

DATA MINING 1

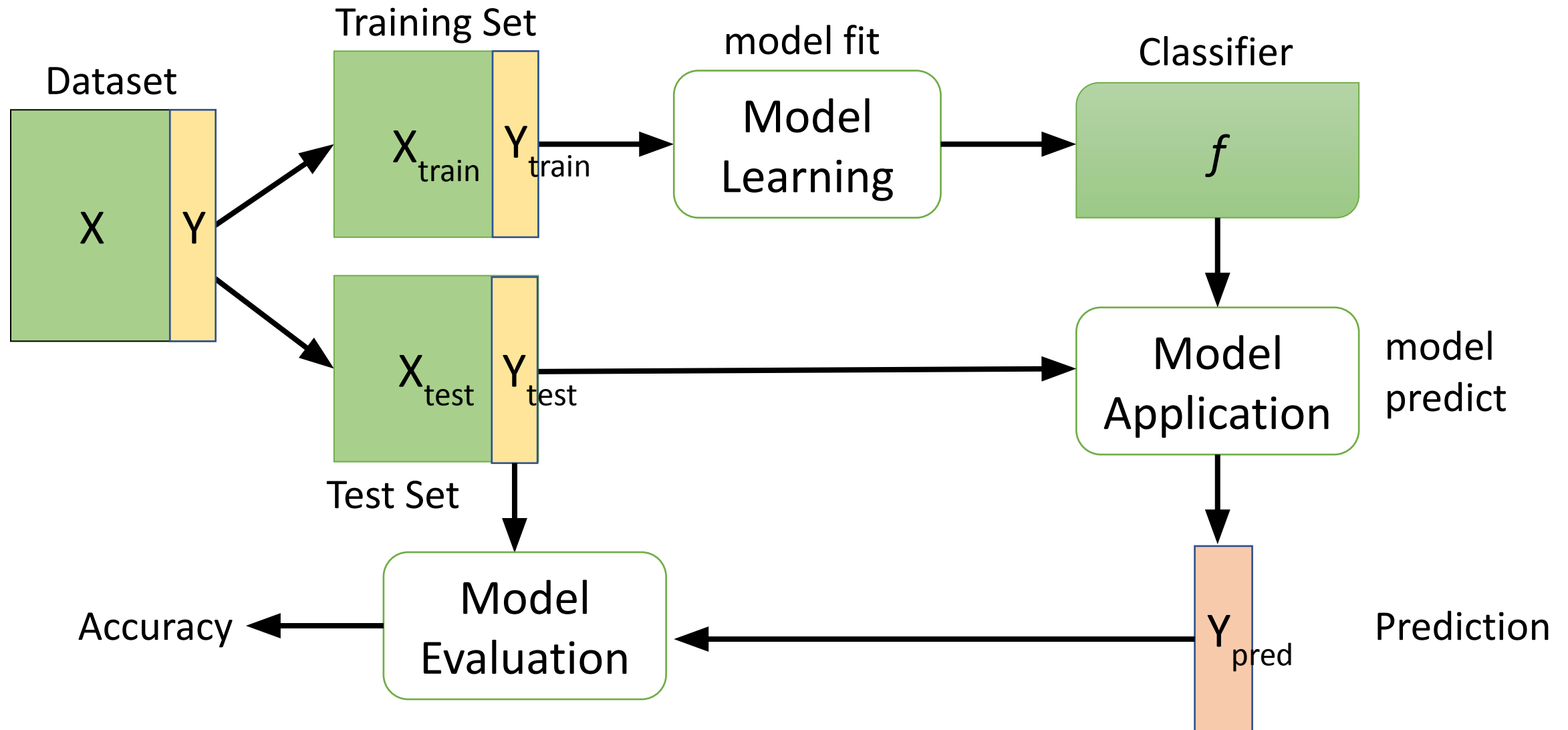
Classification Model Evaluation

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Revisited slides from Lecture Notes for Chapter 3 “Introduction to Data Mining”, 2nd Edition by Tan, Steinbach, Karpatne, Kumar



What is Classification?



Model Evaluation

Model Evaluation

- Metrics for Performance Evaluation
 - How to evaluate the performance of a model?
- Methods for Performance Evaluation
 - How to obtain reliable estimates?
- Methods for Model Comparison
 - How to compare the relative performance among competing models?

Model Evaluation

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Problem Setting

- Let suppose we have a vector y of actual/real class labels, i.e.,
- $y = [0\ 0\ 0\ 1\ 1\ 1\ 0\ 1\ 0\ 1\ 0\ 1\ 1\ 1\ 0\ 0]$

- Let name y' the vector returned by a trained model f , i.e.,
- $y' = [0\ 0\ 1\ 1\ 1\ 0\ 0\ 1\ 0\ 1\ 1\ 1\ 0\ 0\ 0\ 0]$

Metrics for Performance Evaluation

- Focus on the predictive capability of a model
 - Rather than how fast it takes to classify or build models, scalability, etc.
- **Confusion Matrix:**

	PREDICTED CLASS		
	Class=Yes	Class=No	
ACTUAL CLASS	Class=Yes	a	b
	Class=No	c	d

a: TP (true positive)

b: FN (false negative)

c: FP (false positive)

d: TN (true negative)

Metrics for Performance Evaluation

- $y = [0\ 0\ 0\ 1\ 1\ 1\ 0\ 1\ 0\ 1\ 0\ 1\ 1\ 1\ 0\ 0]$

- $y' = [0\ 0\ 1\ 1\ 1\ 0\ 0\ 1\ 0\ 1\ 1\ 1\ 0\ 0\ 0]$

- | | | | | | | | | | | | | | | | |
|--|---|---|---|--|--|--|--|--|---|--|--|--|--|--|--|
| |  |  |  | | | | | |  | | | | | | |
| | TN | FP | FN | | | | | | TP | | | | | | |

Metrics for Performance Evaluation...

	PREDICTED CLASS		
	Class=Yes	Class=No	
ACTUAL CLASS	Class=Yes	a (TP)	b (FN)
	Class=No	c (FP)	d (TN)

Most widely-used metric:

$$\text{Accuracy} = \frac{a + d}{a + b + c + d} = \frac{TP + TN}{TP + TN + FP + FN}$$

Limitation of Accuracy

- Consider a 2-class problem
 - Number of Class 0 examples = 9990
 - Number of Class 1 examples = 10
- If model predicts everything to be class 0, accuracy is $9990/10000 = 99.9\%$
- Accuracy is misleading because model does not detect any class 1 example

Cost-Sensitive Measures

$$\text{Precision (p)} = \frac{TP}{TP + FP}$$

$$\text{Recall (r)} = \frac{TP}{TP + FN}$$

$$\text{F-measure (F)} = \frac{2rp}{r + p} = \frac{2TP}{2TP + FN + FP}$$

- Precision is biased towards $C(\text{Yes}|\text{Yes})$ & $C(\text{Yes}|\text{No})$
- Recall is biased towards $C(\text{Yes}|\text{Yes})$ & $C(\text{No}|\text{Yes})$
- F-measure is biased towards all except $C(\text{No}|\text{No})$

$$\text{Weighted Accuracy} = \frac{w_1 a + w_4 d}{w_1 a + w_2 b + w_3 c + w_4 d}$$

Cost Matrix

	PREDICTED CLASS		
ACTUAL CLASS	$C(i j)$	Class=Yes	Class=No
	Class=Yes	$C(\text{Yes} \text{Yes})$	$C(\text{No} \text{Yes})$
	Class=No	$C(\text{Yes} \text{No})$	$C(\text{No} \text{No})$

$C(i|j)$: Cost of misclassifying class j example as class i

Computing Cost of Classification

Cost Matrix	PREDICTED CLASS		
	C(i j)	+	-
ACTUAL CLASS	+	-1	100
	-	1	0

Model M_1	PREDICTED CLASS		
ACTUAL CLASS		+	-
	+	150	40
	-	60	250

Accuracy = 80%
Cost = 3910

Model M_2	PREDICTED CLASS		
ACTUAL CLASS		+	-
	+	250	45
	-	5	200

Accuracy = 90%
Cost = 4255

Cost vs Accuracy

Count	PREDICTED CLASS		
	Class=Yes	Class=No	
ACTUAL CLASS	Class=Yes	a	b
	Class=No	c	d

Cost	PREDICTED CLASS		
	Class=Yes	Class=No	
ACTUAL CLASS	Class=Yes	p	q
	Class=No	q	p

Accuracy is proportional to cost if

1. $C(\text{Yes}|\text{No})=C(\text{No}|\text{Yes}) = q$

2. $C(\text{Yes}|\text{Yes})=C(\text{No}|\text{No}) = p$

$$N = a + b + c + d$$

$$\text{Accuracy} = (a + d)/N$$

$$\text{Cost} = p (a + d) + q (b + c)$$

$$= p (a + d) + q (N - a - d)$$

$$= q N - (q - p)(a + d)$$

$$= N [q - (q-p) \times \text{Accuracy}]$$

Binary vs Multiclass Evaluation

	PREDICTED CLASS		
	Class=Yes	Class=No	
ACTUAL CLASS	Class=Yes	TP	FN
	Class=No	FP	TN

