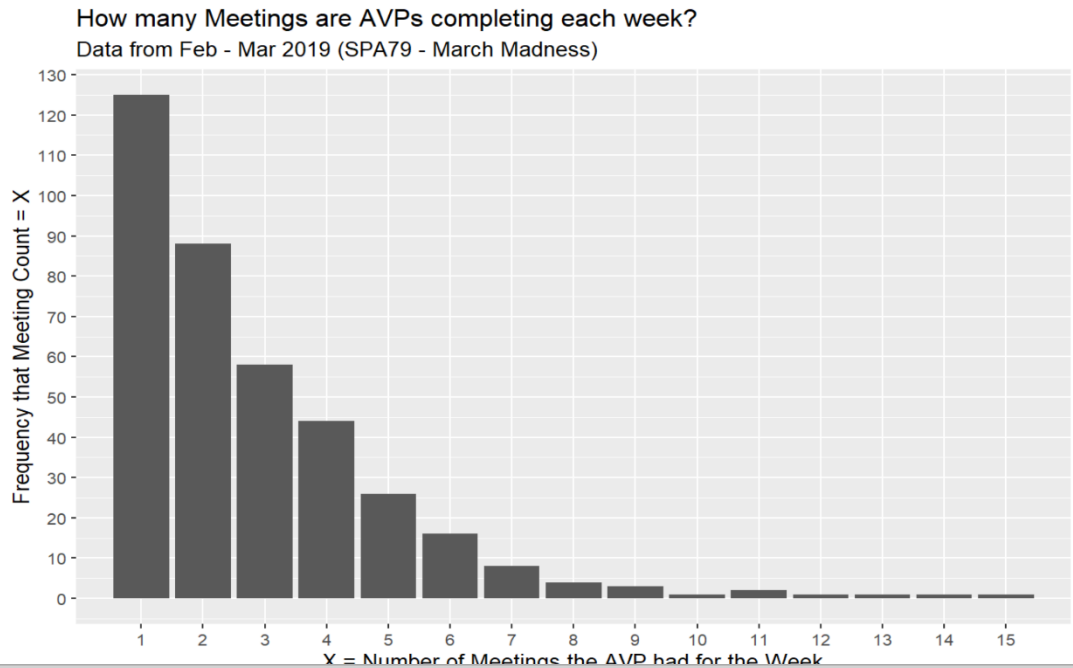# Analysis of Activities for February + March of 2019

Instances of zero successful activities were not included in this dataset.

Number of Meetings:
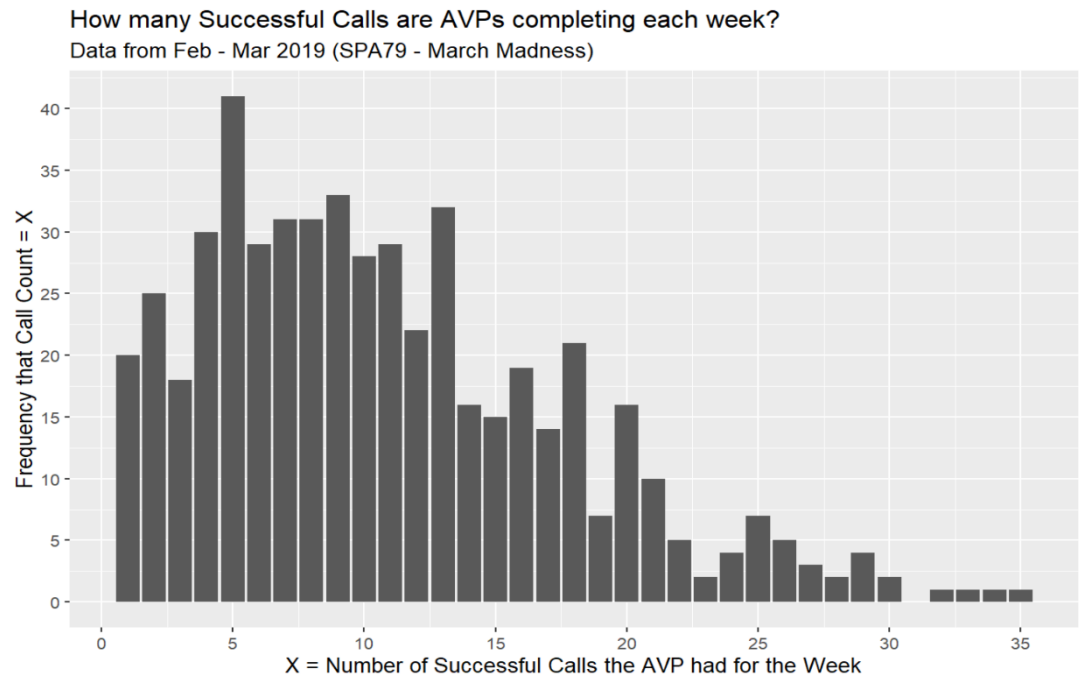
- Average = 2.8
- Third Quartile = 4
- Max = 15
- 67 Colleagues

