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## KEY=MBA - JAIR NAVARRO

# Big Data MBA

# Driving Business Strategies with Data Science

*John Wiley & Sons* **Integrate big data into business to drive competitive advantage and sustainable success Big Data MBA brings insight and expertise to leveraging big data in business so you can harness the power of analytics and gain a true business advantage. Based on a practical framework with supporting methodology and hands-on exercises, this book helps identify where and how big data can help you transform your business. You'll learn how to exploit new sources of customer, product, and operational data, coupled with advanced analytics and data science, to optimize key processes, uncover monetization opportunities, and create new sources of competitive differentiation. The discussion includes guidelines for operationalizing analytics, optimal organizational structure, and using analytic insights throughout your organization's user experience to customers and front-end employees alike. You'll learn to "think like a data scientist" as you build upon the decisions your business is trying to make, the hypotheses you need to test, and the predictions you need to produce. Business stakeholders no longer need to relinquish control of data and analytics to IT. In fact, they must champion the organization's data collection and analysis efforts. This book is a primer on the business approach to analytics, providing the practical understanding you need to convert data into opportunity. Understand where and how to leverage big data Integrate analytics into everyday operations Structure your organization to drive analytic insights Optimize processes, uncover opportunities, and stand out from the rest Help business stakeholders to "think like a data scientist" Understand appropriate business application of different analytic techniques If you want data to transform your business, you need to know how to put it to use. Big Data MBA shows you how to implement big data and analytics to make better decisions.**

# Big Data

# Understanding How Data Powers Big Business

*John Wiley & Sons* **Leverage big data to add value to your business Social media analytics, web-tracking, and other technologies help companies acquire and handle massive amounts of data to better understand their customers, products, competition, and markets. Armed with the insights from big data, companies can improve customer experience and products, add value, and increase return on investment. The tricky part for busy IT professionals and executives is how to get this done, and that's where this practical book comes in. Big Data: Understanding How Data Powers Big Business is a complete how-to guide to leveraging big data to drive business value. Full of practical techniques, real-world examples, and hands-on exercises, this book explores the technologies involved, as well as how to find areas of the organization that can take full advantage of big data. Shows how to decompose current business strategies in order to link big data initiatives to the organization's value creation processes Explores different value creation processes and models Explains issues surrounding operationalizing big data, including organizational structures, education challenges, and new big data-related roles Provides methodology worksheets and exercises so readers can apply techniques Includes real-world examples from a variety of organizations leveraging big data Big Data: Understanding How Data Powers Big Business is written by one of Big Data's preeminent experts, William Schmarzo. Don't miss his invaluable insights and advice.**

# From Big Data to Big Profits

# Success with Data and Analytics

*Oxford University Press, USA* **Vast holdings and assessment of consumer data by large companies are not new phenomena. Firms' ability to leverage the data to reach customers in targeted campaigns and gain market share is, and on an unprecedented scale. Major companies have moved from serving as data or inventory storehouses, suppliers, and exchange mechanisms to monetizing their data and expanding the products they offer. Such changes have implications for both firms and consumers in the coming years. In From Big Data to Big Profits, Russell Walker investigates the use of internal Big Data to stimulate innovations for operational effectiveness, and the ways in which external Big Data is developed for gauging, or even prompting, customer buying decisions. Walker examines the nature of Big Data, the novel measures they create for market activity, and the payoffs they can offer from the connectedness of the business and social world. With case studies from Apple, Netflix, Google, and Amazon, Walker both explores the market transformations that are changing perceptions of Big Data, and provides a framework for assessing and evaluating Big Data. Although the world appears to be moving toward a marketplace where consumers will be able to "pull" offers from firms, rather than simply receiving offers, Walker observes that such changes will require careful consideration of legal and unspoken business practices as they affect consumer privacy. Rigorous and meticulous, From Big Data to Big Profits is a valuable resource for graduate students and professionals with an interest in Big Data, digital platforms, and analytics.**

# Analytics and Big Data for Accountants

*John Wiley & Sons* **Why is big data analytics one of the hottest business topics today? This book will help accountants and financial managers better understand big data and analytics, including its history and current trends. It dives into the platforms and operating tools that will help you measure program impacts and ROI, visualize data and business processes, and uncover the relationship between key performance indicators. Key topics covered include: Evidence-based techniques for finding or generating data, selecting key performance indicators, isolating program effects Relating data to return on investment, financial values, and executive decision making Data sources including surveys, interviews, customer satisfaction, engagement, and operational data Visualizing and presenting complex results**

