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Sales Analytics Guide: "Sales Development & Category Management Practices For Enhancing Business Performance" Sales Analytics Mission: "To provide insightful and fact based analysis to uncover business development opportunities and combat potential weaknesses. To give the supplier/distributor better management of their business" -Practical guidelines and solutions for sales analysis & sales management - A great reference guide for brand and category management practices - This is a comprehensive analytics book, yet simply explained - A teaching tool for sales analysis, which re-freshes vital skills and mind-sets -A step-by-step manual to evaluate sales trends, pricing, promotion, distribution, merchandising, and consumer dynamics -From the basics to digging deep into data, this book covers a lot of territory Implementing Analytics demystifies the concept, technology and application of analytics and breaks its implementation down to repeatable and manageable steps, making it possible for widespread adoption across all functions of an organization. Implementing Analytics simplifies and helps democratize a very specialized discipline to foster business efficiency and innovation without investing in multi-million dollar technology and manpower. A technology agnostic methodology that breaks down complex tasks like model design and tuning and emphasizes business decisions rather than the technology behind analytics. Simplifies the understanding of analytics from a technical and functional perspective and shows a wide array of problems that can be tackled using existing technology Provides a detailed step by step approach to identify opportunities, extract requirements, design variables and build and test models. It further explains the business decision strategies to use analytics models and provides an overview for governance and tuning Helps formalize analytics projects from staffing, technology and implementation perspectives Emphasizes machine learning and data mining over statistics and shows how the role of a Data Scientist can be broken down and still deliver the value by building a robust development process While personal variables like age, education, and gender are often thought to contribute to a person's distinctive speech pattern, corporate environments often develop its own way of communication which include larger scale variables like the economy and organizational traditions. Communication and Language Analysis in the Corporate World provides insight into the verbiage of the corporate world and the influence of this environment for a person's speech pattern, language, and terminology. This book will provide a guide for language researchers and business leaders alike so that they may find a way to communicate with everyone – customers, colleagues, and CEOs – effectively. Get complete instructions for manipulating, processing, cleaning, and crunching datasets in Python. Updated for Python 3.6, the second edition of this hands-on guide is packed with practical case studies that show you how to solve a broad set of data analysis problems effectively. You'll learn the latest versions of pandas, NumPy, IPython, and Jupyter in the process. Written by Wes McKinney, the creator of the Python pandas project, this book is a practical, modern introduction to data science tools in Python. It's ideal for analysts new to Python and for Python programmers new to data science and scientific computing. Data files and related material are available on GitHub. Use the IPython shell and Jupyter notebook for exploratory computing Learn basic and advanced features in NumPy (Numerical Python) Get started with data analysis tools in the pandas library Use flexible tools to load, clean, transform, merge, and reshape data Create informative visualizations with matplotlib Apply the pandas groupby facility to slice, dice, and summarize datasets Analyze and manipulate regular and irregular time series data Learn how to solve real-world data analysis problems with thorough, detailed examples A step-by-step guide to data mining applications in CRM. Following a handbook approach, this book bridges the gap between analytics and their use in everyday marketing, providing guidance on solving real business problems using data mining techniques. The book is organized into three parts. Part one provides a methodological roadmap, covering both the business and the technical aspects. The data mining process is presented in detail along with specific guidelines for the development of optimized acquisition, cross/ deep/ up selling and retention campaigns, as well as effective customer segmentation schemes. In part two, some of the most useful data mining algorithms are explained in a simple and comprehensive way for business users with no technical expertise. Part three is packed with real world case studies which employ the use of three leading data mining tools: IBM SPSS Modeler, RapidMiner and Data Mining for Excel. Case studies from industries including banking, retail and telecommunications are presented in detail so as to serve as templates for developing similar applications. Key Features: Includes numerous real-world case studies which are presented step by step, demystifying the usage of data mining models and clarifying all the methodological issues. Topics are presented with the use of three leading data mining tools: IBM SPSS Modeler, RapidMiner and Data Mining for Excel. Accompanied by a website featuring material from each case study, including datasets and relevant code. Combining data mining and business knowledge, this practical book provides all the necessary information for designing, setting up, executing and deploying data mining techniques in CRM. Effective CRM using Predictive Analytics will benefit data mining practitioners and consultants, data analysts, statisticians, and CRM officers. The book will also be useful to academics and students interested in applied data mining. Spanning the multi-disciplinary scope of information technology, the Encyclopedia of Information Systems and Technology draws together comprehensive coverage of the inter-related aspects of information systems and technology. The topics covered in this encyclopedia encompass internationally recognized bodies of knowledge, including