

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

A. The top three variables in the model which contribute most towards the probability of a lead getting converted are:

1. Lead Origin_Lead Add Form
2. What is your current occupation_Working Professional
3. Lead Source_Welingak Website

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?

A. The top 3 categorical/dummy variables in the model which should be focused the most in order to increase the probability of lead conversion are:

1. Lead Origin_Lead Add Form
2. What is your current occupation_Working Professional
3. Lead Source_Welingak Website

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

A. They must make phone calls to people who spend most time on the website, Leads originated from the Add Forms , Working professionals and leads generated from Welingak Website as in the model these features have positive correlation(coefficient) with the conversion rate.

The sales team must try to call all the leads whose score is greater than 0.3

- 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.**
- A. They may focus during this stage only on the leads whose score is greater than 0.9 in the lead score generated.