

Q1. Which are the top three variables in your model which contribute most towards the probability of a lead getting converted?

ANS: - 'Tags_Closed by Horizzon', 'Tags_Lost to EINS', 'Tags_Will revert after reading the email'

Q2. 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: - 'Lead Origin', 'What is your current occupation' and 'TotalVisits'

Q3. 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: To tackle this situation the company should call only those leads who have high lead scores or those who have a high probability of getting enrolled.

Q4. 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: - In this situation, the company should encourage the sales team by giving them some reward based on their work, they could be given some trips, incentives, etc. This strategy would motivate the sales team to work for your organization which could boost profits in coming days.