

The Imperative of Exploratory Data Analysis in Machine Learning

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Abstract

Review Article

Exploratory Data Analysis (EDA) is a systematic approach to explore data through visualizations, statistical summaries, and identifying underlying patterns. It helps uncover data insights such as outliers, relationships within the dataset, and trends. EDA reveals information that influences the design and implementation of machine learning models. EDA insights provide a strong foundation for pipeline development and model deployment. Exploratory data analysis is generally the first step in any data analytics workflow. It allows analysts to detect dependencies and connections between factors. The results form a foundation for advanced activities like statistical analysis and help reduce potential failures by validating initial dataset assumptions.

Keywords: Exploratory Data Analysis, EDA, Data Patterns, Machine Learning (ML), Statistical Analysis, Data Visualization, Data Insights, Feature Engineering, Box Plot, Outlier Detection.

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1. INTRODUCTION

The term "Exploratory Data Analysis," or EDA, refers to techniques utilized by data professionals to evaluate, investigate and summarize the primary characteristics of datasets. These techniques frequently involve the usage of data visualization approaches [4]. It helps data professionals to recognize patterns, recognize anomalies, test a hypothesis, or check assumptions by assisting them in determining the most effective way to alter data sources to obtain the answers they require. EDA simplifies the process of preparing data for deeper analysis, reveals insights and ultimately guides the decision-making process.

The general definition of EDA may seem overwhelming at first. It may be difficult to understand in the beginning. But let's simplify it by taking a few relatable examples.

"Imagine you have a big box of Lego pieces, but you do not know what kind of pieces or how many pieces are in the box. EDA is like opening the box sorting the pieces by color and shape. While doing this exercise, you will discover what can be built with them."

"EDA is like going through the social media posts. It is to understand what kind of posts get more likes, checking which posts are more popular (finding patterns), what times people are most active. It helps to

understand the trend so that we know what to post, when to post and which topic to post about"

"EDA is like reviewing the monthly expenses and income. You analyze where do you spend the most, any unusual spending (outliers), when the expense is high (finding the pattern). This will help to plan the budget and financial goals"

"EDA is organizing the medical health records and checkup reports. You look for trends and patterns such as cholesterol levels, changes in weights or anything unusual. This helps you and doctor both make better decisions."

These examples provide enough understanding about the core purpose of EDA.

EDA stands opposite to Confirmatory Data Analysis (CDA), which has one goal to confirm or deny a particular argument. In contrast, EDA is the technique to explore data without any preconceptions. It allows the patterns, trends and outliers to emerge organically. It often lets certain ideas and unexpected insights to come to the surface in real time. This very nature of EDA makes it an invaluable step in machine learning and data analysis.

The purpose of this article is to take the publicly available dataset from Zillow about the house market and

demonstrate how EDA helps to uncover the patterns, outliers and trends. It will ultimately help to develop machine learning models using the information. We will focus on EDA in this article and professional development of the machine learning models will be outside of the scope of this article.

1.1 Importance of EDA

Today the volume of data generated has grown exponentially compared to a decade ago. The world produced 2 zettabytes of data annually ten years ago. Today, that number has skyrocketed to over 120 zettabytes per year and it is even growing as we write/read this article. Sources like social media, content creations, countless sophisticated systems, enterprise toolkits, digital platforms, IoT devices, the list goes on and on which contributes to data generation. Analyzing vast amounts of data poses a unique challenge. It requires careful preparation and organization. Even with the help of AI and automation tools, it is important that the process is broken down into smaller and manageable steps. The data should be grouped in such a way that it is organized, categorized, clean and concise.

EDA is often the starting point in that process. It helps data professionals to examine data without preconceived notions. EDA helps to uncover unexpected patterns, uncovers the errors, missing values, and helps to establish the relationship between data points. It sets a strong foundation for data professionals to analyze the data further and decision making. The data insights provided by EDA helps companies to navigate the complexities and extract the values.

1.2 EDA steps

EDA process involves multiple steps to prepare and analyze the data. Each step is equally important to uncover the patterns, trends and insights.

Data Collection: The first step is to collect data from various sources. In the real world, the sources can be anything from internal databases, external APIs, cloud platforms, social media posts or data feeds. The choice of sources depends on the type of analysis being done.

Data Cleaning: This step is crucial to ensure that data quality is maintained. This step deals with missing values, removing the duplicates, and fixing inconsistencies. The cleaner data leads to accurate analysis and better insights.

Descriptive Statistics: The key statistics provide snapshots of dataset's structure. Key numbers like mean, median, mode and standard deviation helps analysts understand data tendencies and variations.

Data Visualization: Looking at the data visually via graphs, charts, histograms and plots makes it easier to see patterns and trends. These visualizations help non data professionals to understand the data.

Feature Engineering: This step is about preparing the data for predictive models. Data professionals could create new features, derive them from existing features or refine the existing ones. This step increases the usefulness of data.

Dimension Reduction: This is the process of reducing the number of variables which are not necessary in analysis or not contributing useful information. This step removes the noise and highlights the key information. This step also helps to reduce the storage and reduces the computing needs.

Hypothesis Testing: Testing the key assumptions early in a project helps to ensure that analysis is on the right track. Adjusting the data or fixing issues at this stage will be less costly than at the end of the project.

Iterative Exploration: EDA steps are repeated as often as needed. Each iteration refines the data and reveals deeper insights. This iterative approach ensures that analysis is thorough and reliable.

2. EDA Techniques

In this section, we will explore various techniques to do the EDA via Imaginary Bank Dataset. The Imaginary Bank has a growing customer base. Most of these customers are liability customers (depositors) with varying sizes of deposits. The number of customers who are also borrowers (asset customers) is quite small, and the bank is interested in expanding this base rapidly to bring in more loan business and in the process, earn more through the interest on loans. In particular, the management wants to explore ways of converting its liability customers to personal loan customers (while retaining them as depositors). A campaign that the bank ran last year for liability customers showed a healthy conversion rate of over 9% success. This has encouraged the retail marketing department to devise campaigns with better target marketing to increase the success ratio.

Our objective is to do the EDA on this dataset and find the patterns, outliers and trends that will contribute to machine learning model development.

Data Dictionary: Refer Appendix A

2.1 Univariate Analysis

Univariate Analysis focuses on individual variables' properties in isolation. This type of analysis provides insights into the distribution of a single variable. It provides information like if variables have central tendencies, how is it speeded across the dataset, etc. It does not explore the relationship between variables.

Univariate analysis can be conducted using both non graphical and graphical methods. Non graphical methods involve looking at the data summary statistics such as mean, median, mode and standard deviation.

Graphical methods include visualization like histograms, bar charts, etc.

Using the Imaginary Bank dataset, we can conduct univariate analysis on all the variables. Few examples are listed below:

Refer Appendix B for detailed Statistical summary

Refer Appendix C for detailed Graphical summary

Age:

Statistical Summary: Mean age of the customers, Age distribution and identifying the most common age group.

Graphical Summary: Box plot or histogram to show the distribution of the Age variable.

Income:

Statistical Summary: Average annual income, income range, and standard deviation.

Graphical Summary: A box plot to highlight income spread and detect potential outliers.

Education:

Statistical Summary: Frequency of each education level (Undergrad, Graduate, Advanced/Professional).

Graphical Summary: A bar chart or pie chart to represent the proportion of customers in each education category.

CCAvg (Average monthly credit card spending):

Statistical Summary: Mean and median monthly credit card spending.

Graphical Representation: A histogram to visualize spending patterns.

Family:

Statistical Summary: Most common family size and variability in family sizes among customers.

Graphical Summary: A bar chart showing the frequency of different family sizes.

Below are some Examples of Insights which we can derive from Univariate Analysis. Univariate analysis can reveal useful patterns such as:

The most common age group of customers. This could help the bank target marketing campaigns effectively.

