



# Lead Score Case Study

Suchitra Gupta | Rushabh Patel | Srinija Goud

# Problem Statement:

- ▶ X Education sells online courses to industry professionals.
- ▶ X Education gets a lot of leads, its lead conversion rate is very poor. For example, if, say, they acquire 100 leads in a day, only about 30 of them are converted.
- ▶ To make this process more efficient, the company wishes to identify the most potential leads, also known as 'Hot Leads'.
- ▶ If they successfully identify this set of leads, the lead conversion rate should go up as the sales team will now be focusing more on communicating with the potential leads rather than making calls to everyone.

## **Business Objective:**

- ▶ X education wants to know most promising leads.
- ▶ For that they want to build a Model which identifies the hot leads.
- ▶ Deployment of the model for the future use.

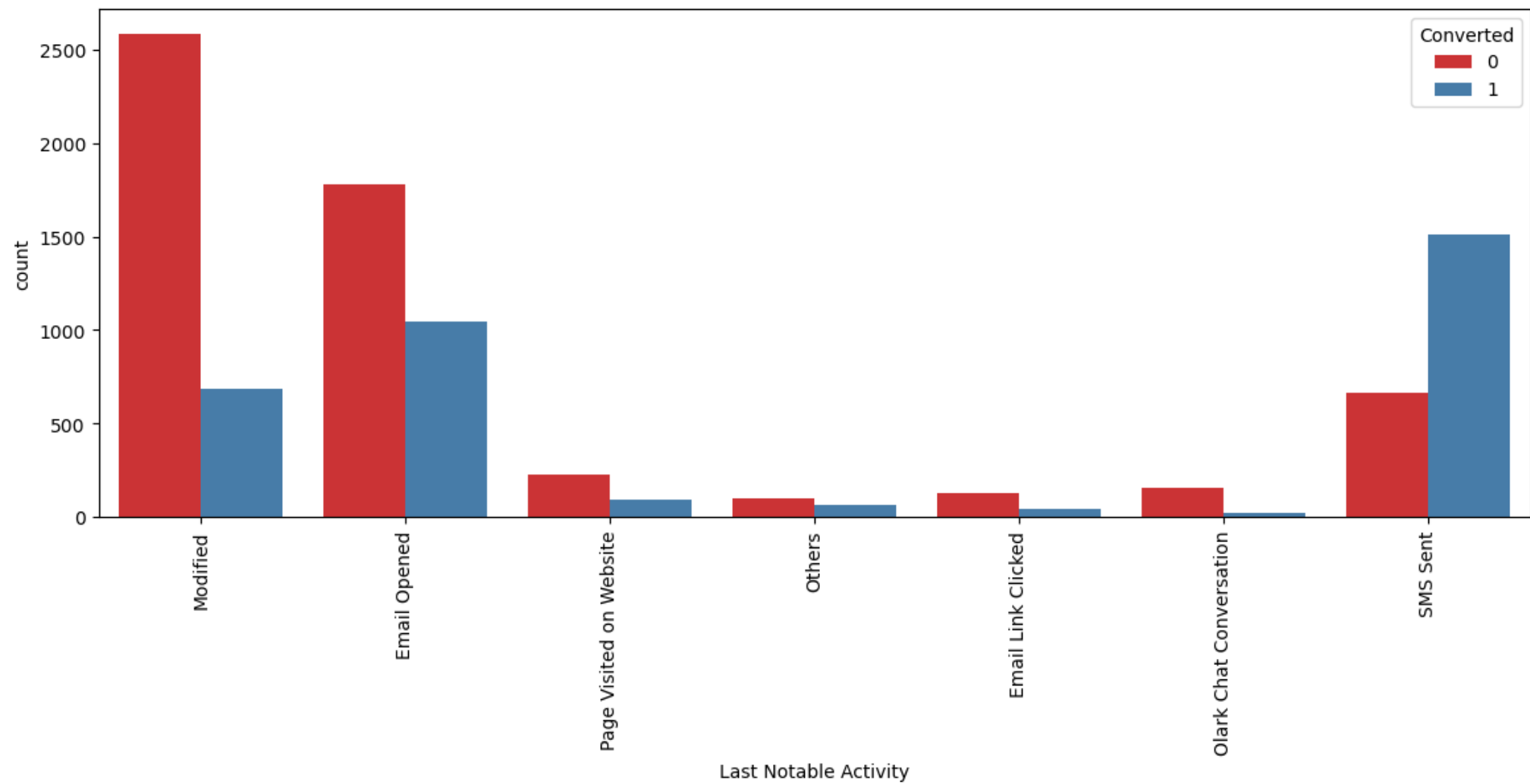
# Solution Methodology

- ▶ Data cleaning and data manipulation.
  1. Check and handle duplicate data.
  2. Check and handle NA values and missing values.
  3. Drop columns, if it contains large amount of missing values and not useful for the analysis.
  4. Imputation of the values, if necessary.
  5. Check and handle outliers in data.
- ▶ EDA
- ▶ Feature Scaling & Dummy Variables and encoding of the data.
- ▶ Classification technique: logistic regression used for the model making and prediction.
- ▶ Validation of the model.
- ▶ Model presentation.

