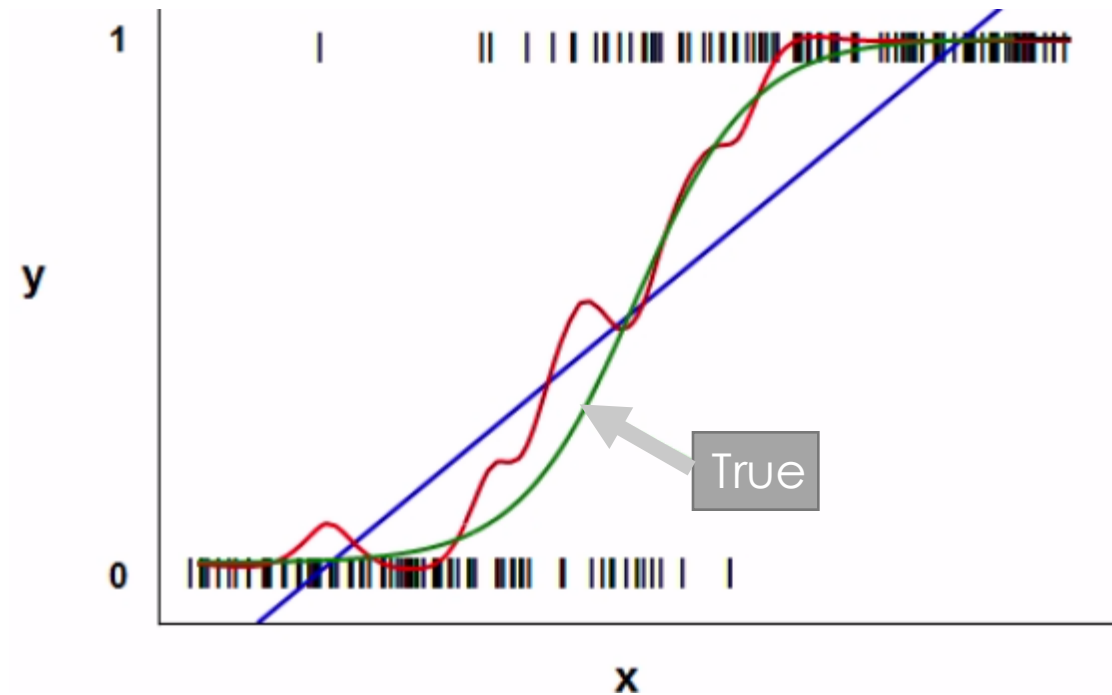
nonlinear
nonadditive



Analytical challenges

Non linearity
and
interactions

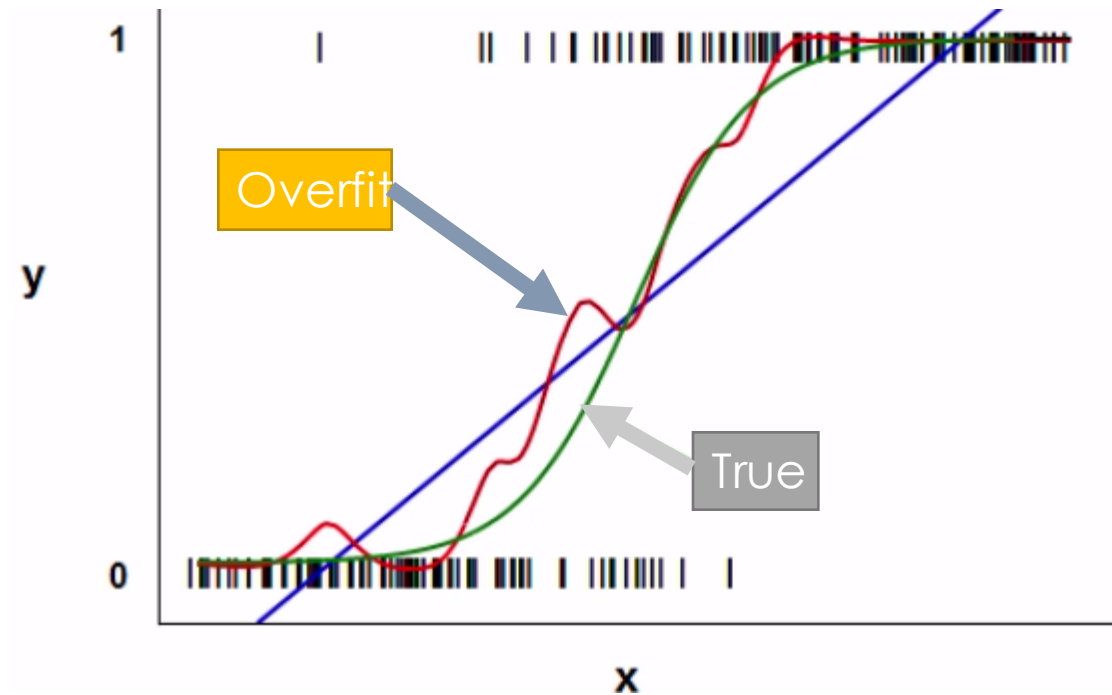
Model
selection



Analytical challenges

Non linearity
and
interactions

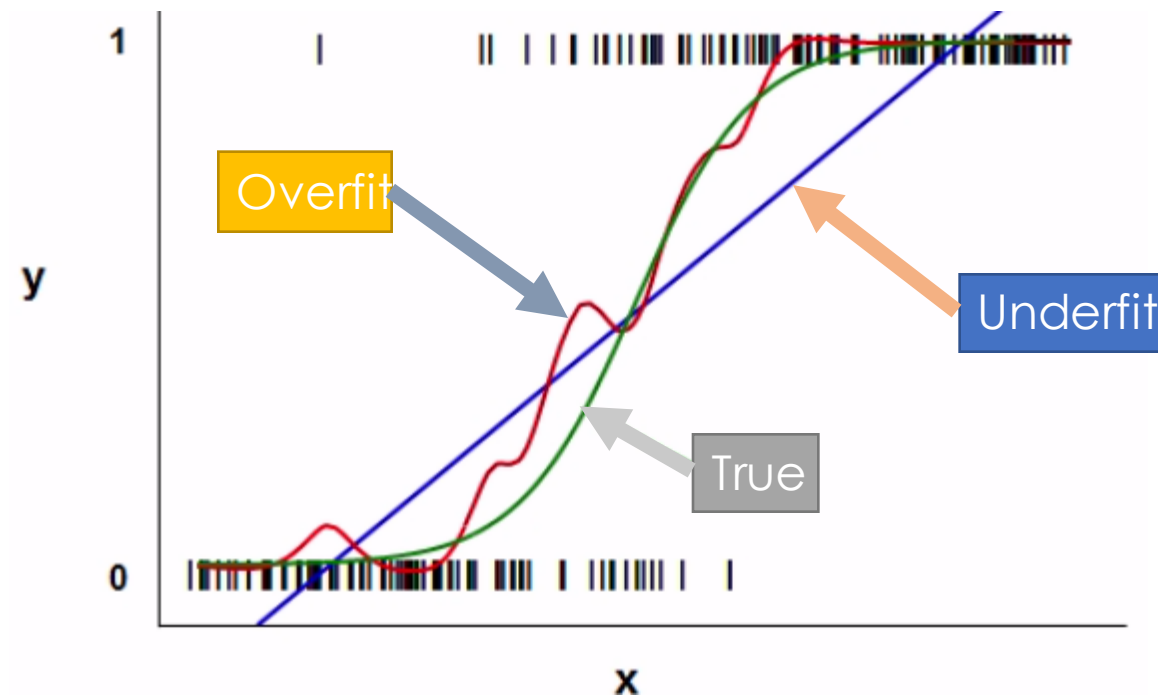
Model
selection



Analytical challenges

Non linearity
and
interactions

Model
selection

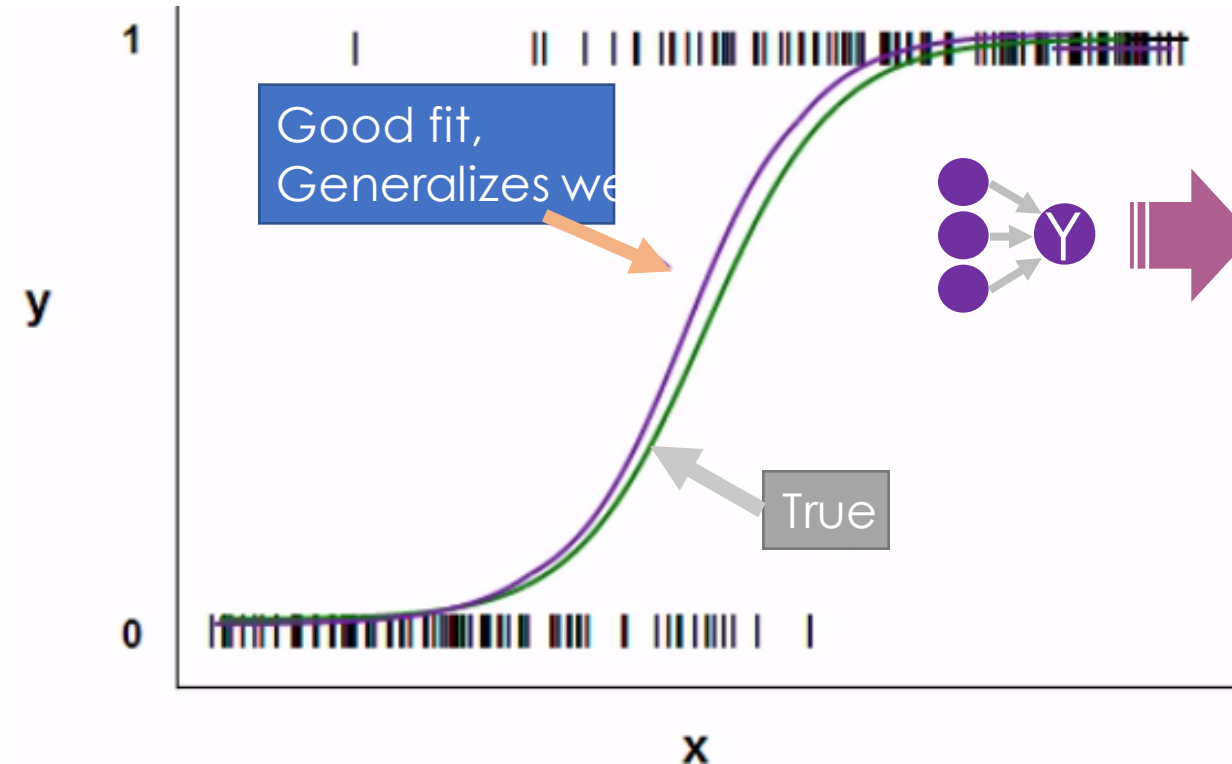


Analytical challenges



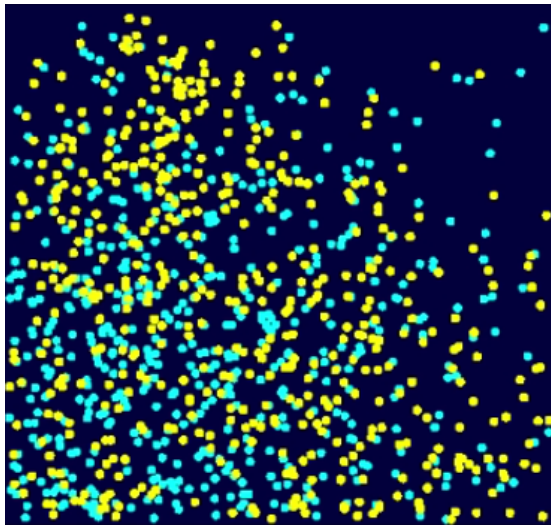
Non linearity
and
interactions

Model
selection

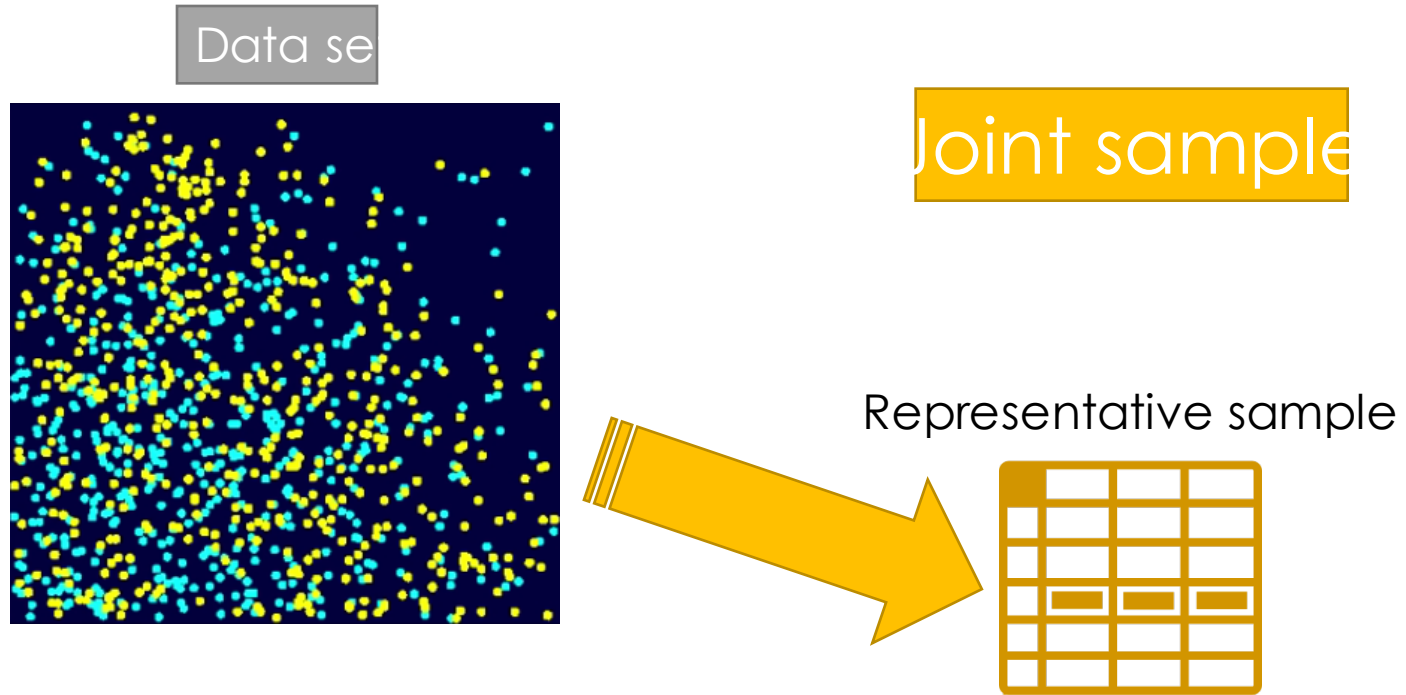


Separate sample

Data se



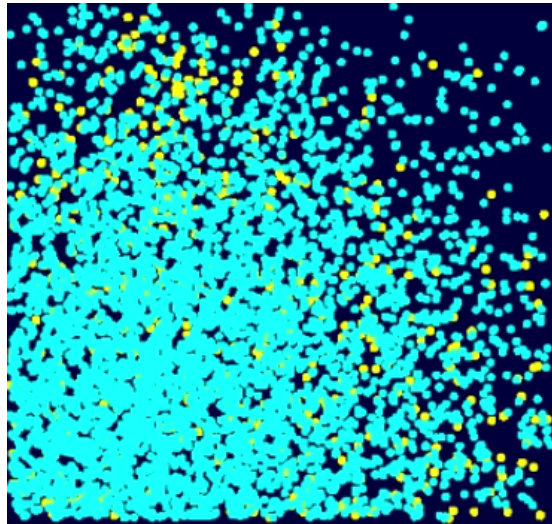
Separate sample



Data set with equal proportion of events to non-events

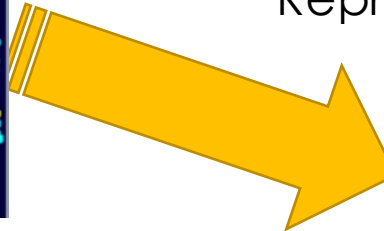
Separate sample

Data set with rare events



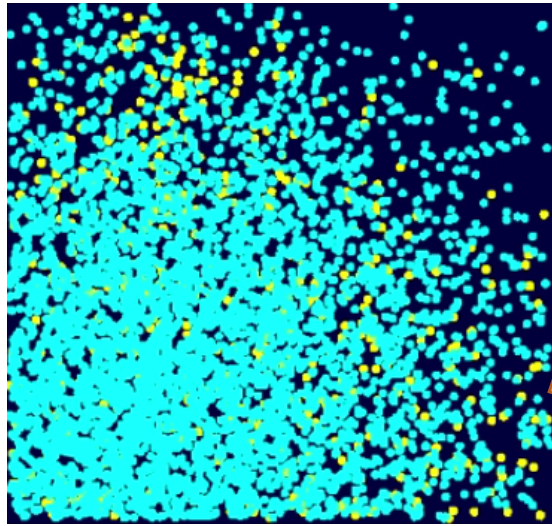