# Big Data, Analytics, and the Future of Marketing & Sales

**Big Data is the biggest game-changing opportunity for marketing and sales since the Internet went mainstream almost 20 years ago. The data big bang has unleashed torrents of terabytes about everything from customer behaviors to weather patterns to demographic consumer shifts in emerging markets. This collection of articles, videos, interviews, and slideshares highlights the most important lessons for companies looking to turn data into above-market growth: Using analytics to identify valuable business opportunities from the data to drive decisions and improve marketing return on investment (MROI) Turning those insights into well-designed products and offers that delight customers Delivering those products and offers effectively to the marketplace.The goldmine of data represents a pivot-point moment for marketing and sales leaders. Companies that inject big data and analytics into their operations show productivity rates and profitability that are 5 percent to 6 percent higher than those of their peers. That's an advantage no company can afford to ignore.**

# The The Economics of Data, Analytics, and Digital Transformation

# The theorems, laws, and empowerments to guide your organization's digital transformation

*Packt Publishing Ltd* **Build a continuously learning and adapting organization that can extract increasing levels of business, customer and operational value from the amalgamation of data and advanced analytics such as AI and Machine Learning Key FeaturesMaster the Big Data Business Model Maturity Index methodology to transition to a value-driven organizational mindsetAcquire implementable knowledge on digital transformation through 8 practical lawsExplore the economics behind digital assets (data and analytics) that appreciate in value when constructed and deployed correctlyBook Description In today's digital era, every organization has data, but just possessing enormous amounts of data is not a sufficient market discriminator. The Economics of Data, Analytics, and Digital Transformation aims to provide actionable insights into the real market discriminators, including an organization's data-fueled analytics products that inspire innovation, deliver insights, help make practical decisions, generate value, and produce mission success for the enterprise. The book begins by first building your mindset to be value-driven and introducing the Big Data Business Model Maturity Index, its maturity index phases, and how to navigate the index. You will explore value engineering, where you will learn how to identify key business initiatives, stakeholders, advanced analytics, data sources, and instrumentation strategies that are essential to data science success. The book will help you accelerate and optimize your company's operations through AI and machine learning. By the end of the book, you will have the tools and techniques to drive your organization's digital transformation. Here are a few words from Dr. Kirk Borne, Data Scientist and Executive Advisor at Booz Allen Hamilton, about the book: Data analytics should first and foremost be about action and value. Consequently, the great value of this book is that it seeks to be actionable. It offers a dynamic progression of purpose-driven ignition points that you can act upon. What you will learnTrain your organization to transition from being data-driven to being value-drivenNavigate and master the big data business model maturity indexLearn a methodology for determining the economic value of your data and analyticsUnderstand how AI and machine learning can create analytics assets that appreciate in value the more that they are usedBecome aware of digital transformation misconceptions and pitfallsCreate empowered and dynamic teams that fuel your organization's digital transformationWho this book is for This book is designed to benefit everyone from students who aspire to study the economic fundamentals behind data and digital transformation to established business leaders and professionals who want to learn how to leverage data and analytics to accelerate their business careers.**

# Big Data MBA

# Driving Business Strategies with Data Science

*John Wiley & Sons* **Integrate big data into business to drive competitive advantage and sustainable success Big Data MBA brings insight and expertise to leveraging big data in business so you can harness the power of analytics and gain a true business advantage. Based on a practical framework with supporting methodology and hands-on exercises, this book helps identify where and how big data can help you transform your business. You'll learn how to exploit new sources of customer, product, and operational data, coupled with advanced analytics and data science, to optimize key processes, uncover monetization opportunities, and create new sources of competitive differentiation. The discussion includes guidelines for operationalizing analytics, optimal organizational structure, and using analytic insights throughout your organization's user experience to customers and front-end employees alike. You'll learn to "think like a data scientist" as you build upon the decisions your business is trying to make, the hypotheses you need to test, and the predictions you need to produce. Business stakeholders no longer need to relinquish control of data and analytics to IT. In fact, they must champion the organization's data collection and analysis efforts. This book is a primer on the business approach to analytics, providing the practical understanding you need to convert data into opportunity. Understand where and how to leverage big data Integrate analytics into everyday operations Structure your organization to drive analytic insights Optimize processes, uncover opportunities, and stand out from the rest Help business stakeholders to "think like a data scientist" Understand appropriate business application of different analytic techniques If you want data to transform your business, you need to know how to put it to use. Big Data MBA shows you how to implement big data and analytics to make better decisions.**

