Module 4 Assignment XN Group Project: Interview Guide-Sponsor Project-NDA-Interview

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ALY6080: Integrated Experiential Learning

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Interview Guide

Business Problem

To develop a new model using ML algorithm for accurate forecasting of Danfoss sales

Below are some of the questions which our team has come up with for the Danfoss sponsor.

1. What are the units of the target variables? Can data dictionary be provided for the variables in the dataset?

2. What action can be taken with the missing data in the dataset? Can they be sourced from websites online or can they be removed?

3. Were all the indicators given in the dataset used for forecasting done earlier? Can any other external variables be considered as well?

4. What were the specific challenges faced in linear forecasting (which was the method adopted before)

5. What industry can Danfoss be classified into?

6. What specific analysis or model creation would be accepted from us?

7. Would you want us to use any specific tool for analysis or any specific visualization method?

8. With the Germany IFO Business Climate, business expectations and business situation indexes deteriorating considerably in last couple of months what steps will Danfoss take to counter this?

9. How does Danfoss plan to counter a rise in Crude oil prices? Is it looking at any other forms of energy?

10. Does Danfoss plan on adjusting the price of its products to increase demand which can help manufacture more products?

11. How can Danfoss overcome the supply chain problems for construction equipment in EMEA region?

12. What steps Danfoss is taking for Producer price per index (PPI) for intermediate and investment goods?

13. On a scale of 1 to 5, how important is customer experience (no backlog) to you?

14. What is the current marketing target in Danfoss?

15. How much is the Danfoss committed in zero-emission?

16. Is the company looking to cut corners or invest in new solutions with this project?

References

- Danfoss. (n.d.). *The journey to Engineering Tomorrow*. Retrieved October 15, 2022, from https://www.danfoss.com/en-us/about-danfoss/company/

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