~~Joint sample~~

Representative sample



Separate sample

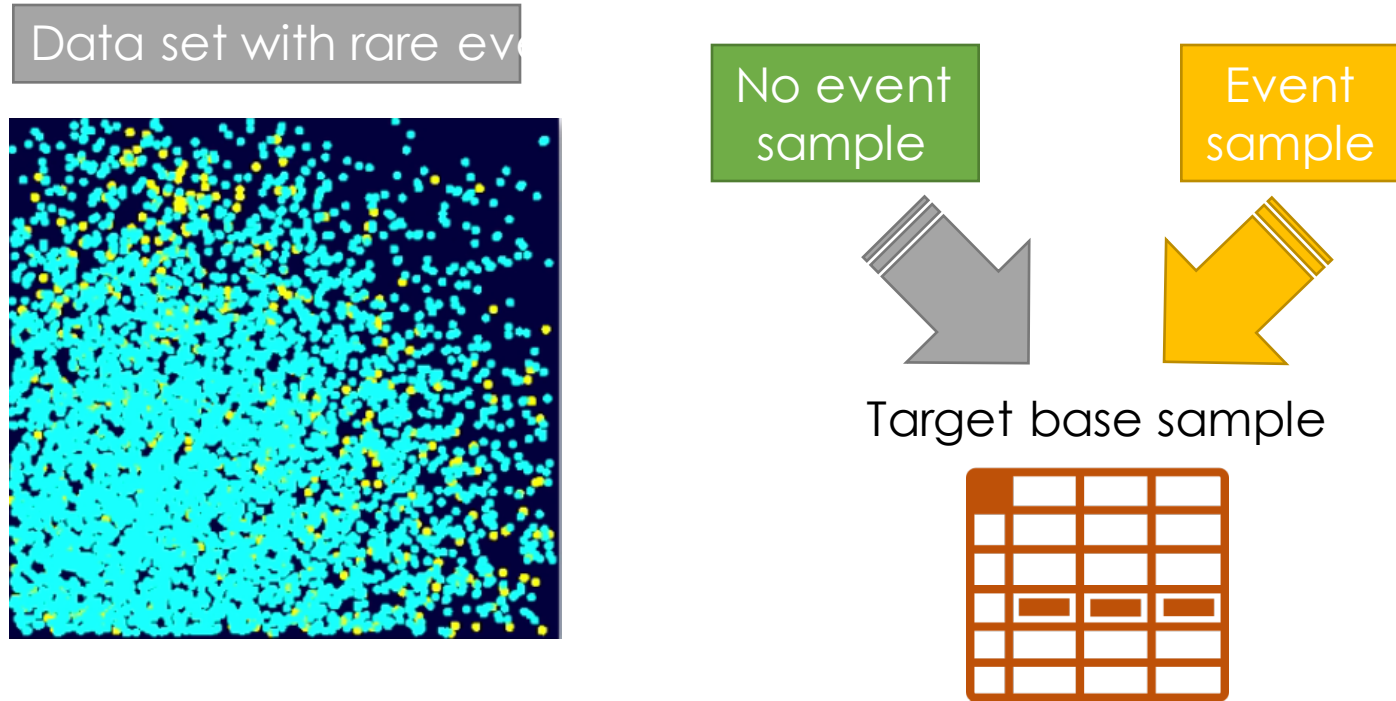
Data set with rare events



Target base sample

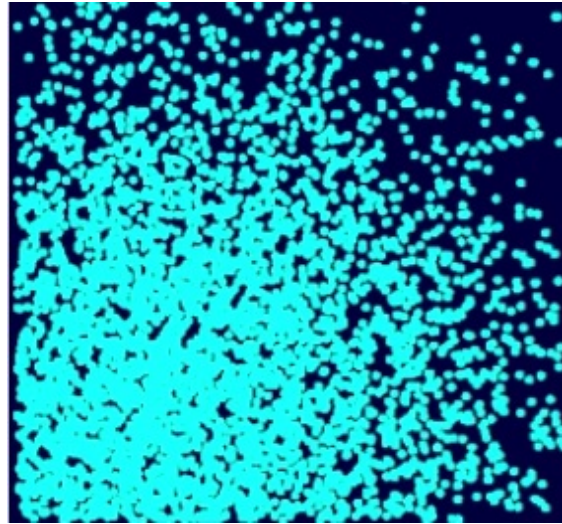


Separate sample

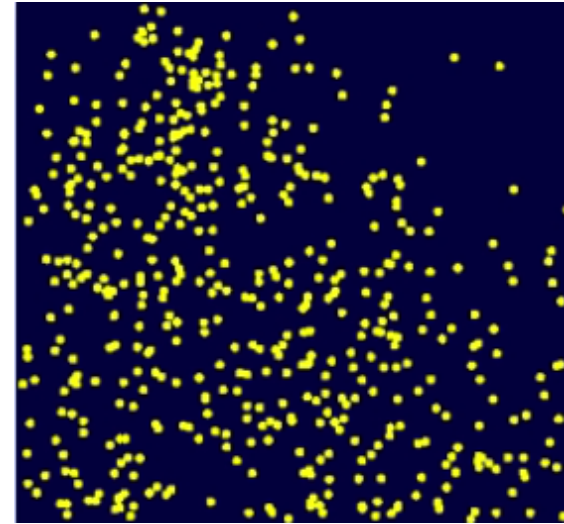


Separate sample

Secondary outcome (Non-e

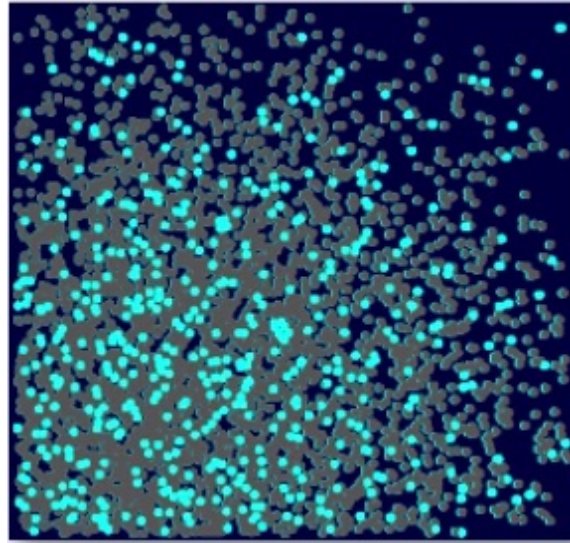


Primary outcome (eve



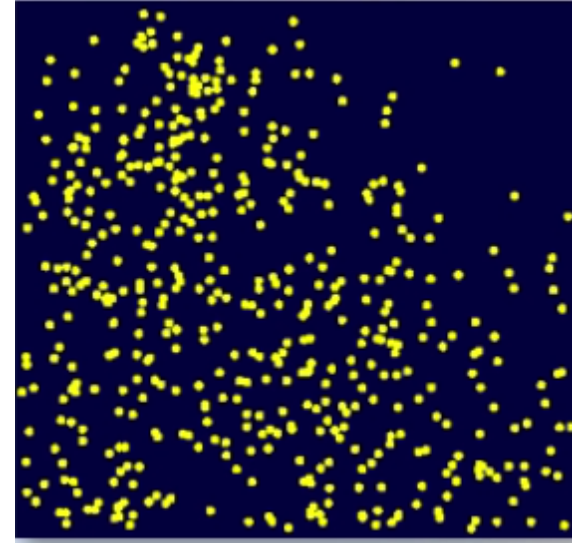
Separate sample

Secondary outcome (Non-e



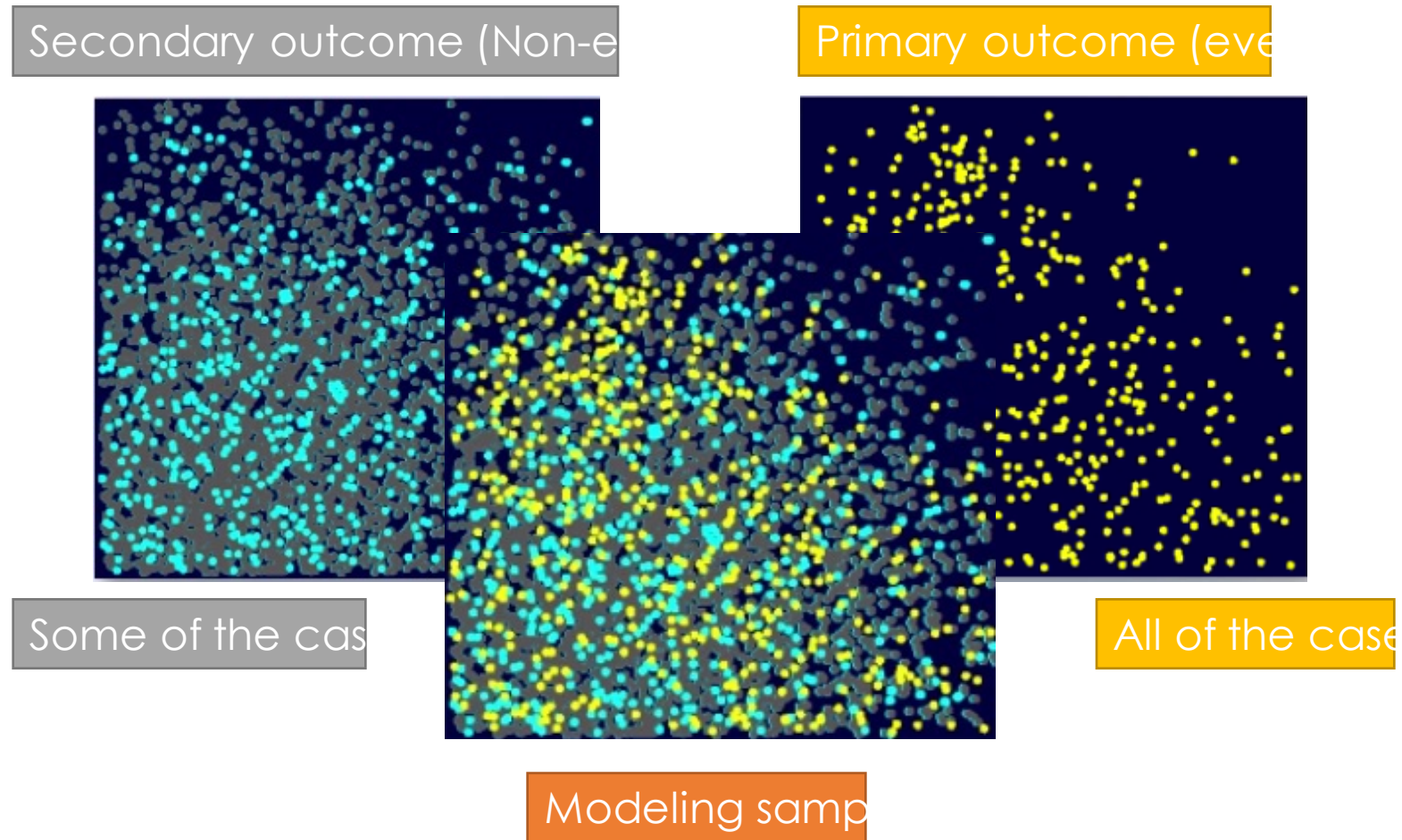
Some of the cas

Primary outcome (eve



All of the case

Separate sample

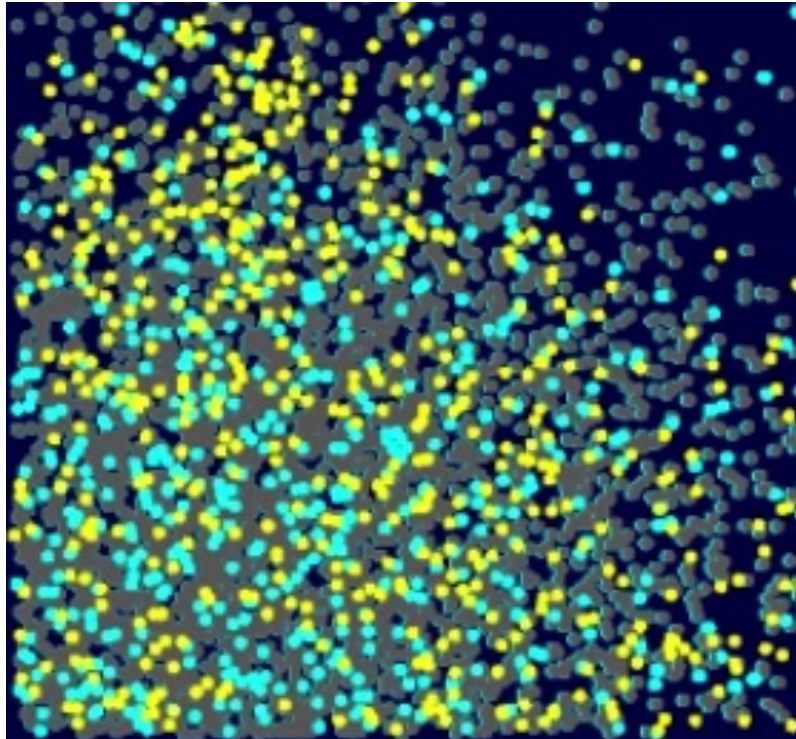


Separate sample

Modeling sample

Efficient

But generate bi



Separate sample

Which of the following data scenarios lends itself most to oversampling the target?

- a. a data set that consists of 100 events and 5,000 non-events