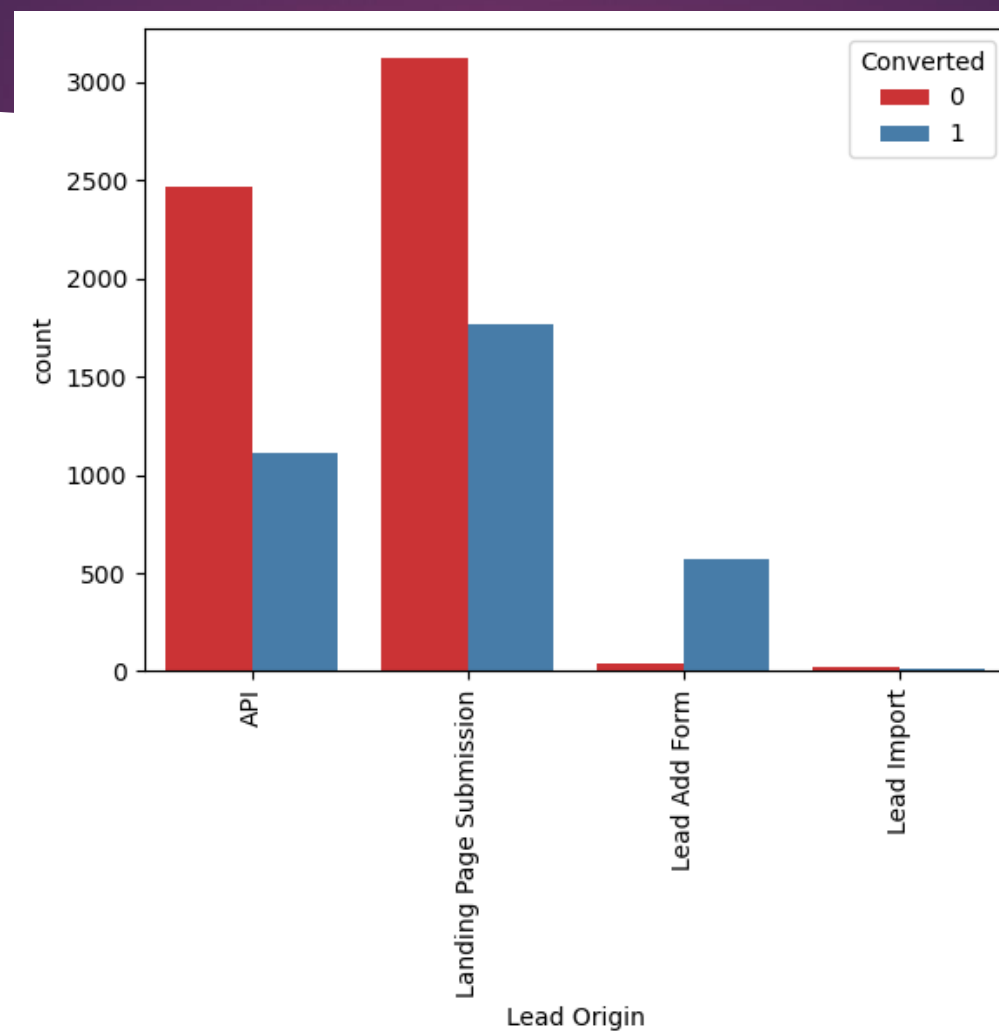
# Data Manipulation

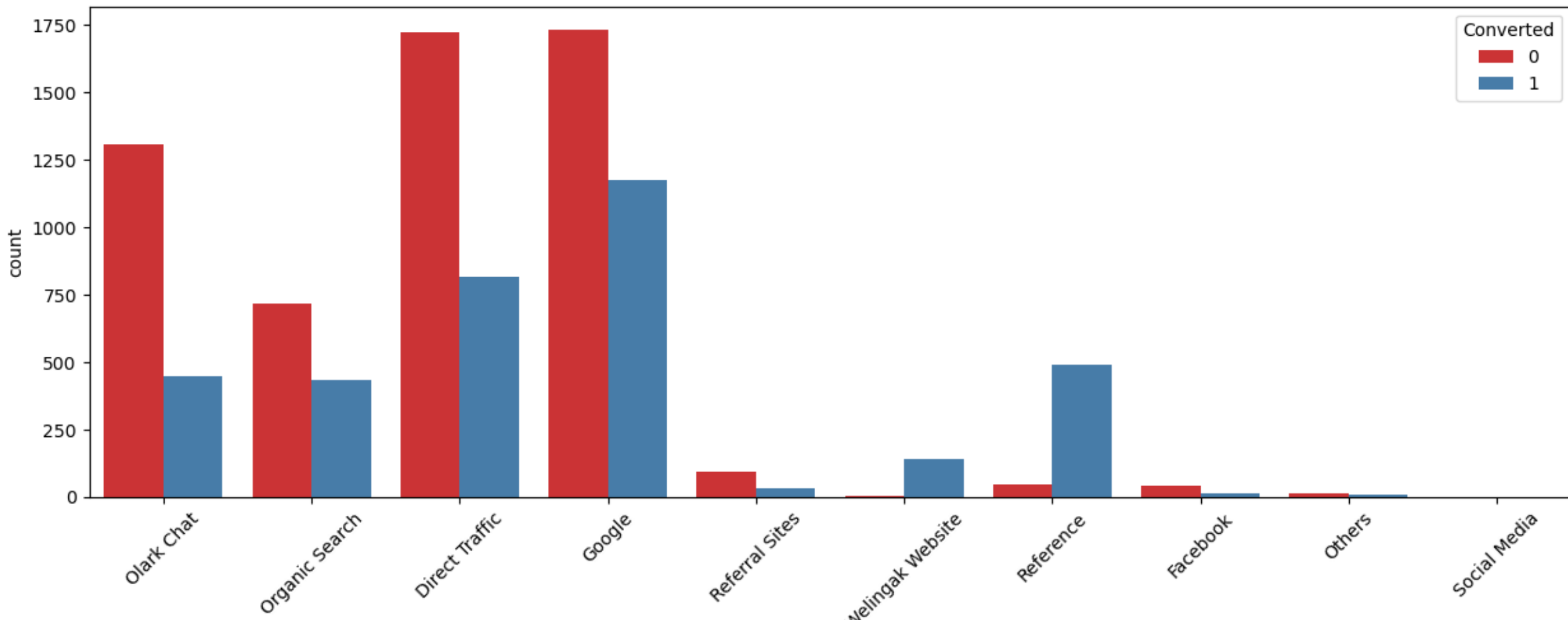
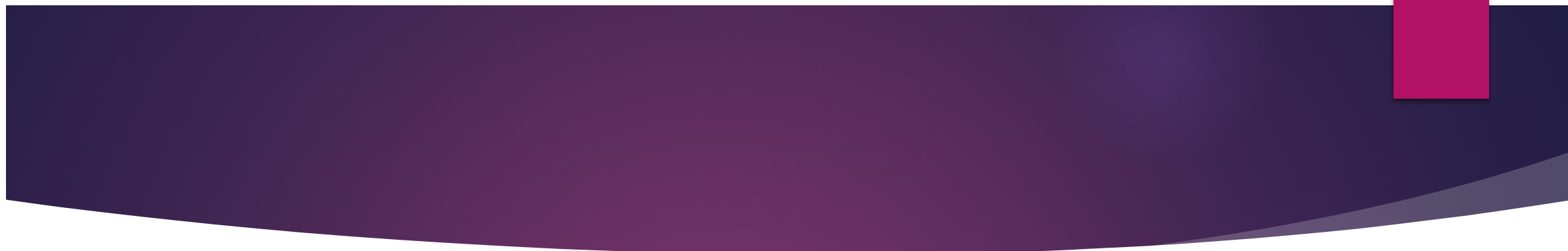
- ▶ Total Number of Rows =37, Total Number of Columns =9240.
- ▶ Single value features like “Magazine”, “Receive More Updates About Our Courses”, “Update me on Supply”
- ▶ Chain Content”, “Get updates on DM Content”, “I agree to pay the amount through cheque” etc. have been dropped.
- ▶ Removing the “Prospect ID” and “Lead Number” which is not necessary for the analysis.
- ▶ After checking for the value counts for some of the object type variables, we find some of the features which has no enough variance, which we have dropped, the features are: “Do Not Call”, “What matters most to you in choosing course”, “Search”, “Newspaper Article”, “X Education Forums”, “Newspaper”, “Digital Advertisement” etc.
- ▶ Dropping the columns having more than 35% as missing value such as ‘How did you hear about X Education’ and ‘Lead Profile’.