Identification of high-income customers who might be ideal candidates for personal loan offers.

Spending habits across different family sizes, providing insights into customer behavior.

Univariate analysis is a foundational step in EDA that sets the stage for deeper analysis. By isolating and understanding each variable, we can gain clarity

about the dataset's structure and prepare for more complex analyses.

2.2 Bivariate Analysis

Bivariate analysis examines the relationship between two variables. It helps to identify the correlation, dependencies and potential associations between two variables. This type of analysis helps to determine how change in one variable influences the other variable. Bivariate analysis can handle both categorical and numerical variables. Graphical methods like scatter plots, box plots and grouped bar charts are commonly used for visualization.

Using the Imaginary Bank dataset, we can conduct bivariate analysis on all the variables w.r.t to the target variable Personal_Loan. Few examples are listed below:

Refer Appendix D for detailed Statistical summary

Income vs. Personal_Loan:

Analysis: Explore whether higher-income customers are more likely to accept personal loans.

Visualization: A box plot showing the income distribution for customers who accepted vs. declined the loan offer.

Insight: Identify income thresholds where conversion rates are higher.

CCAvg vs. Personal_Loan:

Analysis: Examine the relationship between average credit card spending and the likelihood of taking a loan.

Visualization: A scatter plot to observe spending trends for customers who accepted loans.

Insight: Determine if higher credit card spenders are more likely to opt for loans.

Education vs. Personal_Loan:

Analysis: Assess how education level impacts loan acceptance.

Visualization: A grouped bar chart to compare loan acceptance rates across education levels.

Insight: Understand which educational demographic is more likely to accept loans.

Family vs. Personal_Loan:

Analysis: Investigate whether family size influences loan acceptance rates.

Visualization: A grouped bar chart to represent acceptance rates across different family sizes.

Insight: Identify family sizes that are more inclined toward borrowing.

Below are some Examples of Insights which we can derive from Bivariate Analysis. Bivariate analysis can reveal important relationships, such as:

Higher-income customers might be more receptive to personal loan offers.

Customers with higher credit card spending may demonstrate a stronger borrowing tendency.

Education level and securities account ownership could serve as predictive factors for loan acceptance.

2.3 Multivariate Analysis

Multivariate analysis as name suggests analyzes multiple variables simultaneously. This technique is useful when a complex data structure is involved in data analysis. It helps to uncover the advanced dimensions of relationships.

In the case of Imaginary Bank, it helps to understand how multiple features together influence the likelihood of the customer accepting a personal loan.

Using the Imaginary Bank dataset, multivariate analysis can explore how a combination of features affects the target variable, `Personal_Loan`. Some examples include:

Income, CCAvg, and Education vs. Personal_Loan:

Analysis: Investigate how income levels, credit card spending, and education levels interact to influence loan acceptance.

Visualization: A 3D scatter plot to observe relationships among these variables.

Insight: Identify the demographic group most likely to convert into personal loan customers.

Family, Mortgage, and Age vs. Personal_Loan:

Analysis: Study how family size, mortgage value, and age jointly impact the likelihood of loan acceptance.

Visualization: Heatmaps or bubble charts to highlight high-conversion groups.

Insight: Pinpoint customer segments with a higher propensity for taking loans.

Below are some Examples of Insights which we can derive from Multivariate Analysis.

Identifying high-income, high-spending customers with advanced education levels as ideal loan prospects.

Detecting which combination of features contributes most to predicting loan acceptance.

2.4 Time Series Analysis

Time series analysis examines data points collected at regular intervals to identify trends, patterns, and periodic changes over time. While the Imaginary Bank dataset focuses primarily on customer demographics and behavior, incorporating time-related features (e.g., campaign performance over months) can enhance analysis and provide actionable insights.

Campaign Performance Over Time:

Analysis: Examine the monthly performance of personal loan campaigns to detect seasonal trends or periods of high customer engagement.

Visualization: Line charts showing the number of loans accepted per month.

Insight: Identify the most effective times to run future campaigns.

Customer Growth Trends:

Analysis: Analyze how the number of liability customers and asset customers has evolved over time.

Visualization: Time series plots of customer counts, categorized by type.

Insight: Determine whether growth trends align with business goals.

Credit Card Spending Patterns:

Analysis: Evaluate seasonal or periodic fluctuations in average credit card spending (CCAvg).

Visualization: Seasonal decomposition plots to separate trends, seasonality, and residuals.

Insight: Understand spending behavior to design targeted offers during high-spending periods.

Below are some Examples of Insights which we can derive from Time Series Analysis.

Seasonal trends in campaign performance can help schedule marketing efforts more effectively.

Identifying peaks in credit card spending could inform personalized loan offers during these periods.

2.5 Cluster Analysis

Cluster analysis is a technique used to segment data into groups of similar observations. For the Imaginary Bank dataset, clustering can help identify customer segments with shared characteristics, enabling more personalized marketing strategies and uncovering hidden patterns within the data.

Customer Segmentation:

Analysis: Group customers based on variables like income, credit card spending, education, and family size.

Clustering Algorithm: Use k-means or hierarchical clustering to identify natural groupings.

Insight: Define customer personas, such as “High-income, high-spending professionals” or “Young families with moderate deposits.”

Loan Propensity Segments:

Analysis: Cluster customers by their likelihood of accepting a personal loan, using features like mortgage, age, and securities account ownership.

Insight: Target specific clusters with tailored loan offers.

Anomaly Detection:

Analysis: Use clustering to identify outliers, such as customers with unusually high income but low credit card spending.

Insight: Investigate anomalies for potential untapped opportunities.

Below are some Examples of Insights which we can derive from Cluster Analysis.

Customer clusters can guide tailored marketing campaigns to improve loan conversion rates.

Identifying anomalies might uncover underserved customer segments or misaligned offers.

Segmentation based on propensity for loans ensures resource efficiency in targeting high-potential customers.

3. Findings

Model can make wrong predictions as:

Model will predict that customer will not take the personal loan, but customer will take the personal loan (FN)

Model will predict that customer will take the personal loan, but customer will not take the personal loan (FP)

Which case is more important?

If the model predicts that a customer will not take the personal loan, but the customer is interested in personal loan, then the bank will miss the opportunity to convert the customer. Hence the bank will not earn interest on personal loans.

If the model predicts that a customer will take the personal loan, but customer is not interested in personal loan, then the bank will run a campaign to a customer who will most likely not take a loan.

The earned interest on personal loan will generally be more compared to the campaign cost.

How to reduce the losses?

The bank would want the recall to be maximized, the greater the recall score higher are the chances of minimizing the False Negatives.