How many Meetings are AVPs completing each week?
Data from Feb - Mar 2019 (SPA79 - March Madness)

X = Number of Meetings the AVP had for the Week

> The x-axis is the number of meetings completed within a week, and the y-axis is the number of times that x frequency occurred during the 8-week time period. In other words, over the course of 8-weeks, there were 125 instances where a sales colleague completed exactly 1 meeting during the week. Overall, there seems to be a pretty steady drop in frequency as the number of meetings increases.

Number of Calls:

- Average = 10.86
- Third Quartile = 15
- Max = 35
- 71 Colleagues

How many Successful Calls are AVPs completing each week?
Data from Feb - Mar 2019 (SPA79 - March Madness)

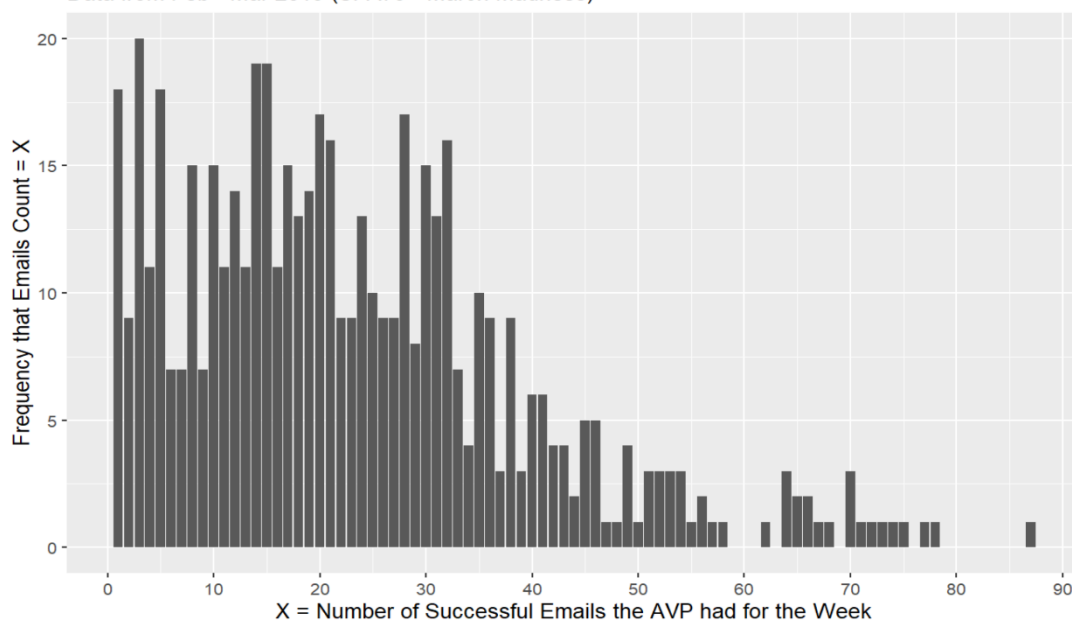X = Number of Successful Calls the AVP had for the Week

> The x-axis is the number of successful calls completed within a week, and the y-axis is the number of times that x frequency occurred during the 8-week time period. In other words, over the course of 8-weeks, there were 41 instances where a sales colleague completed exactly 5 successful calls during the week. It looks like most people can accomplish at least 13 successful calls a week. The third quartile is at 15 calls.

