Show Me The Money!!

Emotion Detection for Sales Call Performance

the average cost of hiring an in-house Business Development Rep team is around $6,000-$10,000 per Rep per month.

What Is This?

5 Core Areas of a sales program than needs to develop for effective scaling:

1. **Strong hiring practices and coaching to develop sales reps**
2. Standardized sales processes
3. Consistent pipeline management
4. **Stable and effective enablement programs**
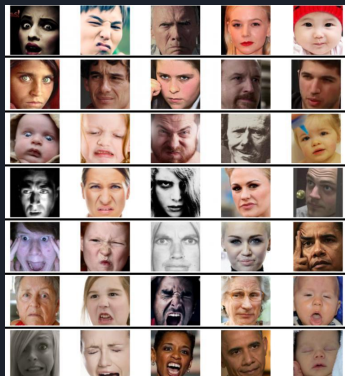5. Appropriate infrastructure to last for the next 2-3 years

Data

FER 2013

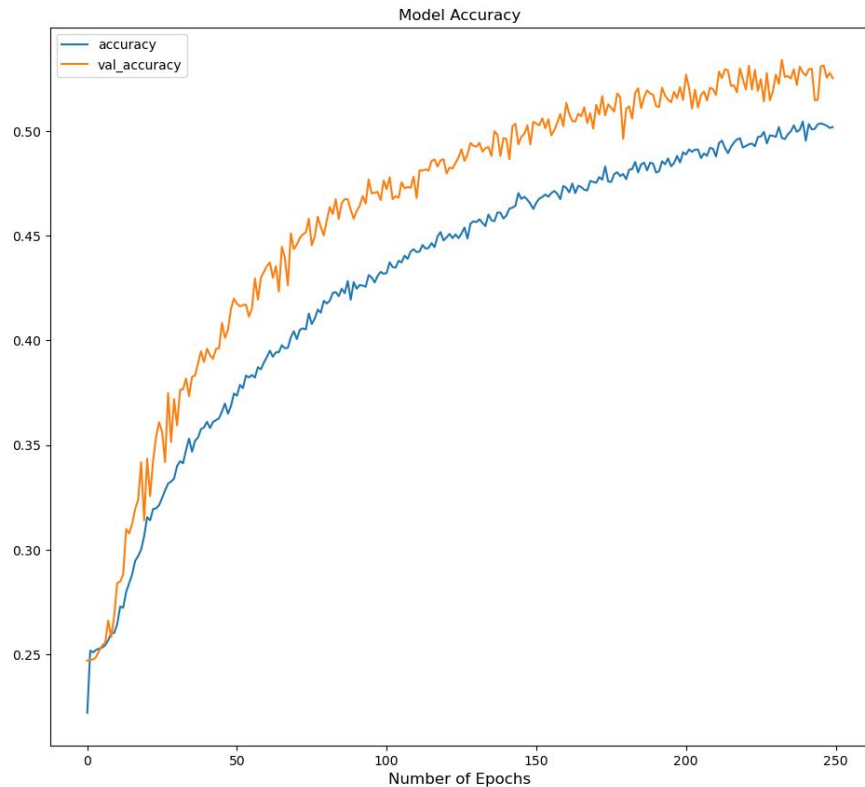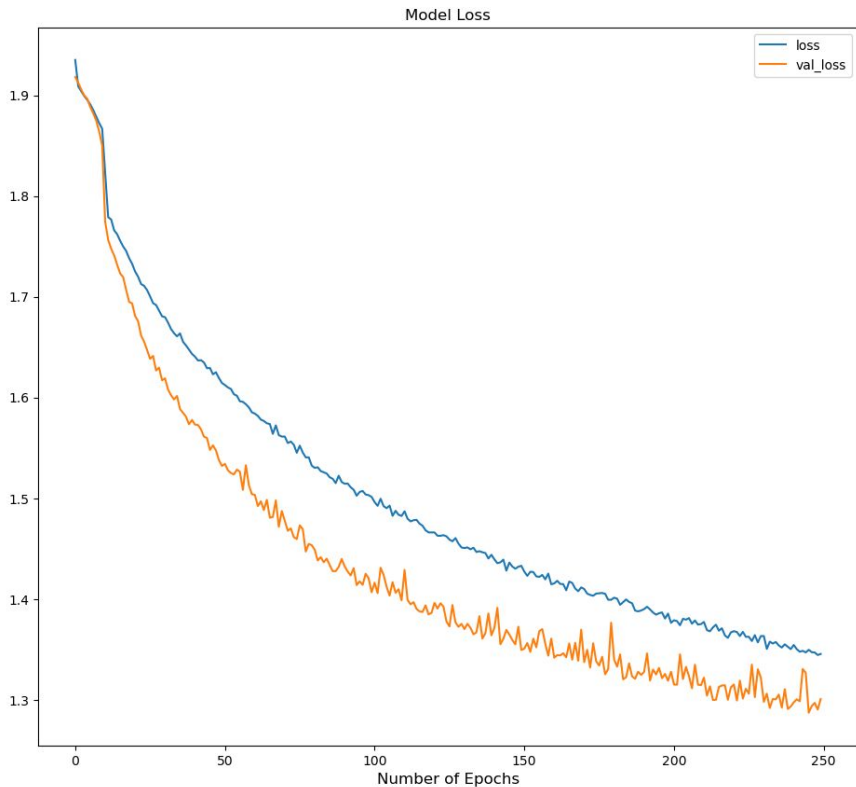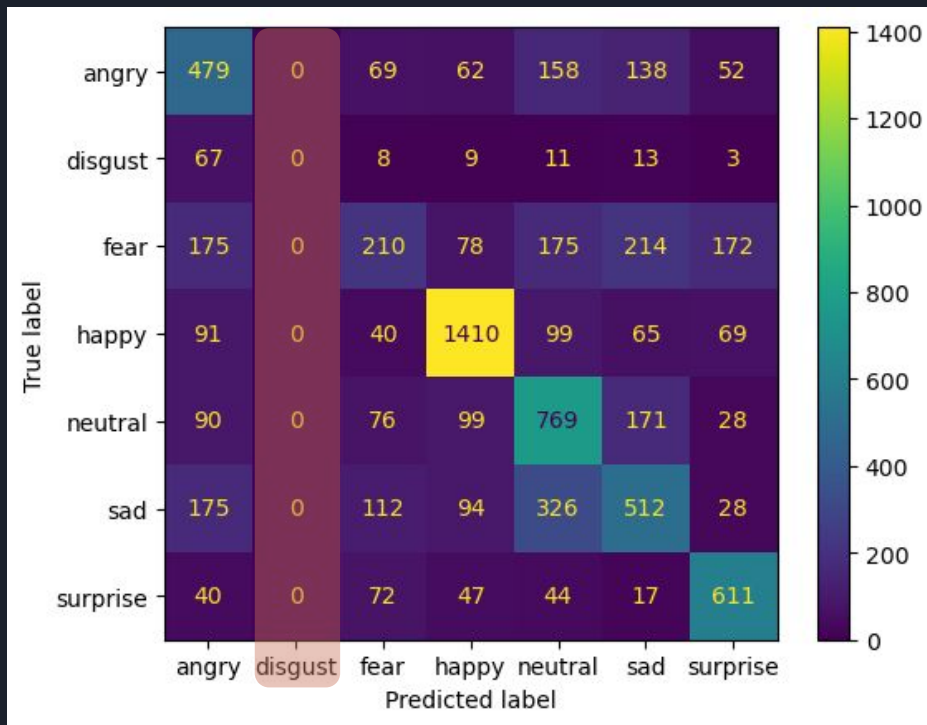30,000 facial images of expressions with size restricted to 48×48