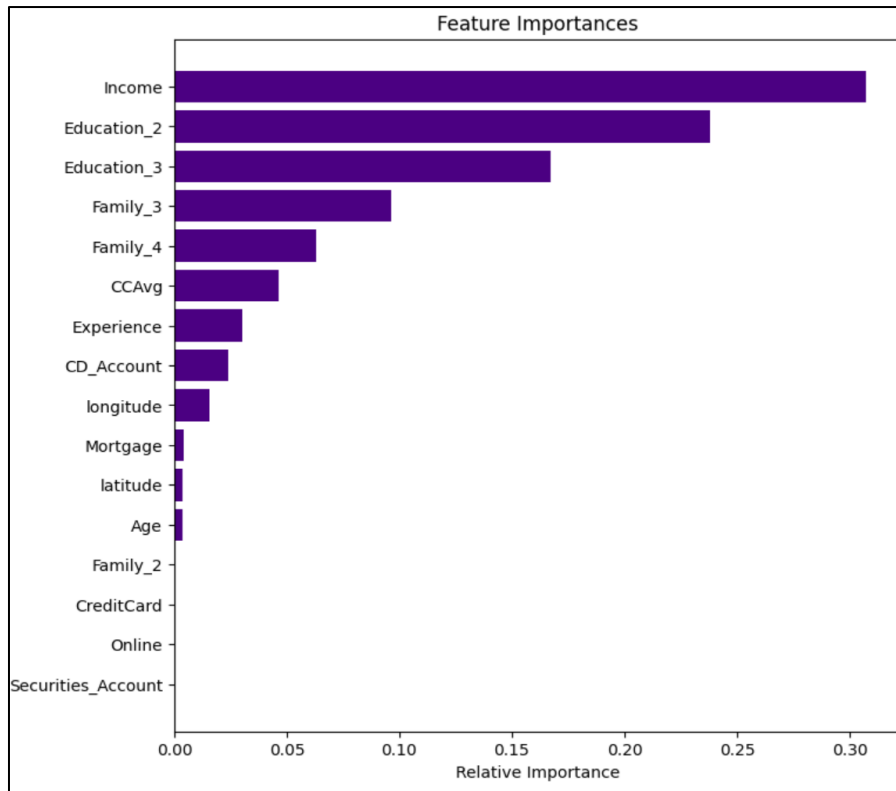
Training performance comparison:

Decision Tree	Default	Balanced	Pre-Pruning	Post-Pruning
Accuracy	0.999714	0.999429	0.926000	0.939143
Recall	1.000000	0.996979	0.990937	0.987915
Precision	0.996988	0.996979	0.561644	0.610075
F1	0.998492	0.996979	0.716940	0.754325

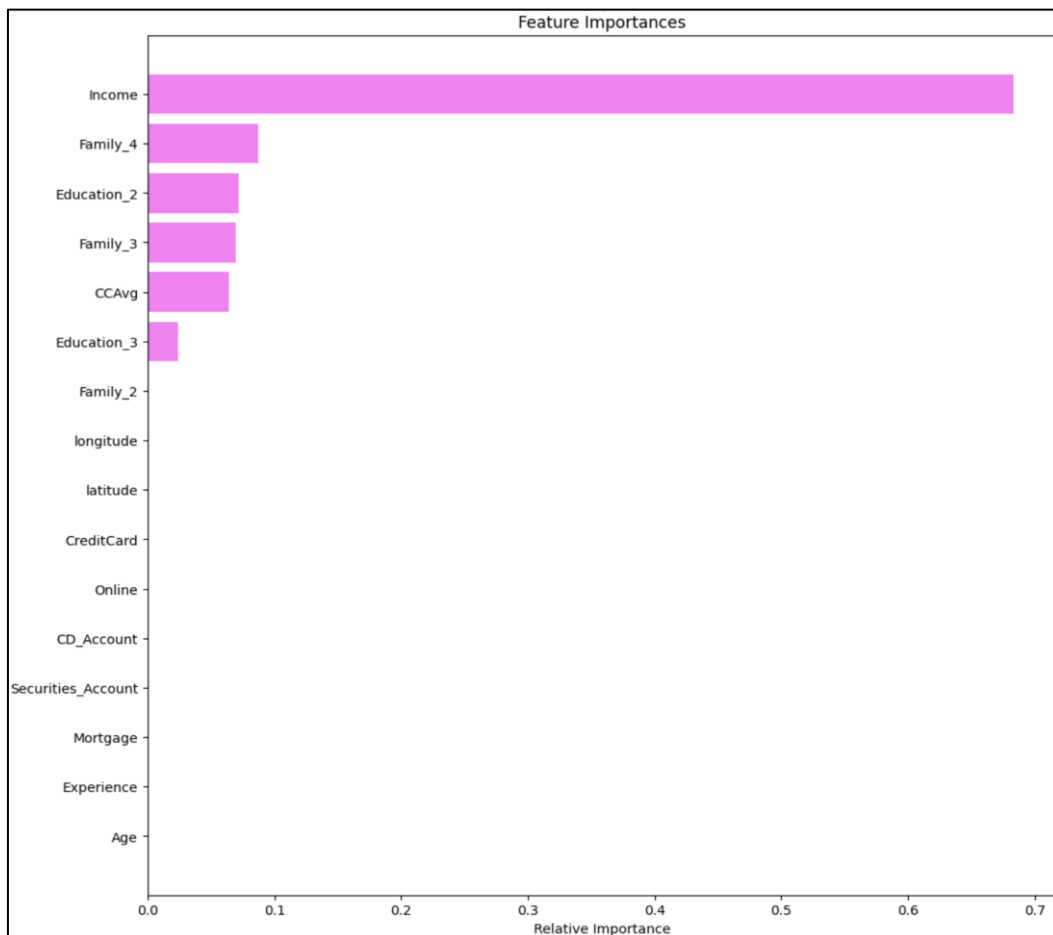
Test set performance comparison:

Decision Tree	Default	Balanced	Pre-Pruning	Post-Pruning
Accuracy	0.978000	0.980000	0.930000	0.938000
Recall	0.885906	0.879195	0.979866	0.979866
Precision	0.891892	0.916084	0.588710	0.618644
F1	0.888889	0.897260	0.735516	0.758442

Let us compare the feature set of the Default and Post-Pruned decision trees of the Imaginary Bank Dataset.



Decision Tree - Default Parameters



Decision Tree - Post Pruned

The feature importance graphs reveal the most influential variables in the decision tree's predictions:

Income: The most significant factor influencing personal loan acceptance.

Education Levels (Education_2 and Education_3): Higher education levels strongly correlate with loan acceptance.

Family Size (Family_3 and Family_4): Larger family sizes were also key factors.

CCAvg: Higher average monthly credit card spending indicated higher loan acceptance likelihood.

The feature importance aligns closely with the EDA findings, which highlighted Income, Education, and Credit Card Spending as key predictors. However, variables such as Mortgage and Securities_Account, which were less significant in the EDA, also showed low importance in the decision tree.

The decision tree model results were compared with the insights derived from EDA:

Income and Education: Both EDA and the model highlighted these as critical factors influencing loan acceptance.

Family Size and CCAvg: The model confirmed these variables as influential, consistent with EDA findings.

Discrepancies: Variables like Age, which had moderate significance in EDA, were less impactful in the model. This could indicate redundancy or lack of predictive power in the decision tree.

4. Advantages of EDA

Data Driven Decision Making: EDA reveals the patterns, trends and outliers. It provides visual representation for non-data professionals like CEOs and VPs to make informed decisions. EDA ensures that every move is backed by reliable data and insights.

Personalization: It helps business to understand the customer data and hence the behaviors of the customers. Organizations can leverage that information and create targeted campaigns and segments.

Enhanced Communication: Graphs, Charts and statistical summaries generated during the EDA is a powerful tool for communication. EDA driven visualizations ensure that every team member understands the insights and works towards the common goal.

Compliance and Regulations: EDA helps to identify inconsistencies. It helps regulators and compliance officers to identify the issues before the

audits and potentially saves the organization from penalties.

EDA can help various business domains like Marketing, HR, Customer Service, finance, etc.

In case of Imaginary Bank scenario, we can observe below actionable Insights and Business Recommendations:

Actionable Insights:

Income (most important factor): High-income customers are most likely to accept personal loans. Prioritize them for targeted campaign.

Family Size: Customers with larger family size (3 or 4) are most likely to need personal loan due to more financial responsibilities.

Education Level: Graduate (level 2) and Advanced / Professional (level 3) will influence the loan adaptation. These customers are more likely to evaluate and accept the loan.

CCAvg: These customers are financially active and most likely to require personal loan to manage the large purchases and dept.

Low Importance Features: some features are online banking, Location, etc. have lower predictive power, so they can deprioritize for the marketing effort.

