**Subjective Questions**

* **Which are the top three variables in your model which contributes most towards the probability of a lead getting converted?**
  + **1 Total Visits**
    - Positive Contribution
    - Higher Total number of Visits to Platform, Higher Probability of leads converting into customer
  + **Total time spent on Website**
    - **Positive Contribution**
      * Higher the time spent on the website, higher the probability of the lead converting into a customer
      * Sales team should focus on such leads
  + **Lead Source**
    - It is the important feature which should be focus
* **What are the top 3 categorical/dummy variables in the model which should be focused the most on to increase the probability of lead conversion?**
  + Lead Origin\_Lead Add form
  + Lead Source\_Olark Chat
  + Last Activity\_Had a Phone Conversion
* **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 alotted to them. So during this phase, they wish to make the lead conversion more aggressive. So they want almost all 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.** 
  + Making a model by considering various points that required for model likewise Time spent on site, total visits, leads reference etc.
  + Providing interns a ready model
  + Start sending SMS and making calls respectively, try to get more familiar with them, discussing their problem, background, looking their financial condition
  + Prove them that this platform/course will help them building their career and finally convert them.
* **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**
  + Do not focus on unemployed leads. They might not have budget to spend on the course
  + Do not spend on Students, since they are already studying and would not be willing to enroll in a course specially designed for working professionals, so early in the tenure.