



**FACULTEIT ECONOMIE  
EN BEDRIJFSKUNDE**

**HOVENIERSBERG 24**

**B-9000 GENT**

**Tel. : 32 - (0)9 - 264.34.61**

**Fax. : 32 - (0)9 - 264.35.92**

## **WORKING PAPER**

### **Bayesian Network Classifiers for Identifying the Slope of the Customer**

#### **Lifecycle of Long-Life Customers**

**Bart Baesens**<sup>1</sup>

**Geert Verstraeten**<sup>2</sup>

**Dirk Van den Poel**<sup>3</sup>

**Michael Egmont-Petersen**<sup>4</sup>

**Patrick Van Kenhove**<sup>5</sup>

**Jan Vanthienen**<sup>6</sup>

October 2002

2002/154

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<sup>1</sup> Department of Applied Economic Sciences, K.U.Leuven

<sup>2</sup> Department of Marketing, Ghent University

<sup>3</sup> Department of Marketing, Ghent University (corresponding author: dirk.vandenpoel@rug.ac.be)

<sup>4</sup> Institute of Information and Computing Sciences, Utrecht University

<sup>5</sup> Department of Marketing, Ghent University

<sup>6</sup> Department of Applied Economic Sciences, K.U.Leuven