

## Marketing Analytics A Practical Guide To Improving Consumer Insights Using Data Techniques

The explosion of data analytics in the auditing profession demands a different kind of auditor. Auditing: A Practical Approach with Data Analytics prepares students for the rapidly changing demands of the auditing profession by meeting the data-driven requirements of today's workforce. Because no two audits are alike, this course uses a practical, case-based approach to help students develop professional judgement, think critically about the auditing process, and develop the decision-making skills necessary to perform a real-world audit. To further prepare students for the profession, this course integrates seamless exam review for successful completion of the CPA Exam.

Who is most likely to buy and what is the best way to target them? Marketing Analytics enables marketers and business analysts to answer these questions by leveraging proven methodologies to measure and improve upon the effectiveness of marketing programs. Marketing Analytics demonstrates how statistics, analytics and modeling can be put to optimal use to increase the effectiveness of every day marketing activities, from targeted list creation and data segmentation to testing campaign effectiveness and forecasting demand. The author explores many common marketing challenges and demonstrates how to apply different data models to arrive at viable solutions. Business cases and critical analysis are included to illustrate and reinforce key concepts throughout. Beginners will benefit from clear, jargon-free explanations of methodologies relating to statistics, marketing strategy and consumer behaviour. More experienced practitioners will appreciate the more complex aspects of data analytics and data modeling, discovering new applications of various techniques in every day practice. Readers of Marketing Analytics will come away with a firm foundation in markets analytics and the tools they need to gain competitive edge and increase market share. Online supporting resources for this book include a bank of test questions as well as data sets relating to many of the chapters.

Well received in its first edition, Survival Analysis: A Practical Approach is completely revised to provide an accessible and practical guide to survival analysis techniques in diverse environments. Illustrated with many authentic examples, the book introduces basic statistical concepts and methods to construct survival curves, later developing them to encompass more specialised and complex models. During the years since the first edition there have been several new topics that have come to the fore and many new applications. Parallel developments in computer software programmes, used to implement these methodologies, are relied upon throughout the text to bring it up to date.

Such diverse thinkers as Lao-Tze, Confucius, and U.S. Defense Secretary Donald Rumsfeld have all pointed out that we need to be able to tell the difference between real and assumed knowledge. The systematic review is a scientific tool that can help with this difficult task. It can help, for example, with appraising, summarising, and communicating the results and implications of otherwise unmanageable quantities of data. This book, written by two highly-respected social scientists, provides an overview of systematic literature review methods: Outlining the rationale and methods of systematic reviews; Giving worked examples from social science and other fields; Applying the practice to all social science disciplines; It requires no previous knowledge, but takes the reader through the process stage by stage; Drawing on examples from such diverse fields as psychology, criminology, education, transport, social welfare, public health, and housing and urban policy, among others. Including detailed sections on assessing the quality of both quantitative, and qualitative research; searching for evidence in the social sciences; meta-analytic and other methods of evidence synthesis; publication bias; heterogeneity; and approaches to dissemination.

Helping tech-savvy marketers and data analysts solve real-world business problems with Excel Using data-driven business analytics to understand customers and improve results is a great idea in theory, but in today's busy offices, marketers and analysts need simple, low-cost ways to process and make the most of all that data. This expert book offers the perfect solution. Written by data analysis expert Wayne L. Winston, this practical resource shows you how to tap a simple and cost-effective tool, Microsoft Excel, to solve specific business problems using powerful analytic techniques—and achieve optimum results. Practical exercises in each chapter help you apply and reinforce techniques as you learn. Shows you how to perform sophisticated business analyses using the cost-effective and widely available Microsoft Excel instead of expensive, proprietary analytical tools Reveals how to target and retain profitable customers and avoid high-risk customers Helps you forecast sales and improve response rates for marketing campaigns Explores how to optimize price points for products and services, optimize store layouts, and improve online advertising Covers social media, viral marketing, and how to exploit both effectively Improve your marketing results with Microsoft Excel and the invaluable techniques and ideas in Marketing Analytics: Data-Driven Techniques with Microsoft Excel.

Cutting-edge Marketing Analytics

Practical Guide to Leveraging the Power of Algorithms, Data Science, Data Mining, Statistics, Big Data, and Predictive Analysis to Improve Business, Work, and Life

Demystifying Fixed Income Analytics

How to Transform Your Marketing Organization

Making Sense of Consumer Data in a Digital World

A practical guide to real marketing science

A Practical Guide for Managers

A straightforward, non-technical guide to the next major marketing tool Artificial Intelligence for Marketing presents a tightly-focused introduction to machine learning, written specifically for marketing professionals. This book will not teach you to be a data scientist—but it does explain how Artificial Intelligence and Machine Learning will revolutionize your company's marketing strategy, and teach you how to use it most effectively. Data and analytics have become table stakes in modern marketing, but the field is ever-evolving with data scientists continually developing new algorithms—where does that leave you? How can marketers use the latest data science developments to their advantage? This book walks you through the "need-to-know" aspects of Artificial Intelligence, including natural language processing, speech recognition, and the power of Machine Learning to show you how to make the most of this technology in a practical, tactical way. Simple illustrations clarify complex concepts, and case studies show how real-world companies are taking the next leap forward. Straightforward, pragmatic, and with no math required, this book will help you. Speak intelligently about Artificial Intelligence and its advantages in marketing Understand how marketers without a Data Science degree can make use of machine learning technology Collaborate with data scientists as a subject matter expert to help develop focused-use applications Help your company gain a competitive advantage by leveraging leading-edge technology in marketing Marketing and data science are two fast-moving, turbulent spheres that often intersect; that intersection is where marketing professionals pick up the tools and methods to move their company forward. Artificial Intelligence and Machine Learning provide a data-driven basis for more robust and intensely-targeted marketing strategies—and companies that effectively utilize these latest tools will reap the benefit in the marketplace. Artificial Intelligence for Marketing provides a nontechnical crash course to help you stay ahead of the curve.