Business Recommendations:

Focus the marketing efforts for the high-income, financially active Educated and large family size customers.

Design the loan for the high-income customer with flexible repayment, competitive interest rates and low processing fees.

Highlight the loan as solution for family need like vacation, medical emergencies, etc.

For educated and financially active customers, focus on digital marketing like email campaigns, social media and app notifications. Also project the personal loan as easy financing for large purchases.

Engage the high value customers personally for better conversations.

5. DISCUSSION

The findings of this study highlight the critical role of Exploratory Data Analysis (EDA) in machine learning workflows, especially in scenarios involving customer segmentation and targeted marketing. The application of EDA to the Imaginary Bank dataset uncovered valuable patterns and insights that influenced

the design of predictive models and informed business strategies.

One key observation is the alignment between the EDA findings and the decision tree model's feature importance results. Variables such as Income, Education, and CCAvg were consistently highlighted as significant predictors of personal loan acceptance. This reinforces the importance of EDA in identifying meaningful relationships within datasets, which can subsequently guide feature selection and model development.

While EDA is traditionally performed manually, the growing scale and complexity of datasets demand automation. Automated EDA tools and frameworks can expedite data exploration, allowing analysts to focus on strategic interpretation rather than repetitive tasks. For example: Automation can rapidly generate descriptive statistics, detect outliers, and produce visualizations.

Advanced algorithms can automatically identify potential correlations and clusters, reducing the time required for bivariate and multivariate analyses.

By integrating automation into EDA workflows, organizations can scale their analytical capabilities and address more complex datasets efficiently. This synergy between manual expertise and automated processes ensures that the benefits of EDA—such as uncovering trends, mitigating risks, and personalizing strategies—are fully realized.

Furthermore, the findings underscore the importance of evaluating and mitigating model errors, particularly False Negatives (FN). Recall optimization, as highlighted in the results, ensures that opportunities for customer conversion are maximized. While automation can assist in identifying optimal thresholds and configurations, domain expertise remains vital to interpret and act on these findings effectively.

Appendix A: Data Dictionary

ID: Customer ID

Age: Customer's age in completed years

Experience: #years of professional experience

Income: Annual income of the customer (in thousand dollars)

ZIP Code: Home Address ZIP code.

Family: The Family size of the customer

CCAvg: Average spending on credit cards per month (in thousand dollars)

Education: Education Level. 1: Undergrad; 2: Graduate;3: Advanced/Professional

Mortgage: Value of house mortgage if any. (in thousand dollars)

Personal_Loan: Did this customer accept the personal loan offered in the last campaign? (0: No, 1: Yes)

Securities_Account: Does the customer have a securities account with the bank? (0: No, 1: Yes)

CD_Account: Does the customer have a certificate of deposit (CD) account with the bank? (0: No, 1: Yes)

Online: Do customers use internet banking facilities? (0: No, 1: Yes)

CreditCard: Does the customer use a credit card issued by any other Bank (excluding All life Bank)? (0: No, 1: Yes)

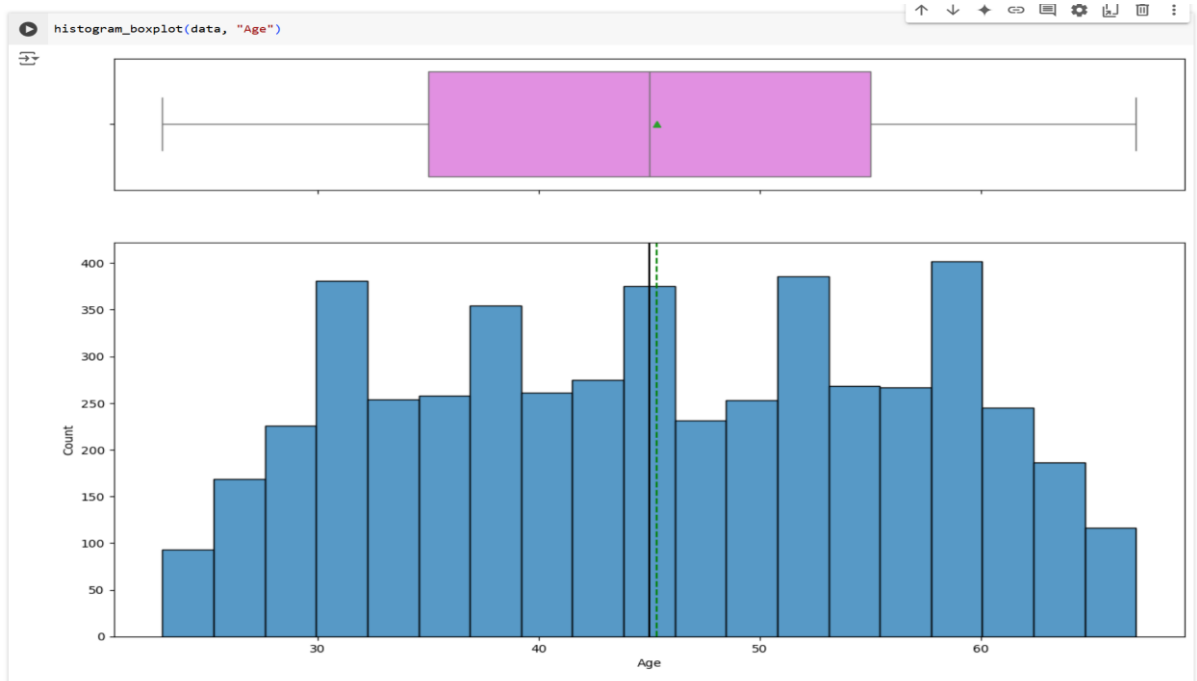
Appendix B: Statistical Summary

	Count	Mean	Std	Min	25%	50%	75%	max
Age	5000	45.3384	11.463166	23	35	45	55	67
Experience	5000	20.1046	11.467954	-3	10	20	30	43
Income	5000	73.7742	46.033729	8	39	64	98	224
ZIPCode	5000	93169.257	1759.455086	90005	91911	93437	94608	96651
Family	5000	2.3964	1.147663	1	1	2	3	4
CCAvg	5000	1.937938	1.747659	0	0.7	1.5	2.5	10
Education	5000	1.881	0.839869	1	1	2	3	3
Mortgage	5000	56.4988	101.713802	0	0	0	101	635
Personal_Loan	5000	0.096	0.294621	0	0	0	0	1
Securities_Account	5000	0.1044	0.305809	0	0	0	0	1
CD_Account	5000	0.0604	0.23825	0	0	0	0	1
Online	5000	0.5968	0.490589	0	0	1	1	1
CreditCard	5000	0.294	0.455637	0	0	0	1	1