- b. a data set that consists of 50 events and 10,000 non-events
- c. a data set that consists of 5,000 events and 25,000 non-events
- d. a data set that consists of 1,000 events and 5,000,000 non-events

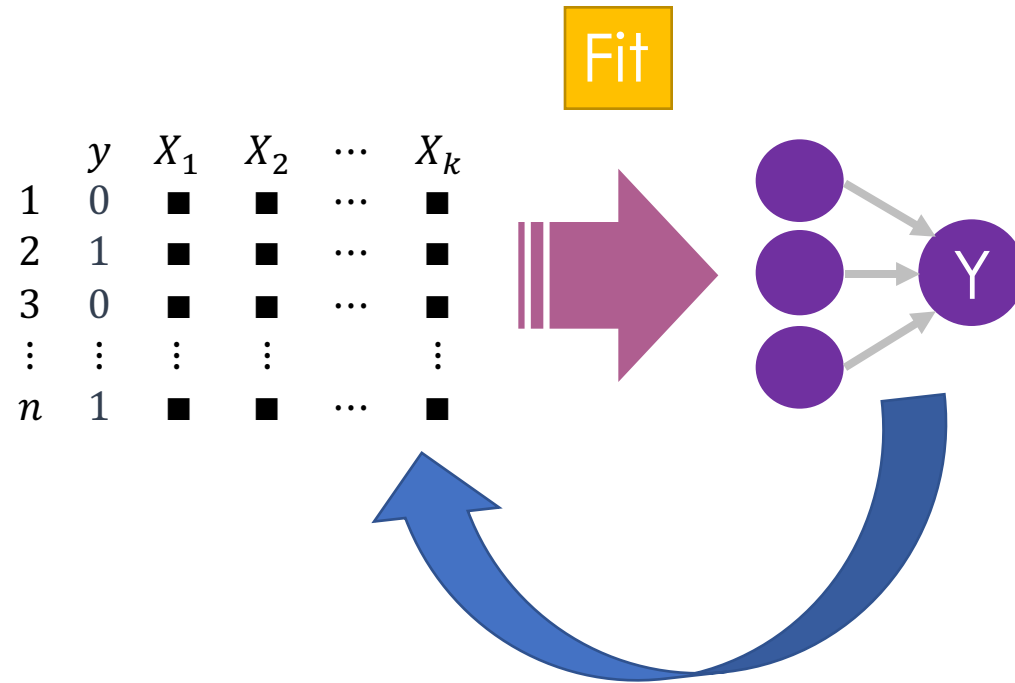
Separate sample

Which of the following data scenarios lends itself most to oversampling the target?

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- c. a data set that consists of 5,000 events and 25,000 non-events
- d. a data set that consists of 1,000 events and 5,000,000 non-events**

If you have millions of cases but only a thousand events, analyzing all of the non-events is inefficient. In scenario *d*, the ratio of non-events to events is 5000 to 1, which is larger than the ratios for the other scenarios.

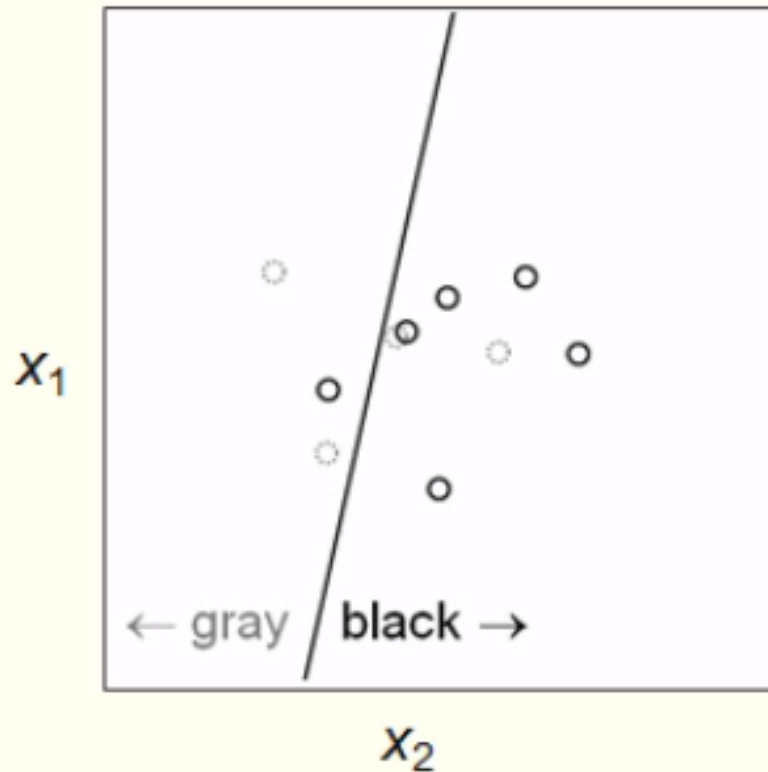
Avoiding the Optimism Bias: Honest assessment