Number of Emails:

- Average = 23.21
- Third Quartile = 32
- Max = 87
- 65 Colleagues

How many Successful Emails are AVPs receiving each week?
Data from Feb - Mar 2019 (SPA79 - March Madness)

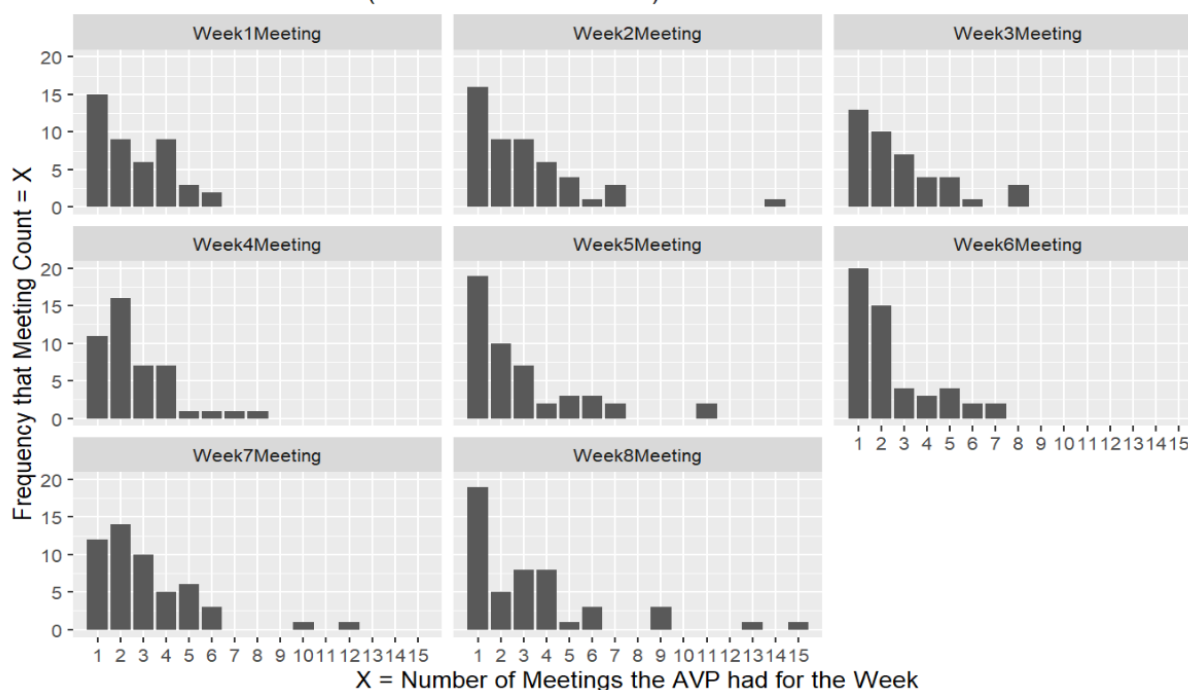X = Number of Successful Emails the AVP had for the Week

The x-axis is the number of successful emails within a week, and the y-axis is the number of times that x frequency occurred during the 8-week time period. In other words, over the course of 8-weeks, there were 20 instances where a sales colleague completed exactly 3 successful emails during the week. Overall, there seems to be a drop in frequency after 33 successful emails.

