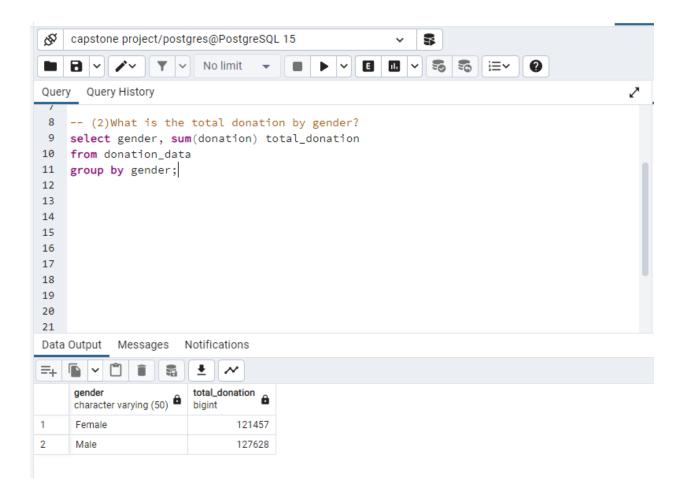
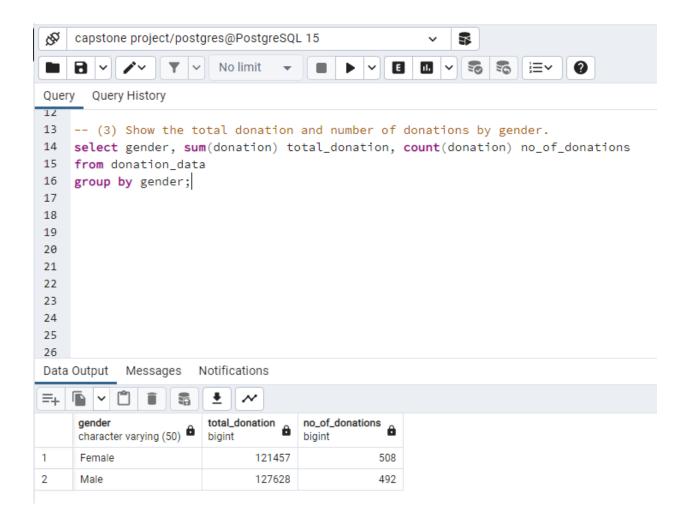
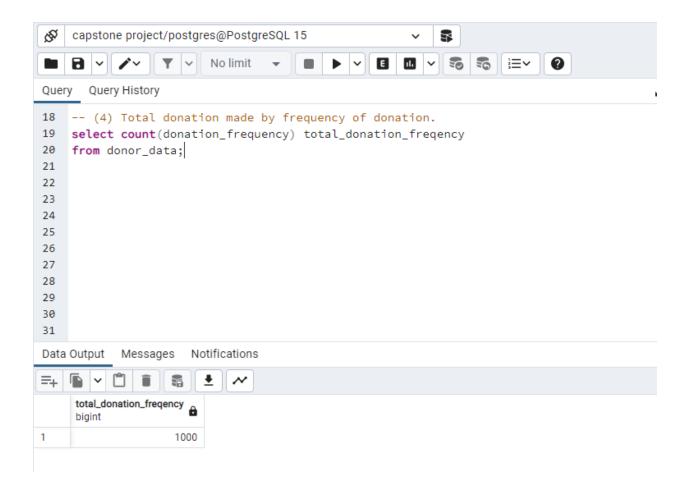