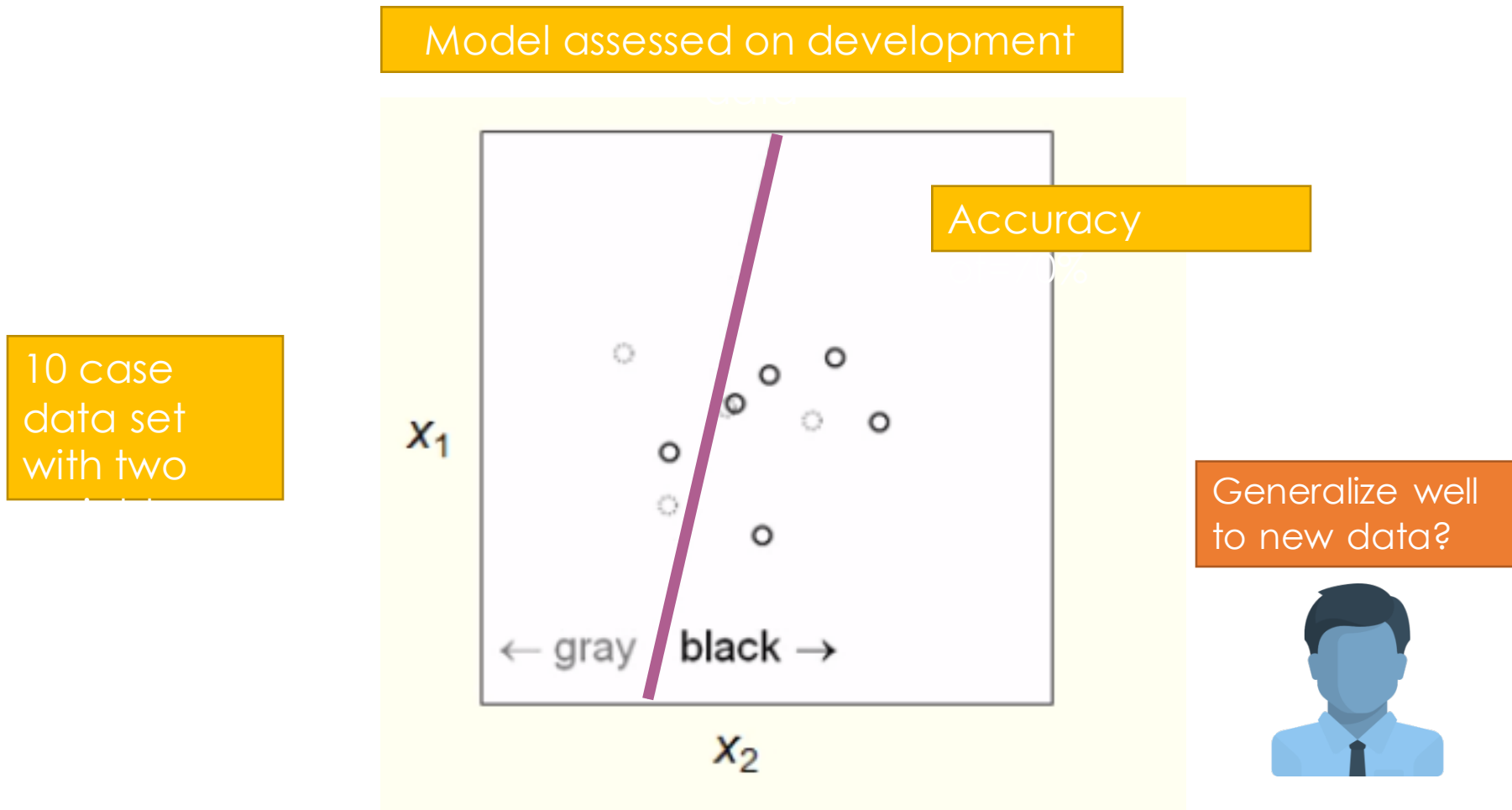
Avoiding the Optimism Bias: Honest assessment