# Data Science for Business

# What You Need to Know about Data Mining and Data-Analytic Thinking

**"O'Reilly Media, Inc."** **Written by renowned data science experts Foster Provost and Tom Fawcett, Data Science for Business introduces the fundamental principles of data science, and walks you through the "data-analytic thinking" necessary for extracting useful knowledge and business value from the data you collect. This guide also helps you understand the many data-mining techniques in use today. Based on an MBA course Provost has taught at New York University over the past ten years, Data Science for Business provides examples of real-world business problems to illustrate these principles. You'll not only learn how to improve communication between business stakeholders and data scientists, but also how participate intelligently in your company's data science projects. You'll also discover how to think data-analytically, and fully appreciate how data science methods can support business decision-making. Understand how data science fits in your organization—and how you can use it for competitive advantage Treat data as a business asset that requires careful investment if you're to gain real value Approach business problems data-analytically, using the data-mining process to gather good data in the most appropriate way Learn general concepts for actually extracting knowledge from data Apply data science principles when interviewing data science job candidates**

# Business Analytics for Managers

# Taking Business Intelligence Beyond Reporting

*John Wiley & Sons* **"While business analytics sounds like a complex subject, this book provides a clear and non-intimidating overview of the topic. Following its advice will ensure that your organization knows the analytics it needs to succeed, and uses them in the service of key strategies and business processes. You too can go beyond reporting!"—Thomas H. Davenport, President's Distinguished Professor of IT and Management, Babson College; coauthor, Analytics at Work: Smarter Decisions, Better Results Deliver the right decision support to the right people at the right time Filled with examples and forward-thinking guidance from renowned BA leaders Gert Laursen and Jesper Thorlund, Business Analytics for Managers offers powerful techniques for making increasingly advanced use of**

information in order to survive any market conditions. Take a look inside and find: Proven guidance on developing an information strategy Tips for supporting your company's ability to innovate in the future by using analytics Practical insights for planning and implementing BA How to use information as a strategic asset Why BA is the next stepping-stone for companies in the information age today Discussion on BA's ever-increasing role Improve your business's decision making. Align your business processes with your business's objectives. Drive your company into a prosperous future. Taking BA from buzzword to enormous value-maker, Business Analytics for Managers helps you do it all with workable solutions that will add tremendous value to your business.

# The Data Industry

# The Business and Economics of Information and Big Data

*John Wiley & Sons* Provides an introduction of the data industry to the field of economics This book bridges the gap between economics and data science to help data scientists understand the economics of big data, and enable economists to analyze the data industry. It begins by explaining data resources and introduces the data asset. This book defines a data industry chain, enumerates data enterprises' business models versus operating models, and proposes a mode of industrial development for the data industry. The author describes five types of enterprise agglomerations, and multiple industrial cluster effects. A discussion on the establishment and development of data industry related laws and regulations is provided. In addition, this book discusses several scenarios on how to convert data driving forces into productivity that can then serve society. This book is designed to serve as a reference and training guide for ata scientists, data-oriented managers and executives, entrepreneurs, scholars, and government employees. Defines and develops the concept of a "Data Industry," and explains the economics of data to data scientists and statisticians Includes numerous case studies and examples from a variety of industries and disciplines Serves as a useful guide for practitioners and entrepreneurs in the business of data technology The Data Industry: The Business and Economics of Information and Big Data is a resource for practitioners in the data science industry, government, and students in economics, business, and statistics. CHUNLEI TANG, Ph.D., is a research fellow at Harvard University. She is the co-founder of Fudan's Institute for Data Industry and proposed the concept of the "data industry". She received a Ph.D. in Computer and Software Theory in 2012 and a Master of Software Engineering in 2006 from Fudan University, Shanghai, China.

# Big Data at Work

# Dispelling the Myths, Uncovering the Opportunities

*Harvard Business Review Press* Go ahead, be skeptical about big data. The author was—at first. When the term "big data" first came on the scene, bestselling author Tom Davenport (Competing on Analytics, Analytics at Work) thought it was just another example of technology hype. But his research in the years that followed changed his mind. Now, in clear, conversational language, Davenport explains what big data means—and why everyone in business needs to know about it. Big Data at Work covers all the bases: what big data means from a technical, consumer, and management perspective; what its opportunities and costs are; where it can have real business impact; and which aspects of this hot topic have been oversold. This book will help you understand: • Why big data is important to you and your organization • What technology you need to manage it • How big data could change your job, your company, and your industry • How to hire, rent, or develop the kinds of people who make big data work • The key success factors in implementing any big data project • How big data is leading to a new approach to managing analytics With dozens of company examples, including UPS, GE, Amazon, United Healthcare, Citigroup, and many others, this book will help you seize all opportunities—from improving decisions, products, and services to strengthening customer relationships. It will show you how to put big data to work in your own organization so that you too can harness the power of this ever-evolving new resource.