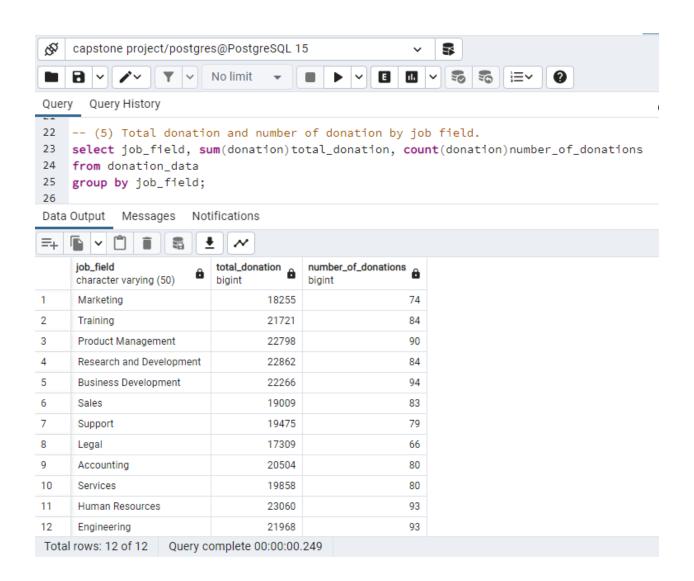
Q2:



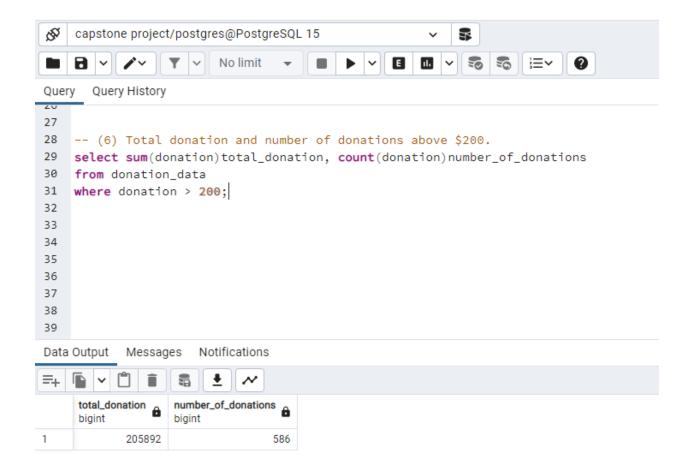


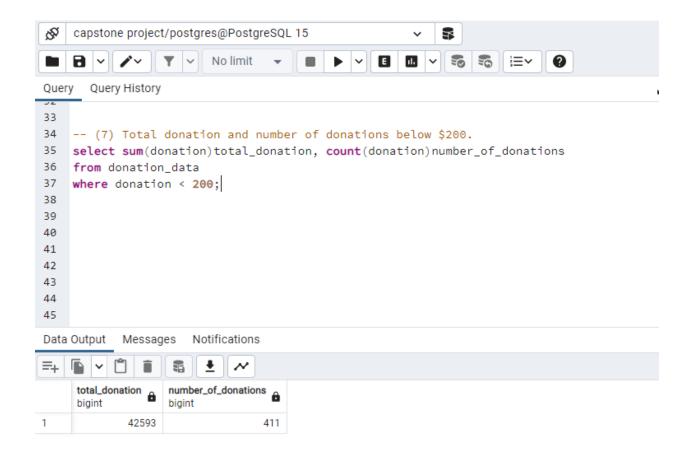
Q4.



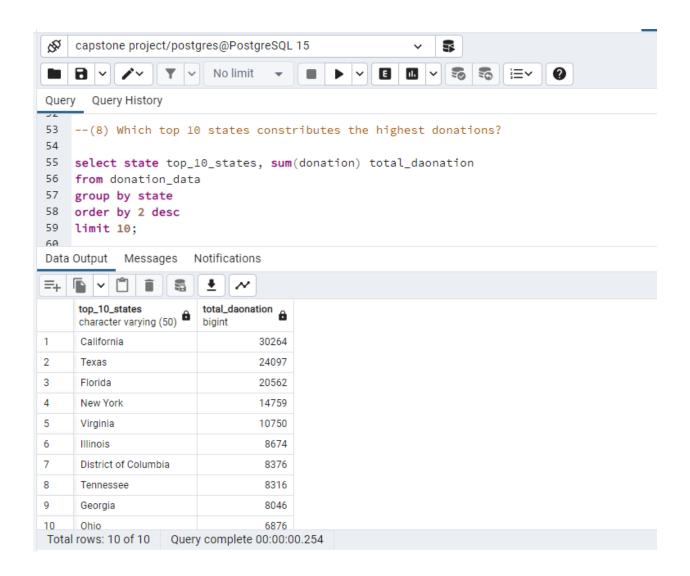


Q6.