	PREDICTED CLASS			
	Class=A	Class=B	Class=C	
ACTUAL CLASS	Class=A	TP-A		
	Class=B		TP-B	
	Class=C			TP-C

$$\text{Accuracy} = \frac{TP+TN}{TP+TN+FN+FP} = \frac{\# \text{ correct}}{N}$$

$$\text{Accuracy} = \frac{\# \text{ correct}}{N} = \frac{TP-A + TP-B + TP-C}{N}$$

Multiclass Evaluation

		PREDICTED CLASS		
		Class=A	Class=B	Class=C
ACTUAL CLASS	Class=A	TP-A	a	b
	Class=B	c	TP-B	d
	Class=C	e	f	TP-C

$$\text{Precision (p)} = \frac{TP}{TP + FP}$$

$$\text{Recall (r)} = \frac{TP}{TP + FN}$$

$$\text{F-measure (F)} = \frac{2rp}{r + p} = \frac{2TP}{2TP + FN + FP}$$

A	PREDICTED CLASS		
ACTUAL CLASS		Class=A	Class=Not A
	Class=A	TP-A	a + b
	Class=Not A	c + e	TP-B + TP-C + d + f

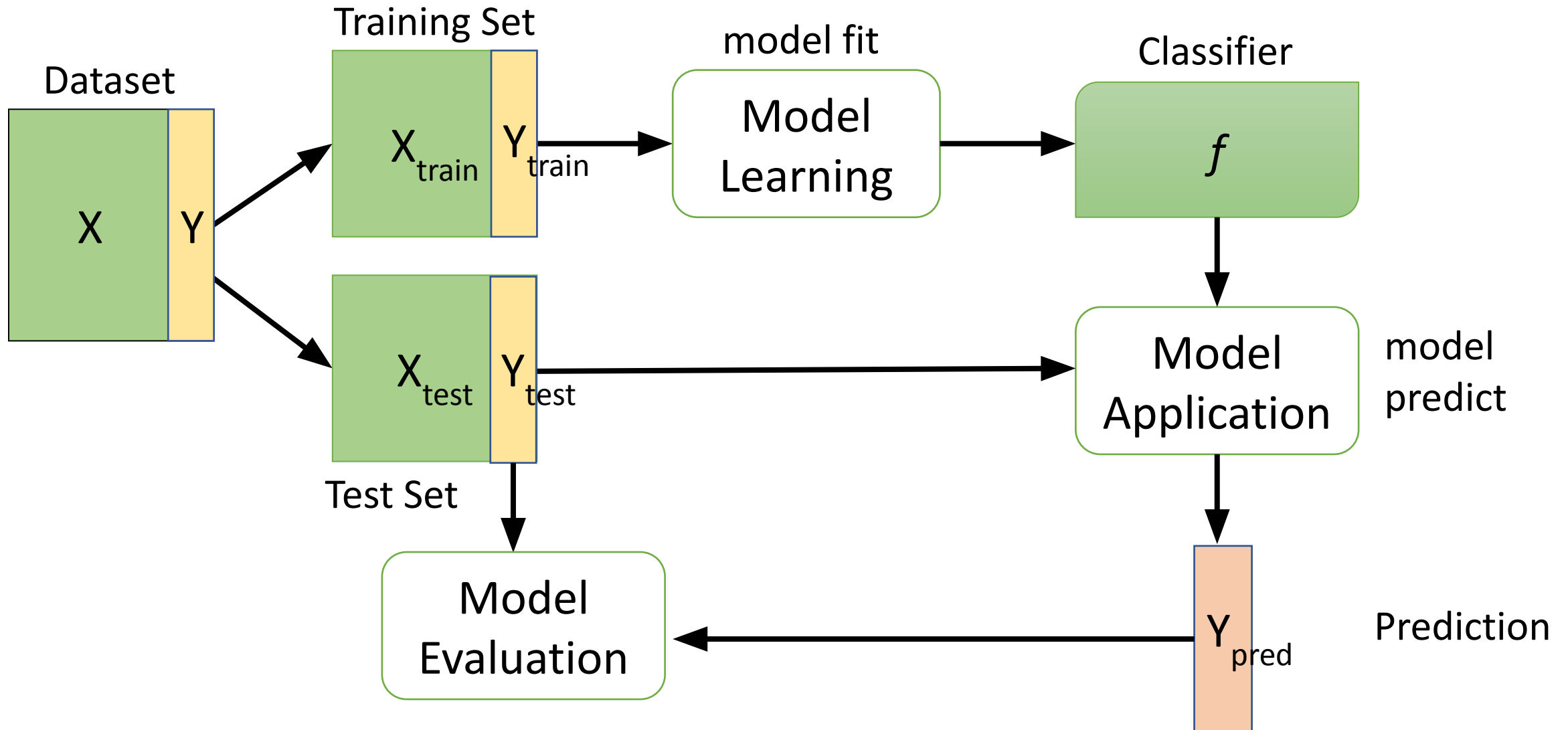
B	PREDICTED CLASS		
ACTUAL CLASS		Class=B	Class=Not B
	Class=B	TP-B	c + d
	Class=Not B	a + f	TP-A + TP-C + b + e

C	PREDICTED CLASS		
ACTUAL CLASS		Class=C	Class=Not C
	Class=C	TP-C	e + f
	Class=Not C	b + d	TP-A + TP-B + a + c

Model Evaluation

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Methods for Evaluation



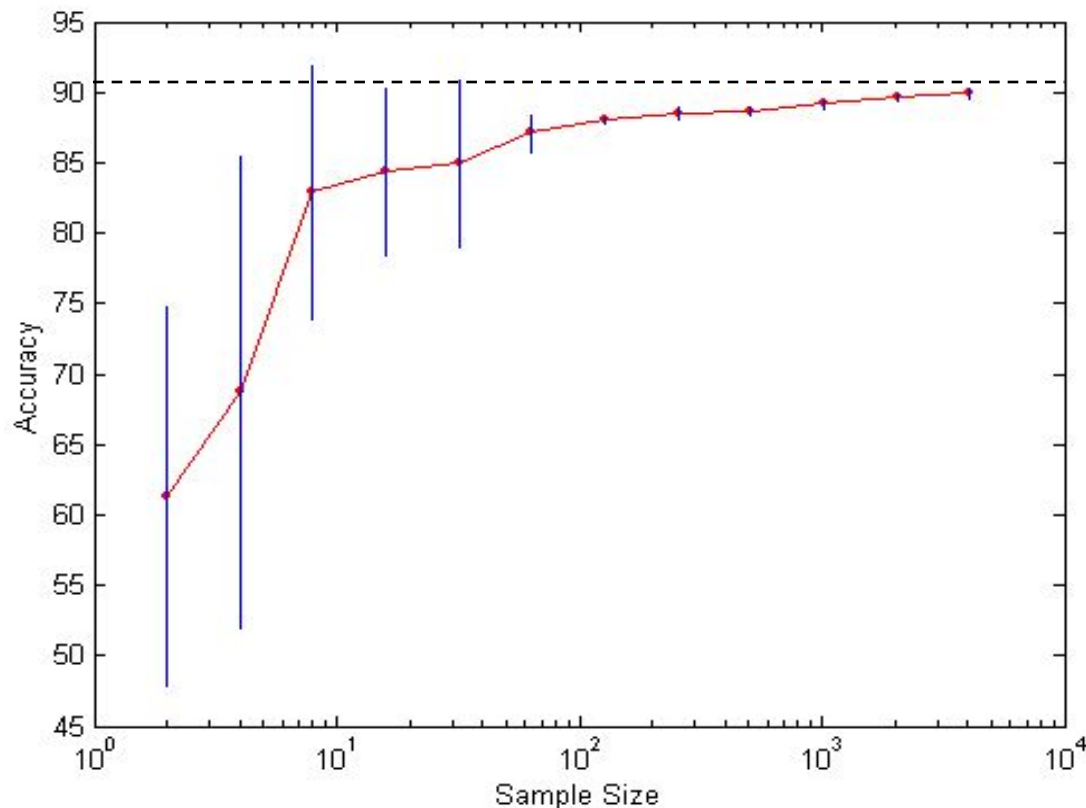
Parameter Tuning

- It is important that the test data is not used in any way to create the classifier
- Some learning schemes operate in two stages:
 - **Stage 1:** builds the basic structure
 - **Stage 2:** optimizes parameter settings
 - **The test data can't be used for parameter tuning!**
 - Proper procedure uses three sets:
 - training data,
 - validation data,
 - test data
 - **Validation data is used to optimize parameters**
- Once evaluation is complete, all the data can be used to build the final classifier
- Generally, the larger the training data the better the classifier
- The larger the test data the more accurate the error estimate

Methods for Performance Evaluation

- How to obtain a reliable estimate of performance?
- Performance of a model may depend on other factors besides the learning algorithm:
 - Class distribution
 - Cost of misclassification
 - Size of training and test sets

Learning Curve



- Learning curve shows how accuracy changes with varying sample size
- Requires a sampling schedule for creating learning curve:

Effect of small sample size:

- Bias in the estimate
- Variance of estimate

1. How much a classification model benefits from adding more training data?
2. Does the model suffer from a variance error or a bias error?