those of The IT BOK, the Chartered Information Technology Professionals Program, the International IT Professional Practice Program (British Computer Society), the Core Body of Knowledge for IT Professionals (Australian Computer Society), the International Computer Driving License Foundation (European Computer Driving License Foundation), and the Guide to the Software Engineering Body of Knowledge. Using the universally recognized definitions of IT and information systems from these recognized bodies of knowledge, the encyclopedia brings together the information that students, practicing professionals, researchers, and academicians need to keep their knowledge up to date. Also Available Online This Taylor & Francis encyclopedia is also available through online subscription, offering a variety of extra benefits for researchers, students, and librarians, including: ? Citation tracking and alerts ? Active reference linking ? Saved searches and marked lists ? HTML and PDF format options Contact Taylor and Francis for more information or to inquire about subscription options and print/online combination packages. US: (Tel) 1.888.318.2367; (E-mail) e-reference@taylorandfrancis.com International: (Tel) +44 (0) 20 7017 6062; (E-mail) online.sales@tandf.co.uk The quality of students' learning experiences is a critical concern for all higher education institutions. With the assistance of modern technological advances, educational establishments have the capability to better understand the strengths and weaknesses of their learning programs. Developing Effective Educational Experiences through Learning Analytics is a pivotal reference source that focuses on the adoption of data mining and analysis techniques in academic institutions, examining how this collected information is utilized to improve the outcome of student learning. Highlighting the relevance of data analytics to current educational practices, this book is ideally designed for researchers, practitioners, and professionals actively involved in higher education settings. As the age of Big Data emerges, it becomes necessary to take the five dimensions of Big Data- volume, variety, velocity, volatility, and veracity- and focus these dimensions towards one critical emphasis - value. The Encyclopedia of Business Analytics and Optimization confronts the challenges of information retrieval in the age of Big Data by exploring recent advances in the areas of knowledge management, data visualization, interdisciplinary communication, and others. Through its critical approach and practical application, this book will be a must-have reference for any professional, leader, analyst, or manager interested in making the most of the knowledge resources at their disposal. Malware analysis is big business, and attacks can cost a company dearly. When malware breaches your defenses, you need to act quickly to cure current infections and prevent future ones from occurring. For those who want to stay ahead of the latest malware, Practical Malware Analysis will teach you the tools and techniques used by professional analysts. With this book as your guide, you'll be able to safely analyze, debug, and disassemble any malicious software that comes your way. You'll learn how to: –Set up a safe virtual environment to analyze malware –Quickly extract network signatures and host-based indicators –Use key analysis tools like IDA Pro, OllyDbg, and WinDbg –Overcome malware tricks like obfuscation, anti-disassembly, anti-debugging, and anti-virtual machine techniques –Use your newfound knowledge of Windows internals for malware analysis –Develop a methodology for unpacking malware and get practical experience with five of the most popular packers –Analyze special cases of malware with shellcode, C++, and 64-bit code Hands-on labs throughout the book challenge you to practice and synthesize your skills as you dissect real malware samples, and pages of detailed dissections offer an over-the-shoulder look at how the pros do it. You'll learn how to crack open malware to see how it really works, determine what damage it has done, thoroughly clean your network, and ensure that the malware never comes back. Malware analysis is a cat-and-mouse game with rules that are constantly changing, so make sure you have the fundamentals. Whether you're tasked with securing one network or a thousand networks, or you're making a living as a malware analyst, you'll find what you need to succeed in Practical Malware Analysis. Data analysis is an important part of modern business administration, as efficient compilation of information allows managers and business leaders to make the best decisions for the financial solvency of their organizations. Understanding the use of analytics, reporting, and data mining in everyday business environments is imperative to the success of modern businesses. Applying Business Intelligence Initiatives in Healthcare and Organizational Settings incorporates emerging concepts, methods, models, and relevant applications of business intelligence systems within problem contexts of healthcare and other organizational boundaries. Featuring coverage on a broad range of topics such as rise of embedded analytics, competitive advantage, and strategic capability, this book is ideally designed for business analysts, investors, corporate managers, and entrepreneurs seeking to advance their understanding and practice of business intelligence. Proven guidance for expertly using analytics in fraud examinations, financial analysis, auditing and fraud prevention Fraud Analytics thoroughly reveals the elements of analysis that are used in today's fraud examinations, fraud investigations, and financial crime investigations. This valuable resource reviews the types of analysis that should be considered prior to beginning an investigation and explains how to optimally use data mining techniques to detect fraud. Packed with examples and sample cases illustrating pertinent concepts in practice, this book also explores the two major data analytics providers: ACL and IDEA. Looks at elements of analysis used in today's fraud examinations Reveals how to use data mining (fraud analytic) techniques to detect fraud Examines ACL and IDEA as indispensable tools for fraud detection Includes an abundance of sample cases and examples Written by Delena