

Time Required: 20 minutes

## **Learning Objectives**

By the end of this exercise, you will be able to:

- Analyze a business problem, identify the goal, and evaluate the type of machine learning approach required.
- Justify the choice of supervised, unsupervised, or reinforcement learning based on problem requirements and data availability.

## **Instructions**

- 1. Form groups of 3-4 participants.
- 2. Read the business scenario provided below.

- 3. As a group, discuss the following:
  - What is the primary goal of the machine learning system?
  - What type of data would be required to solve this problem?
  - Which machine learning approach (supervised, unsupervised, reinforcement) is most appropriate? Why?
- 4. Prepare to present your recommendation and reasoning to the class.

## **Business Scenario**

Improving Customer Retention at a Subscription-Based Streaming Service



- Your recommended ML approach (supervised, unsupervised, or reinforcement).
- A brief justification for your choice.
- Examples of the types of data that would be critical for this model to work.

## **Extension (if you have time, answer these questions)**

- How would your approach change if the goal was to segment customers for marketing instead?
- Could a reinforcement learning approach be useful for adjusting discounts and offers based on customer responses over time?

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