Methods of Estimation

- Holdout
 - Reserve $2/3$ for training and $1/3$ for testing
- Random subsampling
 - Repeated holdout
- Cross validation
 - Partition data into k disjoint subsets
 - k -fold: train on $k-1$ partitions, test on the remaining one
 - Leave-one-out: $k=n$
- Stratified sampling
 - oversampling vs undersampling
- Bootstrap
 - Sampling with replacement

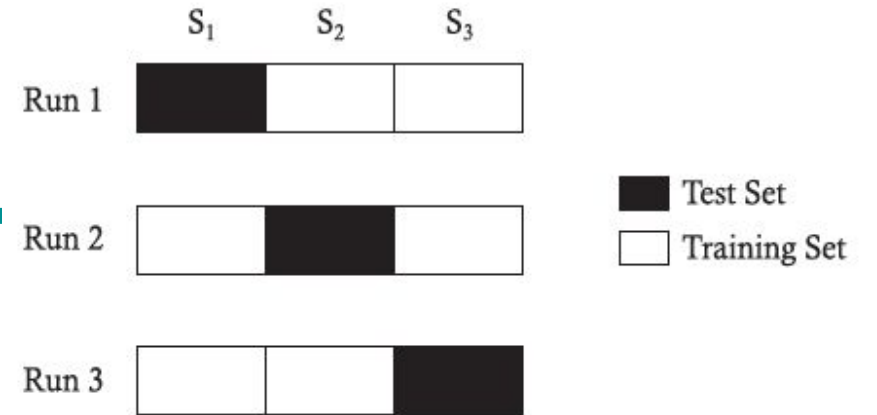
Holdout

- The holdout method reserves a certain amount for **testing** and uses the remainder for **training**
- Usually, **one third for testing**, the rest for training.
- Typical quantities are 60%-40%, 66%-34%, 70%-30%.
- For small or “unbalanced” datasets, **samples might not be representative**
 - For instance, few or none instances of some classes
- Stratified sample
 - **Balancing the data**
 - Make sure that each class is represented with approximately equal proportions in both subsets

Repeated Holdout

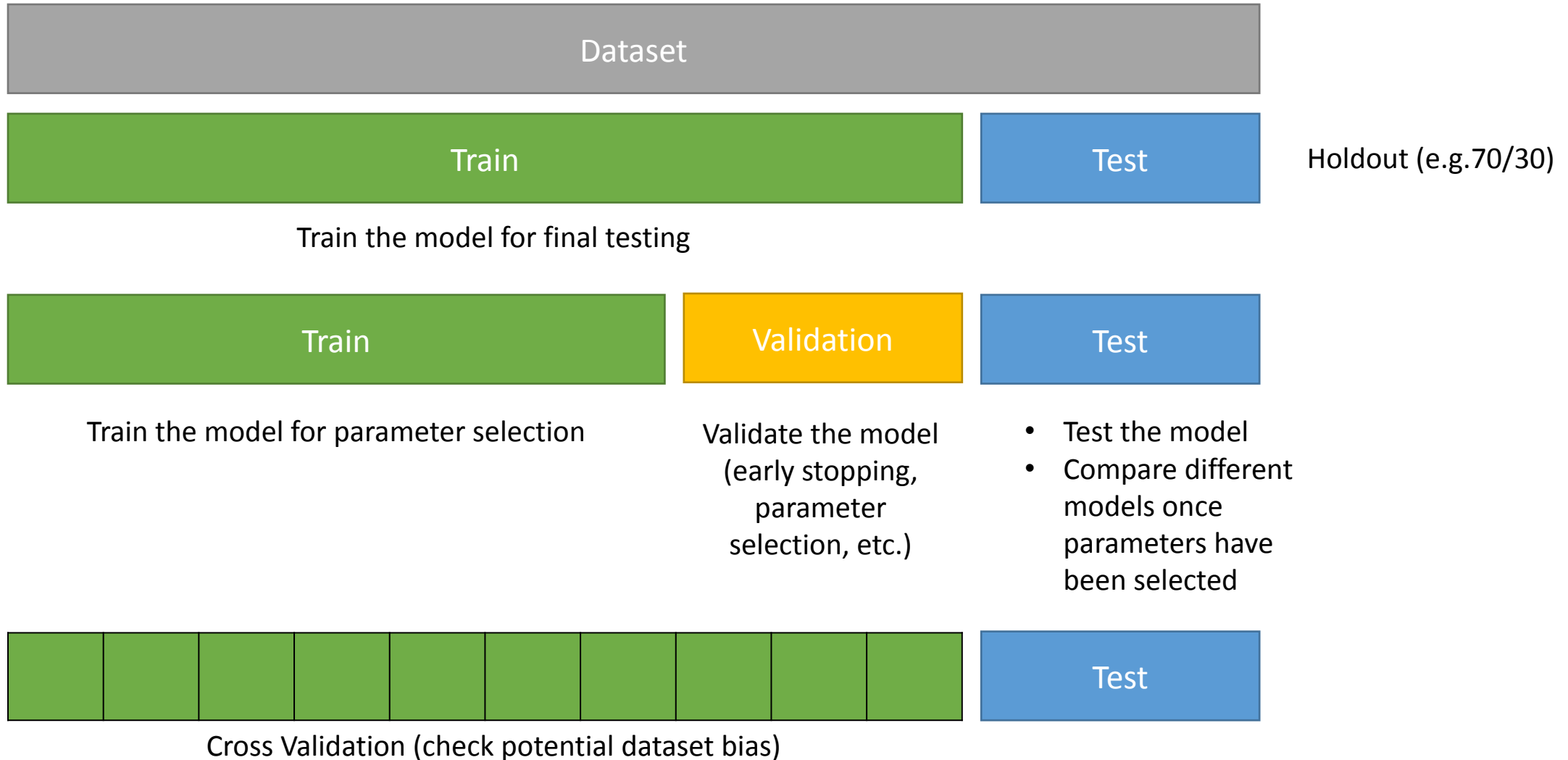
- Holdout estimate can be made more reliable by **repeating the process with different subsamples**
 - In each iteration, a certain proportion is **randomly selected for training** (possibly with stratification)
 - The error rates on the different iterations are **averaged** to yield an overall error rate
- This is called the **repeated holdout method**
- Still not optimum: the different test sets overlap