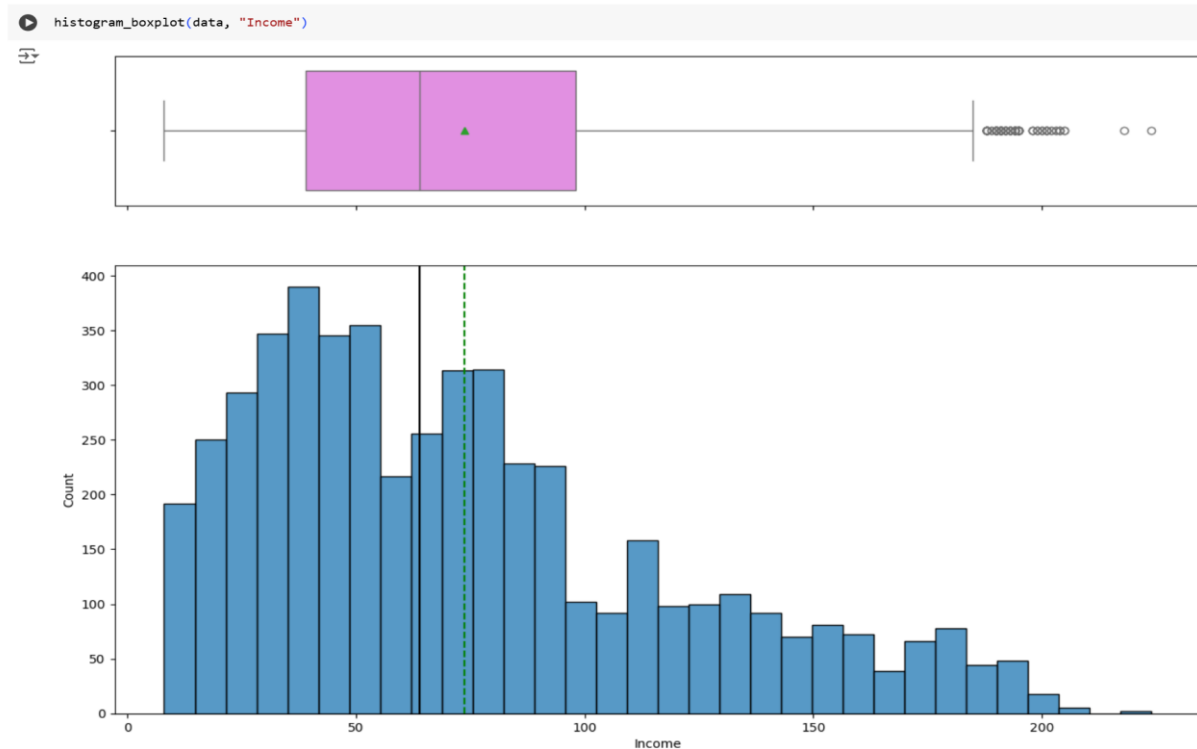
- The age of the customers ranges from 23 to 67 years. The mean and median age is ~45, so data may have symmetrical distribution.
- Experience has negative values; it will need treatment.
- On average, customers have an annual household income of ~\$73k.
- Family size ranges from 1 to 4 members.
- On an average customer spends ~2K using their credit cards.
- Over half of the customers hold at least a graduate-level degree (Graduate or Advanced/Professional)
- Half or more customers do not have a mortgage.
- Approximately 9% of customers have taken personal loan in the last campaign.

- Approximately 10% of the customers hold a Securities account and about 6% have a CD account.
- Approximately 60% of the customers use internet banking.
- Approximately 30% of the customers use credit cards from another bank.

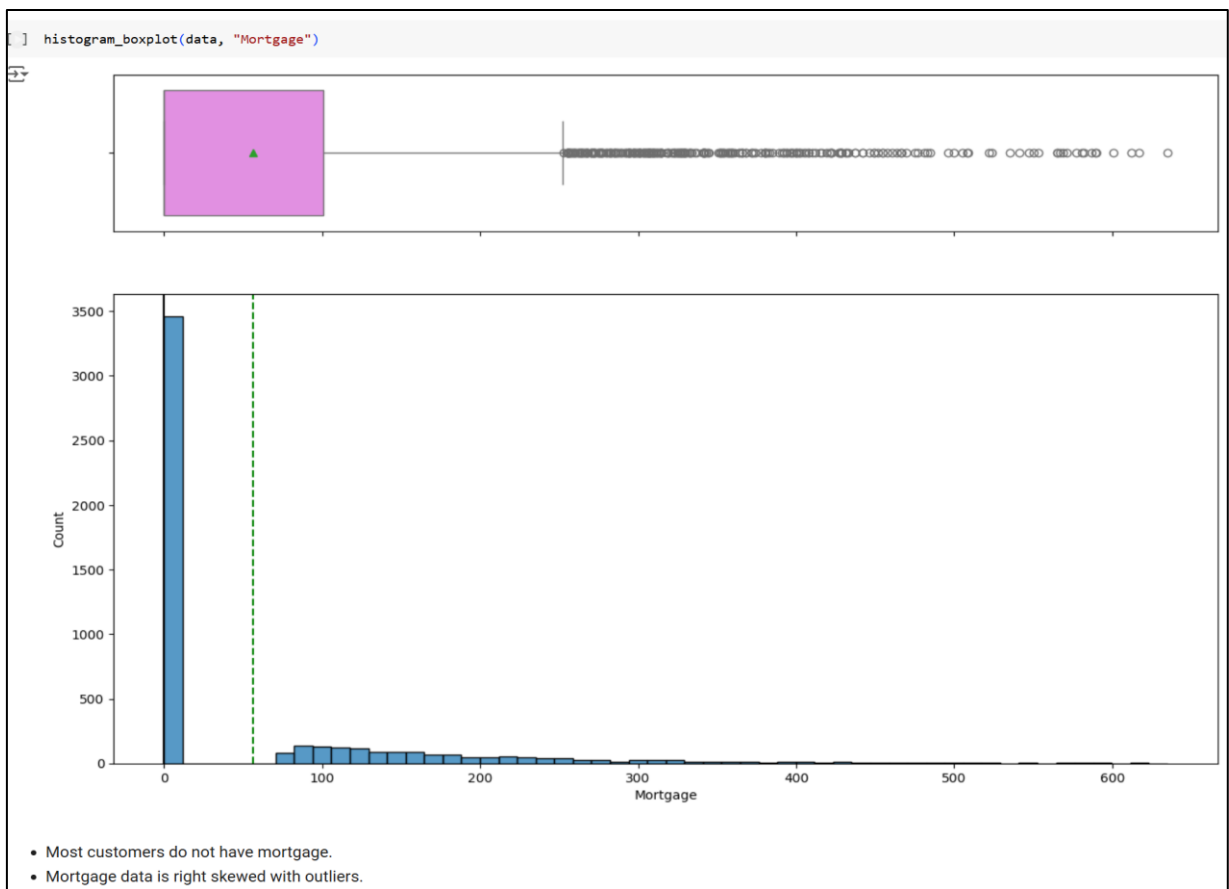
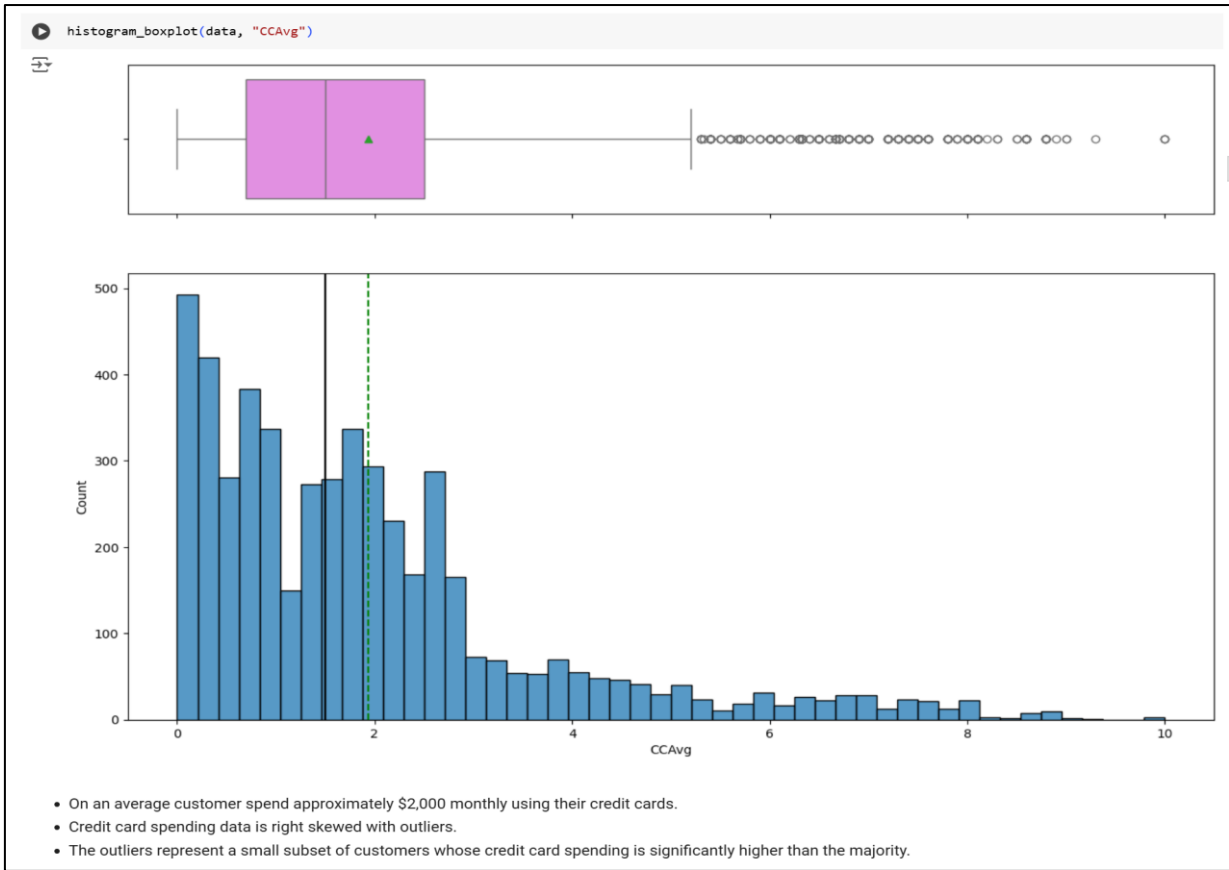
Appendix C: Graphical Summary

