Analysis of Attrition Data

HR Department has presented data of employees who have left company.
The data needs to be analyzed to achieve a lower attrition rate.

1) From which location and designation, people who have left the company because of the reason "dissatisfaction with boss", and taken a new job with Competitor's company.
   These people may leak out internal data.

2) There are 6 people who have left the Company within 1 year, due to "Salary" Reason.
   What would be your analysis, why is this happening?

3) The company doesn't want people with more experience in the company to leave. What measures can it take?

4) Product Specialists are difficult to find.
   The company wants to retain product specialists with >5 years' experience.
   What measures need to be taken?

5) On 13th September, targets of all Sales teams were revised. What was the outcome in terms of attrition?

6) Company is concerned about Chennai's performance.
   It wants to know, what is the real reason for the poor sales performance?

7) Bangalore has started losing a lot of its existing clients.
   Analyze what would be the real cause.

8) Management is planning to increase the team size of Ahmedabad as potential of Sales is much more than current.
   Before starting new recruitment, management wants to understand what kind of attrition is currently happening.

In-bound Sales Call Center

Flapkart has introduced an in-bound sales call center, where customers can call and purchase items on phone.

1) Which month has been the best?

2) Which customers bought only during a particular month?

3) Which representatives perform best in 30-60 seconds call duration?

4) Which customers buy highest in < 60 seconds?

5) Which customers buy highest in > 150 seconds?

6) Which representative sells lowest in > 120 seconds?

7) Company wants to test-run a new strategy.
   When a particular customer calls, the call is to be sent automatically to only 1 particular Representative.
   Who should that Representative be?
   The objective is, Higher Purchase amounts in Lesser call durations.
   Test-run is to be done on any 3 customers.