D Spann, Board of Regent (Emeritus) for the Association of Certified Fraud Examiners (ACFE), who currently serves as Advisory Board Member of the Association of Certified Fraud Examiners, Board Member of the Education Task Force of the Association of Certified Anti-Money Laundering Specialists ASIS International (Economic Crime Council) and Advisory Board Member of the Robert Morris University (School of Business), Fraud Analytics equips you with authoritative fraud analysis techniques you can put to use right away. The proposed book will discuss various aspects of big data Analytics. It will deliberate upon the tools, technology, applications, use cases and research directions in the field. Chapters would be contributed by researchers, scientist and practitioners from various reputed universities and organizations for the benefit of readers. This book provides a broad introduction to the field of pricing as a tactical function in the daily operations of the firm and a toolbox for implementing and solving a wide range of pricing problems. Beyond the theoretical perspectives offered by most textbooks in the field, Essentials of Pricing Analytics supplements the concepts and models covered by demonstrating practical implementations using the highly accessible Excel software, analytical tools, real-life examples and global case studies. The book covers topics on fundamental pricing theory, break-even analysis, price sensitivity, empirical estimations of price–response functions, price optimisation, markdown optimisation, hedonic pricing, revenue management, the use of big data, simulation, and conjoint analysis in pricing decisions, and ethical and legal considerations. This is a uniquely accessible and practical text for advanced undergraduate, MBA and postgraduate students of pricing strategy, entrepreneurship and small business management, marketing strategy, sales and operations. It is also important reading for practitioners looking for accessible methods to implement pricing strategy and maximise

profits. Online resources for instructors include Excel templates and PowerPoint slides for each chapter. Unique insights to implement big data analytics and reap big returns to your bottom line Focusing on the business and financial value of big data analytics, respected technology journalist Frank J. Ohlhorst shares his insights on the newly emerging field of big data analytics in Big Data Analytics. This breakthrough book demonstrates the importance of analytics, defines the processes, highlights the tangible and intangible values and discusses how you can turn a business liability into actionable material that can be used to redefine markets, improve profits and identify new business opportunities. Reveals big data analytics as the next wave for businesses looking for competitive advantage Takes an in-depth look at the financial value of big data analytics Offers tools and best practices for working with big data Once the domain of large on-line retailers such as eBay and Amazon, big data is now accessible by businesses of all sizes and across industries. From how to mine the data your company collects, to the data that is available on the outside, Big Data Analytics shows how you can leverage big data into a key component in your business's growth strategy. 'This book is a superb textbook treatment of benefit–cost analysis. It is well designed for students in public policy, public administration, public health, social work, environmental affairs, law and business.' – John D. Graham, Indiana University, US 'Principles and Standards for Benefit–Cost Analysis is well worth reading. The volume reproduces some chapters previously published online in the Journal of Benefit–Cost Analysis alongside new material that has not yet appeared in print, and does so in a logical and appealing way. Even the several chapters with which I disagreed made me think hard about my own views. And thinking hard is a good thing!' – Paul R. Portney, University of Arizona, US Benefit–cost analysis informs which policies or programs most benefit society when implemented by governments and institutions around the world. This volume brings together leading researchers and practitioners to recommend strategies and standards to improve the consistency and credibility of such analyses, assisting analysts of all types in achieving a greater uniformity of practice. Although new analytical approaches are constantly being used and tested, this book supports the emergence of a professional culture adhering to a set of principles and standards that can be used to identify useful analytical processes and to discard less useful ones. Contributors to this volume come from a wide variety of backgrounds and include authors of leading textbooks, editors of journals, former government officials, and practitioners whose analyses have shaped decisions about education, the environment, security, income distribution, and other vital social and economic policies. Students and professors of public sector economics will find much of interest in this groundbreaking book. Practitioners working in government, non-profit organizations, and international institutions, including welfare economists, policy analysts, environmentalists, engineers, and others will also benefit from this volume's sophisticated and practical recommendations. "A very rich book sprinkled with real-life examples as well as battle-tested advice." —Pierre Haren, VP ILOG, IBM "James does a thorough job of explaining Decision Management Systems as enablers of a formidable business transformation." —Deepak Advani, Vice President, Business Analytics Products and SPSS, IBM Build Systems That Work Actively to Help You Maximize Growth and Profits Most companies rely on operational systems that are largely passive. But what if you could make your systems active participants in optimizing your business? What if your systems could act intelligently on their own? Learn, not just report? Empower users to take action instead of simply escalating their problems? Evolve without massive IT investments? Decision Management Systems can do all that and more. In this book, the field's leading expert demonstrates how to use them to drive unprecedented levels of business value. James Taylor shows how to integrate operational and analytic technologies