**Main progress**

* Register into the system
* Take a glance at data
* Sales pipeline research

**1. Register into the system**

In the third week, our group got registered into Credit Suisse system. All of our analytics need to be done through virtual machine in the given computers in Pitts. I failed in the credential but IT support helped me solved it. We also need to install some software in order to do the analytics. And after the discussion, our group decide to use Python.

**2. Take a glance at data**

Besides getting into the system, we also got a chance to look at the data. We have two dataset to use. One is about APAC opportunities which has many columns but just 10k rows. And the other is the large audit history data which has more than 200 columns and millions of rows. The audit history has many missing values and doesn’t have the column name We have trouble in reading the audit history for two reasons: 1. It doesn’t have column names 2. The data is not clean and a little bit big. Thus I also have done some research on how to import not well structured big csv file.

The way to read the file:

Use a for loop to split it into small dataset and read it.

**3. Sales pipeline research**

Until this week, we finally figured that were specifically working on a sales/marketing project with Credit Suisse, which means most of the data we need to deal with would be related to the sales. Thus we need to know more about sales pipeline. Our mentor Chris gave us a very good explanation about the sales pipeline. But I guess the pipeline may still varies for different industries. Key variables for the sales pipeline:

Probability: The probability they assigned to winning the deal. Usually very subjective

Business Stage: The stage that sales people think the deal is

Customer Information