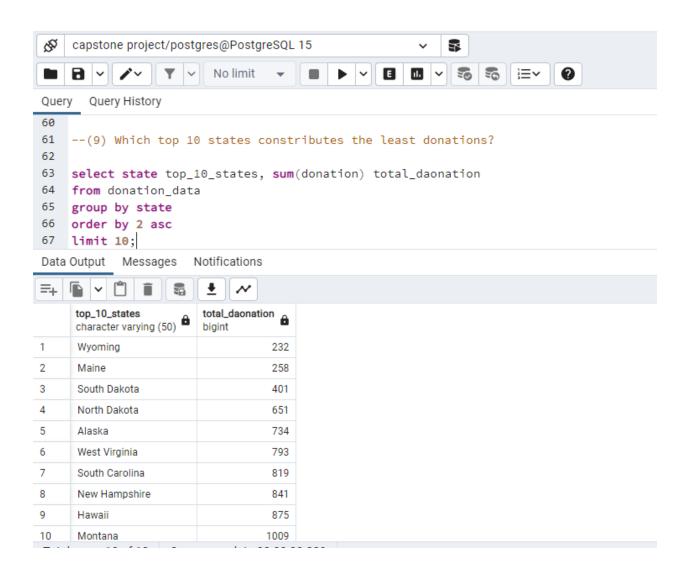




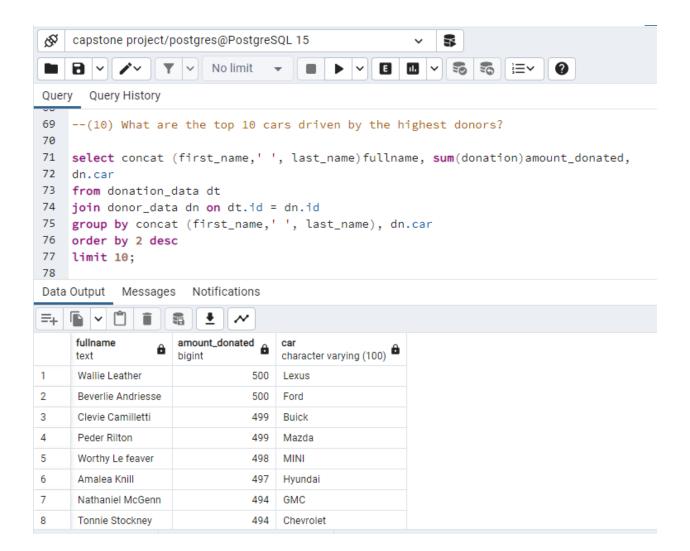
Q8.



Q9.



Q10.



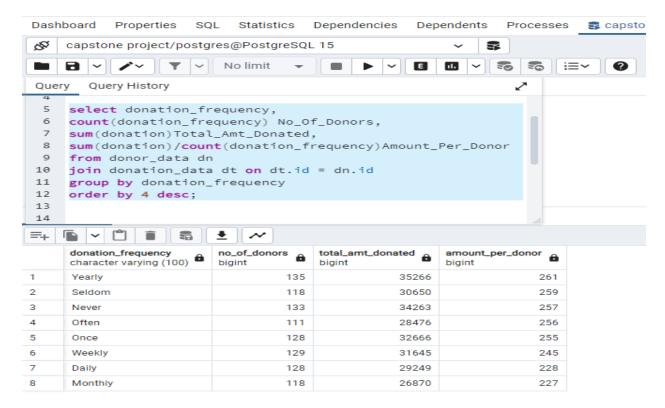
ANLAYSIS AND RECOMMENDATIONS

Some information needed to be clarified like "Never" as a frequency of donation variable. The data shows this group actually contribute more individually than other members in the same column. Therefore, the term "never" should not be taken literally.