Optimize your marketing strategies through analytics and machine learning Key Features Understand how data science drives successful marketing campaigns Use machine learning for better customer engagement, retention, and product recommendations Extract insights from your data to optimize marketing strategies and increase profitability Book Description Regardless of company size, the adoption of data science and machine learning for marketing has been rising in the industry. With this book, you will learn to implement data science techniques to understand the drivers behind the successes and failures of marketing campaigns. This book is a comprehensive guide to help you understand and predict customer behaviors and create more effectively targeted and personalized marketing strategies. This is a practical guide to performing simple-to-advanced tasks, to extract hidden insights from the data and use them to make smart business decisions. You will understand what drives sales and increases customer engagements for your products. You will learn to implement machine learning to forecast which customers are more likely to engage with the products and have high lifetime value. This book will also show you how to use machine learning techniques to understand different customer segments and recommend the right products for each customer. Apart from learning to gain insights into consumer behavior using exploratory analysis, you will also learn the concept of A/B testing and implement it using Python and R. By the end of this book, you will be experienced enough with various data science and machine learning techniques to run and manage successful marketing campaigns for your business. What you will learn Learn how to compute and visualize marketing KPIs in Python and R Master what drives successful marketing campaigns with data science Use machine learning to predict customer engagement and lifetime value Make product recommendations that customers are most likely to buy Learn how to use A/B testing for better marketing decision making Implement machine learning to understand different customer segments Who this book is for If you are a marketing professional, data scientist, engineer, or a student keen to learn how to apply data science to marketing, this book is what you need! It will be beneficial to have some basic knowledge of either Python or R to work through the examples. This book will also be beneficial for beginners as it covers basic-to-advanced data science concepts and applications in marketing with real-life examples.

With this book, managers and decision makers are given the tools to make more informed decisions about big data purchasing initiatives. Big Data Analytics: A Practical Guide for Managers not only supplies descriptions of common tools, but also surveys the various products and vendors that supply the big data market. Comparing and contrasting the dif

Inspired by the author's need for practical guidance in the processes of data analysis, A Practical Guide to Scientific Data Analysis has been written as a statistical companion for the working scientist. This handbook of data analysis with worked examples focuses on the application of mathematical and statistical techniques and the interpretation of their results. Covering the most common statistical methods for examining and exploring relationships in data, the text includes extensive examples from a variety of scientific disciplines. The chapters are organised logically, from planning an experiment, through examining and displaying the data, to constructing quantitative models. Each chapter is intended to stand alone so that casual users can refer to the section that is most appropriate to their problem. Written by a highly qualified and internationally respected author this text: Presents statistics for the non-statistician Explains a variety of methods to extract information from data Describes the application of statistical methods to the design of "performance chemicals" Emphasises the application of statistical techniques and the interpretation of their results Of practical use to chemists, biochemists, pharmacists, biologists and researchers from many other scientific disciplines in both industry and academia.

This book discusses important aspects of fixed income securities in emerging economies. Key features • Clarifies all conceptual and analytical aspects of fixed income securities and bonds, and covers important interest rate and credit derivative instruments in a simple and practical way. • Examines topics such as classifications of fixed income instruments; related risk-return measures; yield curve and term structure of interest rates; interest rate derivatives (forwards, futures and swaps), credit derivatives (credit default swaps); and trading strategies and risk management. • Provides step-by-step explanation of fixed income products by including real-life examples, scenarios and cases, especially in the context of emerging markets. • Presents consistent reference of actual market practices to make the chapters practice oriented while maintaining a lucid style complemented by adequate reading inputs and clear learning outcomes. • Includes complete solutions of numericals and cases for all chapters as an eResource on the Routledge website to aid understanding. The book will serve as a ready guide to both professionals from banking and finance industry (fixed income/bond dealers; fund/investment/portfolio managers; investment bankers; financial analysts/consultants; and those in academics, including students, research scholars, and teachers in the fields of business management, banking, insurance, finance, financial economics, business economics, and risk management.

Easy Ways Every Marketer Can Use Customer Analytics and Big Data

A Practical Guide to Statistical Methods

Data Analysis in High Energy Physics

Engineering Design via Surrogate Modelling

A Practical Guide to Scientific Data Analysis

The Definitive Guide to Marketing Analytics and Metrics (Collection)

A Practical Guide to Indie Game Marketing

Master practical strategic marketing analysis through real-life case studies and hands-on examples. In Cutting Edge Marketing Analytics, three pioneering experts integrate all three core areas of marketing analytics: statistical analysis, experiments, and managerial intuition. They fully detail a best-practice marketing analytics methodology, augmenting it with case studies that illustrate the quantitative and data analysis tools you'll need to allocate resources, define optimal marketing mixes; perform effective analysis of customers and digital marketing campaigns, and create high-value dashboards and metrics. For each marketing problem, the authors help you: Identify the right data and analytics techniques Conduct the analysis and obtain insights from it Outline what-if scenarios and define optimal solutions Connect your insights to strategic decision-making Each chapter contains technical notes, statistical knowledge, case studies, and real data you can use to perform the analysis yourself. As you proceed, you'll gain an in-depth understanding of: The real value of marketing analytics How to integrate quantitative analysis with managerial sensibility How to apply linear regression, logistic regression, cluster analysis, and Anova models The crucial role of careful experimental design For all marketing professionals specializing in marketing analytics and/or business intelligence; and for students and faculty in all graduate-level business courses covering Marketing Analytics, Marketing Effectiveness, or Marketing Metrics Make personalized marketing a reality with this practical guide to predictive analytics Predictive Marketing is a predictive analytics primer for organizations large and small, offering practical tips and actionable strategies for implementing more personalized marketing immediately. The marketing paradigm is changing, and this book provides a blueprint for navigating the transition from creative- to data-driven marketing, from one-size-fits-all to one-on-one, and from marketing campaigns to real-time customer experiences. You'll learn how to use machine-learning technologies to improve customer acquisition and customer growth, and how to identify and re-engage at-risk or lapsed customers by implementing an easy, automated approach to predictive analytics. Much more than just theory and testament to the power of personalized marketing, this book focuses on action, helping you understand and actually begin using this revolutionary approach to the customer experience. Predictive analytics can finally make personalized marketing a reality. For the first time, predictive marketing is accessible to all marketers, not just those at large corporations — in fact, many smaller organizations are leapfrogging their larger counterparts with innovative programs. This book shows you how to bring predictive analytics to your organization, with actionable guidance that get you started today. Implement predictive marketing at any size organization Deliver a more personalized marketing experience Automate predictive analytics with machine learning technology Base marketing decisions on concrete data rather than unproven ideas Marketers have long been talking about delivering personalized experiences across channels. All marketers want to deliver happiness, but most still employ a one-size-fits-all approach. Predictive Marketing provides the information and insight you need to lift your organization out of the campaign rut and into the rarefied atmosphere of a truly personalized customer experience.