Cross Validation

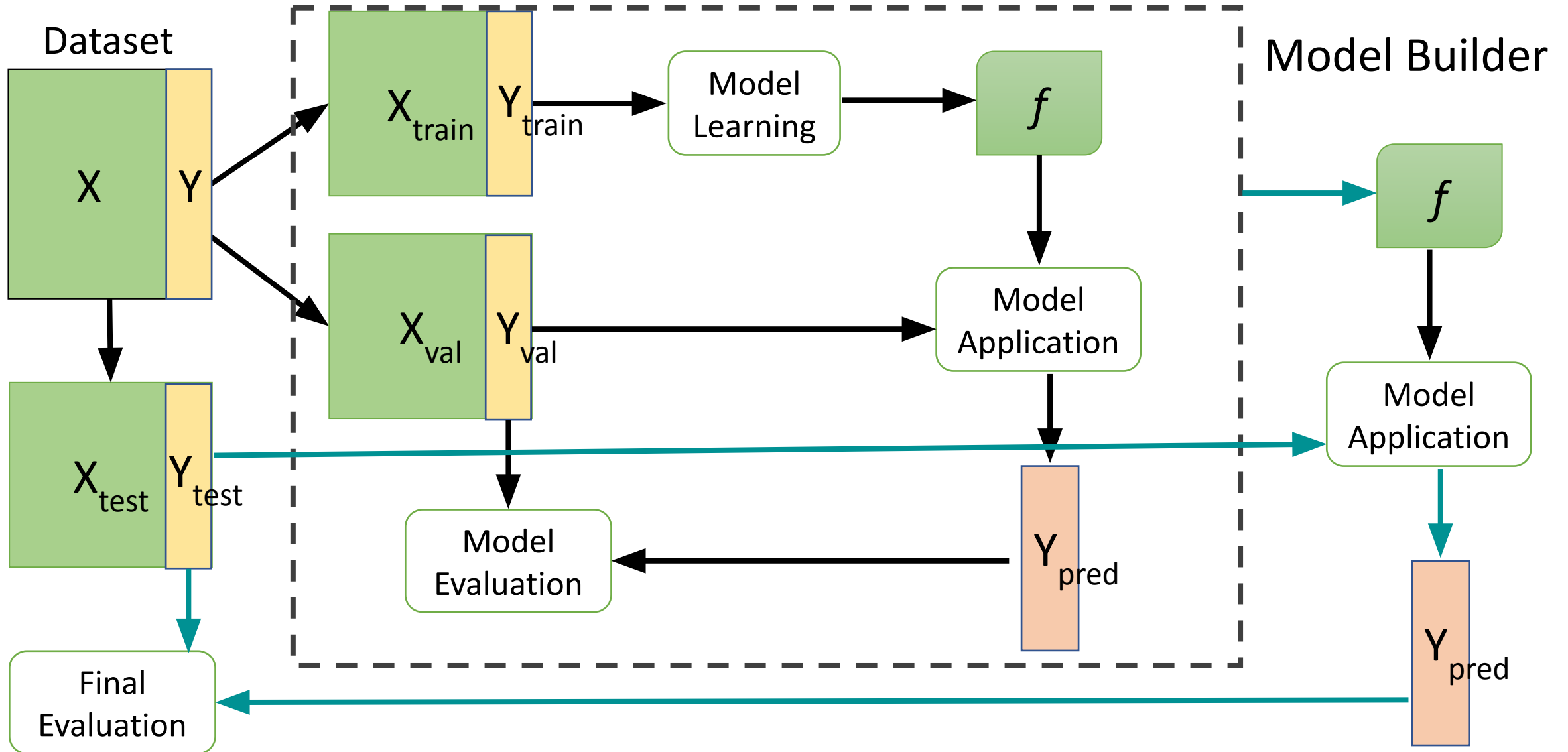


- Avoids overlapping test sets
 - **First step:** data is split into k subsets of equal size
 - **Second step:** each subset in turn is used for testing and the remainder for training
- This is called **k-fold cross-validation**
- Often the subsets are stratified before cross-validation is performed
- The **error estimates** are **averaged** to yield an overall error estimate
- **Even better:** repeated stratified cross-validation E.g. ten-fold cross-validation is repeated ten times and results are averaged (reduces the variance)

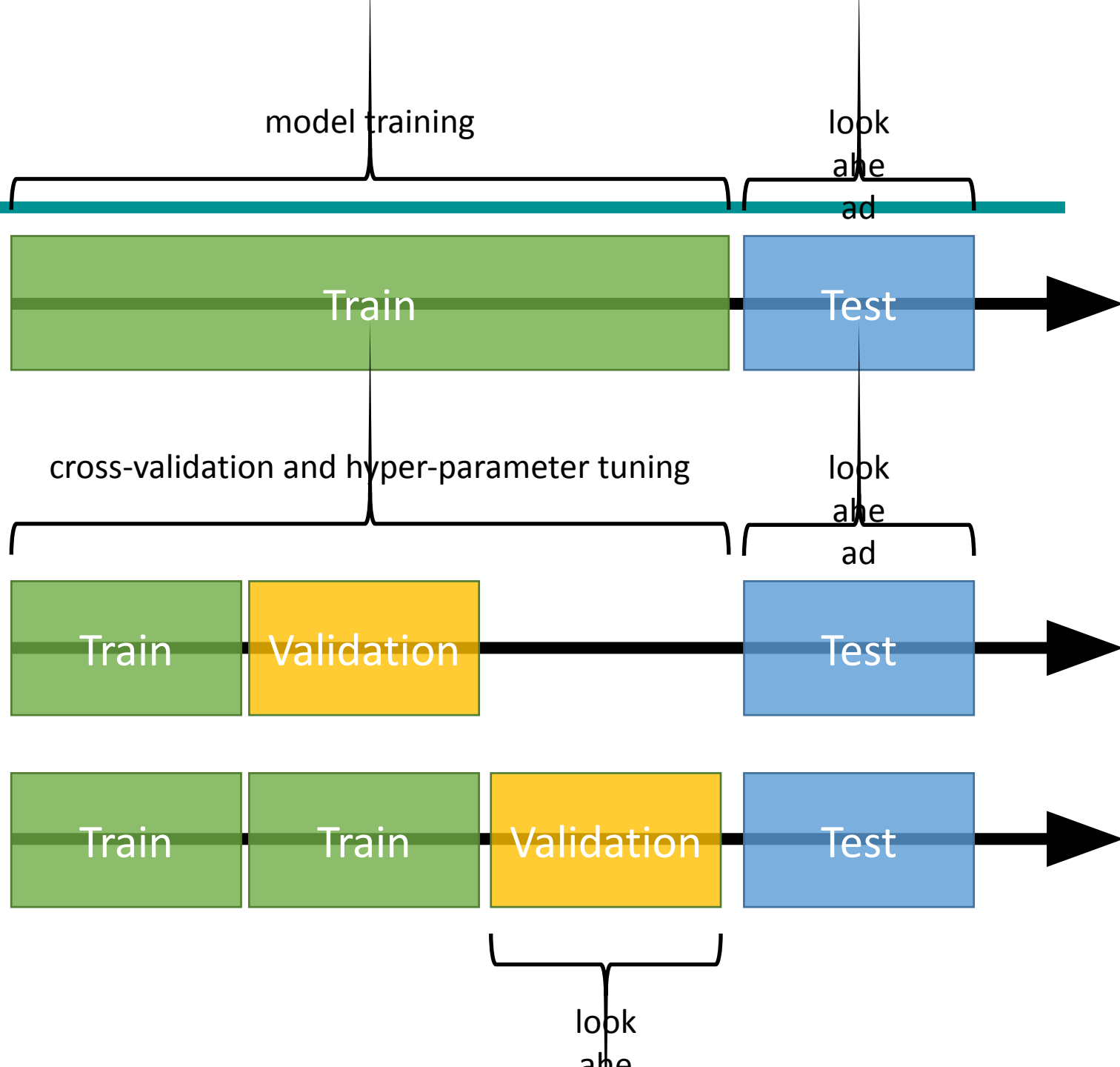
Data Partitioning



Evaluation: Training, Validation, Tests



Cross Validation with Time



Model Evaluation

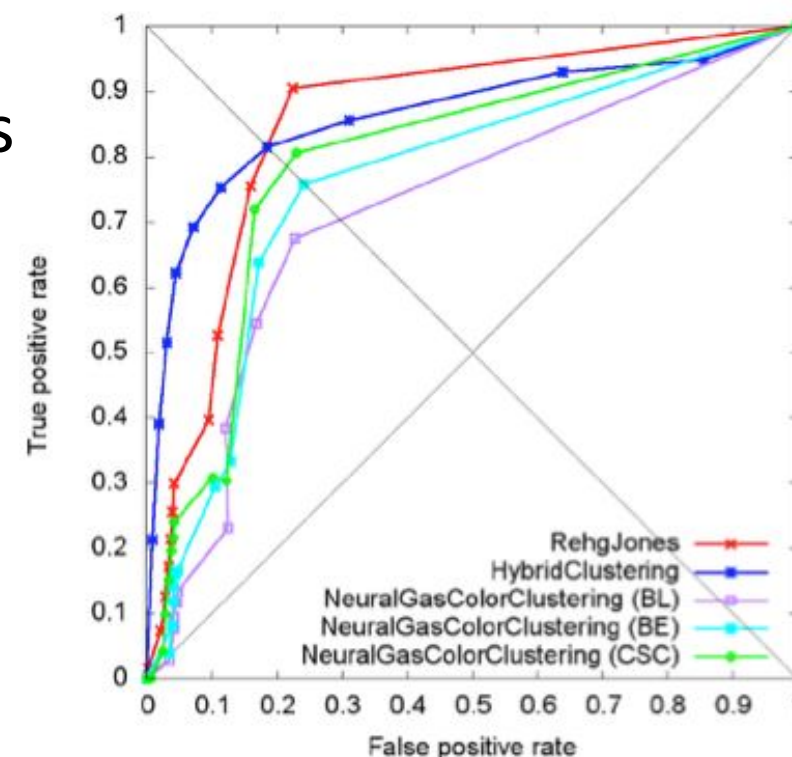
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ROC (Receiver Operating Characteristic)

- Developed in 1950s for signal detection theory to analyze noisy signals
 - Characterize the trade-off between positive hits and false alarms
- ROC curve plots TPR (on the y-axis) against FPR (on the x-axis)
- **Performance of each classifier represented as a point on the ROC curve**
 - changing the threshold of algorithm, sample distribution or cost matrix changes the location of the point

