

PREPARED CASE STUDY

BUILDING A MACHINE LEARNING MODEL TO PREDICT THE OPPORTUNITY STATUS

Scenario

You have received files containing project opportunities and currency tables and a data dictionary. A project opportunity is a potential project that Swisscontact could win and deliver. It represents the early stage of a client request, tender, or proposal where the outcome is not yet known.

Your 3-hour task is to develop a model to predict the status (won/lost) using the training data and submit your predictions for the test set. Recommended steps include exploring the data feature engineering (such as categorical encoding, handling dates, and data cleaning), training and evaluating your model. Some guidance:

- You may use any tools you prefer, however avoid AutoML platforms.
- Please specify where AI tools have supported your work.
- If you believe a column reflects later knowledge, explain your reasoning and decide whether to exclude it.

Deliverables

A brief presentation (maximum 4-5 slides, 15 minutes presentation plus 15 minutes discussion), a csv-file (containing opportunityid and predicted_status) and a notebook or script with reproducible code. We evaluate clarity of reasoning, data cleaning choices, feature engineering, model selection, and the logic behind your decisions—more than raw model performance.