This practical content guide empowers businesses to understand, identify and act on big-data opportunities, producing superior business insights for prolific marketing gains.

R — the statistical and graphical environment is rapidly emerging as an important set of teaching and research tools for biologists. This book draws upon the popularity and free availability of R to couple the theory and practice of biostatistics into a single treatment, so as to provide a textbook for biologists learning statistics, R, or both. An abridged description of biostatistical principles and analysis sequence keys are combined together with worked examples of the practical use of R into a complete practical guide to designing and analyzing real biological research. Topics covered include: simple hypothesis testing, graphing exploratory data analysis and graphical summaries regression (linear, multi and non-linear) simple and complex ANOVA and ANCOVA designs (including nested, factorial, blocking, split-plot and repeated measures) frequency analysis and generalized linear models. Linear mixed effects modeling is also incorporated extensively throughout as an alternative to traditional modeling techniques. The book is accompanied by a companion website [www.wiley.com/go/logan/r](http://www.wiley.com/go/logan/r) with an extensive set of resources comprising all R scripts and data sets used in the book, additional worked examples, the biology package, and other instructional materials and links.

Analytics can make government work better—this book shows you how A Practical Guide to Analytics for Governments provides demonstrations of real-world analytics applications for legislators, policy-makers, and support staff at the federal, state, and local levels. Big data and analytics are transforming industries across the board, and government can reap many of those same benefits by applying analytics to processes and programs already in place. From healthcare delivery and child well-being, to crime and program fraud, analytics can—in fact, already does—transform the way government works. This book shows you how analytics can be implemented in your own milieu: What is the downstream impact of new legislation? How can we make programs more efficient? Is it possible to predict policy outcomes without analytics? How do I get started building analytics into my government organization? The answers are all here, with accessible explanations and useful advice from an expert in the field. Analytics allows you to mine your data to create a holistic picture of your constituents; this model helps you tailor programs, fine-tune legislation, and serve the populace more effectively. This book walks you through analytics as applied to government, and shows you how to reap Big data's benefits at whatever level necessary. Learn how analytics is already transforming government service delivery Delve into the digital healthcare revolution Use analytics to improve education, juvenile justice, and other child-focused areas Apply analytics to transportation, criminal justice, fraud, and much more Legislators and policy makers have plenty of great ideas—but how do they put those ideas into play? Analytics can play a crucial role in getting the job done well. A Practical Guide to Analytics for Governments provides advice, perspective, and real-world guidance for public servants everywhere.

Using Big Data for Good

Data Analytics

Digital Analytics for Marketing

Data-Driven Marketing

The Analytics Lifecycle Toolkit

Biostatistical Design and Analysis Using R

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.

The digital age has transformed the very nature of marketing. Armed with smartphones, tablets, PCs and smart TVs, consumers are increasingly hanging out on the internet. Cyberspace has changed the way they communicate, and the way they shop and buy. This fluid, decentralized and multidirectional medium is changing the way brands engage with consumers. At the same time, technology and innovation, coupled with the explosion of business data, has fundamentally altered the manner we collect, process, analyse and disseminate market intelligence. The increased volume, variety and velocity of information enables marketers to respond with much greater speed, to changes in the marketplace. Market intelligence is timelier, less expensive, and more accurate and actionable. Anchored in this age of transformations, Marketing Analytics is a practitioner's guide to marketing management in the 21st century. The text devotes considerable attention to the way market analytic techniques and market research processes are being refined and re-engineered. Written by a marketing veteran, it is intended to guide marketers as they craft market strategies, and execute their day to day tasks.

The practical guide to using pricing and profitability management to build a better business A comprehensive reference for any business professional looking to understand the capabilities and competencies required for effectively managing pricing and profitability, Pricing and Profitability Management explains how to determine the right approach, tools, and techniques for each of six key categories (pricing strategy, price execution, advanced analytics and optimization, organizational alignment and governance, pricing technology and data management, and tax and regulatory effectiveness). Exploring each category in detail, the book addresses how an integrated approach to pricing improvement can give a sustainable, competitive advantage to any organization. The ultimate "how to" manual for any executive or manager interested in price management, the book presents a holistic, comprehensive framework that shows how integrating these pricing categories into a cohesive program leads to impressive gains that cannot be achieved through a single-pronged approach. Presents a comprehensive framework for more effectively managing pricing and profitability Identifies the six key categories of pricing and profitability management Shows you how to gain a competitive edge by managing pricing and profitability Taking a comprehensive view of pricing, companies can position themselves to tap a vast source of shareholder value—the ability to set and enforce profitable prices, not just once, but again and again in response to marketplace changes and evolving business needs—and this book will show you how.

This comprehensive book provides students with a "grand tour" of the tools needed to measure digital activity and implement best practices for using data to inform marketing strategy. It is the first text of its kind to introduce students to analytics platforms from a practical marketing perspective. Demonstrating how to integrate large amounts of data from web, digital, social, and search platforms, this helpful guide offers actionable insights into data analysis, explaining how to "connect the dots" and "humanize" information to make effective marketing decisions. The author covers timely topics, such as social media, web analytics, marketing analytics challenges, and dashboards, helping students to make sense of business measurement challenges, extract insights, and take effective actions. The book's experiential approach, combined with chapter objectives, summaries, and review questions, will engage readers, deepening learning by helping them to think outside the box. Filled with engaging, interactive exercises, and interesting insights from an industry expert, this book will appeal to students of digital marketing, online marketing, and analytics. A companion website features an instructor's manual, test bank, and PowerPoint slides.