# Big Data Business Guide

*Lulu.com*

# Advanced Analytics Methodologies

# Driving Business Value with Analytics

*Pearson Education* Advanced Analytics Methodologies is today's definitive guide to analytics implementation for MBA and university-level business students and sophisticated practitioners. Its expanded, cutting-edge coverage helps readers systematically "jump the gap" between their organization's current analytical capabilities and where they need to be. Step by step, Michele Chambers and Thomas Dinsmore help readers customize a complete roadmap for implementing analytics that supports unique corporate strategies, aligns with specific corporate cultures, and serves unique customer and stakeholder communities. Drawing on work with dozens of leading enterprises, Michele Chambers and Thomas Dinsmore provide advanced applications and examples not available elsewhere, describe high-value applications from many industries, and help you systematically identify and deliver on your company's best opportunities. They show how to: Go beyond the Analytics Maturity Model: power your unique business strategy with an equally focused analytics strategy Link key business objectives with core characteristics of your organization, value chain, and stakeholders Take advantage of game changing opportunities before competitors do Effectively integrate the managerial and operational aspects of analytics Measure performance with dashboards, scorecards, visualization, simulation, and more Prioritize and score prospective analytics projects Identify "Quick Wins" you can implement while you're planning for the long-term Build an effective Analytic Program Office to make your roadmap persistent Update and revise your roadmap for new needs and technologies This advanced text will serve the needs of students and faculty studying cutting-edge analytics techniques, as well as experienced analytics leaders and professionals including Chief Analytics Officers; Chief Data Officers; Chief Scientists; Chief Marketing Officers; Chief Risk Officers; Chief Strategy Officers; VPs of Analytics or Big Data; data scientists; business strategists; and many line-of-business executives.

# The Culture of Big Data

"*O'Reilly Media, Inc.*" Technology does not exist in a vacuum. In the same way that a plant needs water and nourishment to grow, technology needs people and process to thrive and succeed. Culture (i.e., people and process) is integral and critical to the success of any new technology deployment or implementation. Big data is not just a technology phenomenon. It has a cultural dimension. It's vitally important to remember that most people have not considered the immense difference between a world seen through the lens of a traditional relational database system and a world seen through the lens of a Hadoop Distributed File System.This paper broadly describes the cultural challenges that accompany efforts to create and sustain big data initiatives in an evolving world whose data management processes are rooted firmly in traditional data warehouse architectures.

# Data Strategy

# How to Profit from a World of Big Data, Analytics and the Internet of Things

*Kogan Page Publishers* **BRONZE RUNNER UP: Axiom Awards 2018 - Business Technology Category Less than 0.5 per cent of all data is currently analyzed and used. However, business leaders and managers cannot afford to be unconcerned or sceptical about data. Data is revolutionizing the way we work and it is the companies that view data as a strategic asset that will survive and thrive. Data Strategy is a must-have guide to creating a robust data strategy. Explaining how to identify your strategic data needs, what methods to use to collect the data and, most importantly, how to translate your data into organizational insights for improved business decision-making and performance, this is essential reading for anyone aiming to leverage the value of their business data and gain competitive advantage. Packed with case studies and real-world examples, advice on how to build data competencies in an organization and crucial coverage of how to ensure your data doesn't become a liability, Data Strategy will equip any organization with the tools and strategies it needs to profit from Big Data, analytics and the Internet of Things (IoT).**

# Too Big to Ignore

## The Business Case for Big Data

*John Wiley & Sons* **Residents in Boston, Massachusetts are automatically reporting potholes and road hazards via their smartphones. Progressive Insurance tracks real-time customer driving patterns and uses that information to offer rates truly commensurate with individual safety. Google accurately predicts local flu outbreaks based upon thousands of user search queries. Amazon provides remarkably insightful, relevant, and timely product recommendations to its hundreds of millions of customers. Quantcast lets companies target precise audiences and key demographics throughout the Web. NASA runs contests via gamification site TopCoder, awarding prizes to those with the most innovative and cost-effective solutions to its problems. Explorys offers penetrating and previously unknown insights into healthcare behavior. How do these organizations and municipalities do it? Technology is certainly a big part, but in each case the answer lies deeper than that. Individuals at these organizations have realized that they don't have to be Nate Silver to reap massive benefits from today's new and emerging types of data. And each of these organizations has embraced Big Data, allowing them to make astute and otherwise impossible observations, actions, and predictions. It's time to start thinking big. In Too Big to Ignore, recognized technology expert and award-winning author Phil Simon explores an unassailably important trend: Big Data, the massive amounts, new types, and multifaceted sources of information streaming at us faster than ever. Never before have we seen data with the volume, velocity, and variety of today. Big Data is no temporary blip of fad. In fact, it is only going to intensify in the coming years, and its ramifications for the future of business are impossible to overstate. Too Big to Ignore explains why Big Data is a big deal. Simon provides commonsense, jargon-free advice for people and organizations looking to understand and leverage Big Data. Rife with case studies, examples, analysis, and quotes from real-world Big Data practitioners, the book is required reading for chief executives, company owners, industry leaders, and business professionals.**

