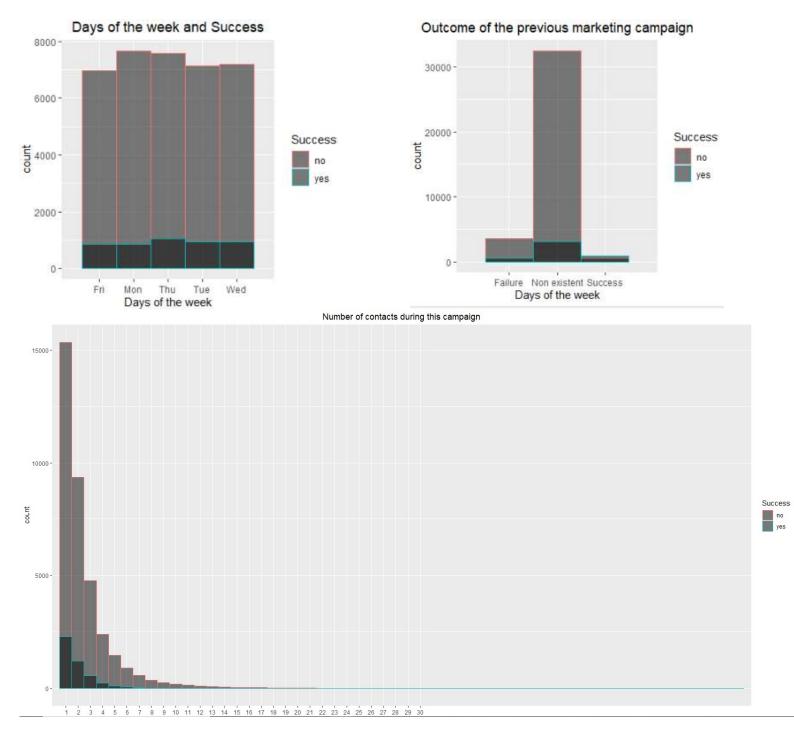
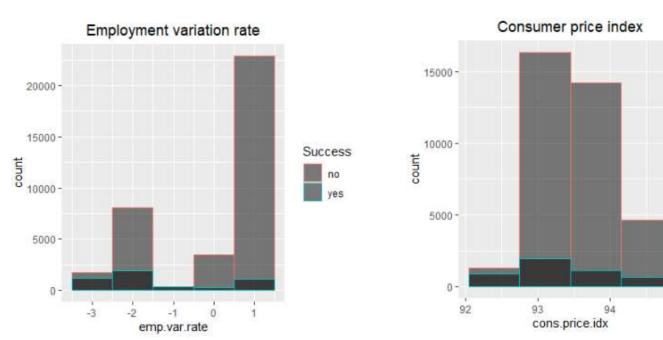


Month

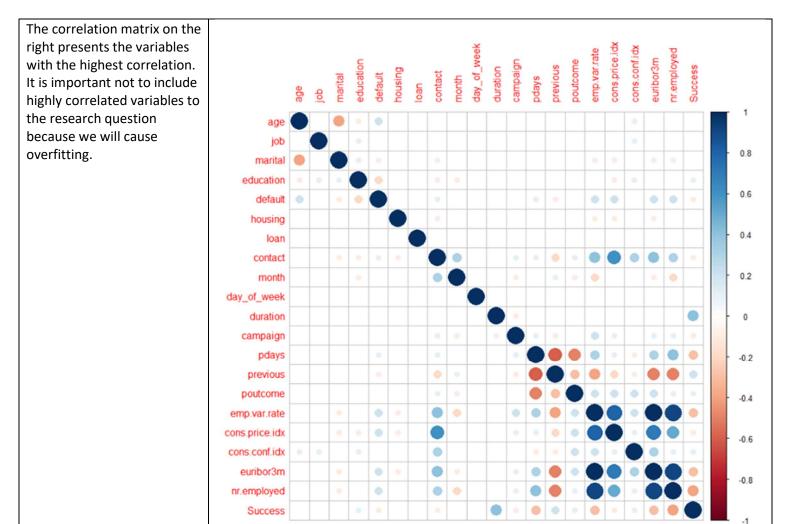


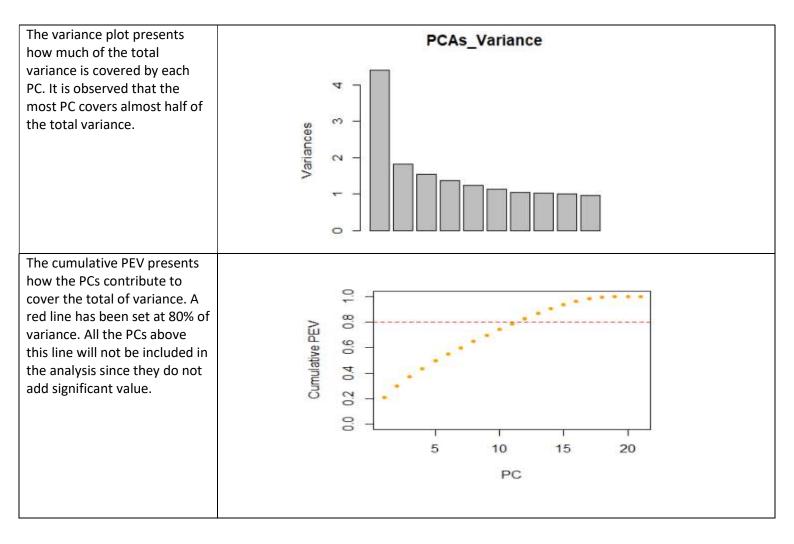


Success

no

yes





The first PC shows an early indication on how the variables interact to each other. For example, it can be observed that when the previous outcome goes up then the success goes up too meaning when for a customer the previous outcome was successful there is a highly probability that they will answer positively again. On the other hand, when the employment variation rate goes down the success go up meaning that it is more likely for a customer to answer positively if there are more employees. Finally, it is crucial to interpret the biplot according to the research question.

