**Week of January 24-February 9th**

**Blog 2: February 9th, 2019**

In this week, our group has the meeting with Mariem. She introduced the CIO, Front office spacing, global markets, trading desk, traders, sales people, research people. Also, She introduced the business composition, including private banking (under IWM- International wealth management),

Private banking (more individual) vs IWM (bigger scale investment), Commodities: Gold- have their own sales people, own traders, own product specialist and Real Estate.

We have asked the most important concepts, what is the probability defintion in this case. The definition is that If you are in the finalized stage- prob will be high. Sometimes, across regions- people might disagree with that number- you could be in the final stage but your prob could be slashed to 25% if you are competing with other people.  Prob. may different for different people , diff region. At the end, the probability will be either 0 or 1.

Opportunity: Client is interested in moving forward and leads to opportunity. It is actually buying, how big the chance. In the dataset, there will be one probability column and the other would be stages and dates.

Since we still haven’t get the data in this meeting, we asked some question about the dataset and try to think about what we should do in the next step. We figure out that

1. past data will be before 2017(may include 2017)
2. When the probability changed it will be recorded
3. Depends on the competitors
4. Wipeout the specific names
5. Data can only be manipulated on the softwares that are allowed by CS.

After the meeting, we received the email from Mariem and get our CreditSuisse accounts and VMs. Also, we need to work on the 1st floor of Pitts Building and use the computers on that place. We met some login problems so that Mariem arrange a meeting with a technical person. After solving the login problem, Meriem has put the excel files in a sharefolder which could be accessed by all of us.

During this week, we have get our CreditSuisse accounts and access to the data. After getting a brief view of the raw data, we will begin to do some descriptive analysis in python notebook next week.