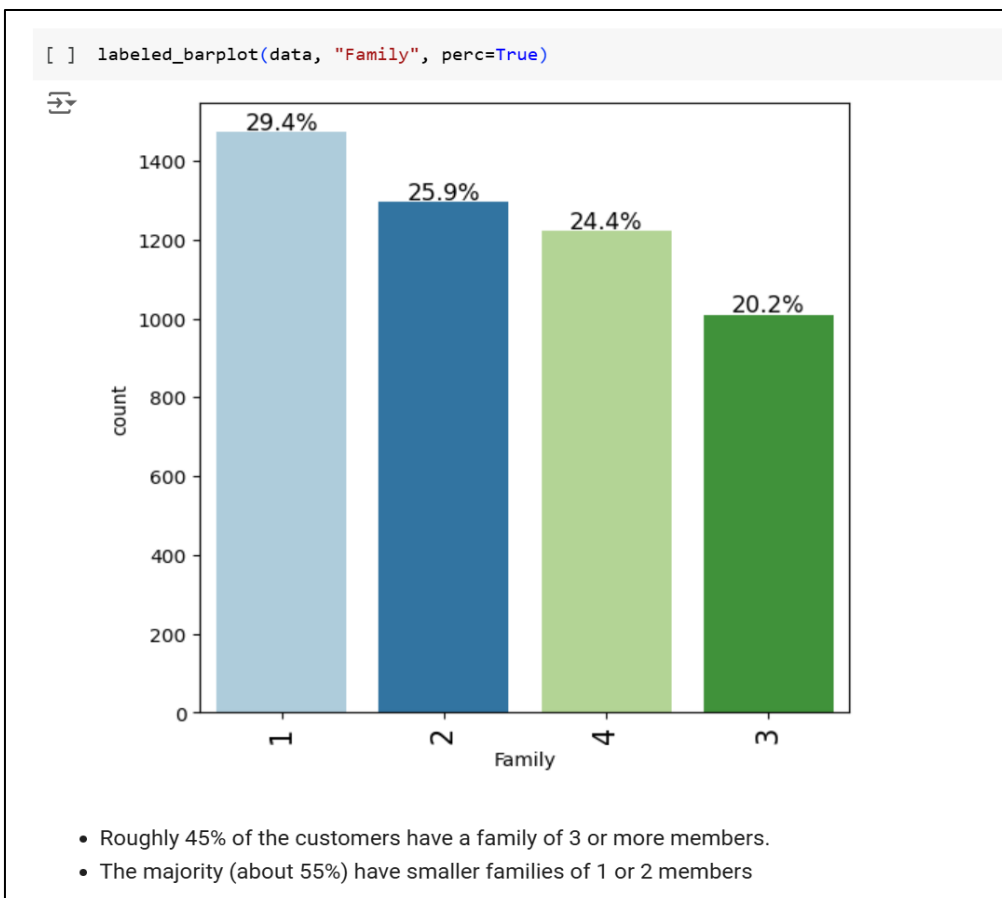
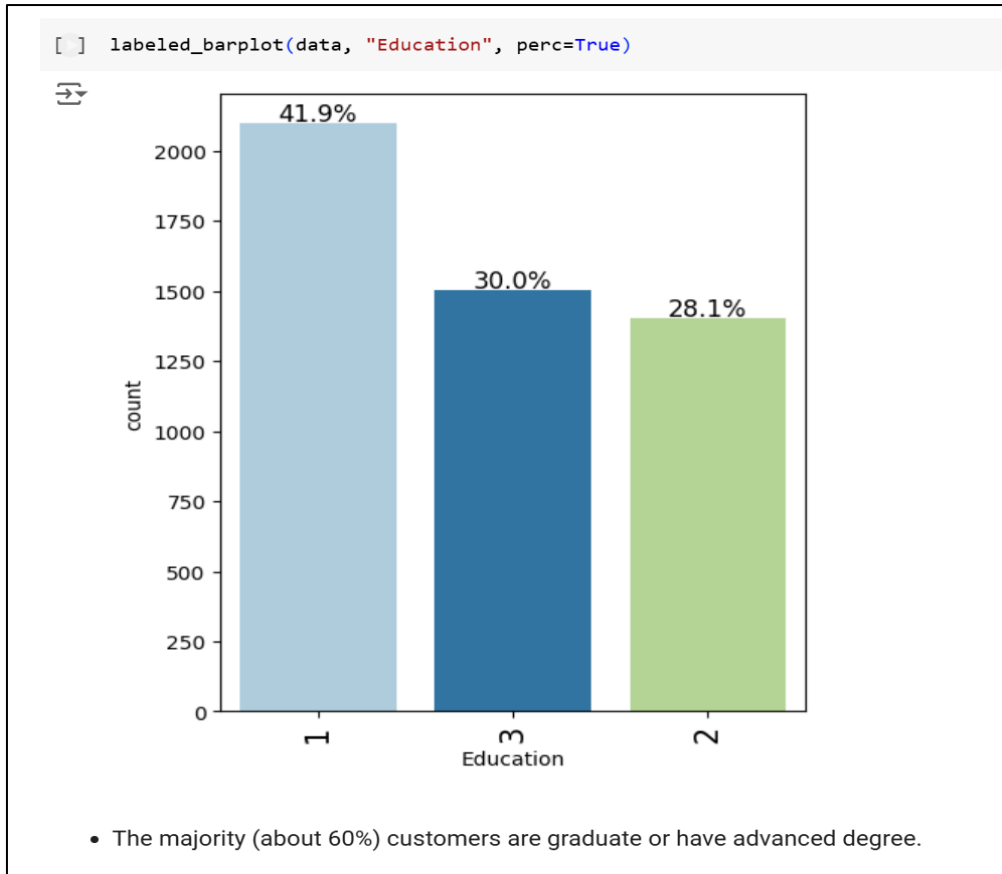