Quick Analysis 1 (amount donated by frequency of donation)

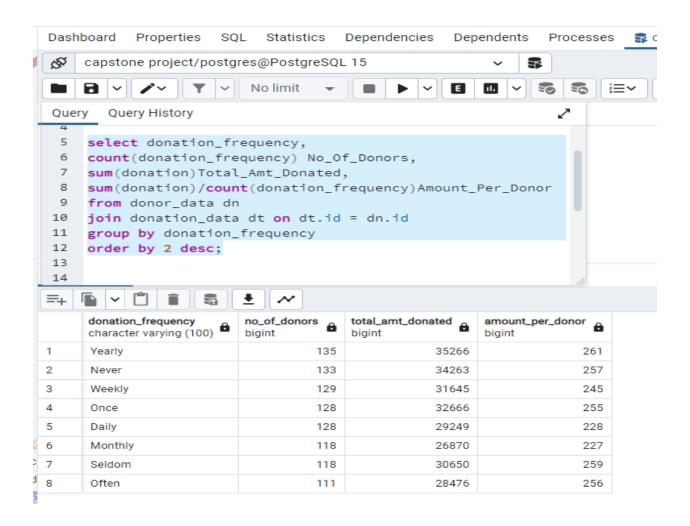
Based on the screenshot attached, here are my insights:

- Those who donate yearly are the highest contributors to the course, with individual average donation of \$261.
- Those who donate monthly are the lowest contributors to the course, with individual average donation of \$227.



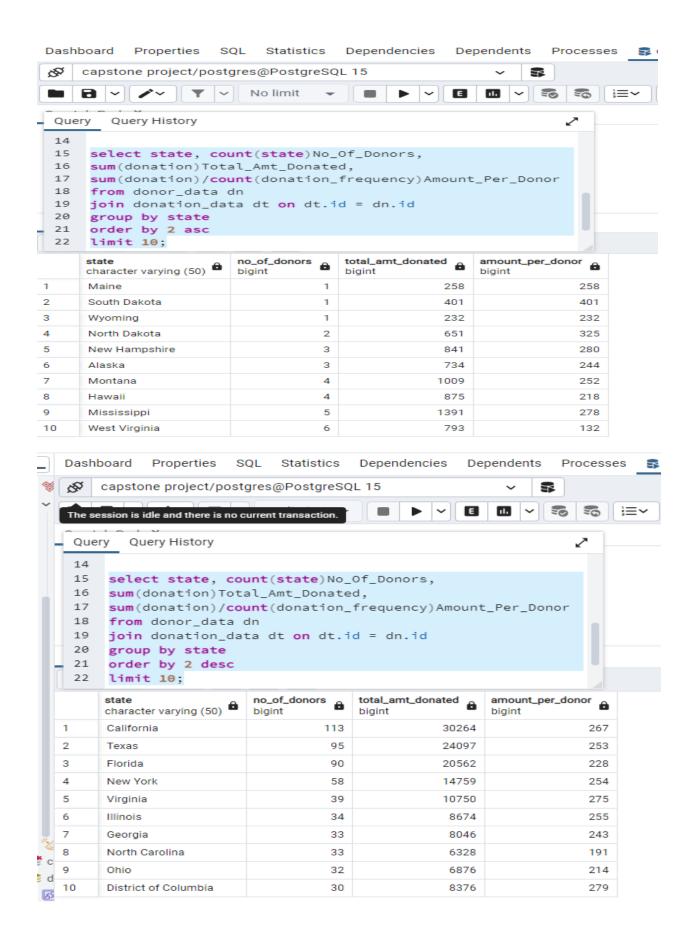
Quick Analysis 2 (no. of donors)

When the data is sorted by number of donors in relation to donation frequency (See screenshot), the yearly donors have 24 members more than donors categorized as "often" and 17 more members to both "seldom" and "monthly".



