

**1. Which are the top three variables in your model which contribute most towards the probability of a lead getting converted?**

**Ans -** The three variables are

1. Total time spent on website
2. Page views per visit
3. What is your current occupation

**2. What are the top 3 categorical/dummy variables in the model which should be focused the most on in order to increase the probability of lead conversion?**

**Ans –** The three categorical variables are

1. What is your current occupation
2. What matter most to you in choosing a course
3. City

**3. X Education has a period of 2 months every year during which they hire some interns. The sales team, in particular, has around 10 interns allotted to them. So during this phase, they wish to make the lead conversion more aggressive. So they want almost all of the potential leads (i.e. the customers who have been predicted as 1 by the model) to be converted and hence, want to make phone calls to as much of such people as possible. Suggest a good strategy they should employ at this stage.**

**Ans -** They should have to focus on their website so the people would be attracted to the courses, after that they have to increase the marketing, make website more user friendly and give some free courses or offers to the old customers.

**4. Similarly, at times, the company reaches its target for a quarter before the deadline. During this time, the company wants the sales team to focus on some new work as well. So during this time, the company's aim is to not make phone calls unless it's extremely necessary, i.e. they want to minimize the rate of useless phone calls. Suggest a strategy they should employ at this stage.**

**Ans -** Do not ask them to fill extra questions, make form as simple as possible, give more focus to improving the website.