**This book is a complete introduction to the power of R for marketing research practitioners. The text describes statistical models from a conceptual point of view with a minimal amount of mathematics, presuming only an introductory knowledge of statistics. Hands-on chapters accelerate the learning curve by asking readers to interact with R from the beginning. Core topics include the R language, basic statistics, linear modeling, and data visualization, which is presented throughout as an integral part of analysis. Later chapters cover more advanced topics yet are intended to be approachable for all analysts. These sections examine logistic regression, customer segmentation, hierarchical linear modeling, market basket analysis, structural equation modeling, and conjoint analysis in R. The text uniquely presents Bayesian models with a minimally complex approach, demonstrating and explaining Bayesian methods alongside traditional analyses for analysis of variance, linear models, and metric and choice-based conjoint analysis. With its emphasis on data visualization, model assessment, and development of statistical intuition, this book provides guidance for any analyst looking to develop or improve skills in R for marketing applications.**

**R for Marketing Research and Analytics**

**Survival Analysis**

**Data Science for Marketing Analytics**

**Strategic Models and Metrics**

**Essential Tools for Data-Driven Decisions**

**A Practical Guide for Business Leaders**

**A Practical Guide to Exploratory Data Analysis and Data Mining**

Digital and Social Media Marketing: A Results-Driven Approach is an exciting new industry-led, research-informed and results-driven guide to digital commerce. Its examples draw from SMEs and from Europe to offer a unique perspective for those learning about digital marketing and, having been developed in close collaboration with the Search Engine Marketing Trade Association (SEM-TA), it is a reliable source of prevailing industry standards for practitioners at the cutting edge of their trade. Unlike other digital marketing texts, this accessible textbook gives special consideration to the ethical challenges raised by an increasingly digital world. Equally unique is the book's Digital Business Maturity Model, which offers organisations a clear roadmap for understanding their relative levels of technology adoption. Embracing the true spirit of Digital and Social Media Marketing, the book will be the first of its kind in this field with digital learning materials, case studies and exercises available in a supporting Massive Open Online Course (MOOC). The MOOC will enhance learners' experience and create an interactive international learning community. This book will provide a hands on, accessible and user friendly platform to turn skills and knowledge into strategic advantage. Ideal for postgraduate learners, instructors interested in providing a unique and up-to-date learning experience and for SMEs and practitioners aiming to be at the cutting edge of Digital and Social Media Marketing.

Learn how to market for your indie game, even with a small budget and limited resources. For those who want to earn a regular income from making indie games, marketing can be nearly as vital to the success of the game as the game itself. A Practical Guide to Indie Game Marketing provides you with the tools needed to build visibility and sell your game. With special focus on developers with small budgets and limited staff and resources, this book is packed with recommendations and techniques that you can put to use immediately. As a seasoned marketing professional, author Joel Dreskin provides insight into practical, real-world experiences from marketing numerous successful games and also shares tips on mistakes to avoid. Presented in an easy to read format, A Practical Guide to Indie Game Marketing includes information on establishing an audience and increasing visibility so you can build successes with your studio and games. Through case studies, examples, guidelines and tips, you will learn best practices for developing plans for your game launches, PR, community engagement, channel promotions and more. Sample timelines help you determine how long in advance of a launch to prepare your first public communications, when to announce your game, as well as recommended timing for releasing different game assets. Book also includes marketing checklist 'cheat sheets', dos and don'ts and additional resources.

A brand new collection introducing today's most powerful strategies and techniques for measuring and optimizing marketing... 3 authoritative books, now in a convenient e-format, at a great price! 3 authoritative Books help you measure, analyze, and optimize every marketing investment you'll ever make. Measuring and optimize your marketing investments is more crucial than ever. But, with an explosion in channels and complexity, it's also more challenging than ever. Fortunately, marketing metrics and analytics have taken giant leaps forward in recent years: techniques now exist for accurately quantifying performance and applying what you learn to improve it. In this unique 3 Book package, world-class experts present these new approaches, and show how to profit from them. In Marketing and Sales Analytics, leading consultant Cesar A. Brea examines the experiences of 15 leaders who've built high-value analytics capabilities in multiple industries. Then, building on what they've learned, he presents a complete blueprint for succeeding with marketing analytics. You'll learn how to evaluate "ecosystemic" conditions for success, frame the right questions, and organize your people, data, and operating infrastructure to answer them. Brea helps you overcome key challenges ranging from governance to overcoming hidden biases. Along the way, he also offers specific guidance on crucial decisions such as "buy vs. build?", "centralize or decentralize?", and "hire generalists or specialists?" Next, in Cutting Edge Marketing Analytics, three pioneering experts introduce today's most valuable marketing analytics methods and tools, and offer a best-practice methodology for successful implementation. They augment this knowledge with hands on case studies, guiding you through solving key problems in resource allocation, segmentation, pricing, campaign management, firm valuation, and digital marketing strategy. All case studies are accompanied by real data used by the protagonists to make decisions. As you practice, you'll gain a deeper understanding of the value of marketing analytics, learn to integrate quantitative analysis with managerial sensibilities, master core statistical tools, and discover how to avoid crucial pitfalls. Finally, in the award-winning Marketing Metrics, Second Edition, Paul W. Farris and his colleagues show how to choose the right metrics for every marketing challenge. You'll learn how to use dashboards to view market dynamics from multiple perspectives, maximize accuracy, and "triangulate" to optimal solutions. You'll discover high-value metrics for promotional strategy, advertising, distribution, customer perceptions, market share, competitors' power, margins, pricing, products and portfolios, customer profitability, sales forces, channels, and more. This extensively updated edition introduces innovative metrics ranging from Net Promoter to social media and brand equity measurement, and shows how to build comprehensive models to optimize every marketing decision you make. If you need to measure and improve marketing performance, this 3-book package will be your most valuable resource. From world-renowned business sustainability experts Cesar A. Brea, Rajkumar Venkatesan, Paul W. Farris, Ronald T. Wilcox, Neil T. Bendle, Phillip E. Pfeifer, and David J. Reibstein. Praise for the First Edition "...a well-written book on data analysis and data mining that provides an excellent foundation..." -CHOICE "This is a must-read book for learning practical statistics and data analysis..." -Computing Reviews.com A proven go-to guide for data analysis, Making Sense of Data I: A Practical Guide to Exploratory Data Analysis and Data Mining, Second Edition focuses on basic data analysis approaches that are necessary to make timely and accurate decisions in a diverse range of projects. Based on the authors' practical experience in implementing data analysis and data mining, the new edition provides clear explanations that guide readers from almost every field of study. In order to facilitate the needed steps when handling a data analysis or data mining project, a step-by-step approach aids professionals in carefully analyzing data and implementing results, leading to the development of smarter business decisions. The tools to summarize and interpret data in order to master data analysis are integrated throughout, and the Second Edition also features: Updated exercises for both manual and computer-aided implementation with accompanying worked examples. New appendices with coverage on the freely available Traceis™ software, including tutorials using data from a variety of disciplines such as the social sciences, engineering, and finance. New topical coverage on multiple linear regression and logistic regression to provide a range of widely used and transparent approaches. Additional real-world examples of data preparation to establish a practical background for making decisions from data. Making Sense of Data I: A Practical Guide to Exploratory Data Analysis and Data Mining, Second Edition is an excellent reference for researchers and professionals who need to achieve effective decision making from data. The Second Edition is also an ideal textbook for undergraduate and graduate-level courses in data analysis and data mining and is appropriate for cross-disciplinary courses found within computer science and engineering departments.

