

Problem Statement

We are sharing data for our live demo classes right from parent showing interest to their conversion (Parent bought the live classes pack).

Following are the details of the data:

1. Interested Users – Users (child) who have showed interest in joining the demo classes.
2. Booked Users – Users who booked a trail class on our portal. There are cases where duplicate trails are possible, count both.
3. Trainers – Trainers assigned to Trail Batch.
4. Subscription Bought – Details of Sales that are made. Use only those cases where sale value is greater than equal to 499/-.

Using these data, create tables to track the following:

1. Sales conversion with respect to Trainers
2. Sales conversion with respect to Time slot
3. Sales conversion with respect to Topic
4. Sales conversion with respect to Source (Field available in Interested Users)
5. Sales conversion wrt grade
6. Time taken for Sales conversion
7. Time slot – attendance %

Perform this analysis on whatever tools you are comfortable with (Excel, Google Sheets, Python).