

1. Which are the top three variables in your model which contribute most towards the probability of a lead getting converted?
 - Lead Source
 - Total Visits
 - Total time spent on 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?
 - Lead Source
 - What matters most to you in choosing a course
 - Lead Origin
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.
 - Phone calls should be opted to people if:
 - i. They spend maximum time in the website
 - ii. Visited website frequently
 - iii. Their last activity is either SMS or Olark chat conversation
 - iv. They are working professionals
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.
 - In this condition they should focus more on other methods like automated emails and SMS. This way calling won't be required unless it is an emergency. The above strategy can be used but with the customers that have a very high chance of buying the course.