**Blog 2: February 10th, 2019 (Week of Jan 22nd- Feb 9th)**

On January 28th, we had our weekly meeting with Mariem Ayadi. Mariem first introduced the division of Credit Suisse’s Asset Management to give us a basic understanding of who we are going to support. And then she provided us with a screenshot of the CRM system they are using and gave us a clear description of the objective of this project. The most important thing is that we had a deeper understanding of the business concepts in this project. For instance, the opportunity is a business term in sales department. Leads who are verified could become opportunities. Opportunity is usually on the down stream of the sales pipeline. Another confusing term is the probability. According to Mariem explanation, if a client is in the finalized stage--probability will be high. Probability may be different for different people in different region. At the end, the probability will be either 0 or 1(Either close the deal or lose this deal).

We also asked some questions about the dataset since we still in the process of onboarding. We found that

* The scope of dataset: include past data before 2017(may include 2017)
* The content of updates may not be included, but the time of updates will be included
* The dataset won’t include specific names
* We can only manipulate data on the VM through software they provide( Jupyter notebook, PowerBI, R )

After this call, we signed the Non-Disclosure agreements and we received login information and instruction on February 1st. Step by step, I finally got full access to Credit Suisse. Since my teammates came across some technical problems with the login, I took the responsibility to give an elevator speech during class while they worked actively with the technical support from CS to fix the login problem.

On February 8th, we were given full access to our data. We will start doing some descriptive analysis in Jupyter notebook in the following week.