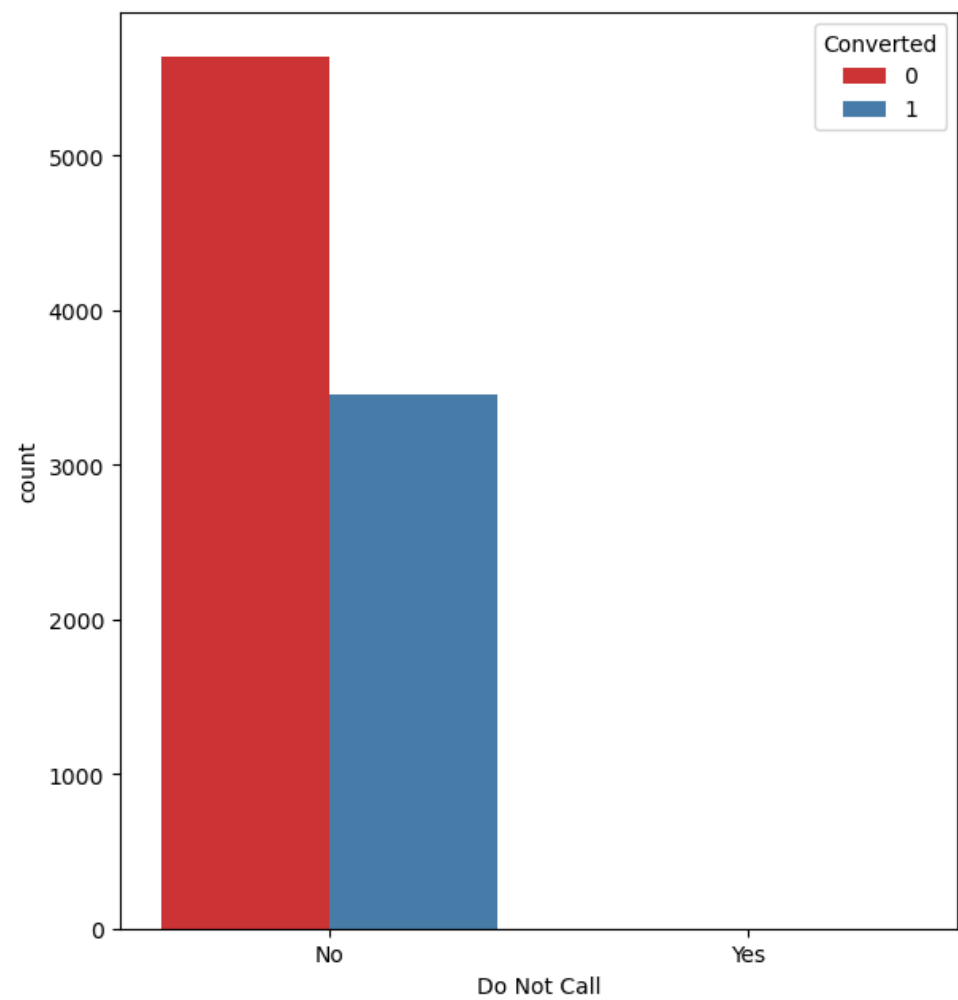
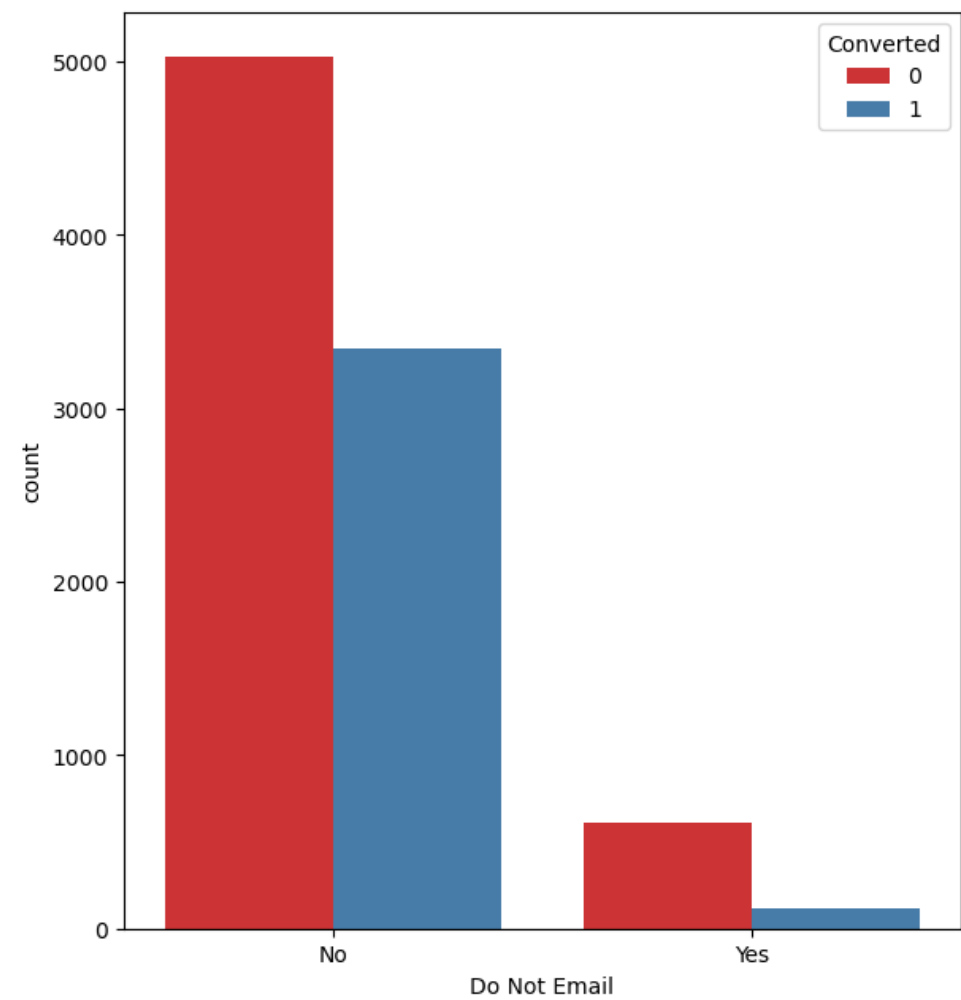
# EDA