Model assessed on development

10 case
data set
with two

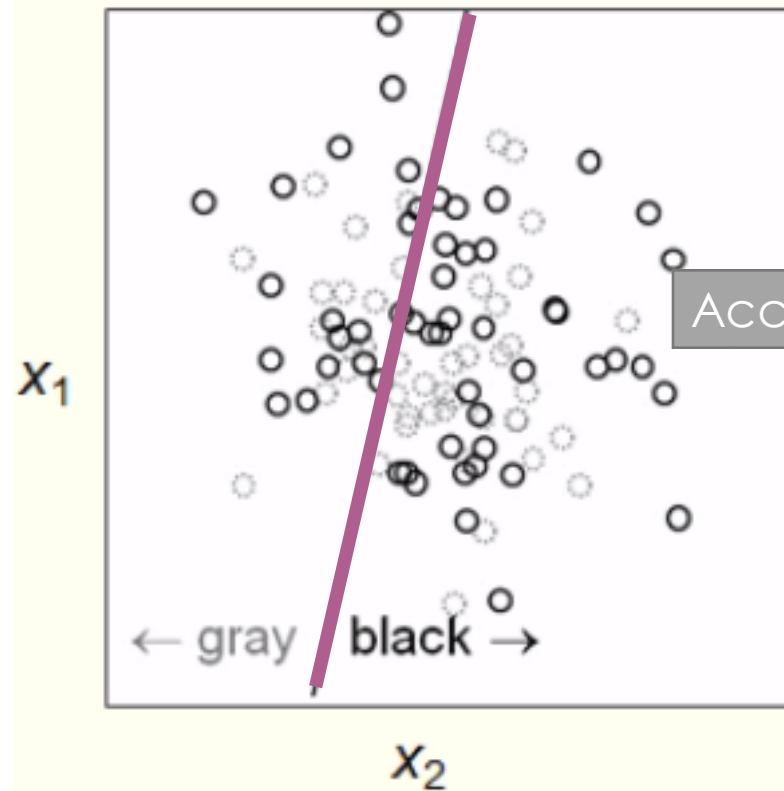


Avoiding the Optimism Bias: Honest assessment



Avoiding the Optimism Bias: Honest assessment

Model assessed on 100 new cases

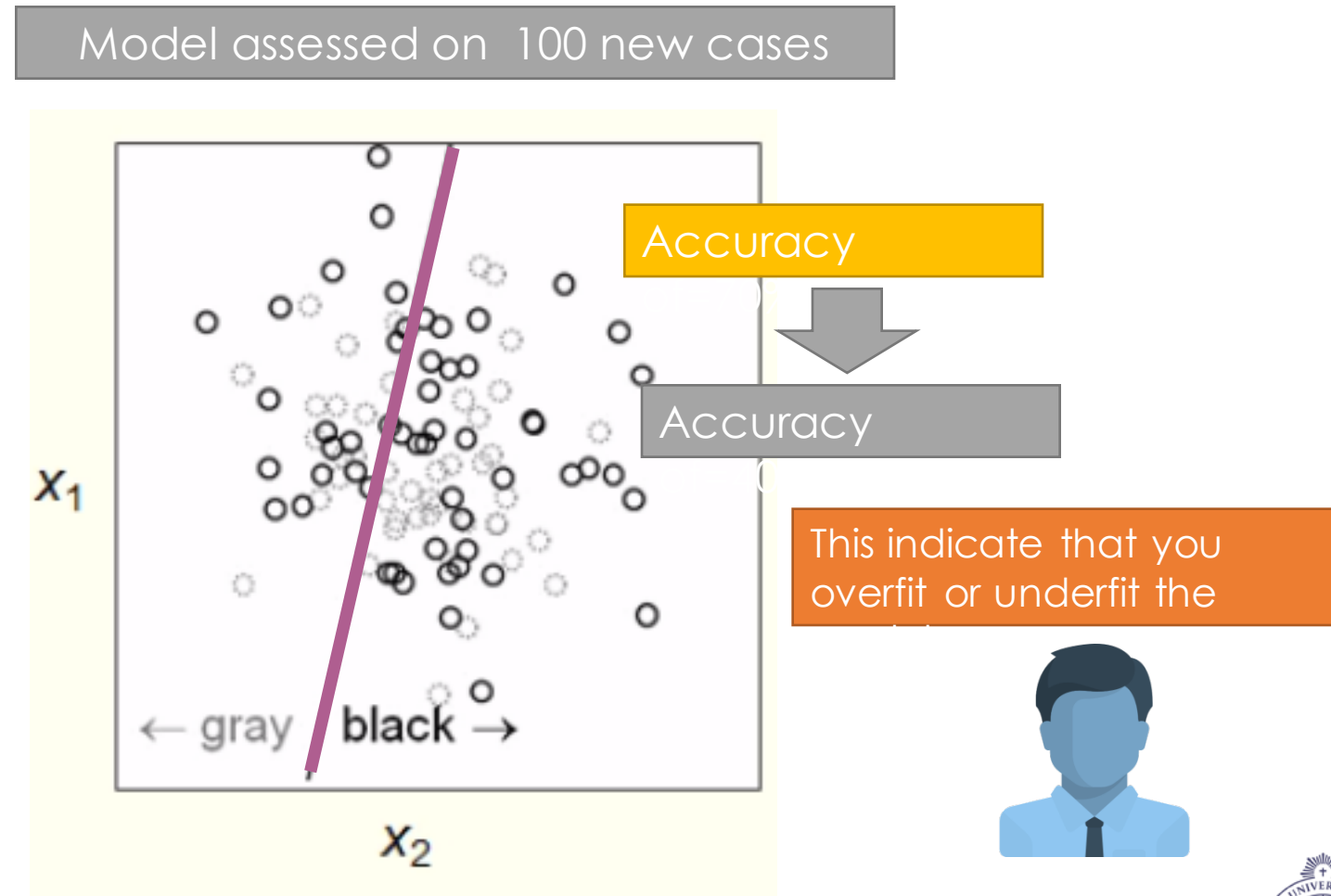