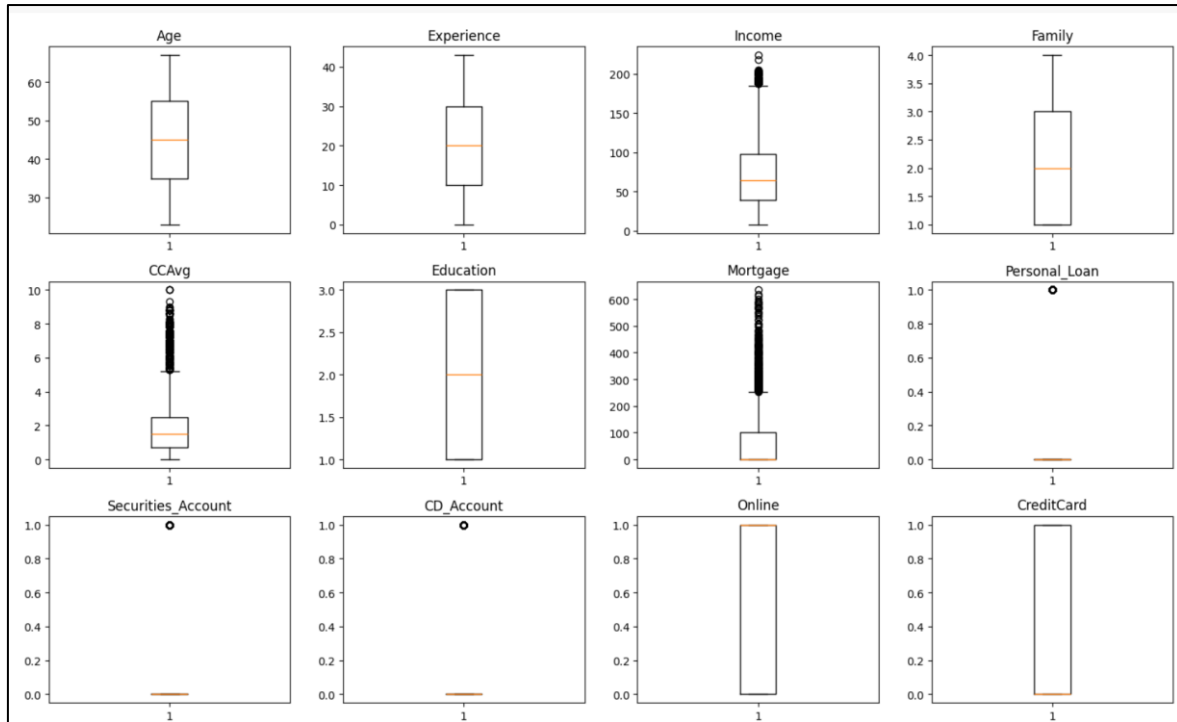
- The Age distribution looks symmetrical with a mean age around 45.
- There is no outlier present.



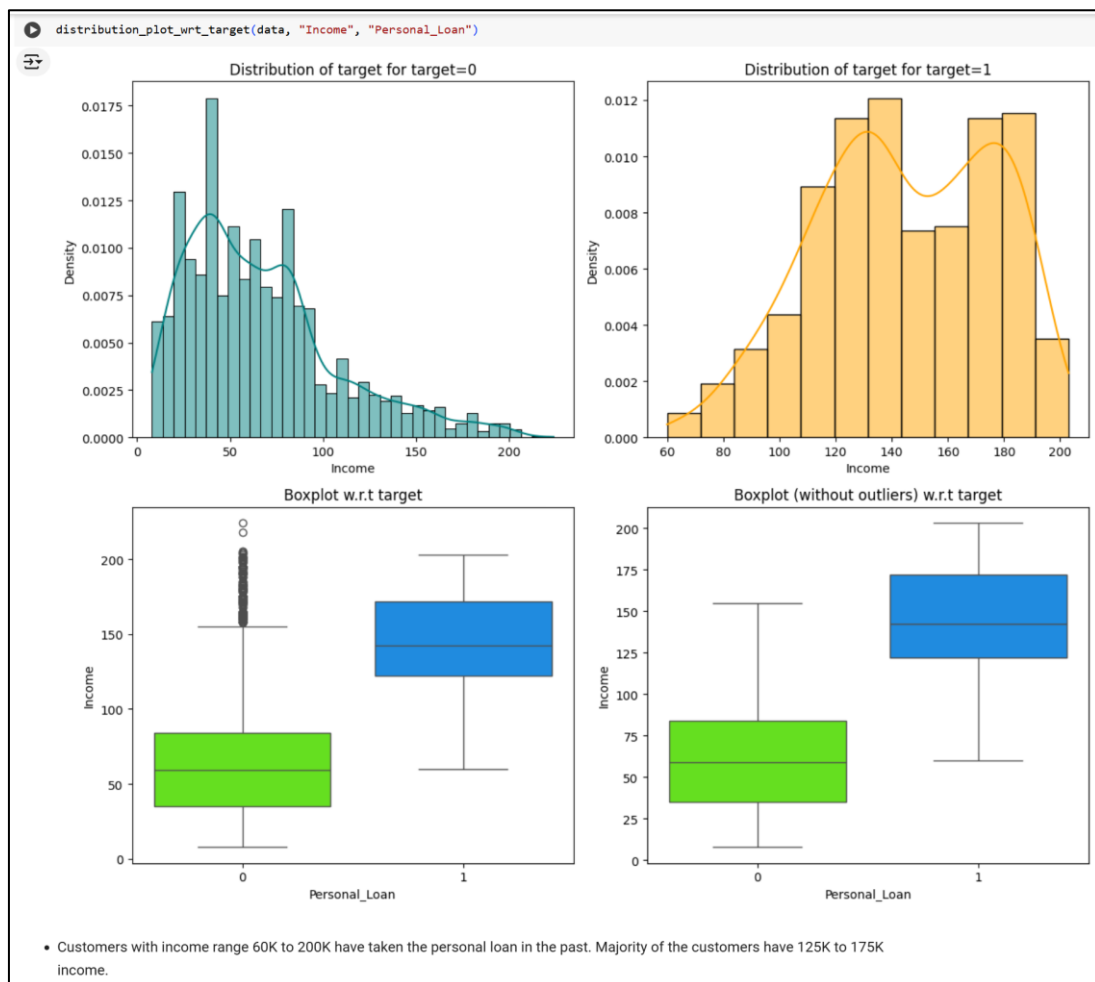
- The Income data is right skewed with many outliers on the upper quartile.