Teaching Online: A Practical Guide is a practical, concise guide for educators teaching online. This updated edition has been fully revamped and reflects important changes that have occurred since the second edition's publication. A leader in the online field, this best-selling resource maintains its reader friendly tone and offers exceptional practical advice, new teaching examples, faculty interviews, and an updated resource section. New to this edition: new chapter on how faculty and instructional designers can work collaboratively. Expanded chapter on Open Educational Resources, copyright, and intellectual property. More international relevance, with global examples and interviews with faculty in a wide variety of regions. New interactive Companion Website that invites readers to post questions to the author, offers real-life case studies submitted by users, and includes an updated, online version of the resource section. Focusing on the "how" and "whys" of implementation rather than theory, this text is a must-have resource for anyone teaching online or for students enrolled in Distance Learning and Educational Technology Masters Programs.

A practical guide to forming a killer marketing strategy through data analysis with Python

Big Data Analytics

Achieve your marketing goals with the data analytics power of Python

Pricing and Profitability Management

A Practical Guide for an Effective Analytics Capability

Marketing Research with IBM® SPSS Statistics

A Results-Driven Approach

Who is most likely to buy and what is the best way to target them? How can businesses improve strategy without identifying the key influencing factors? The second edition of Marketing Analytics enables marketers and business analysts to leverage predictive techniques to measure and improve marketing performance. By exploring real-world marketing challenges, it provides clear, jargon-free explanations on how to apply different analytical models for each purpose. From targeted list creation and data segmentation, to testing campaign effectiveness, pricing structures and forecasting demand, this book offers a welcome handbook on how statistics, consumer analytics and modelling can be put to optimal use. The fully revised second edition of Marketing Analytics includes three new chapters on big data analytics, insights and panel regression, including how to collect, separate and analyze big data. All of the advanced tools and techniques for predictive analytics have been updated, translating models such as tobit analysis for customer lifetime value into everyday use. Whether an experienced practitioner or having no prior knowledge, methodologies are simplified to ensure the more complex aspects of data and analytics are fully accessible for any level of application. Complete with downloadable data sets and test bank resources, this book supplies a concrete foundation to optimize marketing analytics for day-to-day business advantage.

Distill 100% Usable Max-Profit Knowledge from Your Digital Data. Do It Now! Why hasn't all that data delivered a whopping competitive advantage? Because you've barely begun to use it, that's why! Good news: neither have your competitors. It's hard! But digital marketing analytics is 100% doable, it offers colossal opportunities, and all of the data is accessible to you. Chuck Hemann and Ken Burbary will help you chop the problem down to size, solve every piece of the puzzle, and integrate a virtually frictionless system for moving from data to decision, action to results! Scope it out, pick your tools, learn to listen, get the metrics right, and then distill your digital data for maximum value for everything from R&D to CRM to social media marketing! • Prioritize—because you can't measure, listen to, and analyze everything • Use analysis to craft experiences that profoundly reflect each customer's needs, expectations, and behaviors • Measure real social media ROI: sales, leads, and customer satisfaction • Track the performance of all paid, earned, and owned social media channels • Leverage “listening data” way beyond PR and marketing: for strategic planning, product development, and HR • Start optimizing web and social content in real time • Implement advanced tools, processes, and algorithms for accurately measuring influence • Integrate paid and social data to drive more value from both • Make the most of surveys, focus groups, and offline research synergies • Focus new marketing and social media investments where they'll deliver the most value. Foreword by Scott Monty, Global Head of Social Media, Ford Motor Company. Marketing Analytics: A Practical Guide to Improving Consumer Insights Using Data Techniques. Kogan Page Publishers.

How to lead the change. Analytics are driving big changes, not only in what marketing departments do but in how they are organized, staffed, led, and run. Leaders are grappling with issues that range from building an analytically driven marketing organization and determining the kinds of structure and talent that are needed to leading interactions with IT, finance, and sales and creating a unified view of the customer. The Analytical Marketer provides critical insight into the changing marketing organization—digital, agile, and analytical—and the tools for reinventing it. Written by the head of global marketing for SAS, The Analytical Marketer is based on the author's firsthand experience of transforming a marketing organization from “art” to “art and science.” Challenged and inspired by their company's own analytics products, the SAS marketing team was forced to rethink itself in order to take advantage of the new capabilities that those tools offer the modern marketer. Key marketers and managers at SAS tell their stories alongside the author's candid lessons learned as she led the marketing organization's transformation. With additional examples from other leading companies, this book is a practical guide and set of best practices for creating a new marketing culture that thrives on and adds value through data and analytics.