Accuracy

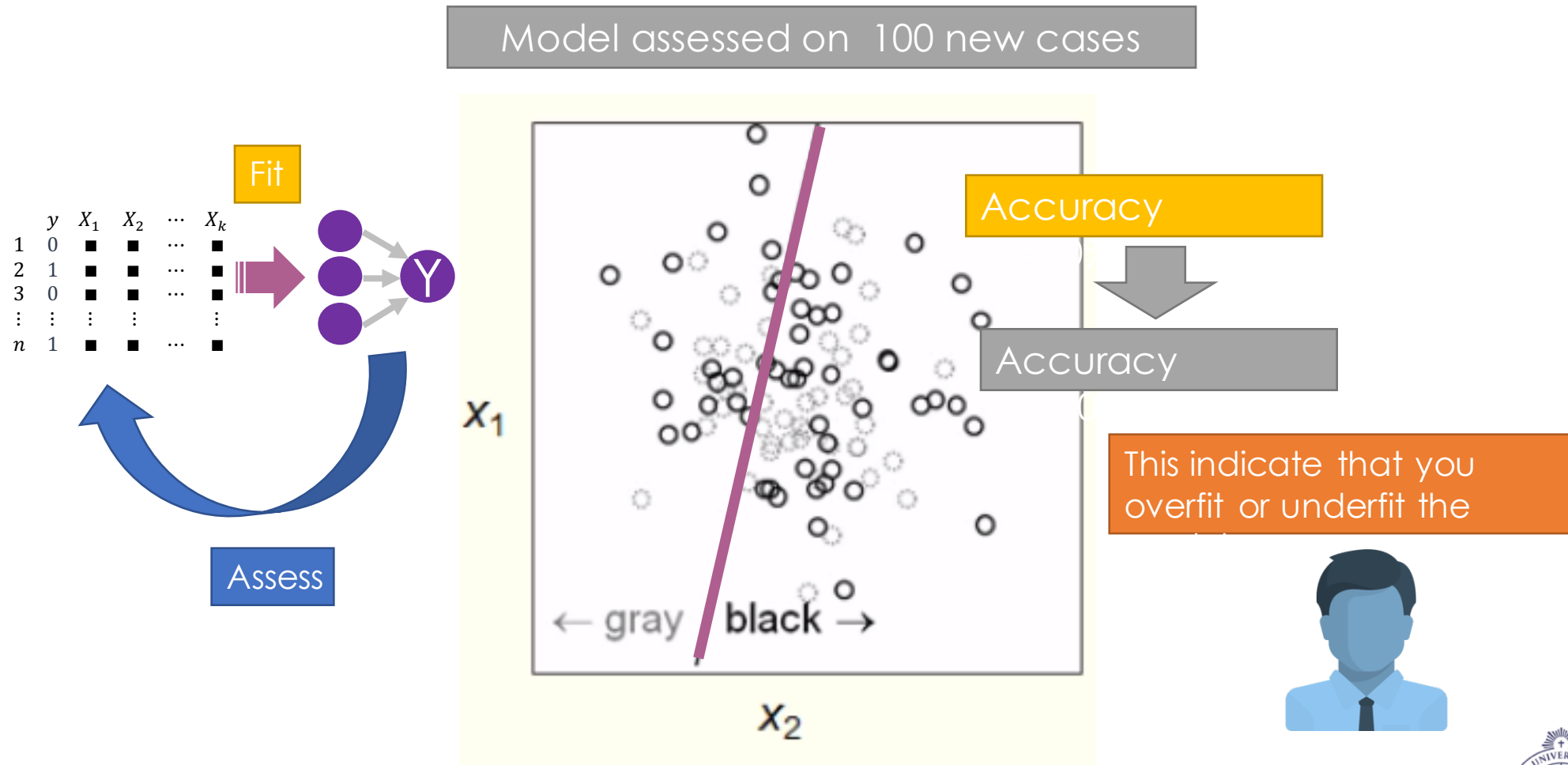
Generalize well
to new data?



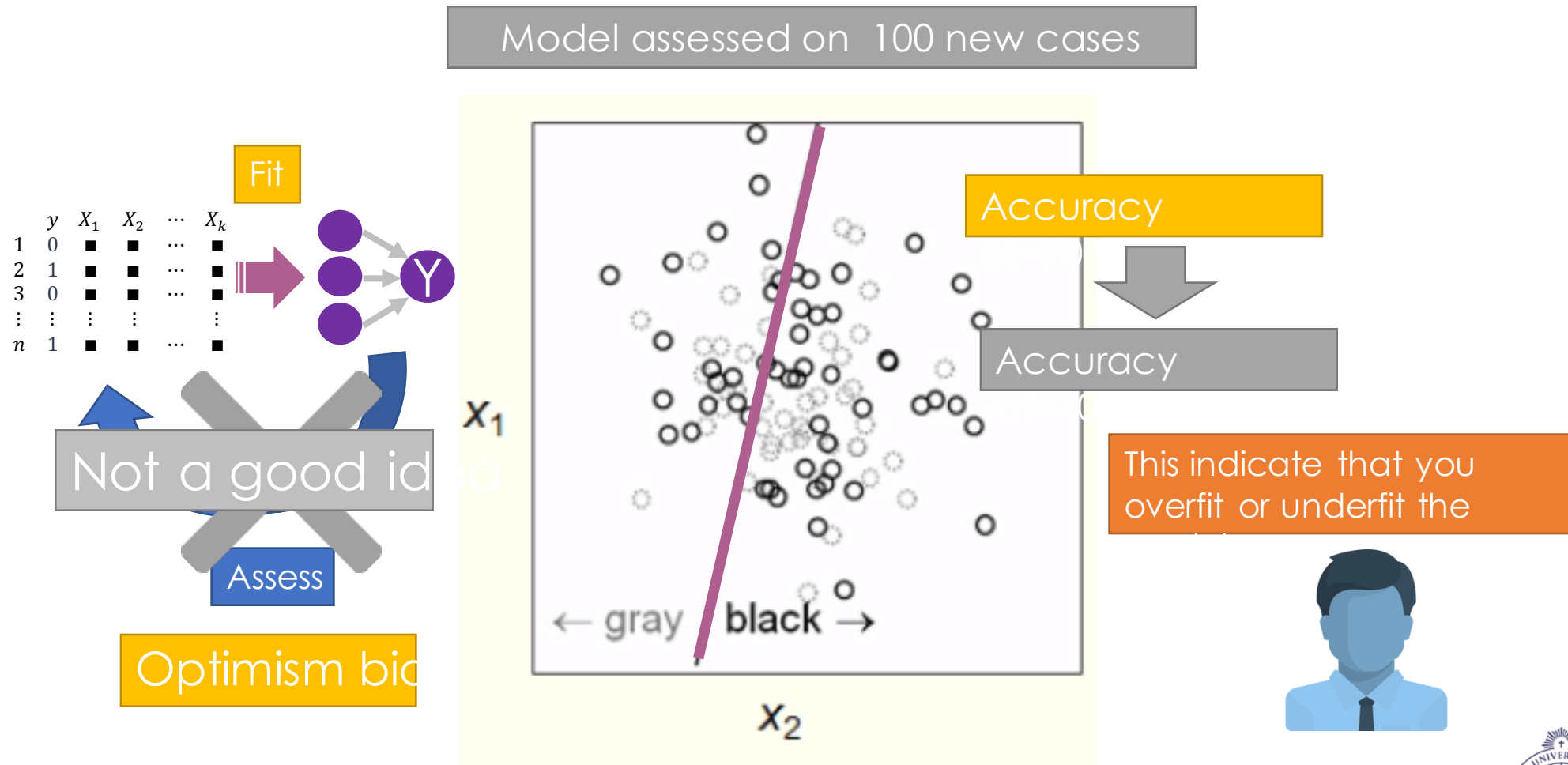
Avoiding the Optimism Bias: Honest assessment



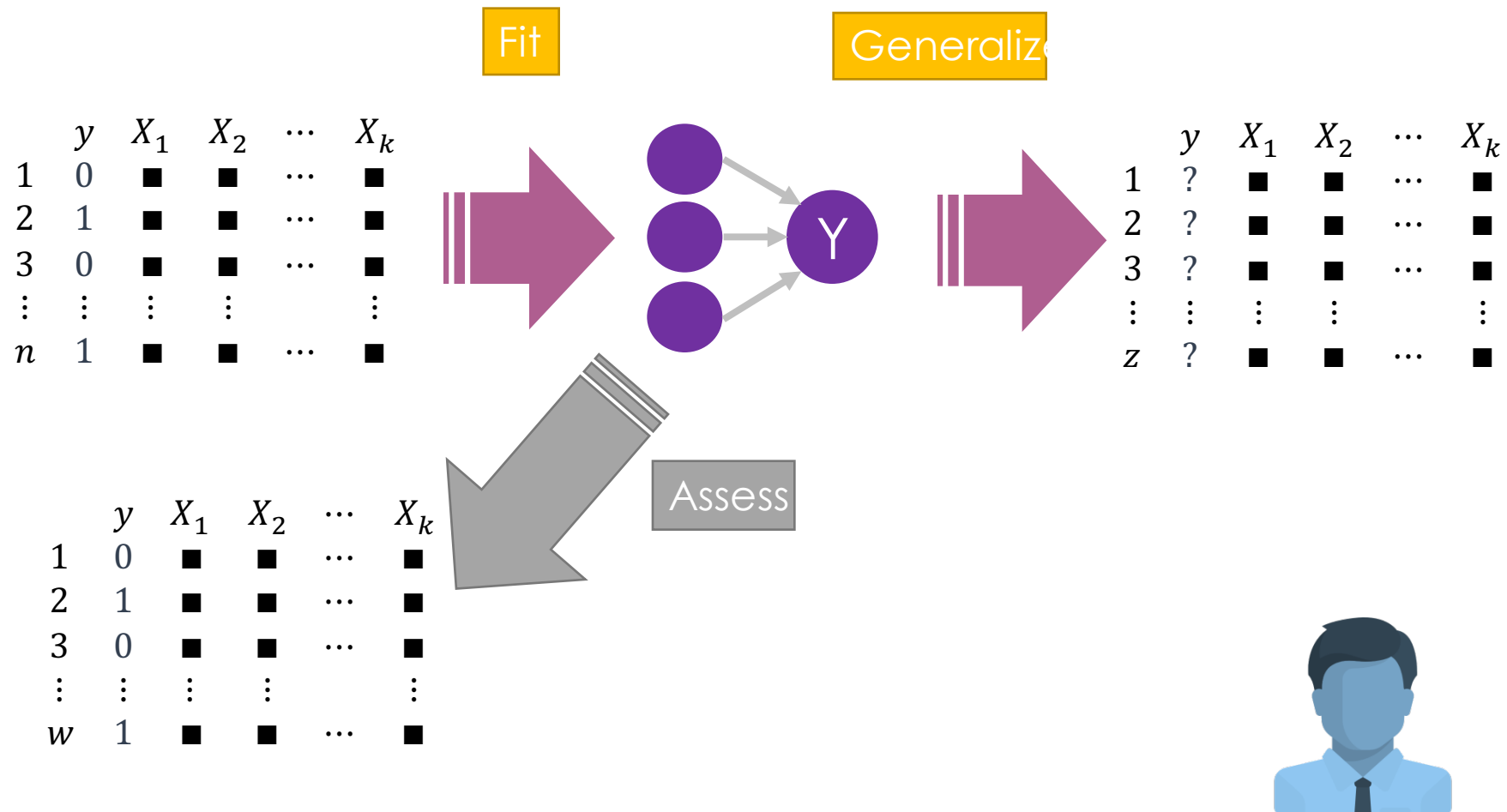
Avoiding the Optimism Bias: Honest assessment