to create systems that are more agile, more analytic, and more adaptive. Through actual case studies, you'll learn how to combine technologies such as predictive analytics, optimization, and business rules—improving customer service, reducing fraud, managing risk, increasing agility, and driving growth. Both a practical how-to guide and a framework for planning, Decision Management Systems focuses on mainstream business challenges. Coverage includes Understanding how Decision Management Systems can transform your business Planning your systems "with the decision in mind" Identifying, modeling, and prioritizing the decisions you need to optimize Designing and implementing robust decision services Monitoring your ongoing decision-making and learning how to improve it Proven enablers of effective Decision Management Systems: people, process, and technology Identifying and overcoming obstacles that can derail your Decision Management Systems initiative Solid business intelligence guidance uniquely designed for healthcare organizations Increasing regulatory pressures on healthcare organizations have created a national conversation on data, reporting and analytics in healthcare. Behind the scenes, business intelligence (BI) and data warehousing (DW) capabilities are key drivers that empower these functions. Healthcare Business Intelligence is designed as a guidebook for healthcare organizations dipping their toes into the areas of business intelligence and data warehousing. This volume is essential in how a BI capability can ease the increasing regulatory reporting pressures on all healthcare organizations. Explores the five tenets of healthcare business intelligence Offers tips for creating a BI team Identifies what healthcare organizations should focus on first Shows you how to gain support for your BI program Provides tools and techniques that will jump start your BI program Explains how to market and maintain your BI Program The risk associated with doing BI/DW wrong is high, and failures are well documented. Healthcare Business Intelligence helps you get it right, with expert guidance on getting your BI program started and successfully keep it going. This book demonstrates the use of a wide range of strategic engineering concepts, theories and applied case studies to improve the safety, security and sustainability of complex and large-scale engineering and computer systems. It first details the concepts of system design, life cycle, impact assessment and security to show how these ideas can be brought to bear on the modeling, analysis and design of information systems with a focused view on cloud-computing systems and big data analytics. This informative book is a valuable resource for graduate students, researchers and industry-based practitioners working in engineering, information and business systems as well as strategy. Gain the competitive edge with the smart use of business analytics In today's volatile business environment, the strategic use of business analytics is more important than ever. A Practitioners Guide to Business Analytics helps you get the organizational commitment you need to get business analytics up and running in your company. It provides solutions for meeting the strategic challenges of applying analytics, such as: Integrating analytics into decision making, corporate culture, and business strategy Leading and organizing analytics within the corporation Applying statistical qualifications, statistical diagnostics, and statistical review Providing effective building blocks to support analytics—statistical software, data collection, and data management Randy Bartlett, Ph.D., is Chief Statistical Officer of the consulting company Blue Sigma Analytics. He currently works with Infosys, where he has helped build their new Business Analytics practice. The book describes advanced business analytics and shows how to apply them to many different professional areas of engineering and management. Each chapter of the book is contributed by a different author and covers a different area of business analytics. The book connects the analytic principles with business practice and provides an interface between the main disciplines of engineering/technology and the organizational, administrative and planning abilities of management. It also refers to other disciplines such as economy, finance, marketing, behavioral economics and risk analysis. This book is of special interest to engineers, economists and researchers who are developing new advances in engineering management but also to practitioners working on this subject. Whether you are brand new to data mining or working on your tenth predictive analytics project, Commercial Data Mining will be there for you as an accessible reference outlining the entire process and related themes. In this book, you'll learn that your organization does not need a huge volume of data or a Fortune 500 budget to generate business using existing information assets. Expert author David Nettleton guides you through the process from beginning to end and covers everything from business objectives to data sources, and selection to analysis and predictive modeling. Commercial Data Mining includes case studies and practical examples from Nettleton's more than 20 years of commercial experience. Real-world cases covering customer loyalty, cross-selling, and audience prediction in industries including insurance, banking, and media illustrate the concepts and techniques explained throughout the book. Illustrates cost-benefit evaluation of potential projects Includes vendor-agnostic advice on what to look for in off-the-shelf solutions as well as tips on building your own data mining tools Approachable reference can be read from cover to cover by readers of all experience levels Includes practical examples and case studies as well as actionable business insights from author's own experience This in-depth guide provides managers with a solid understanding of data and data trends, the opportunities that it can offer to businesses, and the dangers of these technologies. Written in an accessible style, Steven Finlay provides a contextual roadmap for developing solutions that deliver benefits to organizations. The abundance of data and the rise of new quantitative and statistical techniques have created a promising area: