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

   Answer: Top 3 vars are as: Lead Origin_Lead Add Form, Lead Source_Welingak Website, What is your current occupation_Working Professional

2. 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: Top 3 summy vars are as : Lead Origin_Lead Add Form, Lead Source_Welingak Website, What is your current occupation_Working Professional

3. 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: Start by evaluating the leads based on the regression model score. Higher the score from 0.35 onwards should be prioritized first, moving below the score until we cover the entire set of leads predicted as 1

4. 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: Start by evaluating the leads based on the regression model score. Only focus on high score leads i.e. a higher cut off like 0.5/0.6 to only target the most promising leads

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