

ABC CALL VOLUME TREND ANALYSIS



OCTOBER 5

By Aastha Kumar

Description

For your final project we are providing you with a dataset of a Customer Experience (CX) Inbound calling team for 23 days. Data includes Agent_Name, Agent_ID, Queue_Time [duration for which customer have to wait before they get connected to an agent], Time [time at which call was made by customer in a day], Time_Bucket [for easiness we have also provided you with the time bucket], Duration [duration for which a customer and executives are on call, Call_Seconds [for simplicity we have also converted those time into seconds], call status (Abandon, answered, transferred).

A customer experience (CX) team consists of professionals who analyze customer feedback and data, and share insights with the rest of the organization. Typically, these teams fulfil various roles and responsibilities such as: Customer experience programs (CX programs), Digital customer experience, Design and processes, Internal communications, Voice of the customer (VoC), User experiences, Customer experience management, Journey mapping, Nurturing customer interactions, Customer success, Customer support, Handling customer data, Learning about the customer journey.

Let's look at some of the most impactful AI-empowered customer experience tools you can use today:

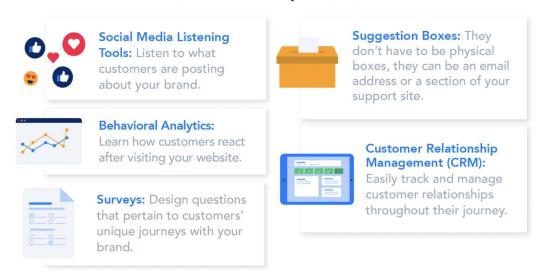
Interactive Voice Response (IVR), Robotic Process Automation (RPA), Predictive Analytics, Intelligent Routing

In a Customer Experience team there is a huge employment opportunities for Customer service representatives A.k.a. call centre agents, customer service agents. Some of the roles for them include: Email support, Inbound support, Outbound support, social media support.

Inbound customer support is defined as the call centre which is responsible for handling inbound calls of customers. Inbound calls are the incoming voice calls of the existing customers or prospective customers for your business which are attended by customer care representatives. Inbound customer service is the methodology of attracting, engaging, and delighting your customers to turn them into your business' loyal advocates. By solving your customers' problems and helping them achieve

success using your product or service, you can delight your customers and turn them into a growth engine for your business.

Tools to Optimize Your Customer Experience



Approach

First, I downloaded the dataset from Google Sheets onto my personal device for making modifications. I then used my knowledge in statistics and used different formulas in excel to draw necessary conclusions about the company.

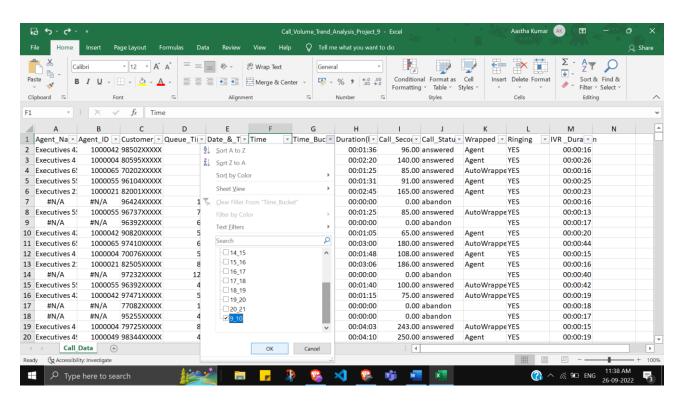
Tech-Stack Used

Google Sheet

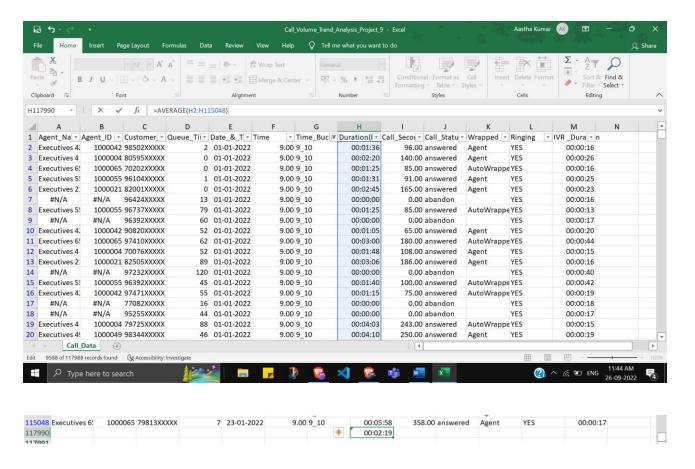
Insights

a) Calculate the average call time duration for all incoming calls received by agents (in each Time Bucket).