data analytics. This combination of a culture of data-driven decision making and techniques to include domain knowledge allows organizations to exploit big data analytics in their evaluation and decision processes. Also, in education and learning, big data analytics is being used to enhance the learning process, to evaluate efficiency, to improve feedback, and to enrich the learning experience. As every step a student takes in the online world can be traced, analyzed, and used, there are plenty of opportunities to improve the learning process of students. First, data analytics techniques can be used to enhance the student's learning process by providing real-time feedback, or by enriching the learning experience. Second, data analytics can be used to support the instructor or teacher. Using data analytics, the instructor can better trace, and take targeted actions to improve, the learning process of the student. Third, there are possibilities in using data analytics to measure the performance of instructors. Finally, for policy makers, it is often unclear how schools use their available resources to "produce" outcomes. By combining structured and unstructured data from various sources, data analytics might provide a solution for governments that aim to monitor the performance of schools more closely. Data analytics in education should not be the domain of a single discipline. Economists should discuss the possibilities, issues, and normative questions with a multidisciplinary team of pedagogists, philosophers, computer scientists, and sociologists. By bringing together various disciplines, a more comprehensive answer can be formulated to the challenges ahead. This book starts this discussion by highlighting some economic perspectives on the use of data analytics in education. The book begins a rich, multidisciplinary discussion that may make data analytics in education seem as natural as a teacher in front of a classroom. Fundamentals of Big Data Analytics written by Dr.Thomman Vijaya SaradhiDr. Syed Azahad Mr .Sreejith R, Dr. Sreekumar Narayanan Targeted analytics to address the unique opportunities in hospitality and gaming The Analytic Hospitality Executive helps decision makers understand big data and how it can drive value in the industry. Written by a leading business analytics expert who specializes in hospitality and travel, this book draws a direct link between big data and hospitality, and shows you how to incorporate analytics into your strategic management initiative. You'll learn which data types are critical, how to identify productive data sources, and how to integrate analytics into multiple business processes to create an overall analytic culture that turns information into insight. The discussion includes the tools and tips that help make it happen, and points you toward the specific places in your business that could benefit from advanced analytics. The hospitality and gaming industry has unique needs and opportunities, and this book's targeted guidance provides a roadmap to big data benefits. Like most industries, the hospitality and gaming industry is experiencing a rapid increase in data volume, variety, and velocity. This book shows you how to corral this growing current, and channel it into productive avenues that drive better business. Understand big data and analytics Incorporate analytics into existing business processes Identify the most valuable data sources Create a strategic analytic culture that drives value Although the industry is just beginning to recognize the value of big data, it's important to get up to speed quickly or risk losing out on benefits that could drive business to greater heights. The Analytic Hospitality Executive provides a targeted game plan from an expert on the inside, so you can start making your data work for you. Big data analytics utilizes a wide range of software and analytical tools to provide immediate, relevant information for efficient decision-making. Companies are recognizing the immense potential of BDA, but ensuring the data is appropriate and error-free is the largest hurdle in implementing BDA applications. The Handbook of Research on Organizational Transformations through Big Data Analytics not only catalogues the existing platforms and technologies, it explores new trends within the field of big data analytics (BDA). Containing new and existing research materials and insights on the various approaches to BDA; this publication is intended for researchers, IT professionals, and CIOs interested in the best ways to implement BDA applications and technologies. The amount of data in our world has been exploding, and analyzing large data sets—so called big data—will become a key basis of competition in business. Statisticians and researchers will be updating their analytic approaches, methods and research to meet the demands created by the availability of big data. The goal of this book is to show how advances in data science have the ability to fundamentally influence and improve organizational science and practice. This book is primarily designed for researchers and advanced undergraduate and graduate students in psychology, management and statistics. An evidence-based organizational framework for exceptional analytics team results The Analytics Lifecycle Toolkit provides managers with a practical manual for integrating data management and analytic technologies into their organization. Author Gregory Nelson has encountered hundreds of unique perspectives on analytics optimization from across industries; over the years, successful strategies have proven to share certain practices, skillsets, expertise, and structural traits. In this book, he details the concepts, people and processes that contribute to exemplary results, and shares an organizational framework for analytics team functions and roles. By merging analytic culture with data and technology strategies, this framework creates understanding for analytics leaders and a toolbox for practitioners. Focused on team effectiveness and the design thinking surrounding product creation, the framework is illustrated by real-world case studies to show how effective analytics team leadership works on the ground. Tools and templates include best practices for process improvement, workforce enablement, and leadership support, while