1. Which are the top three variables in your model which contribute most towards the probability of a lead getting converted?

**Answer:** The top variables that contribute towards the lead getting converted are:

* Total Time Spent on Website
* Total Visits
* Lead Source with elements Google

1. 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?

**Answer:** 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 are :

* Lead source with elements google
* Lead source with elements direct traffic
* Lead source with elements organic search

1. 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.

**Answer**: The phone calls must be made to people if:

* They consume more time on the website and therefore the website can be made more interesting using gamification or adding elements to bring people to the website
* If the no of visits to the website is high if they keep coming back to the website
* Their last activity is through SMS or through Olark chat conversion
* They are also working professionals

1. 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.

**Answer:** They should work on automated emails or messages in order to call only when necessary. It should be used only with customers with high chance of conversion