Use the Filter option to filter out only one slot (say 9_10) from the Time_Bucket column. Now all other fields except 9_10 is hidden.



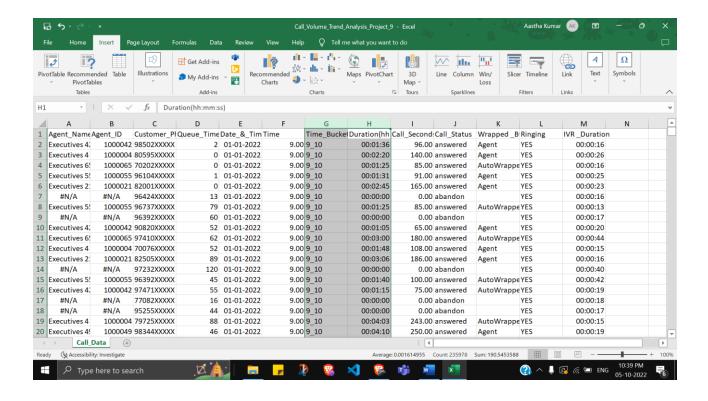
Calculate the average call time duration by using the simple formula: Average = sum of all observations / number of observations



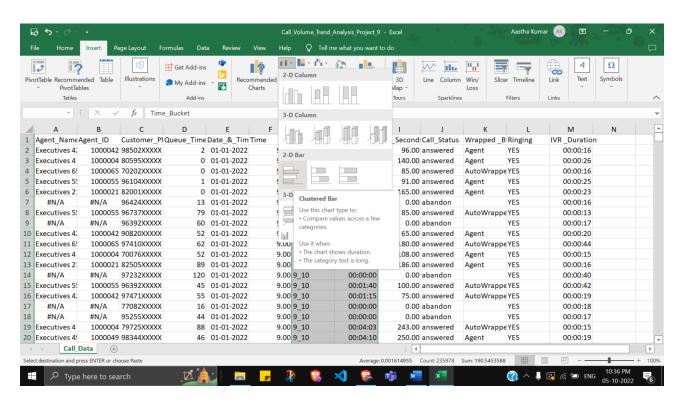
Repeat the same with all other baskets.

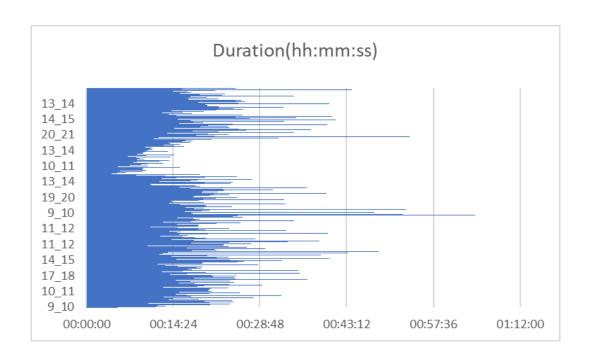
b) Show the total volume/ number of calls coming in via charts/ graphs [Number of calls v/s Time]. You can select time in a bucket form (i.e. 1-2, 2-3,)

Select the Time_Bucket and Duration columns to find the total volume of calls.



Go to Insert tab and click on Bar Chart to get the respective graph.





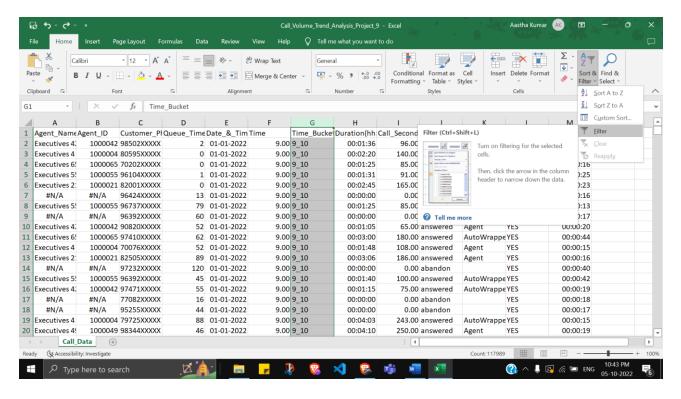
c) As you can see current abandon rate is approximately 30%. Propose a manpower plan required during each time bucket [between 9am to 9pm] to reduce the abandon rate to 10%. (i.e. You have to calculate minimum number of agents required in each time bucket so that at least 90 calls should be answered out of 100.)