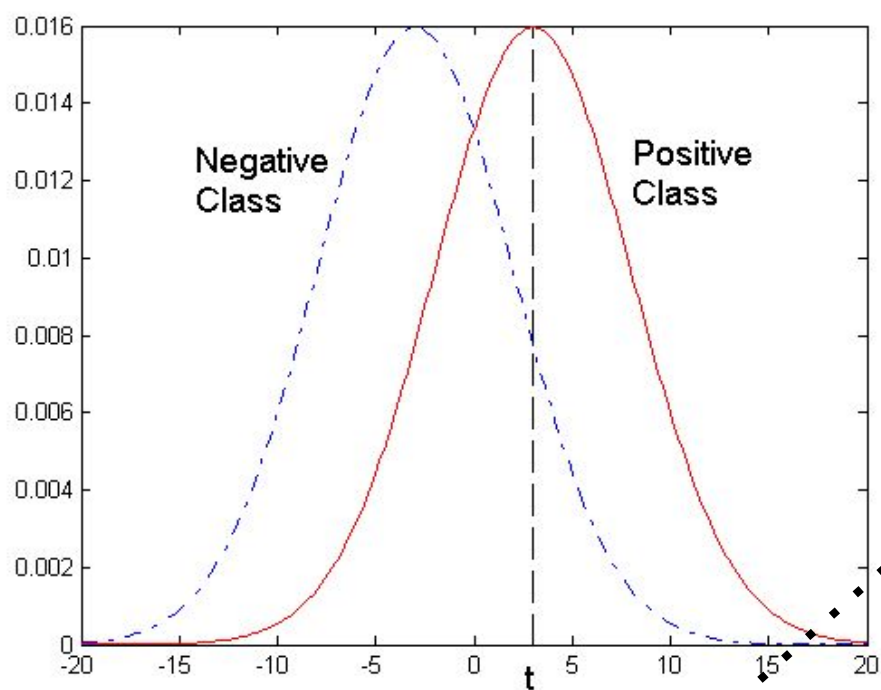
Receiver Operating Characteristic Curve

- It illustrates the ability of a binary classifier as its discrimination threshold THR is varied.
- The **ROC** curve is created by plotting the true positive rate (TPR) against the false positive rate (FPR) at various THR.
- The $TPR = TP / (TP + FN)$ is also known as **sensitivity**, **recall** or probability of detection.
- The $FPR = FP / (TN + FP)$ is also known as probability of **false alarm** and can be calculated as $(1 - \text{specificity})$.



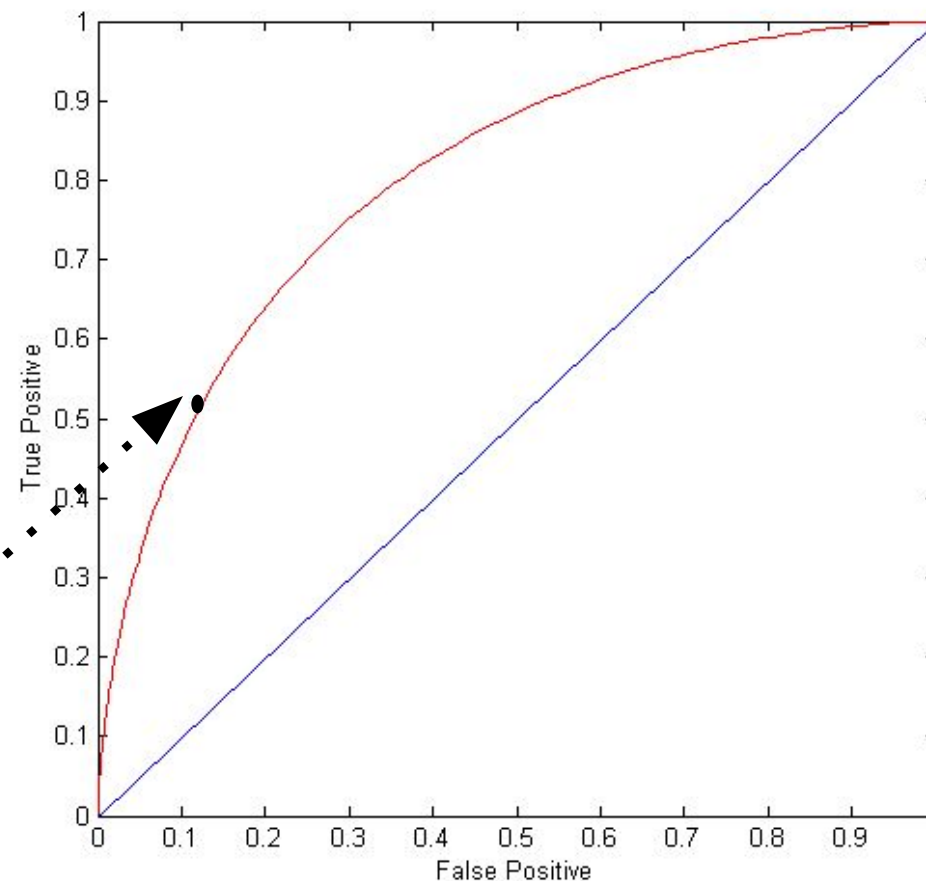
ROC Curve

- 1-dimensional data set containing 2 classes (positive and negative)
- any points located at $x > t$ is classified as positive



At threshold t :

