Problem Statement: Predict if opportunity is won or lost, and what factors affect winning the opportunity the most

Ho – Opportunity is lost

Ha – Opportunity isn’t lost

Limitations – factors that affect deals being closed may not be included in the data set, though the data has been included in Watson Analytics

Data

<https://www.ibm.com/communities/analytics/watson-analytics-blog/guide-to-sample-datasets/>

Data is under WA\_Fn\_UseC\_Sales Win\_Loss.csv