guidance includes both conceptual discussion of the analytics life cycle and detailed process descriptions. Readers will be equipped to: Master fundamental concepts and practices of the analytics life cycle Understand the knowledge domains and best practices for each stage Delve into the details of analytical team processes and process optimization Utilize a robust toolkit designed to support analytic team effectiveness The analytics life cycle includes a diverse set of considerations involving the people, processes, culture, data, and technology, and managers needing stellar analytics performance must understand their unique role in the process of winnowing the big picture down to meaningful action. The Analytics Lifecycle Toolkit provides expert perspective and much-needed insight to managers, while providing practitioners with a new set of tools for optimizing results. This book highlights state-of-the-art research on big data and the Internet of Things (IoT), along with related areas to ensure efficient and Internet-compatible IoT systems. It not only discusses big data security and privacy challenges, but also energy-efficient approaches to improving virtual machine placement in cloud computing environments. Big data and the Internet of Things (IoT) are ultimately two sides of the same coin, yet extracting, analyzing and managing IoT data poses a serious challenge. Accordingly, proper analytics infrastructures/platforms should be used to analyze IoT data. Information technology (IT) allows people to upload, retrieve, store and collect information, which ultimately forms big data. The use of big data analytics has grown tremendously in just the past few years. At the same time, the IoT has entered the public consciousness, sparking people's imaginations as to what a fully connected world can offer. Further, the book discusses the analysis of real-time big data to derive actionable intelligence in enterprise applications in several domains, such as in industry and agriculture. It explores possible automated solutions in daily life, including structures for smart cities and automated home systems based on IoT technology, as well as health care systems that manage large amounts of data (big data) to improve clinical decisions. The book addresses the security and privacy of the IoT and big data technologies, while also revealing the impact of IoT technologies on several scenarios in smart cities design. Intended as a comprehensive introduction, it offers in-depth analysis and provides scientists, engineers and professionals the latest techniques, frameworks and strategies used in IoT and big data technologies. The Definitive Guide to Using Analytics for Better Business Decisions "A must-read for anyone who is directly or indirectly leading or managing an analytics function—and anyone who wants to make better decisions based on analytics, not just intuition or an 'overemphasis on industry knowledge, which crowds out good analytics.'" -- Charlotte E. Sibley, President, Sibley Associates, a bioPharma consulting company "Over the long term, those who show the greatest imagination, grow the right skills, build the deepest organizations, and follow rigorous statistical practice will reap the greatest rewards from their analytics efforts. A Practitioner's Guide to Business Analytics lights the way." -- Thomas C. Redman, PhD, the Data Doc, Navesink Consulting Group "Executives beware. This is not your typical management book. This book contains real information from analytical professionals who are outside the executive bubble. . . . Hold on to your seat and be prepared to change the way you think about leaders, leadership qualities, and leadership skills needed for future success in the changing business landscape." -- Thomas J. Scott, Director/Advisor, Marketing Sciences Solutions, TGaS Advisors "Randy Bartlett has written an important and useful book, filling at least some of the large void between books that exhort managers to think more analytically without explaining how, and overly technical books that only quantitative analysts would appreciate. Particular strengths are the recommendations about how to organize to integrate analytical expertise into decision-making and the guidance about how managers can assess whether they are getting good analytical advice." -- Douglas A. Samuelson, D.Sc., President and Chief Scientist, InfoLogix, Inc., Annandale, VA; quantitative analyst, inventor, entrepreneur and executive About the Book: The real tragedy of a company failing while using analytics is the fact that its leaders will have the data to explain the failure, but they won't have the capabilities in place to filter the data and convert it into actionable business insights. One implication of Big Data is that we need to adapt . . . quickly. A Practitioner's Guide to Business Analytics integrates powerful strategies for leveraging analytics inside a business with a how-to playbook of tactics to make it happen. The case for competing based on analytics is clear, but until now, there hasn't been authoritative guidance for inciting a corporate community to evolve into a thriving, analytics-driven environment. This hands-on book gives you the tools, knowledge, and strategies to capture the level of organizational commitment you need to get business analytics up and running in your company. It helps you define what business analytics is, quantify the exponential value it brings to an organization, and show others how to harness its power to gain advantage over competitors. Accomplished business information professional Randy Bartlett brings his comprehensive coverage to life with firsthand accounts of using business analytics at brand-name global companies. Through in-depth examinations of success stories and failures in analytics-based decision making and data analyses, he fully prepares you to: Assess your company's analytics needs and capabilities, and develop a strategic analytics plan Steward the three pillars of Best Statistical Practice and accurately measure the quality of analytics-based decisions and data analyses Build and organize a specialized Business Analytics Team to lead infrastructural changes Upgrade the foundation that supports business analytics--data collection, data software, and data management Create the essential synergy for success