Digital Marketing: A Practical Approach 2nd Edition is a step-by-step guide to marketing using the Internet. Concentrating on the operational and functional aspects of this dynamic subject, the book is packed with tactical advice and real-life examples from those leading the field to help you succeed. Written as an accessible guide to equip you for the digital element of any contemporary marketing role, Digital Marketing covers all the key topics including search engine optimization and social media marketing. With real-world case studies to illustrate digital marketing in practice and exercises to help you analyse, plan and execute effective strategies within the workplace, this practical resource will prepare you to undertake digital marketing across a variety of organizations. More than just a book, this complete package features an associated website at AlanCharlesworth.eu/DigitalMarketing which hosts the case studies for the book, offers further tips and advice and provides access to a wealth of extra material such as up-to-date references and web links. This new, second edition builds on the first edition's success by addressing the key recent developments in digital marketing including an expanded section on social media marketing and an appreciation of the impact of mobile devices. Moreover, it's been thoroughly updated throughout, with brand new cases and examples with an international range, all of which encourage the reader to quickly learn the practical applicability of the theory and practice of emarketing.

A Practical Guide to Analytics for Governments

Auditing, Loose-Leaf

Data-Driven Techniques with Microsoft Excel

Advanced Customer Analytics

Teaching Online

Artificial Intelligence for Marketing

Improve your marketing strategies with machine learning using Python and R

Explore new and more sophisticated tools that reduce your marketing analytics efforts and give you precise results. Key Features: Study new techniques for marketing analytics. Explore uses of machine learning to power your marketing analyses. Work through each stage of data analytics with the help of multiple examples and exercises. Book Description: Data Science for Marketing Analytics covers every stage of data analytics, from working with a raw dataset to segmenting a population and modeling different parts of the population based on the segments. The book starts by teaching you how to use Python libraries, such as pandas and Matplotlib, to read data from Python, manipulate it, and create plots, using both categorical and continuous variables. Then, you'll learn how to segment a population into groups and use different clustering techniques to evaluate customer segmentation. As you make your way through the chapters, you'll explore ways to evaluate and select the best segmentation approach, and go on to create a linear regression model on customer value data to predict lifetime value. In the concluding chapters, you'll gain an understanding of regression techniques and tools for evaluating regression models, and explore ways to predict customer choice using classification algorithms. Finally, you'll apply these techniques to create a churn model for modeling customer product choices. By the end of this book, you will be able to build your own marketing reporting and interactive dashboard solutions. What you will learn: Analyze and visualize data in Python using pandas and Matplotlib. Study clustering techniques, such as hierarchical and k-means clustering. Create customer segments based on manipulated data. Predict customer lifetime value using linear regression. Use classification algorithms to understand customer choice. Optimize classification algorithms to extract maximal information. Who this book is for: Data Science for Marketing Analytics is designed for developers and marketing analysts looking to use new, more sophisticated tools in their marketing analytics efforts. It'll help if you have prior experience of coding in Python and knowledge of high school level mathematics. Some experience with databases, Excel, statistics, or Tableau is useful but not necessary.

The Ultimate Guide to Data Science and Analytics This practical guide is accessible for the reader who is relatively new to the field of data analytics, while still remaining robust and detailed enough to function as a helpful guide to those already experienced in the field. Data science is expanding in breadth and growing rapidly in importance as technology rapidly integrates ever deeper into business and our daily lives. The need for a succinct and informal guide to this important field has never been greater. RIGHT NOW you can get ahead of the pack! This coherent guide covers everything you need to know on the subject of data science, with numerous concrete examples, and invites the reader to dive further into this exciting field. Students from a variety of academic backgrounds, including computer science, business, engineering, statistics, anyone interested in discovering new ideas and insights derived from data can use this as a textbook. At the same time, professionals such as managers, executives, professors, analysts, doctors, developers, computer scientists, accountants, and others can use this book to make a quantum leap in their knowledge of big data in a matter of only a few hours. Learn how to understand this field and uncover actionable insights from data through analytics. UNDERSTAND the following key insights when you grab your copy today: WHY DATA IS IMPORTANT TO YOUR BUSINESS. DATA SOURCES. HOW DATA CAN IMPROVE YOUR BUSINESS. HOW BIG DATA CREATES VALUE. DEVELOPMENT OF BIG DATA. CONSIDERING THE PROS AND CONS OF BIG DATA. BIG DATA FOR SMALL BUSINESSES. THE COST EFFECTIVENESS OF DATA ANALYTICS. WHAT TO CONSIDER WHEN PREPARING FOR A NEW BIG DATA SOLUTION. DATA GATHERING. DATA SCRUBBING. DESCRIPTIVE ANALYTICS.

INFERENCE STATISTICS PREDICTIVE ANALYTICS PREDICTIVE MODELS DESCRIPTIVE MODELING DECISION MODELING PREDICTIVE ANALYSIS METHODS MACHINE LEARNING TECHNIQUES DATA ANALYSIS WITH "R" ANALYTICAL CUSTOMER RELATIONSHIP MANAGEMENT (CRM) THE USE OF PREDICTIVE ANALYTICS IN HEALTHCARE THE USE OF PREDICTIVE ANALYTICS IN THE FINANCIAL SECTOR PREDICTIVE ANALYTICS & BUSINESS MARKETING STRATEGIES FRAUD DETECTION SHIPPING BUSINESS CONTROLLING RISK FACTORS THE REVOLUTION OF PREDICTIVE ANALYSIS ACROSS A VARIETY OF INDUSTRIES DESCRIPTIVE AND PREDICTIVE ANALYSIS CRUCIAL FACTORS FOR DATA ANALYSIS RESOURCES AND FLEXIBLE TECHNICAL STRUCTURE BUSINESS INTELLIGENCE HYPER TARGETING WHAT IS DATA SCIENCE? DATA MUNGING DEMYSTIFYING DATA SCIENCE SECURITY RISKS TODAY BIG DATA AND IMPACTS ON EVERYDAY LIFE FINANCE AND BIG DATA APPLYING SENTIMENT ANALYSIS RISK EVALUATION AND THE DATA SCIENTIST THE FINANCE INDUSTRY AND REAL-TIME ANALYTICS HOW BIG DATA IS BENEFICIAL TO THE CUSTOMER CUSTOMER SEGMENTATION IS GOOD FOR BUSINESS USE OF BIG DATA BENEFITS IN MARKETING GOOGLE TRENDS THE PROFILE OF A PERFECT CUSTOMER LEAD SCORING IN PREDICTIVE ANALYSIS EVALUATING THE WORTH OF LIFETIME VALUE BIG DATA ADVANTAGES AND DISADVANTAGES MAKING COMPARISONS WITH COMPETITORS DATA SCIENCE IN THE TRAVEL SECTOR SAFETY ENHANCEMENTS THANKS TO BIG DATA BIG DATA AND AGRICULTURE BIG DATA AND LAW ENFORCEMENT THE USE OF BIG DATA IN THE PUBLIC SECTOR BIG DATA AND GAMING PRESCRIPTIVE ANALYTICS GOOGLE'S "SELF-DRIVING CAR" AND MUCH MORE! WANT MORE? Scroll up and grab this helpful guide today!