# Big Data for Managers

## Creating Value

*Routledge* **In today's fast growing digital world, the web, mobile, social networks and other digital platforms are producing enormous amounts of data that hold intelligence and valuable information. Correctly used it has the power to create sustainable value in different forms for businesses. The commonly used term for this data is Big Data, which includes structured, unstructured and hybrid structured data. However, Big Data is of limited value unless insightful information can be extracted from the sources of data. The solution is Big Data analytics, and how managers and executives can capture value from this vast resource of information and insights. This book develops a simple framework and a non-technical approach to help the reader understand, digest and analyze data, and produce meaningful analytics to make informed decisions. It will support value creation within businesses, from customer care to product innovation, from sales and marketing to operational performance. The authors provide multiple case studies on global industries and business units, chapter summaries and discussion questions for the reader to consider and explore. Big Data for Managers also presents small cases and challenges for the reader to work on – making this a thorough and practical guide for students and managers.**

# Predictive Marketing

## Easy Ways Every Marketer Can Use Customer Analytics and Big Data

*John Wiley & Sons* **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.**

# Big Data Governance

## An Emerging Imperative

*Mc PressLlc* **Written by a leading expert in the field, this account focuses on the convergence of two major trends in information management—big data and information governance—by taking a strategic approach oriented around business cases and industry imperatives. With the advent of new technologies, enterprises are expanding and handling very large volumes of data; this book, nontechnical in nature and geared toward business audiences, encourages the practice of establishing appropriate governance over big data initiatives and addresses how to manage and govern big data, highlighting the relevant processes, procedures, and policies. It teaches readers to understand how big data fits within an overall information governance program; quantify the business value of big data; apply information governance concepts such as stewardship, metadata, and organization structures to big data; appreciate the wide-ranging business benefits for various industries and job functions; sell the value of big data governance to businesses; and establish step-by-step processes to implement big data governance.**

## The New Marketing Analytics

## A Cmo's Guide to Harnessing Traditional & Big Data to Drive Business Results

*Createspace Independent Publishing Platform* **THE NEW MARKETING ANALYTICS A clear, common sense guide for implementing an effective data analytics strategy. In today's world, no matter the industry, businesses and organizations are competing in an information-based marketplace. To effectively compete, marketing leaders are tasked with timely analysis of mountains of customer and market information to make faster and better marketing decisions. It's not just the task of collecting information. It's the development of new insights and the ability to implement this new found knowledge to drive more profitable marketing - that's what counts. Marketers get paid to produce results. From chief marketing officers to independent small business owners, success is defined as growing a business, increasing profitability, having a better understanding of customers or being a market leader. This book will demonstrate how the degree of success is in direct proportion to the ability to successfully analyze both traditional and big data. The information and wisdom derived from data is the ultimate competitive advantage. Welcome to the New Marketing Analytics.**

## 97 Things About Ethics Everyone in Data Science Should Know

*O'Reilly Media* **Most of the high-profile cases of real or perceived unethical activity in data science aren't matters of bad intent. Rather, they occur because the ethics simply aren't thought through well enough. Being ethical takes constant diligence, and in many situations identifying the right choice can be difficult. In this in-depth book, contributors from top companies in technology, finance, and other industries share experiences and lessons learned from collecting, managing, and analyzing data ethically. Data science professionals, managers, and tech leaders will gain a better understanding of ethics through powerful, real-world best practices. Articles include: Ethics Is Not a Binary Concept—Tim Wilson How to Approach Ethical Transparency—Rado Kotorov Unbiased ≠ Fair—Doug Hague Rules and Rationality—Christof Wolf Brenner The Truth About AI Bias—Cassie Kozyrkov Cautionary Ethics Tales—Sherrill Hayes Fairness in the Age of Algorithms—Anna Jacobson The Ethical Data Storyteller—Brent Dykes Introducing Ethicize™, the Fully AI-Driven Cloud-Based Ethics Solution!—Brian O'Neill Be Careful with "Decisions of the Heart"—Hugh Watson Understanding Passive Versus Proactive Ethics—Bill Schmarzo**

## Data-Driven Marketing

## The 15 Metrics Everyone in Marketing Should Know

*John Wiley & Sons* **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, Nisan, 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.**

