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

Ans :City,lead source ,how did u hear about the course, are the most suitable variable which contribute most towards the probability of a lead getting converted.

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?

Ans: city,lead origin and specialisation are the three categorical variables in the model which contribute most towards the probability of lead conversion.

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 a lead getting co as much of such people as possible. Suggest a good strategy they should employ at this stage.

Ans:Company should try to make calls to the importand leads and inform more about the products and all to make them as possible buyers.

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.

Ans:Company should try to look for potential person ,and try to make necessary call to them for regular communication,telling them about the product,writing emails also for better required communication.