between the Business Analytics Team and IT Effectively integrating analytics into everyday decision making, corporate culture, and business strategy is a multifront exercise in leadership, execution, and support. The specialized tools and skill sets required to succeed are finally in one resource--A Practitioner's Guide to Business Analytics. Take a deep dive into the concepts of machine learning as they apply to contemporary business and management. You will learn how machine learning techniques are used to solve fundamental and complex problems in society and industry. Machine Learning for Decision Makers serves as an excellent resource for establishing the relationship of machine learning with IoT, big data, and cognitive and cloud computing to give you an overview of how these modern areas of computing relate to each other. This book introduces a collection of the most important concepts of machine learning and sets them in context with other vital technologies that decision makers need to know about. These concepts span the process from envisioning the problem to applying machine-learning techniques to your particular situation. This discussion also provides an insight to help deploy the results to improve decision-making. The book uses case studies and jargon busting to help you grasp the theory of machine learning quickly. You'll soon gain the big picture of machine learning and how it fits with other cutting-edge IT services. This knowledge will give you confidence in your decisions for the future of your business. What You Will Learn Discover the machine learning, big data, and cloud and cognitive computing technology stack Gain insights into machine learning concepts and practices Understand business and enterprise decision-making using machine learning Absorb machine-learning best practices Who This Book Is For Managers tasked with making key decisions who want to learn how and when machine learning and related technologies can help them. Take control of revenue management in the new hotel economy Hotel Pricing in a Social World: How to Drive Value in the New Hotel Economy is an insightful resource that provides guidance on improving organizational decision making to keep your hotel relevant, from a pricing standpoint, in the often chaotic hotel landscape. This groundbreaking book clearly showcases the current environment of the hotel industry, and describes new and emerging trends that can impact your revenue management tactics. This essential text prepares you to survive and thrive in today's highly competitive market, and outlines the best approach to building profitable pricing strategies that follow both tactical and strategic best practices. Revenue management has become a key activity in the highly social

environment of today's hotel industry, thanks to mobile technology and social media. Though relatively new, revenue management is a quickly-evolving discipline that requires precision if you want to maintain your hotel's relevance in the market. Leverage original research, case studies, and industry examples to understand the practical application of key concepts Explore current market conditions that have an impact on revenue management Consider how advances in data management, analytics, and data visualization can impact revenue management practices Identify how revenue management can help you take advantage of market opportunities and overcome challenges Hotel Pricing in a Social World: How to Drive Value in the New Hotel Economy is an essential text for hotel CFOs, CMOs, revenue managers, and operations managers who want to leverage revenue management techniques to keep their hotel competitive. The book is a collection of high-quality peer-reviewed research papers presented in International Conference on Soft Computing Systems (ICSCS 2015) held at Noorul Islam Centre for Higher Education, Chennai, India. These research papers provide the latest developments in the emerging areas of Soft Computing in Engineering and Technology. The book is organized in two volumes and discusses a wide variety of industrial, engineering and scientific applications of the emerging techniques. It presents invited papers from the inventors/originators of new applications and advanced technologies. The Cyber Ecosystem can be a replica of our natural ecosystem where different living and non-living things interact with each other to perform specific tasks. Similarly, the different entities of the cyber ecosystem collaborate digitally with each other to revolutionize our lifestyle by creating smart, intelligent, and automated systems/processes. The main actors of the cyber ecosystem, among others, are the Internet of Things (IoT), Artificial Intelligence (AI), and the mechanisms providing cybersecurity. This book documents how this blend of technologies is powering a digital sustainable socio-economic infrastructure which improves our life quality. It offers advanced automation methods fitted with amended business and audits models, universal authentication schemes, transparent governance, and inventive prediction analysis. Mathematical Modeling for Business Analytics is written for decision makers at all levels. This book presents the latest tools and techniques available to help in the decision process. The interpretation and explanation of the results are crucial to understanding the strengths and limitations of modeling. This book emphasizes and focuses on the aspects of constructing a useful model formulation, as well as building the skills required for decision analysis. The book also focuses on sensitivity analysis. The author encourages readers to formally think about solving problems by using a thorough process. Many scenarios and illustrative examples are provided to help solve problems. Each chapter is also comprehensively arranged so that readers gain an in-depth understanding of the subject which includes introductions, background information and analysis. Both undergraduate and graduate students taking methods courses in methods and discrete mathematical modeling courses will greatly benefit from using this book. Boasts many illustrative examples to help solve problems Provides many solutions for each chapter Emphasizes model formulation and helps create model building skills for decision analysis Provides the tools to support analysis and interpretation A brand new collection of business analytics insights and actionable techniques... 