## Navigating the Labyrinth

## An Executive Guide to Data Management

*Technics Publications* **An Executive Guide to Data Management**

## Using Big Data Analytics In: Passenger Travel with Mobile Trajectory , Usage of E-Wallet, Luxury Brand's Social Media Marketing

## Big Data

**Contents ********************************************* Discovering spatiotemporal characteristics of passenger travel with mobile trajectory big data ********************************************* Examining actual consumer usage of E-wallet ********************************************* Examining the impact of luxury brand's social media marketing on customer engagement ********************************************* Keywords: IT investment IT risk Big data Data Privacy Data Security Event study Big data analytics Environmental air pollution BDA-EAP management system UTAUT Task-technology fit Mobile payment E-Wallet Big data analytics Promotional campaigns Ecosystem Big data Luxury brand Customer engagement Social media Twitter big data big design big data book big data dangerous big data demystified big data design big data does size matter big data driven business big data engineer big data engineering big data español big data finance big data for beginners big data for social good big data frameworks big data fundamentals big data fundamentals concepts, drivers & techniques big data genomics big data glossary big data health analytics big data in education big data in finance big data in healthcare big data in practice big data integration big data interview big data lake big data management big data manning big data marketing big data marz big data mba big data mba driving business strategies with data science big data modeling big data on campus big data para ceos y directores de marketing big data platform big data policing big data principles and best practices big data profits success analytics big data project big data project management big data python big data questions and answers big data race big data real estate big data revolution big data science big data science in finance big data security big data small wars big data spanish big data spark big data system big data technologies for business big data textbook big data uncharted big data understanding how data powers big business big data using hadoop big data using hadoop and hive big data visualization big data with java big data with spark**

## Big Data For Dummies

*John Wiley & Sons* **Find the right big data solution for your business ororganization Big data management is one of the major challenges facingbusiness, industry, and not-for-profit organizations. Data setssuch as customer transactions for a mega-retailer, weather patternsmonitored by meteorologists, or social network activity can quicklyoutpace the capacity of traditional data management tools. If youneed to develop or manage big data solutions, you'll appreciate howthese four experts define, explain, and guide you through this newand often confusing concept. You'll learn what it is, why itmatters, and how to choose and implement solutions that work. Effectively managing big data is an issue of growing importanceto businesses, not-for-profit organizations, government, and**

ITprofessionals Authors are experts in information management, big data, and avariety of solutions Explains big data in detail and discusses how to select andimplement a solution, security concerns to consider, data storageand presentation issues, analytics, and much more Provides essential information in a no-nonsense,easy-to-understand style that is empowering Big Data For Dummies cuts through the confusion and helpsyou take charge of big data solutions for your organization.

# Applied Business Analytics

# Integrating Business Process, Big Data, and Advanced Analytics

*FT Press* Bridge the gap between analytics and execution, and actually translate analytics into better business decision-making! Now that you've collected data and crunched numbers, Applied Business Analytics reveals how to fully apply the information and knowledge you've gleaned from quants and tech teams. Nathaniel Lin explains why "analytics value chains" often break due to organizational and cultural issues, and offers "in the trenches" guidance for overcoming these obstacles. You'll discover why a special breed of "analytics deciders" is indispensable for any organization that seeks to compete on analytics… how to become one of those deciders… and how to identify, foster, support, empower, and reward others to join you. Lin draws on actual cases and examples from his own experience, augmenting them with hands-on examples and exercises to integrate analytics at all levels: from top-level business questions to low-level technical details. Along the way, you'll learn how to bring together analytics team members with widely diverse goals, knowledge, and backgrounds. Coverage includes: How analytical and conventional decision making differ — and the challenging implications How to determine who your analytics deciders are, and ought to be Proven best practices for actually applying analytics to decision-making How to optimize your use of analytics as an analyst, manager, executive, or C-level officer Applied Business Analytics will be invaluable to wide audiences of professionals, decision-makers, and consultants involved in analytics, including Chief Analytics Officers, Chief Data Officers, Chief Scientists, Chief Marketing Officers, Chief Risk Officers, Chief Strategy Officers, VPs of Analytics and/or Big Data, data scientists, business strategists, and line of business executives. It will also be exceptionally useful to students of analytics in any graduate, undergraduate, or certificate program, including candidates for INFORMS certification.

# Game-Changing Strategies

# How to Create New Market Space in Established Industries by Breaking the Rules

*John Wiley & Sons* Game-Changing Strategies explains the reasons behind this puzzle and presents practical ideas on how established firms could not only discover new radical business models but also grow them next to their existing business models. The challenge for established firms is not the discovery of a new business model?the real challenge is how to make two business models coexist. This book offers advice on how established firms can implement structures and processes that make the new business model less conflicting and more palatable to the existing business.