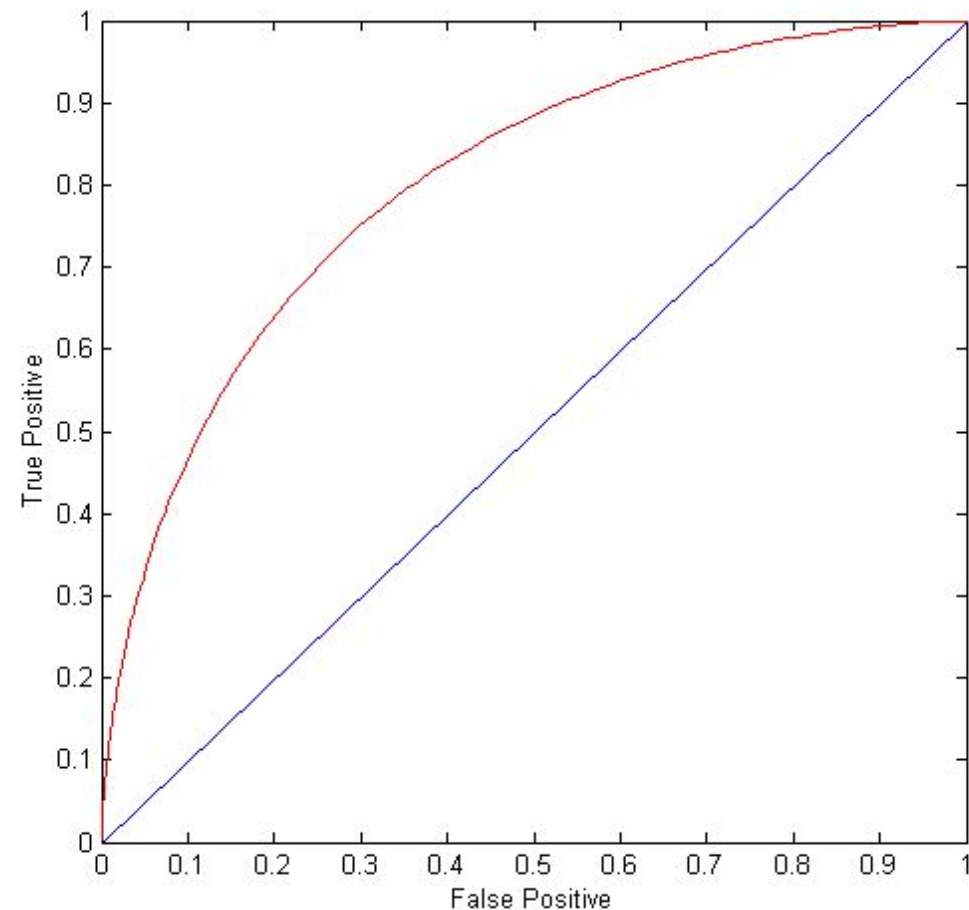
TP=0.5, FN=0.5, FP=0.12, FN=0.88



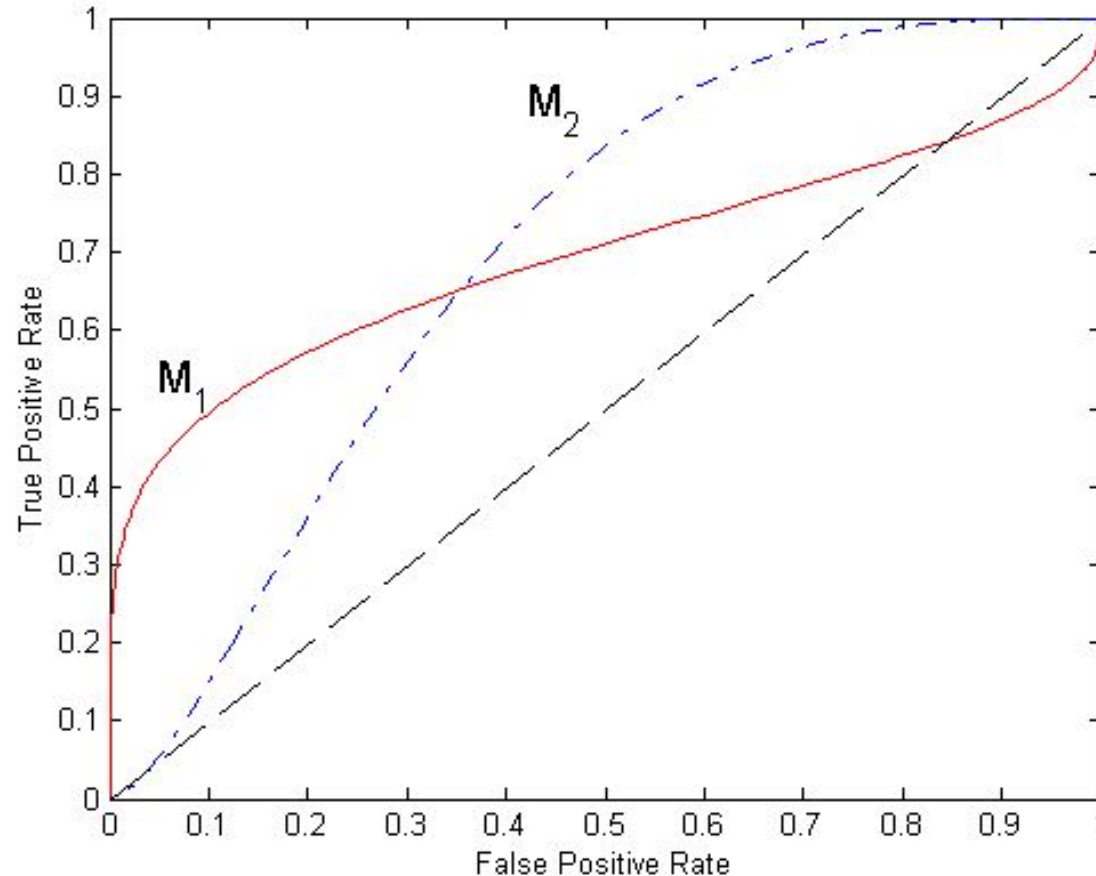
ROC Curve

(TP,FP):

- (0,0): declare everything to be negative class
- (1,1): declare everything to be positive class
- (0,1): ideal
- Diagonal line:
 - Random guessing
 - Below diagonal line:
 - prediction is opposite of the true class



Using ROC for Model Comparison



- No model consistently outperform the other
 - M_1 is better for small FPR
 - M_2 is better for large FPR
- Area Under the ROC curve
 - Ideal: Area = 1
 - Random: Area = 0.5

How to Construct the ROC curve

Instance	$P(+ A)$	True Class
1	0.95	+
2	0.93	+
3	0.87	-
4	0.85	-
5	0.85	-
6	0.85	+
7	0.76	-
8	0.53	+
9	0.43	-
10	0.25	+

- Use classifier that produces posterior probability for each test instance $P(+|A)$
- Sort the instances according to $P(+|A)$ in decreasing order
- Apply threshold at each unique value of $P(+|A)$
- Count the number of TP, FP, TN, FN at each threshold
- TP rate, $TPR = TP/(TP+FN)$
- FP rate, $FPR = FP/(FP + TN)$

$$\text{TPR} = \text{TP} / (\text{TP} + \text{FN})$$

$$\text{FPR} = \text{FP} / (\text{TN} + \text{FP})$$

How to Construct the ROC curve

Class	+	-	+	-	-	-	+	-	+	+	
Threshold >=	0.25	0.43	0.53	0.76	0.85	0.85	0.85	0.87	0.93	0.95	1.00
TP											
FP											
TN											
FN											
TPR											
FPR											

Inst.	P(+ A)	True Class
1	0.95	+
2	0.93	+
3	0.87	-
4	0.85	-
5	0.85	-
6	0.85	+
7	0.76	-
8	0.53	+
9	0.43	-
10	0.25	+

$TPR = TP / (TP + FN)$
 $FPR = FP / (TN + FP)$

How to Construct the ROC curve

Class	+	-	+	-	-	-	+	-	+	+	
Threshold >=	0.25	0.43	0.53	0.76	0.85	0.85	0.85	0.87	0.93	0.95	1.00
TP	5										
FP	5										
TN	0										
FN	0										
TPR	1										
FPR	1										

Inst.	P(+ A)	True Class
1	0.95	+
2	0.93	+
3	0.87	-
4	0.85	-
5	0.85	-
6	0.85	+
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$$\text{TPR} = \text{TP} / (\text{TP} + \text{FN})$$

$$\text{FPR} = \text{FP} / (\text{TN} + \text{FP})$$

How to Construct the ROC curve

Class	+	-	+	-	-	-	+	-	+	+	
Threshold >=	0.25	0.43	0.53	0.76	0.85	0.85	0.85	0.87	0.93	0.95	1.00
TP	5	4									
FP	5	5									
TN	0	0									
FN	0	1									
TPR	1	0.8									
FPR	1	1									

Inst.	P(+ A)	True Class
1	0.95	+
2	0.93	+
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4	0.85	-
5	0.85	-
6	0.85	+
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$$\text{TPR} = \text{TP} / (\text{TP} + \text{FN})$$

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How to Construct the ROC curve

Class	+	-	+	-	-	-	+	-	+	+	
Threshold >=	0.25	0.43	0.53	0.76	0.85	0.85	0.85	0.87	0.93	0.95	1.00
TP	5	4	4								
FP	5	5	4								
TN	0	0	1								
FN	0	1	1								
TPR	1	0.8	0.8								
FPR	1	1	0.8								

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$$\text{TPR} = \text{TP} / (\text{TP} + \text{FN})$$

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How to Construct the ROC curve

Class	+	-	+	-	-	-	+	-	+	+	
Threshold >=	0.25	0.43	0.53	0.76	0.85	0.85	0.85	0.87	0.93	0.95	1.00
TP	5	4	4	3							
FP	5	5	4	4							
TN	0	0	1	1							
FN	0	1	1	2							
→ TPR	1	0.8	0.8	0.6							
→ FPR	1	1	0.8	0.8							

Inst.	P(+ A)	True Class
1	0.95	+
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How to Construct the ROC curve

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Threshold >=	0.25	0.43	0.53	0.76	0.85	0.85	0.85	0.87	0.93	0.95	1.00
TP	5	4	4	3	3						
FP	5	5	4	4	3						
TN	0	0	1	1	2						
FN	0	1	1	2	2						
→ TPR	1	0.8	0.8	0.6	0.6						
→ FPR	1	1	0.8	0.8	0.6						

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How to Construct the ROC curve

Class	+	-	+	-	-	-	+	-	+	+	
Threshold >=	0.25	0.43	0.53	0.76	0.85	0.85	0.85	0.87	0.93	0.95	1.00
TP	5	4	4	3	3	3	3	2			
FP	5	5	4	4	3	2	1	1			
TN	0	0	1	1	2	3	4	4			
FN	0	1	1	2	2	2	2	3			
→ TPR	1	0.8	0.8	0.6	0.6	0.6	0.6	0.4			
→ FPR	1	1	0.8	0.8	0.6	0.4	0.2	0.2			

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How to Construct the ROC curve

Class	+	-	+	-	-	-	+	-	+	+	
Threshold >=	0.25	0.43	0.53	0.76	0.85	0.85	0.85	0.87	0.93	0.95	1.00
TP	5	4	4	3	3	3	3	2	2		
FP	5	5	4	4	3	2	1	1	0		
TN	0	0	1	1	2	3	4	4	5		
FN	0	1	1	2	2	2	2	3	3		
TPR	1	0.8	0.8	0.6	0.6	0.6	0.6	0.4	0.4		
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How to Construct the ROC curve

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FP	5	5	4	4	3	2	1	1	0	0	
TN	0	0	1	1	2	3	4	4	5	5	
FN	0	1	1	2	2	2	2	3	3	4	
TPR	1	0.8	0.8	0.6	0.6	0.6	0.6	0.4	0.4	0.2	
FPR	1	1	0.8	0.8	0.6	0.4	0.2	0.2	0	0	

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How to Construct the ROC curve

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FP	5	5	4	4	3	2	1	1	0	0	0
TN	0	0	1	1	2	3	4	4	5	5	5
FN	0	1	1	2	2	2	2	3	3	4	5
TPR	1	0.8	0.8	0.6	0.6	0.6	0.6	0.4	0.4	0.2	0
FPR	1	1	0.8	0.8	0.6	0.4	0.2	0.2	0	0	0

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How to Construct the ROC curve