The authors of the pioneering Cutting-Edge Marketing Analytics return to the vital conversation of leveraging big data with Marketing Analytics: Essential Tools for Data-Driven Decisions, which updates and expands on the earlier book as we enter the 2020s. As they illustrate, big data analytics is the engine that drives marketing, providing a forward-looking, predictive perspective for marketing decision-making. The book presents actual cases and data, allowing readers invaluable real-world instruction. The cases show how to identify relevant data, choose the best analytics technique, and question the link between marketing plans and customer behavior. Dealing with actual scenarios sheds light on the most pressing marketing questions, such as setting the optimal price for one's product or designing effective digital marketing campaigns. Big data is currently the most powerful resource to the marketing professional, and this book illustrates how to fully harness that power to effectively maximize marketing efforts.

This practical guide covers the essential tasks in statistical data analysis encountered in high energy physics and provides comprehensive advice for typical questions and problems. The basic methods for inferring results from data are presented as well as tools for advanced tasks such as improving the signal-to-background ratio, correcting detector effects, determining systematics and many others. Concrete applications are discussed in analysis walkthroughs. Each chapter is supplemented by numerous examples and exercises and by a list of literature and relevant links. The book targets a broad readership at all career levels - from students to senior researchers. An accompanying website provides more algorithms as well as up-to-date information and links. \* Free solutions manual available for lecturers at [www.wiley-vch.de/supplements/](http://www.wiley-vch.de/supplements/)

Marketing researchers, companies and business schools need to be able to use statistical procedures correctly and accurately interpret the outputs, yet generally these people are scared off by the statistics behind the different analyses procedures, thus they often rely on external sources to come up with profound answers to the proposed research questions. In an accessible and step by step approach, the authors show readers which procedures to use in which particular situation and how to practically execute them using IBM(R) SPSS Statistics. IBM(R) is one of the largest statistical software providers world-wide and their IBM(R) SPSS Statistics software offers a very user-friendly environment. The program uses a simple drag-and-drop menu interface, which is also suitable for non-experienced programmers. It is widely employed in companies and many business schools also use this software package. This straightforward, pragmatic reference manual will help professional marketers who use statistical procedures in IBM(R) SPSS Statistics: undergraduate and postgraduate students where marketing research and research methodology are taught; all researchers analyzing survey-based data in a wide range of frontier domains like psychology, finance, accountancy, negotiation, communication, sociology, criminology, management, information systems, etc. IBM(R)'s next-generation business analytic solutions help organizations of all sizes make sense of information in the context of their business. You can uncover insights more quickly and easily from all types of data-even big data-and on multiple platforms and devices. And, with self-service and built-in expertise and intelligence, you have the freedom and confidence to make smarter decisions that better address your business imperatives.

Digital Marketing Analytics

Practical Applications

Marketing Analytics: A Practitioner's Guide To Marketing Analytics And Research Methods

Marketing Analytics

Digital Marketing

A Practical Approach with Data Analytics

A Practical Guide to Improving Consumer Insights Using Data Techniques

NAMED BEST MARKETING BOOK OF 2011 BY THE AMERICAN MARKETING ASSOCIATION How organizations can deliver significant performance gains through strategic investment in marketing In the new era of tight marketing budgets, no organization can continue to spend on marketing without knowing what's working and what's wasted. Data-driven marketing improves efficiency and effectiveness of marketing expenditures across the spectrum of marketing activities from branding and awareness, trail and loyalty, to new product launch and Internet marketing. Based on new research from the Kellogg School of Management, this book is a clear and convincing guide to using a more rigorous, data-driven strategic approach to deliver significant performance gains from your marketing. Explains how to use data-driven marketing to deliver return on marketing investment (ROMI) in any organization In-depth discussion of the fifteen key metrics every marketer should know Based on original research from America's leading marketing business school, complemented by experience teaching ROMI to executives at Microsoft, DuPont, Nissan, Philips, Sony and many other firms Uses data from a rigorous survey on strategic marketing performance management of 252 Fortune 1000 firms, capturing \$53 billion of annual marketing spending In-depth examples of how to apply the principles in small and large organizations Free downloadable ROMI templates for all examples given in the book With every department under the microscope looking for results, those who properly use data to optimize their marketing are going to come out on top every time.

Marketing Analytics: Strategic Models and Metrics offers marketing students and professionals a practical guide to strategic decision models and marketing metrics. The tools described in the book will aid marketers in making intelligent decisions to drive revenue and results in their organizations. The book contains a wealth of information on marketing analytics: Almost 500 pages of text, covering a wide variety of decision models and metrics Nearly 400 figures, including diagrams, tables, and charts Step-by-step instructions on market segmentation, conjoint analysis, and other techniques Current examples demonstrating how organizations are applying models and metrics The list of chapters below includes a sample of the topics: Chapter 1. Introduction - Introduction to marketing analytics Chapter 2. Market Insight - Market sizing and trend analysis Chapter 3. Market Segmentation - Segment identification, analysis, and strategy Chapter 4. Competitive Analysis - Competitor identification, analysis, and strategy Chapter 5. Business Strategy - Analytics-based strategy selection Chapter 6. Business Operations - Forecasting, predictive analytics, and data mining Chapter 7. Product and Service Analytics - Conjoint analysis and product/service metrics Chapter 8. Price Analytics - Pricing techniques and assessment Chapter 9. Distribution Analytics - Analytics-based channel evaluation and selection Chapter 10. Promotion Analytics - Promotion budget estimation and allocation Chapter 11. Sales Analytics - Metrics for sales, profitability, and support Chapter 12. Analytics in Action - Pivot tables and data-driven presentations Edition: First Edition, Version 1.1, introduced November 2013. Revision 1.1 incorporates minor corrections and edits. It retains the same layout as the original release (First Edition, Version 1.0). See [StephanSorger.com](http://StephanSorger.com) for a complete record of all changes.