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Pre-test of Scoring Rubric with 2019 Data

The graphs below visualized activity data by week. The contest planning committee should apply the proposed scoring rubric to the weekly graphs and validate the contest scoring.
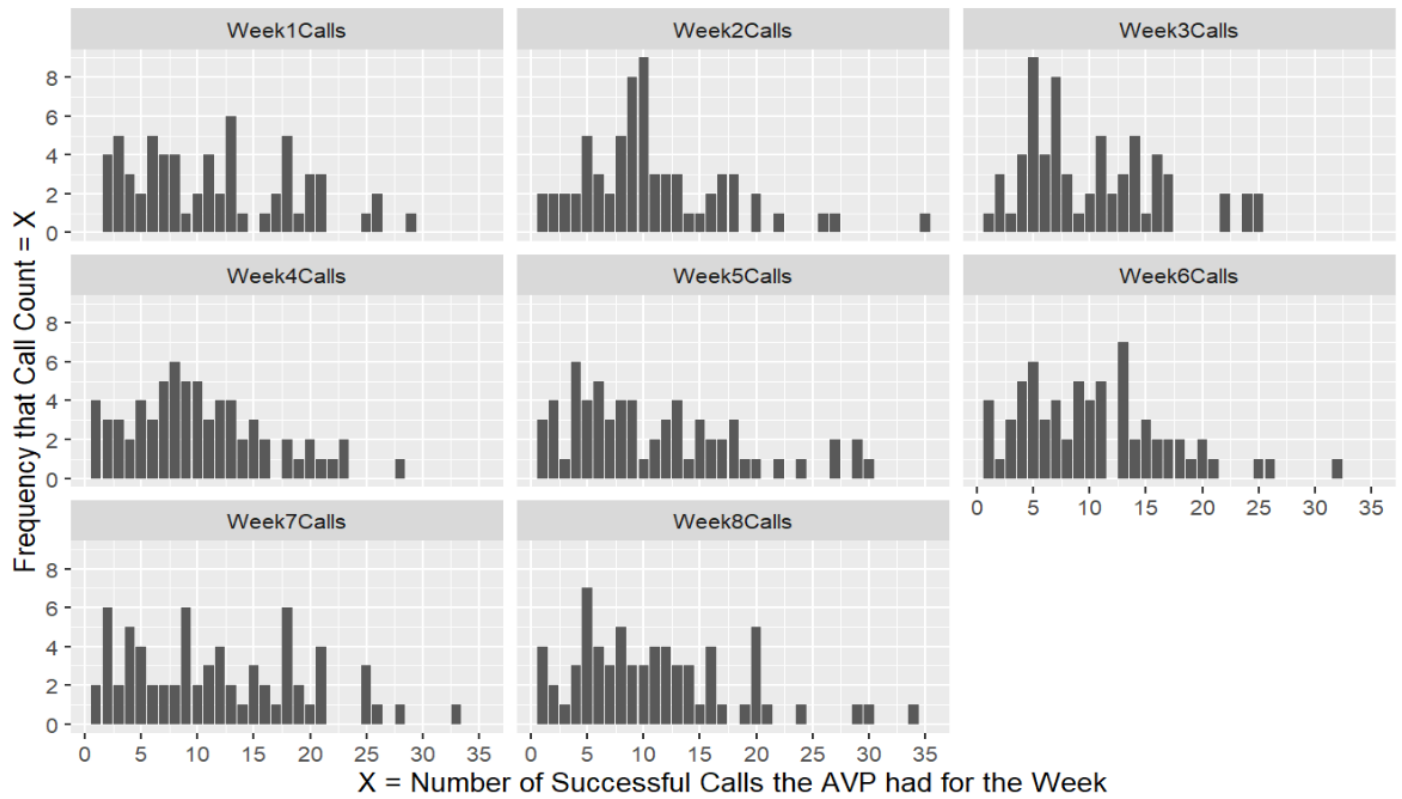
How many Meetings are AVPs completing each week?
Data from Feb - Mar 2019 (SPA79 - March Madness)

X = Number of Meetings the AVP had for the Week

How many Successful Calls are AVPs completing each week?
Data from Feb - Mar 2019 (SPA79 - March Madness)

Frequency that Call Count = X

X = Number of Successful Calls the AVP had for the Week

How many Successful Emails are AVPs receiving each week?
Data from Feb - Mar 2019 (SPA79 - March Madness)

Frequency that Emails Count = X

X = Number of Successful Emails the AVP had for the Week