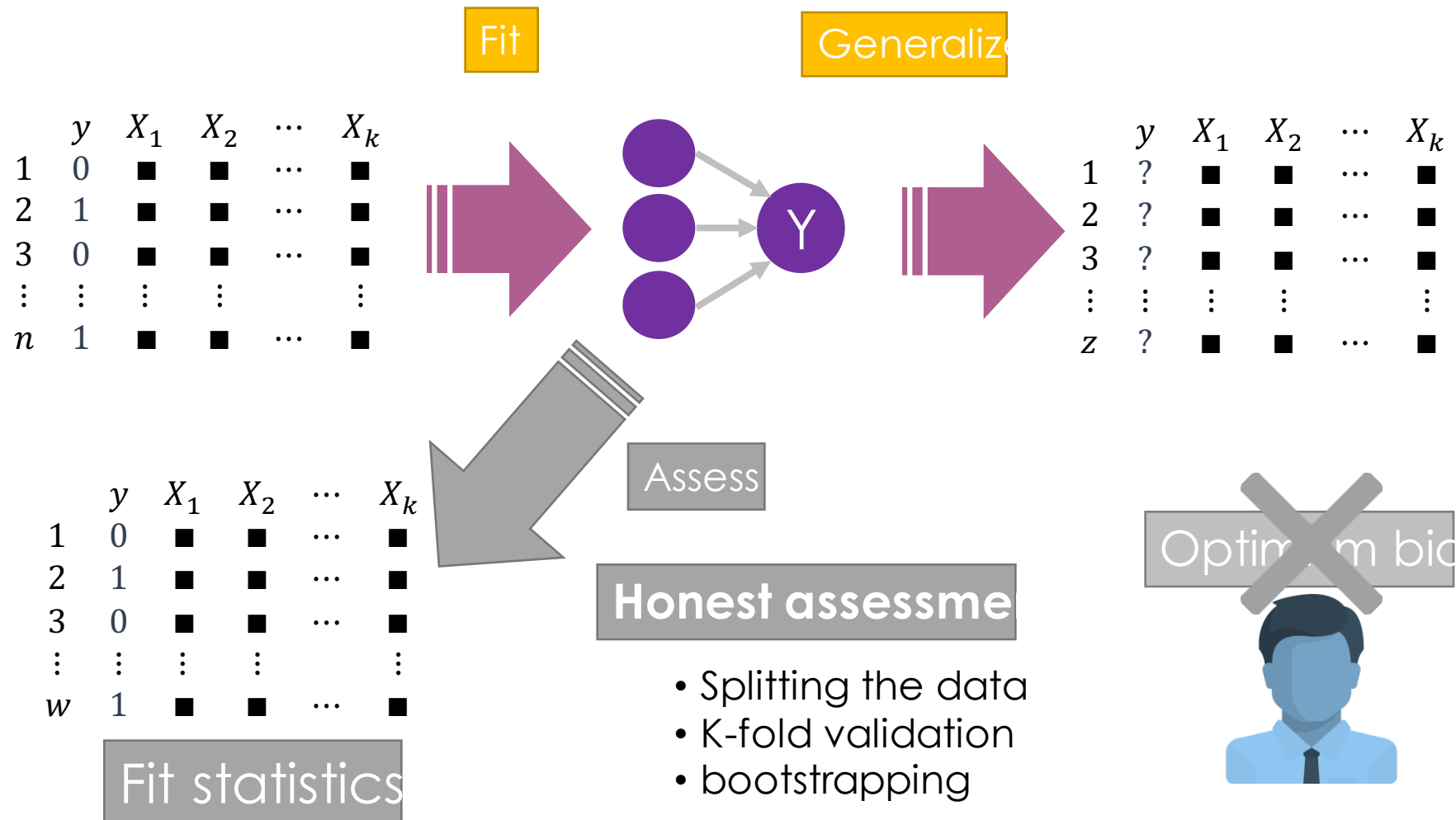
Avoiding the Optimism Bias: Honest assessment



Avoiding the Optimism Bias: Honest assessment



Avoiding the Optimism Bias: Honest assessment



Splitting the Data for model training and assessment

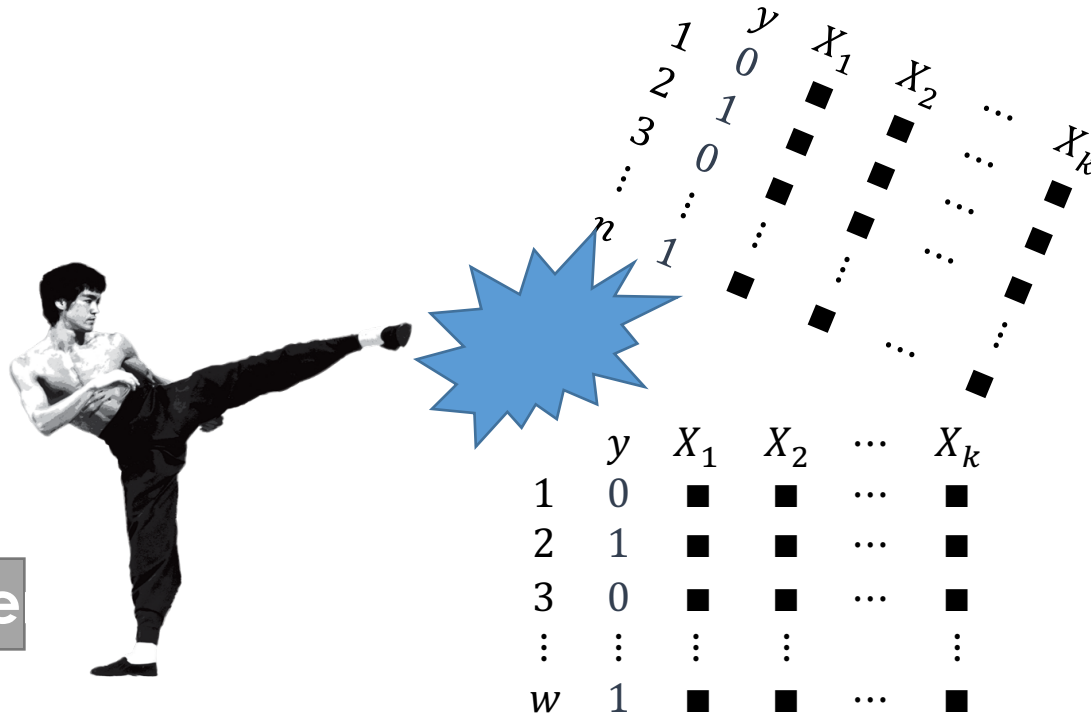
	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
4	1	■	■	\dots	■
5	0	■	■	\dots	■
6	1	■	■	\dots	■
7	0	■	■	\dots	■
8	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
m	1	■	■	\dots	■

Honest assessment



Splitting the Data for model training and assessment

Honest assessment



Splitting the Data for model training and assessment

Training data s

Fit the model

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Validation data w

Holdout portion

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
w	1	■	■	\dots	■

Honest assessment

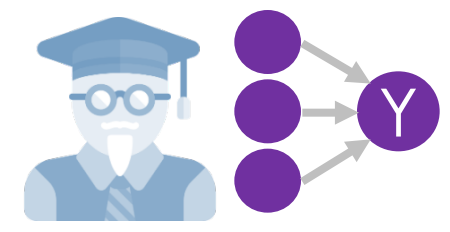


Splitting the Data for model training and assessment

Training data s

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots	\dots	\vdots
n	1	■	■	\dots	■

