

# Problem Statement Worksheet (Hypothesis Formation)

<We need to increase net-profits by reducing operating costs or increase ticket prices to compensate for larger operating cost over the next 4 quarters.

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## 1 Context

BM resorts recently had an increase in operating costs, now we need to restructure their resorts to maximize net-profits

## 2 Criteria for success

**BM resorts has an overall increase in net-profits over the next 4 quarters**

## 3 Scope of solution space

We will be looking into different resorts and how we can either reduce the operating costs of that resort or justify increase in ticket prices for those resorts

## 4 Constraints within solution space

**Time, and customer reception are two key factors as we are not sure if we will yield enough profits within the given time or how the customers will react to increase in prices if we do so.**

## 5 Stakeholders to provide key insight

Investors, CEO, project managers, resort managers, all upper management, Data Science team.

## 6 Key data sources

**Key sources are operating costs of each resort and their profits as well as each machinery and their costs at each resort**

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