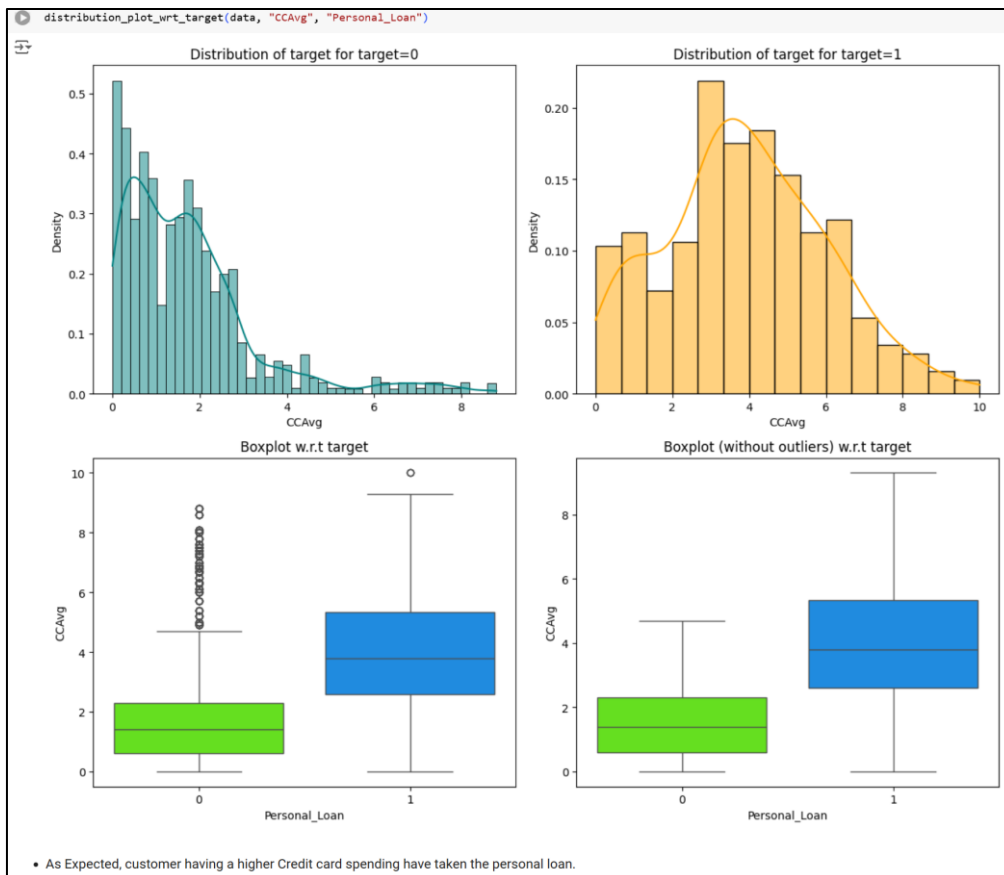
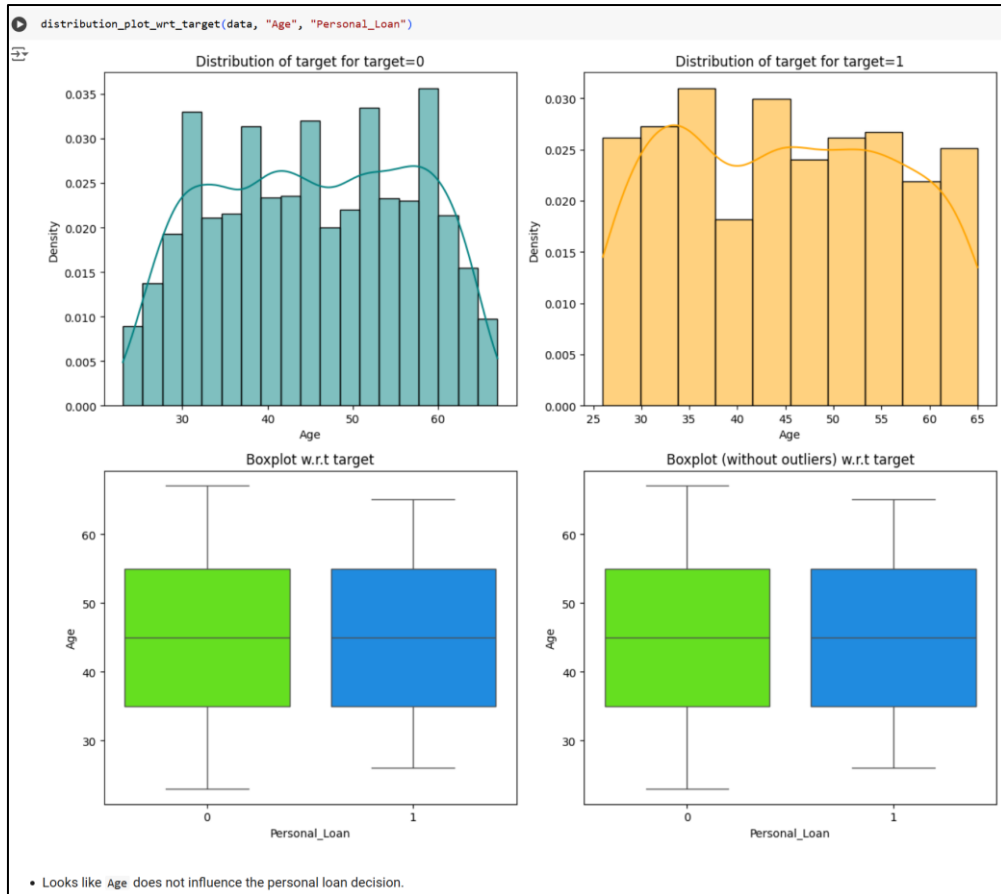


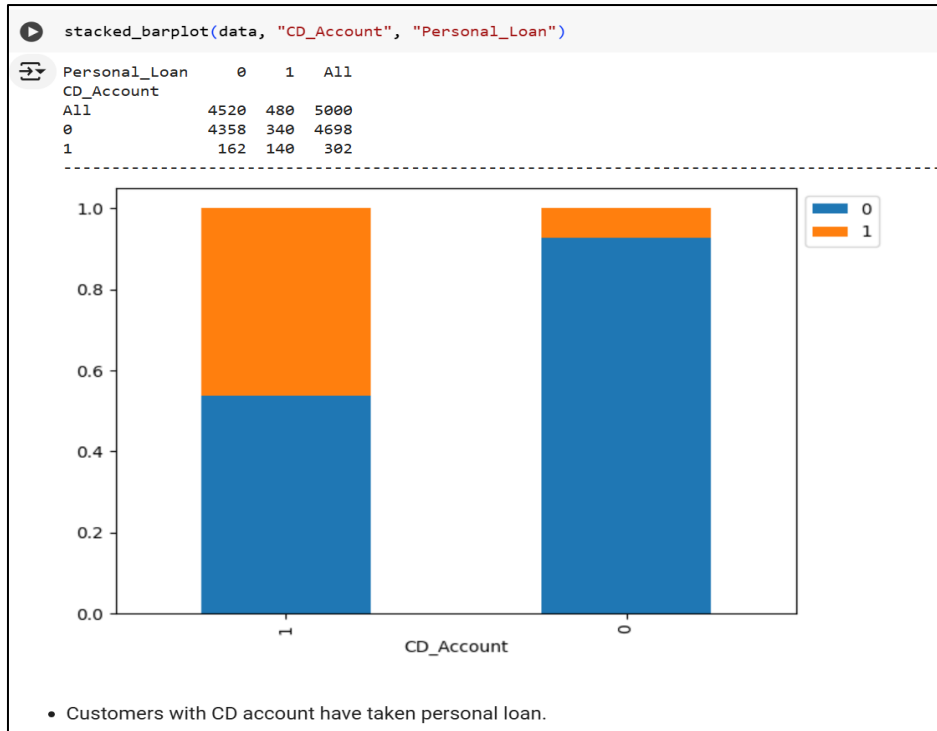




Appendix D: Bivariate Analysis w.r.t. Personal_Loan







6. CONCLUSION

This article demonstrates how Exploratory Data Analysis serves as the foundation for machine learning workflows and data-driven decision-making. Through

the application of EDA techniques to the Imaginary Bank dataset, we uncovered key patterns and relationships that informed the development and evaluation of predictive models.

The results illustrate how EDA bridges the gap between raw data and actionable insights, enabling organizations to:

- Understand customer behavior through detailed data exploration.
- Optimize predictive models by selecting relevant features.
- Minimize risks and enhance decision-making processes through robust data validation.

Automation of EDA processes further amplifies its advantages, making it feasible to analyze increasingly large and complex datasets. However, the combination of automated tools and human expertise ensures that the insights derived are not only efficient but also strategically relevant.

By integrating EDA into their workflows, businesses can unlock the full potential of their data, driving innovation, improving operational efficiency, and fostering customer-centric strategies. As data continues to grow in scale and importance, EDA remains an indispensable tool for navigating its complexities and leveraging it for competitive advantage.

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