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

**Ans:** The top three variables in our model that contributed most towards the probability of a lead getting converted are :

* Time Spent.
* Lead Origin\_Other
* Total Visits.

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?**

**Ans:** The top 3 categorical/dummy variables in the model which should be focused the most in order to increase the probability of a lead conversion are:

* Lead Origin\_Other
* Current Occupation\_Working Professional
* Last Activity 1\_SMS Sent

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.**

**Ans:** As per the above scenario, the good strategy to employ at this stage is to have focus on the categorical/dummy variables : Lead Origin\_Others, Current Occupation\_Working Professionals, Last Activity 1\_SMS Sent and Tags\_Will revert after reading the email.

Lower threshold value can be another strategy.

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.**

**Ans:** Higher threshold value with moderate sensitivity and high specificity can be strategy for above scenario.