**April 23rd- April 26th: Poster Presentation**

**Blog 9: April 27th, 2019**

In this week, our group are very busy because we need to prepare for the final presentation to our clients and the poster presentation on Friday. Also, I worked on the new time range problem because I think it will not cost lots of time and it is worthy.

First, I changed the dataset to be time format. We have the deal begin date and end date in the AmAPAC datset. However, there are “closedate” and “realclosedate”. For “closedate”, it has a problem that it is the system estimated time. For example, a salesperson estimated a certain deal will be close on June 2015, if time passed that, he will change it to be Jan 2016. And for “realclosedate”, it is correct, but it only has the date after June 2017. As I mentioned in the past blog, at that date the system changed to the new system so that we lose some of the data.

After that, I calculate the time range of all won deals and lost deals. We found that the time range of lost deals will be 2 times as the time range of won deals, which makes sense to me. We think a salesperson will not give up a potential client so easily, in other words, they are not willing to close the bad deals. And we do the data visualization of the distribution of time range of won deals and lost deals. We found some interesting insights that after 1000 days, the successful rate of a certain deal will decrease rapidly. On the other side, after 2000 days, the failure rate of a certain deal will increase so fast. So we can give some advices to the salesperson that they might could give up a certain deal after 1000 days.

However, we find this conclusion has a problem that it is unlikely for some deals lasts for 2000 days in the real world. There must have some problems in the dataset. People who update the information might not record when to close a lost deal but after some years, deal with all of them together, which means that the distribution of lost deals is meaningless but the distribution of won deals might has some business insights that we can work on.

Overall, we are looking forward to our final presentation on 7th May.