AffectNet

30,000 images of same expressions, min size of 700x700

Modeling: Initial Approach

Loss and Accuracy for initial model performance

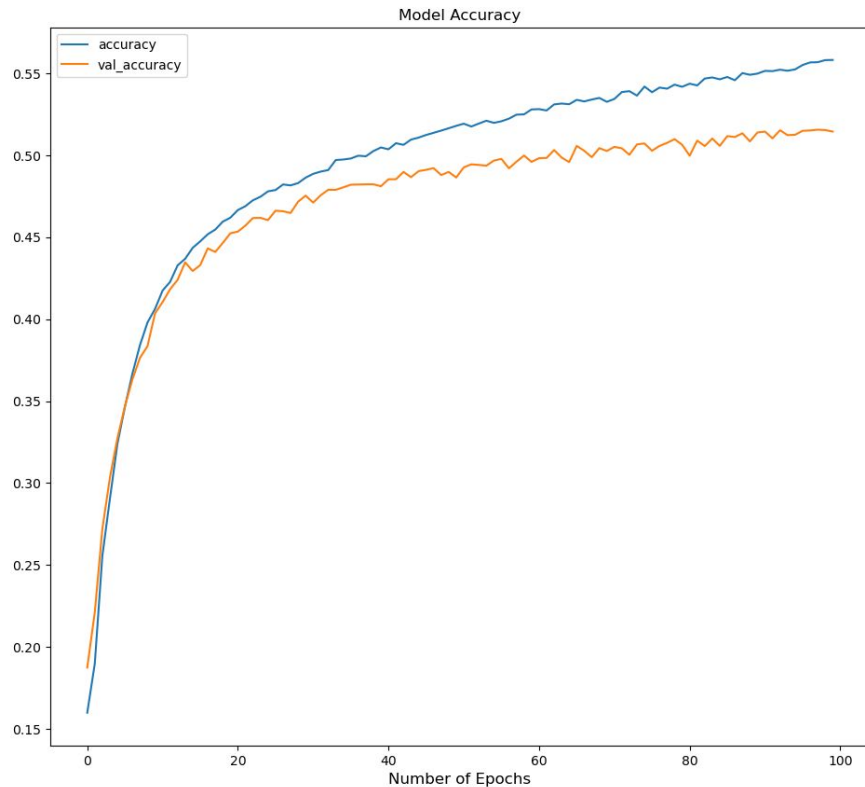# Modeling: Initial Results
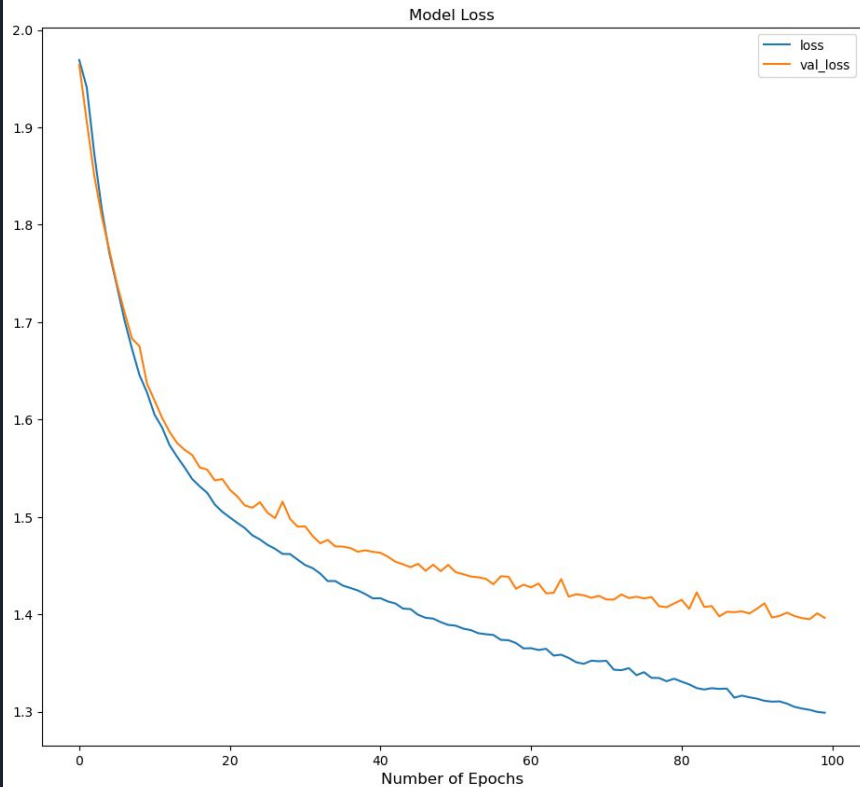