3 authoritative books, now in a convenient e-format, at a great price! 3 authoritative eBooks deliver comprehensive analytics knowledge and tools for optimizing every critical business decision! Use business analytics to drive maximum value from all your business data! This unique 3 eBook package will help you harness your information, discover hidden patterns, and successfully act on what you learn. In Enterprise Analytics, analytics pioneer Tom Davenport and the world-renowned experts at the International Institute for Analytics (IIA) bring together the latest techniques, best practices, and research on large-scale analytics strategy, technology, implementation, and management. Using real-world examples, they cover everything from building better analytics organizations to gathering data; implementing predictive analytics to linking analysis with organizational performance. You'll find specific insights for optimizing supply chains, online services, marketing, fraud detection, and many other business functions; plus chapter-length case studies from healthcare, retail, and financial services. Next, in the up-to-the-minute Analysis Without Paralysis, Second Edition, Babette E. Bensoussan and Craig S. Fleisher help you succeed with analysis without getting mired in advanced math or arcane theory. They walk you through the entire business analysis process, and guide you through using 12 core tools for making better decisions about strategy and operations -- including three powerful tools covered for the first time in this new Second Edition. Then, in Business and Competitive Analysis, Fleisher and Bensoussan help you apply 24 leading business analysis models to gain deep clarity about your business environment, answer tough questions, and make tough choices. They first walk you through defining problems, avoiding pitfalls, choosing tools, and communicating results. Next, they systematically address both "classic" techniques and the most promising new approaches from economics, finance, sociology, anthropology, and the intelligence and futurist communities. For the first time, one book covers Nine Forces, Competitive Positioning, Business Model, Supply Chain Analyses, Benchmarking, McKinsey 7S, Shadowing, Product Line, Win/Loss, Strategic Relationships, Corporate Reputation, Critical Success Factors, Driving Forces, Country Risk, Technology Forecasting, War Gaming, Event/Timeline, Indications, Warning Analyses, Competitor Cash Flow, ACH, Linchpin Analyses, and more. Whether you're an executive, strategist, analyst, marketer, or operations professional, this eBook collection will help you make more effective, data-driven, profitable decisions! From world-renowned analytics and competitive/business intelligence experts Thomas H. Davenport, Babette E. Bensoussan, and Craig S. Fleisher This innovative new textbook, co-authored by an established academic and a leading practitioner, is the first to bring together issues of cloud computing, business intelligence and big data analytics in order to explore how organisations use cloud technology to analyse data and make decisions. In addition to offering an up-to-date exploration of key issues relating to data privacy and ethics, information governance, and the future of analytics, the text describes the options available in deploying analytic solutions to the cloud and draws on real-world, international examples from companies such as Rolls Royce, Lego, Volkswagen and Samsung. Combining academic and practitioner perspectives that are crucial to the understanding of this growing field, Business Analytics acts an ideal core text for undergraduate, postgraduate and MBA modules on Big Data, Business and Data Analytics, and Business Intelligence, as well as functioning as a supplementary text for modules in Marketing Analytics. The book is also an invaluable resource for practitioners and will quickly enable the next generation of 'Information Builders' within organisations to understand innovative cloud based-analytic solutions. Packed with insider tips and tricks, this how-to guide is fully revised to cover the latest version of Google Analytics and shows you how to implement proven Web analytics methods and concepts. This second edition of the bestselling Advanced Web Metrics with Google Analytics is the perfect book for marketers, vendors, consultants, and Webmasters who want to learn the installation, configuration, tracking techniques, and best practices of Google Analytics. Google Analytics is a free tool that measures Web site effectiveness and helps users better understand how web site performance; this book is a detailed usage guide written by one of the software's original creators Explains what filters keep data accurate, how to measure Flash usage and tag for e-mail marketing, and what visitor segmentation provides the most useful feedback Examines principles and practices of Web analytics, then shows how to use GA's reports and how to track dynamic Web pages, banners, outgoing links, and contact forms Discusses advanced setups for configuring goals and filters, how to integrate GA with third-party systems, and how to leverage the new API Advanced Web Metrics with Google Analytics, Second Edition is valuable for both novice and experienced users of Google Analytics. As part of the Thinker's Guide Library, this book explores how to analyze questions, problems, and opportunities through the elements of reasoning. It provides students, educators and professionals a framework for deconstructing and assessing any issue to find the most practical solution, in order to achieve the best consequences. This book constitutes the refereed proceedings of the 6th International Conference on Big Data analytics, BDA 2018, held in Warangal, India, in December 2018. The 29 papers presented in this volume were carefully reviewed and selected from 93 submissions. The papers are organized in topical sections named: big data analytics: vision and perspectives; financial data analytics and data streams; web and social media data; big data systems and frameworks; predictive analytics in healthcare and agricultural domains; and machine learning and pattern mining.

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