

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

**A.** Top 3 Variables are :

- a. **Time Spent on the Website**
- b. **How did you hear about X Education**
- c. **What is your current occupation**

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?

**A** Top 3 Categorical / dummy variables are :

- a. **Time\_Spent\_Website**
- b. **Heard\_From\_Online Search**
- c. **Current\_Occupation\_Working Professional**

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.

**A . The Leads that are predicted as 1 can be distributed to the interns and they could follow up and update the status of the leads.**

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.

**A . The Company could filter the potential leads and contact them using Emails or SMS so that the team could getting time to concentrate on the priority work. The leads that gets back will be more likely to convert.**