The Call Abandon Rate Formula:-

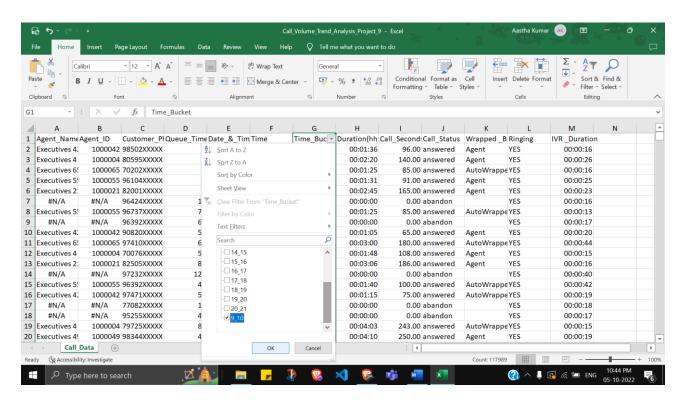
The formula for calculating Call Abandon Rate is:

So, if you have 100 calls offered and 95 are handled, you will have a 5% Call Abandon Rate.

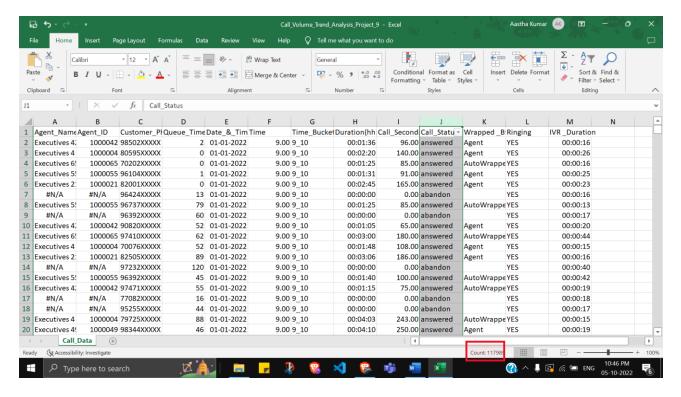
Select the Time_Bucket column and filter the contents.



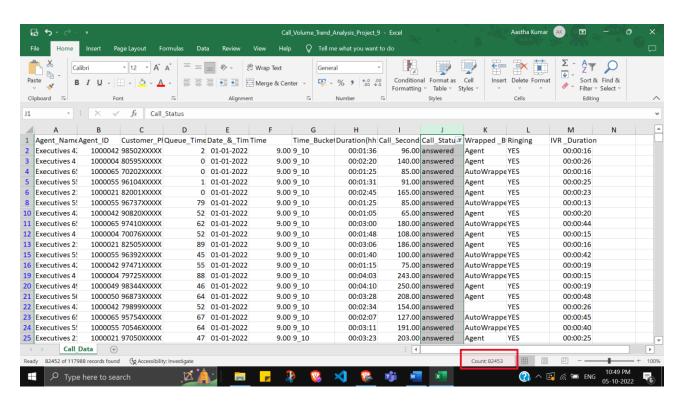
Uncheck all boxes except 9-10 Time_Bucket



Note down the total number of calls in this particular time bucket (in this case : 117989)



Sort the Call_Status column such that only those calls with answered status are displayed



Note down the total number of calls in this particular time bucket (in this case : 82453)

Now put these numbers into the formula: (82453/117989) x 100% = 69.88 %

Repeat the same process for other Time Buckets

d) Let's say customers also call this ABC insurance company in night but didn't get answer as there are no agents to answer, this creates a bad customer experience for this Insurance company. Suppose every 100 calls that customer made during 9 Am to 9 Pm, customer also made 30 calls in night between interval [9 Pm to 9 Am] and distribution of those 30 calls are as follows:

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Distribution of 30 calls coming in night for every 100 calls coming in between 9am - 9pm (i.e. 12 hrs slot)

9pm- 10pm | 10pm - 11pm | 11pm- 12am | 12am- 1am | 1am - 2am | 2am - 3am | 3am - 4am | 4am - 5am | 5am - 6am | 6am - 7am | 7am - 8am | 8am - 9am | 3 | 3 | 2 | 2 | 1 | 1 | 1 | 3 | 4 | 4 | 5
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Now propose a manpower plan required during each time bucket in a day. Maximum Abandon rate assumption would be same 10%.