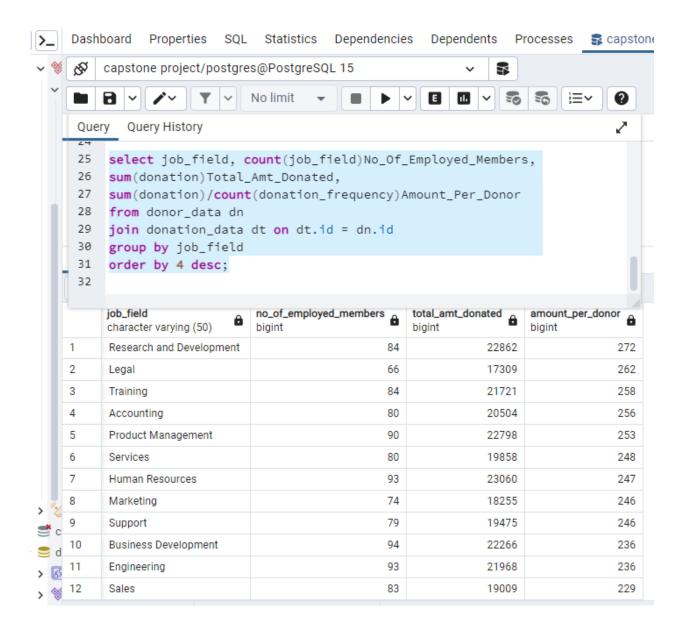
Quick Analysis 3 (no. of donors per state)

The two screenshots below are self-explanatory. In perspective, there are more donors in big cities like California (113), Texas (95), Florida (90) and New York (58), compared to small towns/cities like Maine (1), South Dakota (1), Wyoming (1), North Dakota (2) etc.



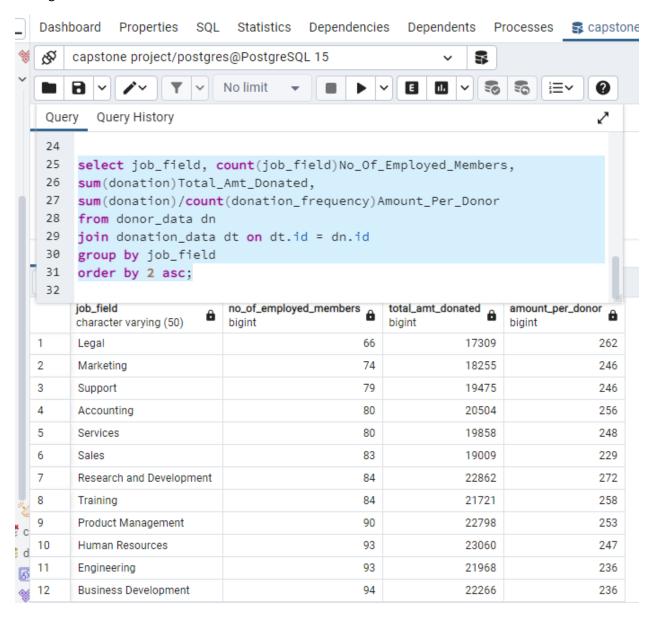
Quick Analysis 4 (amount donated by job type)

It can be seen in the screenshot, donors from R&D, legal, training, accounting and product management are our biggest contributors per individual at \$272, \$262, \$258, \$256 and \$253 respectively. Sales is pulling last at \$229 per individual contributor, followed by donors from engineering and business development.



Quick Analysis 5 (job type donors)

According to the screenshot below, we have lower numbers of donors from legal, marketing, support, accounting and services compared to those from business development, engineering, HR and product management.



Recommendations

- We have to encourage those who donate monthly to donate more. For instance, their individual amount is only \$34 short of the highest yearly donors. They only need to add \$2.83 to their monthly donations to meet match their yearly counterparts. Those in-between can also be encouraged to do this.
- We have to get more donors who will donate often, monthly or seldomly, as we are short of members in those areas.
- We need to reach out to the small cities like Maine, South Dakota, Wyoming, North Dakota etc, to encourage more people to contribute to the course. There should be an effort to have outreach programs in these towns and cities.
- We need to be more pro-active in encouraging our donors from sales, engineering and business development to add a little more to their previous contributions, so that they can match their counterparts from R&D and legal.
- Our donors under the legal job field need to be encouraged to bring awareness to their colleagues, since they are our second highest contributors in terms of average amount donated, but the least participating members. We also really need to encourage our donors from marketing and support to involve their colleagues as well.