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

**[Answer]**

* Tags\_Lost to EINS
* Tags\_Closed by Horizzon
* Tags\_Will revert after reading the email

1. 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?

**[Answer]**

* Tags\_Lost to EINS
* Tags\_Closed by Horizzon
* Tags\_Will revert after reading the email

1. 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.

**[Answer]**

* The conversion rate of “Reference” class from “Lead Source” feature is high, so the sales team can also reach out to the alumni’s asking them to refer their friends who are interested in their course, since they will be able to provide a good feedback on the course and its contents.

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1. 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.

**[Answer]**

* The conversion rate is high for the people who go through the email sent by the company, so the sales team can reach out to the leads over an email providing the course details.

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