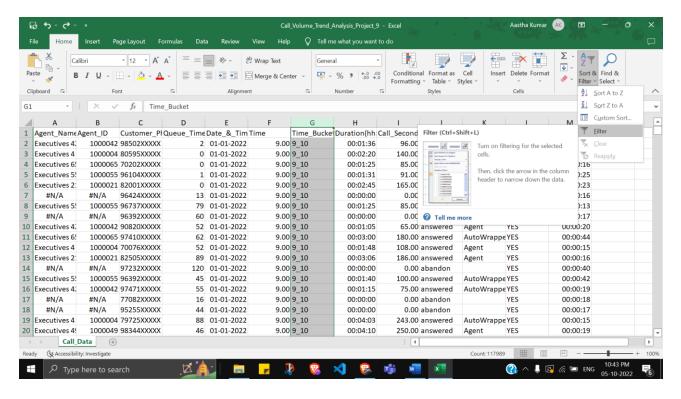
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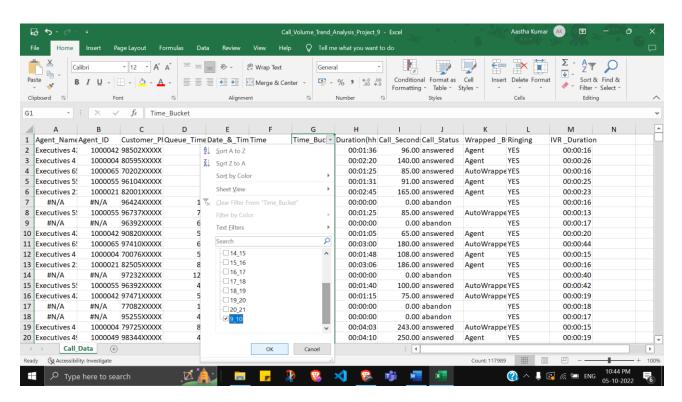
Call Abandon Rate (%) =
$$\frac{\text{Number of Calls Offered} - \text{Number of Calls Handled}}{\text{Number of Calls Offered}} \times 100$$

So, if you have 100 calls offered and 95 are handled, you will have a 5% Call Abandon Rate.

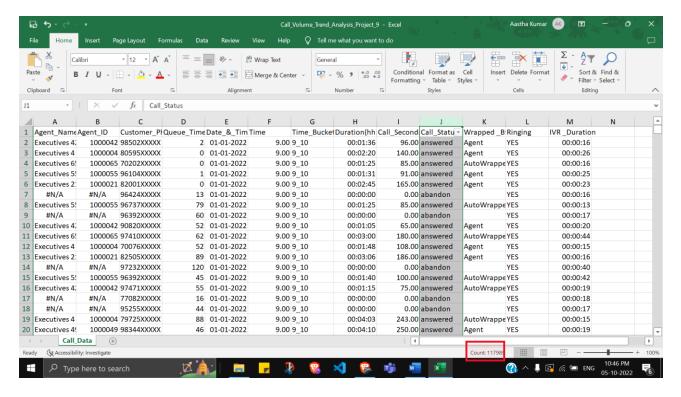
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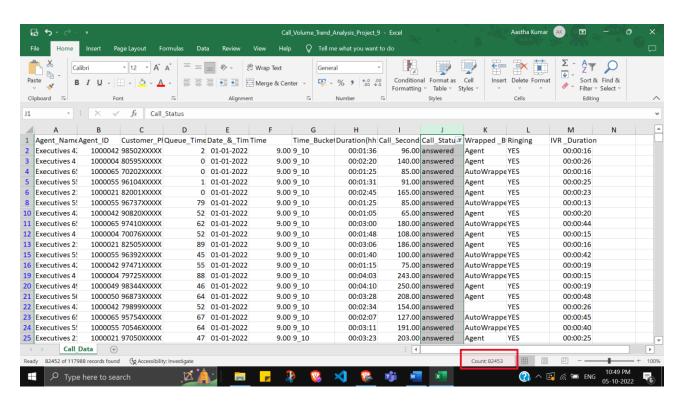
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Resources



Call_Volume_Trend_Analysis

Result

It would have been impossible or very time consuming for an ordinary human to be able to process such large bits of information. A computer can do it within seconds with the right commands. That's why companies like Instagram hire data analysts to control the waves of data they collect every day, makes sense of it, and then draw conclusions or make predictions. This is the process of turning data into insights, and it's how analysts help businesses put all their data to good use.

The more detailed definition you learned earlier is that data analysis is the collection, transformation, and organization of data in order to draw conclusions, make predictions, and drive informed decision-making.

Data analytics can help organizations completely rethink something they do or point them in a totally new direction. For example, maybe data leads them to a new product or unique service, or maybe it helps them find a new way to deliver an incredible customer experience.