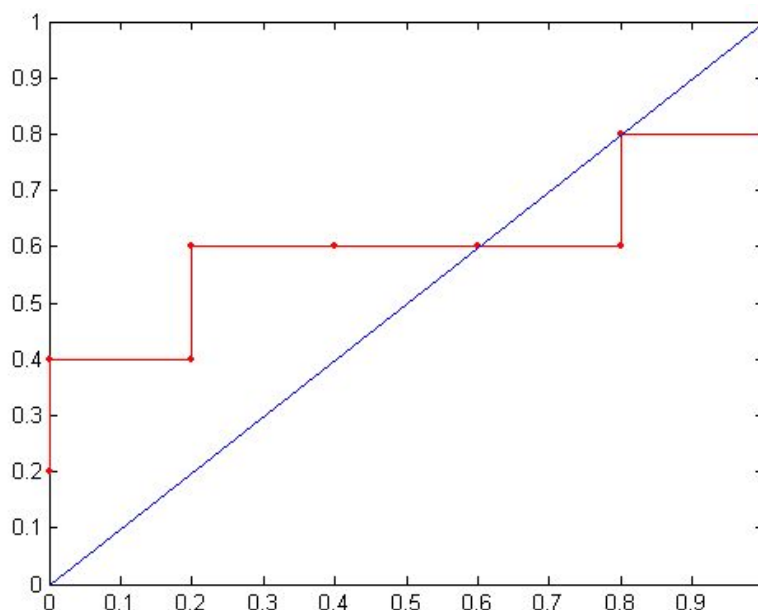
Class	+	-	+	-	-	-	+	-	+	+	
Threshold >=	0.25	0.43	0.53	0.76	0.85	0.85	0.85	0.87	0.93	0.95	1.00
TP	5	4	4	3	3	3	3	2	2	1	0
FP	5	5	4	4	3	2	1	1	0	0	0
TN	0	0	1	1	2	3	4	4	5	5	5
FN	0	1	1	2	2	2	2	3	3	4	5
TPR	1	0.8	0.8	0.6	0.6	0.6	0.6	0.4	0.4	0.2	0
FPR	1	1	0.8	0.8	0.6	0.4	0.2	0.2	0	0	0

Inst.	P(+ A)	True Class
1	0.95	+
2	0.93	+
3	0.87	-
4	0.85	-
5	0.85	-
6	0.85	+
7	0.76	-
8	0.53	+
9	0.43	-
10	0.25	+

$$\text{TPR} = \text{TP} / (\text{TP} + \text{FN})$$

$$\text{FPR} = \text{FP} / (\text{TN} + \text{FP})$$

ROC Curve:



Test of Significance

- Given two models:
 - Model M1: accuracy = 85%, tested on 30 instances
 - Model M2: accuracy = 75%, tested on 5000 instances
- Can we say M1 is better than M2?
 - How much confidence can we place on accuracy of M1 and M2?
 - Can the difference in performance measure be explained as a result of **random fluctuations** in the test set?

Confidence Interval for Accuracy

- Prediction can be regarded as a Bernoulli trial (binomial random experiment)
 - A Bernoulli trial has 2 possible outcomes
 - Possible outcomes for prediction: correct or wrong
 - Probability of success is constant
 - Collection of Bernoulli trials has a Binomial distribution:
 - $x \sim \text{Bin}(N, p)$ x : # of correct predictions, N trials, p constant prob.
 - e.g: Toss a fair coin 50 times, how many heads would turn up?
Expected number of heads = $N \times p = 50 \times 0.5 = 25$

Given x (# of correct predictions) or equivalently, $\text{acc} = x/N$, and N (# of test instances)

Can we predict p (true accuracy of model)?

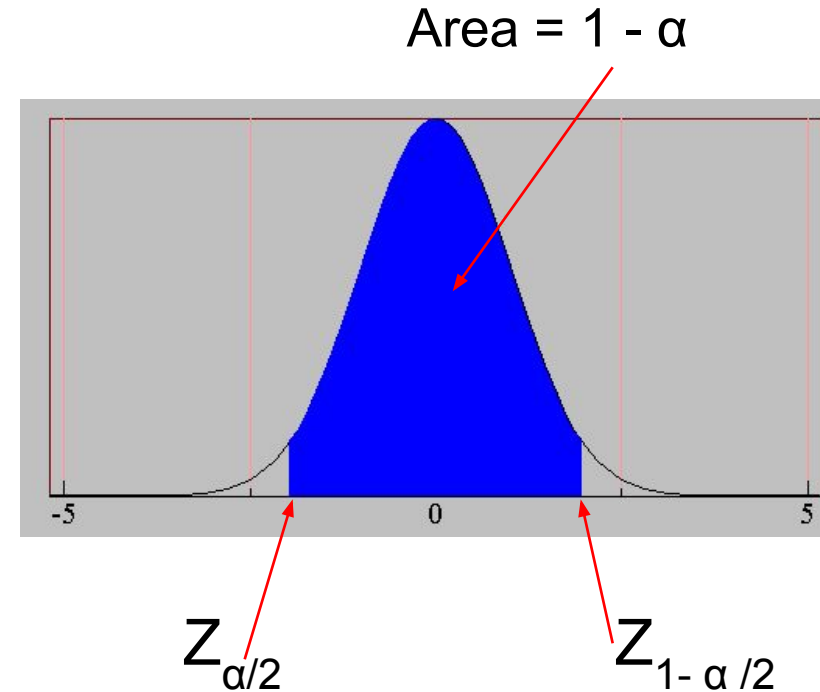
Confidence Interval for Accuracy

- For large test sets ($N > 30$),
 - acc has a normal distribution with mean p and variance $p(1-p)/N$

$$P\left(Z_{\alpha/2} < \frac{acc - p}{\sqrt{p(1-p)/N}} < Z_{1-\alpha/2}\right)$$

- Confidence Interval for p :
 $\stackrel{= 1 - \alpha}{}$

$$p = \frac{2 \times N \times acc + Z_{\alpha/2}^2 \pm \sqrt{Z_{\alpha/2}^2 + 4 \times N \times acc - 4 \times N \times acc^2}}{2(N + Z_{\alpha/2}^2)}$$

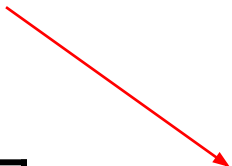


Confidence Interval for Accuracy

- Consider a model that produces an accuracy of 80% when evaluated on 100 test instances:
 - $N=100$, $\text{acc} = 0.8$
 - Let $1-\alpha = 0.95$ (95% confidence)
 - **Which is the confidence interval?**
 - From probability table, $Z_{\alpha/2}=1.96$

N	50	100	500	1000	5000
p(lower)	0.670	0.711	0.763	0.774	0.789
p(upper)	0.888	0.866	0.833	0.824	0.811

$1-\alpha$	Z
0.99	2.58
0.98	2.33
0.95	1.96
0.90	1.65



Comparing Performance of 2 Models

- Given two models, say M1 and M2, which is better?
 - M1 is tested on D1 (size= n_1), found error rate = e_1
 - M2 is tested on D2 (size= n_2), found error rate = e_2
 - Assume D1 and D2 are independent
 - If n_1 and n_2 are sufficiently large, then

$$e_1 \sim N(\mu_1, \sigma_1)$$

$$e_2 \sim N(\mu_2, \sigma_2)$$

- Approximate variance of error rates:

$$\hat{\sigma}_i = \frac{e_i(1-e_i)}{n_i}$$

Comparing Performance of 2 Models

- To test if performance difference is statistically significant: $d = e_1 - e_2$
 - $d \sim N(d_t, \sigma_t)$ where d_t is the true difference
 - Since D1 and D2 are independent, their variance adds up:

$$\begin{aligned}\sigma_t^2 &= \sigma_1^2 + \sigma_2^2 \cong \hat{\sigma}_1^2 + \hat{\sigma}_2^2 \\ &= \frac{e1(1-e1)}{n1} + \frac{e2(1-e2)}{n2}\end{aligned}$$

- It can be shown at $(1-\alpha)$ confidence level,

$$d_t = d \pm Z_{\alpha/2} \hat{\sigma}_t$$

An Illustrative Example

- Given: M1: $n_1 = 30$, $e_1 = 0.15$
M2: $n_2 = 5000$, $e_2 = 0.25$

- $d = |e_2 - e_1| = 0.1$ (2-sided test to check: $d_t = 0$ or $d_t \neq 0$)

$$\hat{\sigma}_d^2 = \frac{0.15(1-0.15)}{30} + \frac{0.25(1-0.25)}{5000} = 0.0043$$

- At 95% confidence level, $Z_{\alpha/2} = 1.96$

$$d_t = 0.100 \pm 1.96 \times \sqrt{0.0043} = 0.100 \pm 0.128$$

=> Interval contains 0 => difference may not be statistically significant

Comparing Performance of 2 Algorithms

- Each learning algorithm may produce k models:
 - L1 may produce $M11, M12, \dots, M1k$
 - L2 may produce $M21, M22, \dots, M2k$
- If models are generated on the same test sets $D1, D2, \dots, Dk$ (e.g., via cross-validation)