Advanced Customer Analytics provides a clear guide to the specific analytical challenges faced by the retail sector. The book covers the nature and scale of data obtained in transactions, relative proximity to the consumer and the need to monitor customer behaviour across multiple channels. The book advocates a category management approach, taking into account the need to understand the consumer mindset through elasticity modelling and discount strategies, as well as targeted marketing and loyalty design. A practical, no-nonsense approach to complex scenarios is taken throughout, breaking down tasks into easily digestible steps. The use of a fictional retail analyst 'Scott' helps to provide accessible examples of practice. Advanced Customer Analytics does not skirt around the complexities of this subject but offers conceptual support to steer retail marketers towards making the right choices for analysing their data.

Firms are collecting and analyzing customer data at an ever increasing rate in response to evidence that data analytics (precision targeting, improved selling) generates a positive return. Yet efforts often ignore customers' privacy concerns and feelings of vulnerability with long-term effects on customers' trust, relationships, and ultimately financial performance. Big data, privacy, and cybersecurity often is relegated to IT and legal teams with minimal regard for customer relationships. This book fills the void by taking a customer-centric approach to privacy. It offers both defensive and offensive marketing-based privacy strategies that strongly position firms in today's data-intensive landscape. The book also helps managers anticipate future consumer and legislative trends. Drawing from the authors' own work and extant research, this book offers a compelling guide for building and implementing big data- and privacy-informed business strategies. Specifically, the book: · -Describes the consumer psychology of privacy · -Deconstructs relevant legal and regulatory issues · - Offers defensive privacy strategies · - Describes offensive privacy strategies · Provides an executive summary with the Six Tenets for Effective Privacy Marketing This book will be useful to managers, students, or the casual reader who is interested in how and why big data and consumer privacy are transforming business. Moving beyond summary privacy insights, the book also offers a detailed and compelling action plan for improving performance by protecting against privacy threats as well as developing and implementing offensive privacy strategy. In the future, many firms will be competing through an integrated, customer-centric big data privacy strategy and this book will guide managers in this journey.

Turbocharge your marketing plans by making the leap from simple descriptive statistics in Excel to sophisticated predictive analytics with the Python programming language Key FeaturesUse data analytics and machine learning in a sales and marketing contextGain insights from data to make better business decisionsBuild your experience and confidence with realistic hands-on practiceBook Description Unleash the power of data to reach your marketing goals with this practical guide to data science for business. This book will help you get started on your journey to becoming a master of marketing analytics with Python. You'll work with relevant datasets and build your practical skills by tackling engaging exercises and activities that simulate real-world market analysis projects. You'll learn to think like a data scientist, build your problem-solving skills, and discover how to look at data in new ways to deliver business insights and make intelligent data-driven decisions. As well as learning how to clean, explore, and visualize data, you'll implement machine learning algorithms and build models to make predictions. As you work through the book, you'll use Python tools to analyze sales, visualize advertising data, predict revenue, address customer churn, and implement customer segmentation to understand behavior. By the end of this book, you'll have the knowledge, skills, and confidence to implement data science and machine learning techniques to better understand your marketing data and improve your decision-making. What you will learnLoad, clean, and explore sales and marketing data using pandasForm and test hypotheses using real data sets and analytics toolsVisualize patterns in customer behavior using MatplotlibUse advanced machine learning models like random forest and SVMUse various unsupervised learning algorithms for customer segmentationUse supervised learning techniques for sales predictionEvaluate and compare different models to get the best outcomesOptimize models with hyperparameter tuning and SMOTENote who this book is for This marketing book is for anyone who wants to learn how to use Python for cutting-edge marketing analytics. Whether you're a developer who wants to move into marketing, or a marketing analyst who wants to learn more sophisticated tools and techniques, this book will get you on the right path. Basic prior knowledge of Python and experience working with data will help you access this book more easily.

Predictive Marketing

The Analytical Marketer

A Practical Guide

Digital and Social Media Marketing

Hands-On Data Science for Marketing

Targeting, Valuing, Segmenting and Loyalty Techniques

The 15 Metrics Everyone in Marketing Should Know

Surrogate models expedite the search for promising designs by standing in for expensive design evaluations or simulations. They provide a global model of some metric of a design (such as weight, aerodynamic drag, cost, etc.), which can then be optimized efficiently. Engineering Design via Surrogate Modelling is a self-contained guide to surrogate models and their use in engineering design. The fundamentals of building, selecting, validating, searching and refining a surrogate are presented in a manner accessible to novices in the field. Figures are used liberally to explain the key concepts and clearly show the differences between the various techniques, as well as to emphasize the intuitive nature of the conceptual and mathematical reasoning behind them. More advanced and recent concepts are each presented in stand-alone chapters, allowing the reader to concentrate on material pertinent to their current design problem, and concepts are clearly demonstrated using simple design problems. This collection of advanced concepts (visualization, constraint handling, coping with noisy data, gradient-enhanced modelling, multi-fidelity analysis and multiple objectives) represents an invaluable reference manual for engineers and researchers active in the area. Engineering Design via Surrogate Modelling is complemented by a suite of Matlab codes, allowing the reader to apply all the techniques presented to their own design problems. By applying statistical modelling to engineering design, this book bridges the wide gap between the engineering and statistics communities. It will appeal to postgraduates and researchers across the academic engineering design community as well as practising design engineers. Provides an inclusive and practical guide to using surrogates in engineering design. Presents the fundamentals of building, selecting, validating, searching and refining a surrogate model. Guides the reader through the practical implementation of a surrogate-based design process using a set of case studies from real engineering design challenges. Accompanied by a companion website featuring Matlab software at <http://www.wiley.com/go/forrester>

Making Sense of Data I

The Impact of Big Data on Customer Trust

Systematic Reviews in the Social Sciences

Real World Cases and Data Sets for Hands on Learning

Data-Driven Marketing Content

The Intelligent Marketer 's Guide to Data Privacy

A Practical Approach