# Categorical Variable Relation









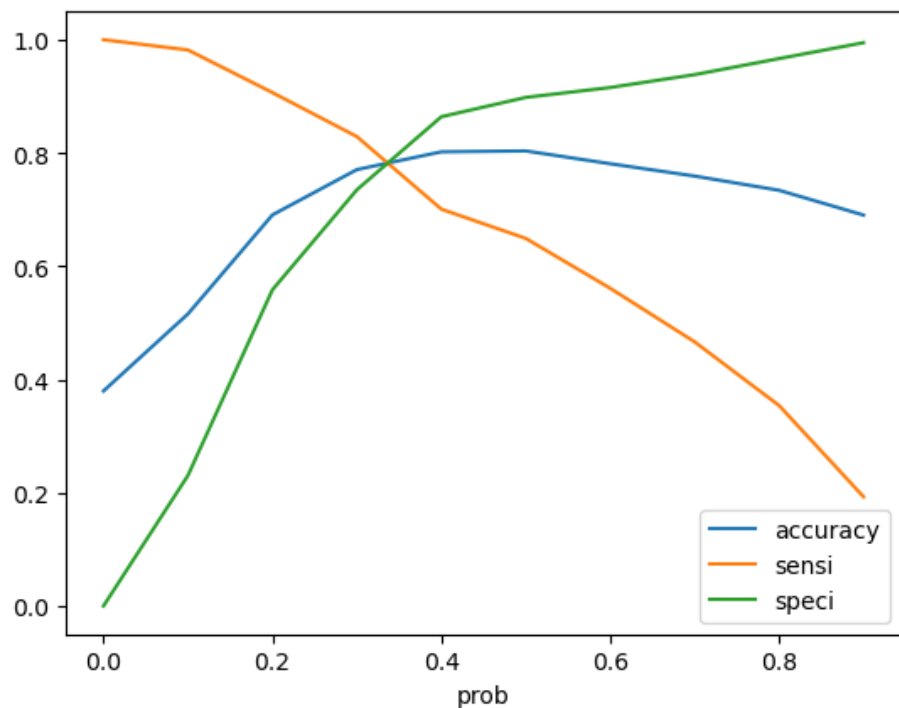
# Data Conversion

- ▶ Numerical Variables are Normalised
- ▶ Dummy Variables are created for object type variables