# Data Strategy

# How to Profit from a World of Big Data, Analytics and Artificial Intelligence

*Kogan Page* Master the skills and tools needed to leverage data, create a data-driven strategy and gain the competitive advantage.

# Digital Transformation for a Sustainable Society in the 21st Century

# 18th IFIP WG 6.11 Conference on e-Business, e-Services, and e-Society, I3E 2019, Trondheim, Norway, September 18–20, 2019, Proceedings

*Springer Nature* This book constitutes the proceedings of the 18th IFIP WG 6.11 Conference on e-Business, e-Services, and e-Society, I3E 2019, held in Trondheim, Norway, in September 2019. The total of 61 full and 4 short papers presented in this volume were carefully reviewed and selected from 138 submissions. The papers were organized in topical sections named: e-business; big data analytics, open science and open data; artificial intelligence and internet of things; smart cities and smart homes, social media and analytics; digital governance; digital divide and social inclusion; learning and education; security in digital environments; modelling and managing the digital enterprise; digital innovation and business transformation; and online communities.

# Keeping Up with the Quants

# Your Guide to Understanding and Using Analytics

*Harvard Business Press* Why Everyone Needs Analytical Skills Welcome to the age of data. No matter your interests (sports, movies, politics), your industry (finance, marketing, technology, manufacturing), or the type of organization you work for (big company, nonprofit, small start-up)—your world is awash with data. As a successful manager today, you must be able to make sense of all this information. You need to be conversant with analytical terminology and methods and able to work with quantitative information. This book promises to become your "quantitative literacy" guide—helping you develop the analytical skills you need right now in order to summarize data, find the meaning in it, and extract its value. In Keeping Up with the Quants, authors, professors, and analytics experts Thomas Davenport and Jinho Kim offer practical tools to improve your understanding of data analytics and enhance your thinking and decision making. You'll gain crucial skills, including: • How to formulate a hypothesis • How to gather and analyze relevant data • How to interpret and communicate analytical results • How to develop habits of quantitative thinking • How to deal effectively with the "quants" in your organization Big data and the analytics based on it promise to change virtually every industry and business function over the next decade. If you don't have a business degree or if you aren't comfortable with statistics and quantitative methods, this book is for you. Keeping Up with the Quants will give you the skills you need to master this new challenge—and gain a significant competitive edge.

# Analytics Across the Enterprise

## How IBM Realizes Business Value from Big Data and Analytics

*IBM Press* **How to Transform Your Organization with Analytics: Insider Lessons from IBM's Pioneering Experience Analytics is not just a technology: It is a better way to do business. Using analytics, you can systematically inform human judgment with data-driven insight. This doesn't just improve decision-making: It also enables greater innovation and creativity in support of strategy. Your transformation won't happen overnight; however, it is absolutely achievable, and the rewards are immense. This book demystifies your analytics journey by showing you how IBM has successfully leveraged analytics across the enterprise, worldwide. Three of IBM's pioneering analytics practitioners share invaluable real-world perspectives on what does and doesn't work and how you can start or accelerate your own transformation. This book provides an essential framework for becoming a smarter enterprise and shows through 31 case studies how IBM has derived value from analytics throughout its business. Coverage Includes Creating a smarter workforce through big data and analytics More effectively optimizing supply chain processes Systematically improving financial forecasting Managing financial risk, increasing operational efficiency, and creating business value Reaching more B2B or B2C customers and deepening their engagement Optimizing manufacturing and product management processes Deploying your sales organization to increase revenue and effectiveness Achieving new levels of excellence in services delivery and reducing risk Transforming IT to enable wider use of analytics "Measuring the immeasurable" and filling gaps in imperfect data Whatever your industry or role, whether a current or future leader, analytics can make you smarter and more competitive. Analytics Across the Enterprise shows how IBM did it--and how you can, too. Learn more about IBM Analytics**