- For each set: compute $d_j = e_{1j} - e_{2j}$
- d_j has mean d_t and variance $\sigma_t^2 = \frac{1}{k} \sum_{j=1}^k (d_j - \bar{d})^2$
- Estimate:

$$\hat{\sigma}_t^2 = \frac{\sum_{j=1}^k (d_j - \bar{d})^2}{k(k-1)}$$

$$d_t = \bar{d} \pm t_{1-\alpha, k-1} \hat{\sigma}_t$$

Lift Chart

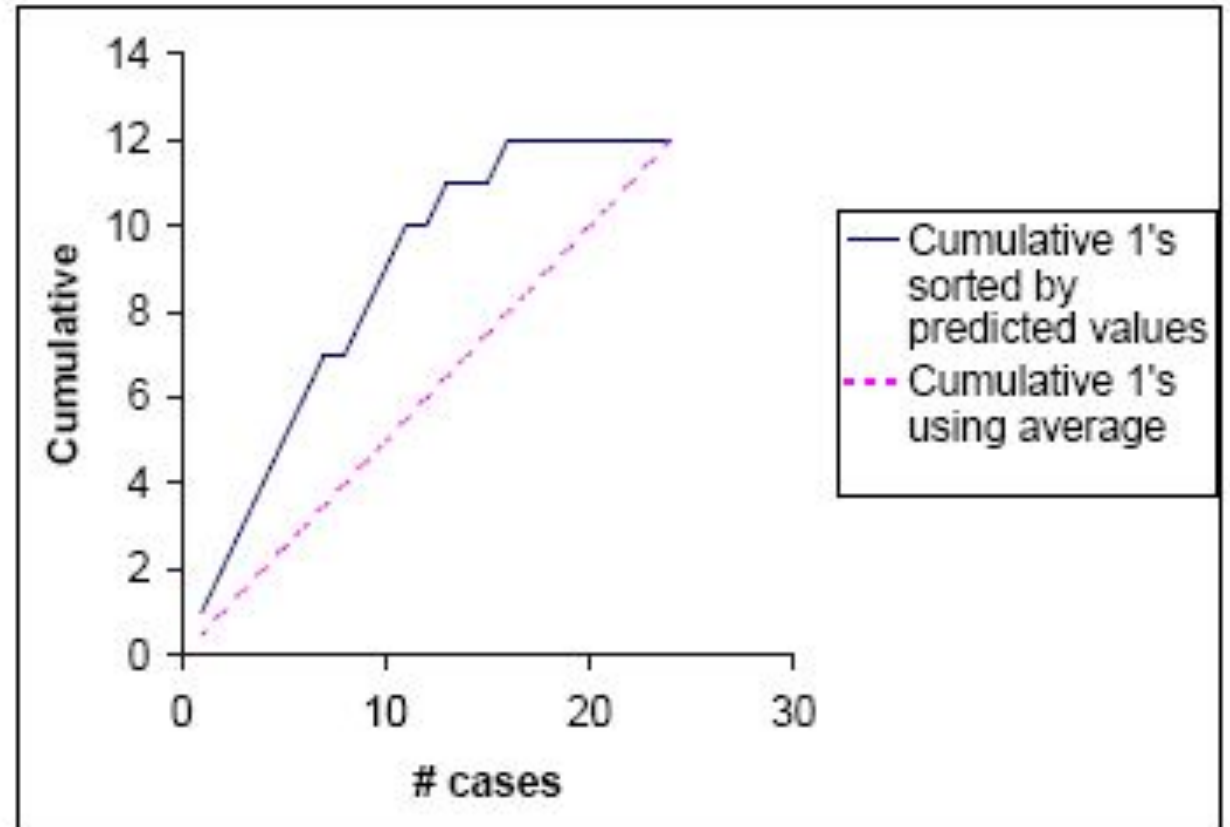
http://www2.cs.uregina.ca/~dbd/cs831/notes/lift_chart/lift_chart.html
http://mlwiki.org/index.php/Cumulative_Gain_Chart

- The lift curve is a popular technique in direct marketing.
- The input is a dataset that has been “scored” by appending to each case the estimated probability that it will belong to a given class.
- The cumulative **lift chart** (also called **gains chart**) is constructed with the cumulative number of cases (descending order of probability) on the x-axis and the cumulative number of true positives on the y-axis.
- The dashed line is a reference line. For any given number of cases (the x-axis value), it represents the expected number of positives we would predict if we did not have a model but simply selected cases at random. It provides a benchmark against which we can see performance of the model.

Notice: “Lift chart” is a rather general term, often used to identify also other kinds of plots. Don’t get confused!

Lift Chart – Example

Serial no.	Predicted prob of 1	Actual Class	Cumulative Actual class
1	0.995976726	1	1
2	0.987533139	1	2
3	0.984456382	1	3
4	0.980439587	1	4
5	0.948110638	1	5
6	0.889297203	1	6
7	0.847631864	1	7
8	0.762806287	0	7
9	0.706991915	1	8
10	0.680754087	1	9
11	0.656343749	1	10
12	0.622419543	0	10
13	0.505506928	1	11
14	0.47134045	0	11
15	0.337117362	0	11
16	0.21796781	1	12
17	0.199240432	0	12
18	0.149482655	0	12
19	0.047962588	0	12
20	0.038341401	0	12
21	0.024850999	0	12
22	0.021806029	0	12
23	0.016129906	0	12
24	0.003559986	0	12

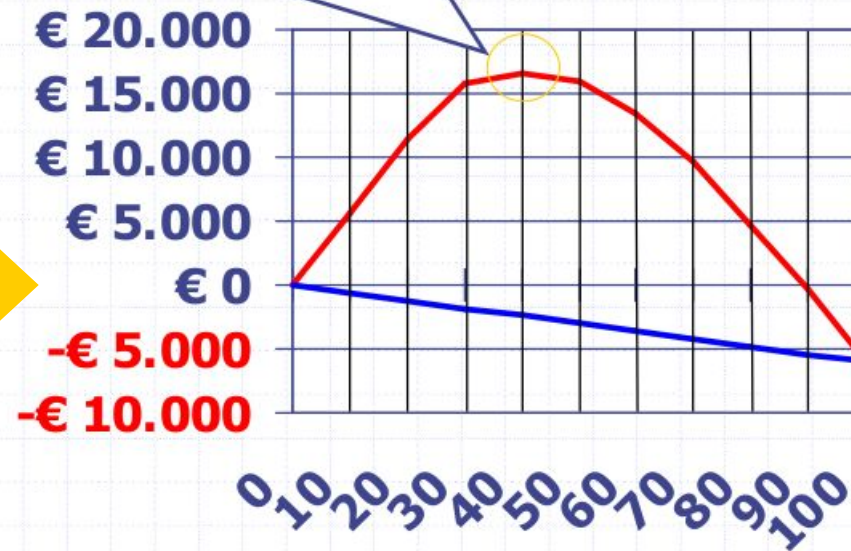
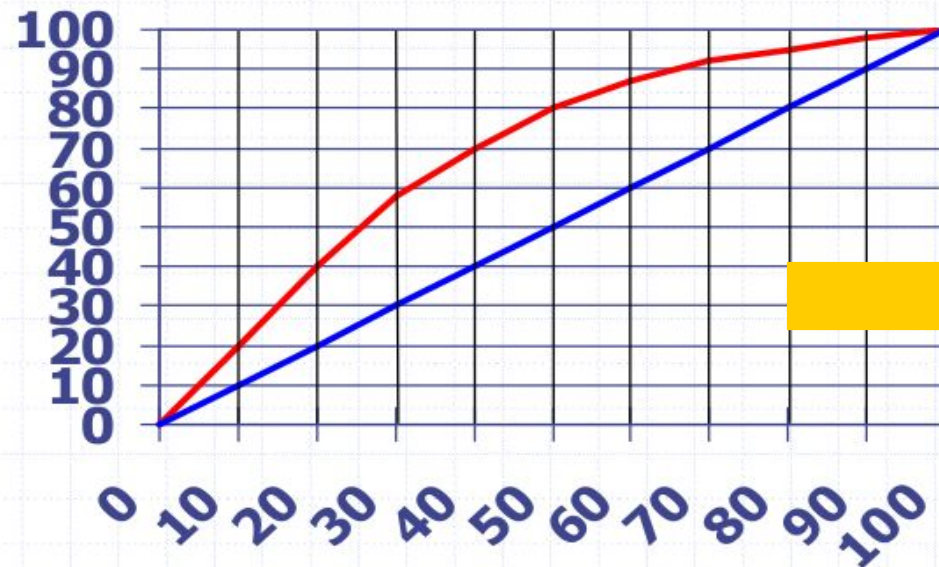


Lift Chart – Application Example

- From Lift chart we can easily derive an “economical value” plot, e.g. in target marketing.
- Given our predictive model, how many customers should we target to maximize income?
- $\text{Profit} = \text{UnitB} * \text{MaxR} * \text{Lift}(X) - \text{UnitCost} * N * X / 100$
- UnitB = unit benefit, UnitCost = unit postal cost
- N = total customers
- MaxR = expected potential respondents in all population (N)
- $\text{Lift}(X)$ = lift chart value for X, in $[0, \dots, 1]$

Lift Chart – Application Example

UnitB = 6€ N=30000
MaxR = 10500 UnitCost = 2.30€



References

- Chapter 3. Classification: Basic Concepts and Techniques.