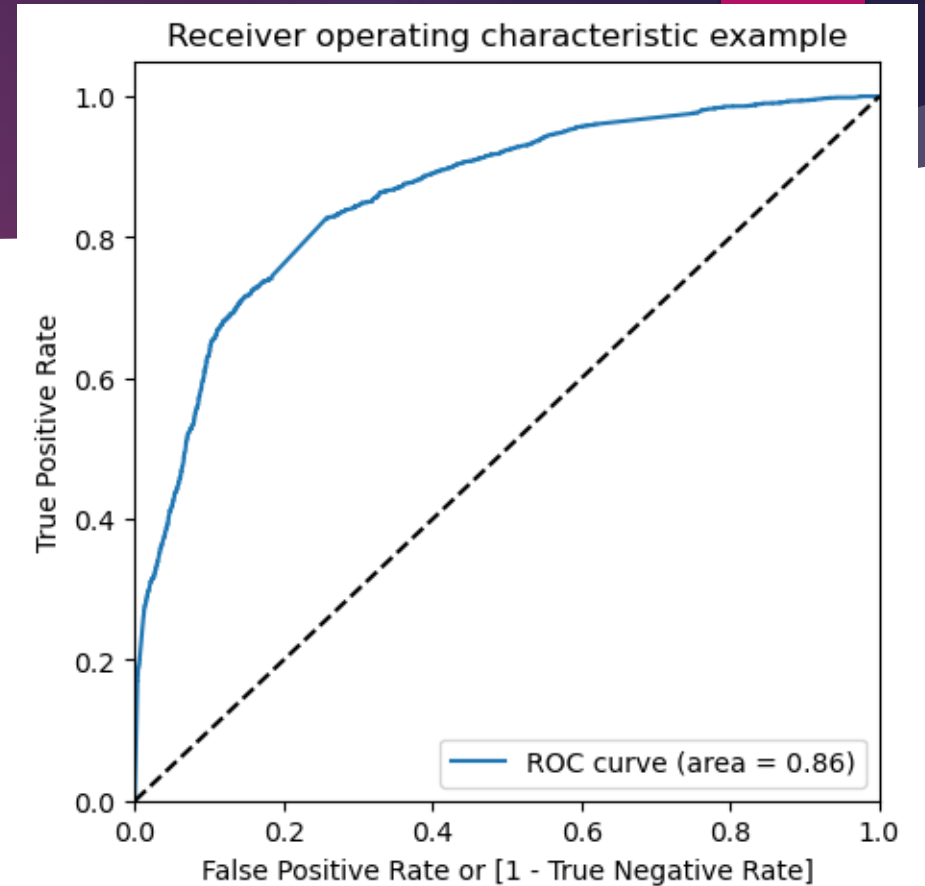
# Model Building

- ▶ Splitting the Data into Training and Testing Sets
- ▶ The first basic step for regression is performing a train-test split, we have chosen 70:30 ratio.
- ▶ Use RFE for Feature Selection
- ▶ Building Model by removing the variable whose p- value is greater than 0.05 and vif value is greater than 5
- ▶ Predictions on test data set
- ▶ Overall accuracy 80%

# ROC Curve



- Finding Optimal Cut off Point
- Optimal cut off probability is that probability where we get balanced sensitivity and specificity.
- From above 1<sup>st</sup> graph it is visible that the optimal cut off is at 0.3



# Conclusion

- We have considered the optimal cut off based on Sensitivity and Specificity for calculating the final prediction.
- Accuracy, Sensitivity and Specificity values of test set are around 77%, 83% and 74%.
- Conversion Rate of final predicted model is 80%.

## **Important features for good conversaiion rate are as below:**

- Lead Origin\_Lead Add Form
- What is your current occupation\_Working Professional
- Total Time Spent on Website