Fit the model

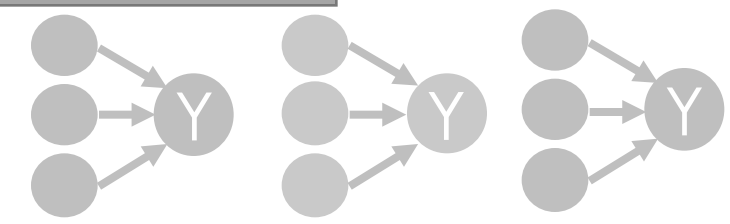


Train the model

Validation data

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots	\dots	\vdots
w	1	■	■	\dots	■

Holdout portio



Assess and compare models

Honest assessme



Splitting the Data for model training and assessment

Training data set

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

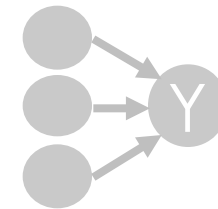
Test data set

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
x	1	■	■	\dots	■

Validation data set

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
w	1	■	■	\dots	■

Honest assessment



Final assessment on the selected model

Splitting the Data for model training and assessment

Training data s

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Percentage of co

Rule of thumb

2/3 or 66,66%

Validation data

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
w	1	■	■	\dots	■

Honest assessme



1/3 or 33,33%

Splitting the Data for model training and assessment

Training data s

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Percentage of co

Rule of thumb

2/3 or 66,66%

Random samplin

Validation data

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
w	1	■	■	\dots	■

Honest assessme



1/3 or 33,33%

Splitting the Data for model training and assessment

Training data s

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Percentage of co

Rule of thumb

2/3 or 66,66%

~~Random sampling~~

Validation data

	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
w	1	■	■	\dots	■

Honest assessme



1/3 or 33,33%

Splitting the Data for model training and assessment

Stratified random sample

Strata

	Training (66.67%)	Validation (33.33%)	
Event	7,451 (35%)	3,724 (35%)	11,175 (35%)
Non-event	14,061 (65%)	7,028 (65%)	21,089 (65%)
	21,512 (100%)	10,752 (100%)	32,264 (100%)

Honest assessment



	y	X_1	X_2	\dots	X_k
1	0	■	■	\dots	■
2	1	■	■	\dots	■
3	0	■	■	\dots	■
\vdots	\vdots	\vdots	\vdots		\vdots
n	1	■	■	\dots	■

Development data

32,264 (100%)

Splitting the Data for model training and assessment

Which of the following statements is true regarding model assessment?

- a.** Data splitting can be used only on data with continuous targets.
- b.** The validation data set is used to calculate the parameter estimates and validate the model.
- c.** Assessing the performance of the model on the data that you used to fit the model usually leads to an optimistically biased assessment.
- d.** Small differences in performance on the training data set versus the validation data set usually indicate overfitting.

Splitting the Data for model training and assessment

Which of the following statements is true regarding model assessment?

- a. Data splitting can be used only on data with continuous targets.
- b. The validation data set is used to calculate the parameter estimates and validate the model.
- c. **Assessing the performance of the model on the data that you used to fit the model usually leads to an optimistically biased assessment.**
- d. Small differences in performance on the training data set versus the validation data set usually indicate overfitting.

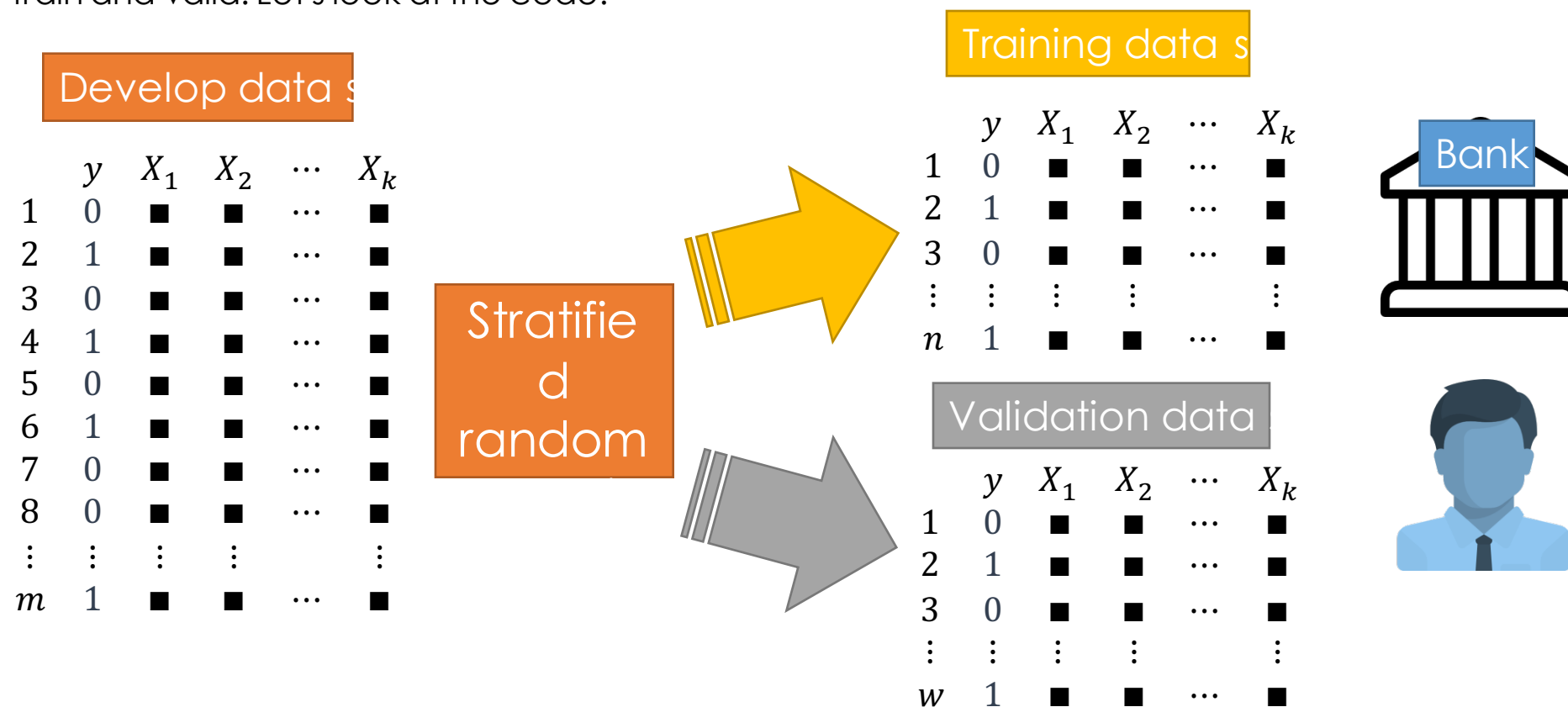
Answer a is incorrect because data splitting can be used on data with any type of target.

Answer b is incorrect because the validation data set is used to validate the model. The training data set is used to calculate the parameter estimates.

Answer d is incorrect because large differences in performance on the training data set versus the validation data set usually indicate overfitting.

Splitting the Data for model training and assessment

For the target marketing project at the bank, we want to split the develop data set into a training data set and a validation data set. In this demonstration, we do the following: Use a stratified sample to select the records for the training and validation data sets, and create two data sets: train and valid. Let's look at the code.



Splitting the Data for model training and assessment

```
proc sort data=work.develop out=work.develop_sort;
  by ins;
run;

proc surveyselect noprint data=work.develop_sort
  samprate=.6667 stratumseed=restore
  out=work.develop_sample
  seed=44444 outall;

  strata ins;
run;

proc freq data=work.develop_sample;
  tables ins*selected;
run;

data work.train(drop=selected SelectionProb SamplingWeight)
  work.valid(drop=selected SelectionProb SamplingWeight);
  set work.develop_sample;
  if selected then output work.train;
  else output work.valid;
run;
```

Splitting the Data for model training and assessment

What would happen if you split the data by taking a simple random sample in PROC SURVEYSELECT? Assume that, as in the previous demonstration, you split the data into two data sets (a training data set and a validation data set) and

- a.** The results would be the same as in the demonstration.
- b.** The proportion of the SELECTED=1 cases (cases in the training data set) would be different from the corresponding results in the demonstration.
- c.** The proportion of the events in the training data set would probably be different from the proportion of events in the validation data set.

Splitting the Data for model training and assessment

What would happen if you split the data by taking a simple random sample in PROC SURVEYSELECT? Assume that, as in the previous demonstration, you split the data into two data sets (a training data set and a validation data set) and

- a. The results would be the same as in the demonstration.
- b. The proportion of the SELECTED=1 cases (cases in the training data set) would be different from the corresponding results in the demonstration.
- c. **The proportion of the events in the training data set would probably be different from the proportion of events in the validation data set.**

Unlike a stratified random sample, a simple random sample does not guarantee an equal percentage of events in the training and validation data sets. However, because the sampling rate is the same as in the demonstration (0.6667), the training data set (SELECTED=1) will contain 66.67 percent of the observations regardless of the sampling method.