Modeling: Initial Results
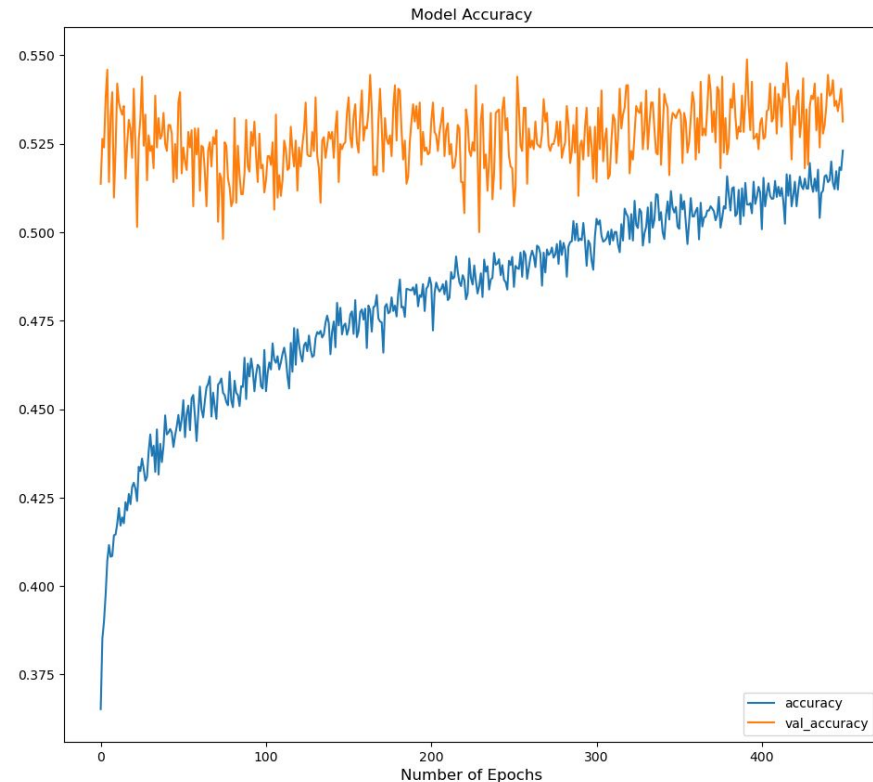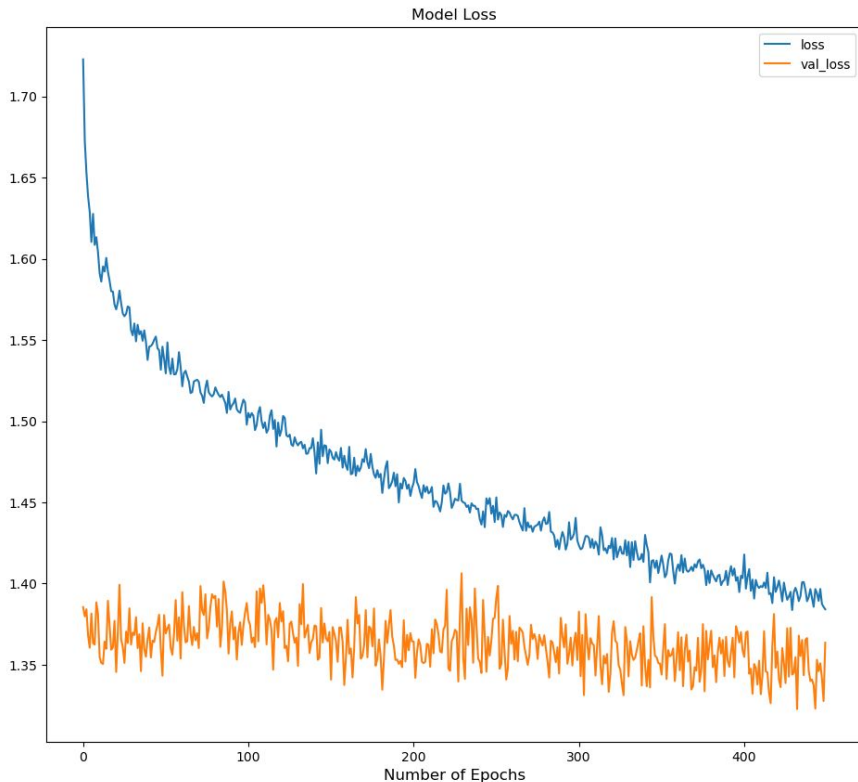
Modeling: Transfer Learning
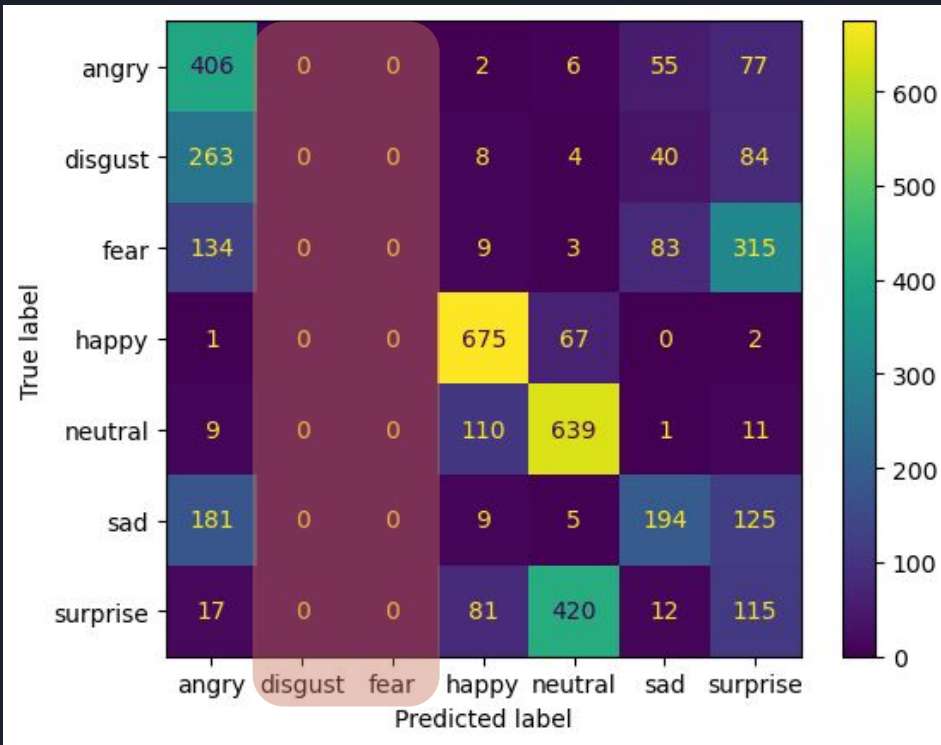

Loss and Accuracy for second model performance

Modeling: Post Transfer Learning

Loss and Accuracy After Transfer Learning
on Initial Model Run Weights

Modeling: Final Results

Considerations:

Business Use Case

Considerations:

Human Error

Predicted:Neutral   Actual: Fearful

Next Steps

Datasets

Parameter Tuning

Model Benchmarking

Face Detection

Thank You