# Applied Data Science

## Lessons Learned for the Data-Driven Business

*Springer* **This book has two main goals: to define data science through the work of data scientists and their results, namely data products, while simultaneously providing the reader with relevant lessons learned from applied data science projects at the intersection of academia and industry. As such, it is not a replacement for a classical textbook (i.e., it does not elaborate on fundamentals of methods and principles described elsewhere), but systematically highlights the connection between theory, on the one hand, and its application in specific use cases, on the other. With these goals in mind, the book is divided into three parts: Part I pays tribute to the interdisciplinary nature of data science and provides a common understanding of data science terminology for readers with different backgrounds. These six chapters are geared towards drawing a consistent picture of data science and were predominantly written by the editors themselves. Part II then broadens the spectrum by presenting views and insights from diverse authors – some from academia and some from industry, ranging from financial to health and from manufacturing to e-commerce. Each of these chapters describes a fundamental principle, method or tool in data science by analyzing specific use cases and drawing concrete conclusions from them. The case studies presented, and the methods and tools applied, represent the nuts and bolts of data science. Finally, Part III was again written from the perspective of the editors and summarizes the lessons learned that have been distilled from the case studies in Part II. The section can be viewed as a meta-study on data science across a broad range of domains, viewpoints and fields. Moreover, it provides answers to the question of what the mission-critical factors for success in different data science undertakings are. The book targets professionals as well as students of data science: first, practicing data scientists in industry and academia who want to broaden their scope and expand their knowledge by drawing on the authors' combined experience. Second, decision makers in businesses who face the challenge of creating or implementing a data-driven strategy and who want to learn from success stories spanning a range of industries. Third, students of data science who want to understand both the theoretical and practical aspects of data science, vetted by real-world case studies at the intersection of academia and industry.**

## Leading with AI and Analytics: Build Your Data Science IQ to Drive Business Value

*McGraw Hill Professional* **Lead your organization to become evidence-driven Data. It's the benchmark that informs corporate projections, decision-making, and analysis. But, why do many organizations that see themselves as data-driven fail to thrive? In Leading with AI and Analytics, two renowned experts from the Kellogg School of Management show business leaders how to transform their organization to become evidence-driven, which leads to real, measurable changes that can help propel their companies to the top of their industries. The availability of unprecedented technology-enabled tools has made AI (Artificial Intelligence) an essential component of business analytics. But what's often lacking are the leadership skills to integrate these technologies to achieve maximum value. Here, the authors provide a comprehensive game plan for developing that all-important human factor to get at the heart of data science: the ability to apply analytical thinking to real-world problems. Each of these tools and techniques comes to powerful life through a wealth of powerful case studies and real-world success stories. Inside, you'll find the essential tools to help you: Develop a strong data science intuition quotient Lead and scale AI and analytics throughout your organization Move from "best-guess" decision making to evidence-based decisions Craft strategies and tactics to create real impact Written for anyone in a leadership or management role—from C-level/unit team managers to rising talent—this powerful, hands-on guide meets today's growing need for real-world tools to lead and succeed with data.**

# Advanced Information Networking and Applications

## Proceedings of the 33rd International Conference on Advanced Information Networking and Applications (AINA-2019)

*Springer* **The aim of the book is to provide latest research findings, innovative research results, methods and development techniques from both theoretical and practical perspectives related to the emerging areas of information networking and applications. Networks of today are going through a rapid evolution and there are many emerging areas of information networking and their applications. Heterogeneous networking supported by recent technological advances in low power wireless communications along with silicon integration of various functionalities such as sensing, communications, intelligence and actuations are emerging as a critically important disruptive computer class based on a new platform, networking structure and interface that enable novel, low cost and high volume applications. Several of such applications have been difficult to realize because of many interconnections problems. To fulfill their large range of applications different kinds of networks need to collaborate and wired and next generation wireless systems should be integrated in order to develop high performance computing solutions to problems arising from the complexities of these networks. This book covers the theory, design and applications of computer networks, distributed computing and information systems.**

# Mathematics for Machine Learning

*Cambridge University Press* **Distills key concepts from linear algebra, geometry, matrices, calculus, optimization, probability and statistics that are used in machine learning.**

# Data Science and Big Data Analytics

# Discovering, Analyzing, Visualizing and Presenting Data

*John Wiley & Sons* **Data Science and Big Data Analytics is about harnessing the power of data for new insights. The book covers the breadth of activities and methods and tools that Data Scientists use. The content focuses on concepts, principles and practical applications that are applicable to any industry and technology environment, and the learning is supported and explained with examples that you can replicate using open-source software. This book will help you: Become a contributor on a data science team Deploy a structured lifecycle approach to data analytics problems Apply appropriate analytic techniques and tools to analyzing big data Learn how to tell a compelling story with data to drive business action Prepare for EMC Proven Professional Data Science Certification Corresponding data sets are available from the book's page at Wiley which you can find on the Wiley site by searching for the ISBN 9781118876138. Get started discovering, analyzing, visualizing, and presenting data in a meaningful way today!**

# The Role of Big Data Analytics Capabilities in Greening E-Procurement

# Big Data ,Green Procurement ,big Data Driven Business ,big Data Marketing

**The emergence of big data technology and concepts has created the potential to transform and innovate the traditional e-procurement system into green e-procurement. Utilizing resource orchestration theory, this Book suggests that if organizations embrace and reorganize some of the resources and capabilities offered by big data within their e-procurement functions, it will help achieve improved environmental performance. Based on a sample of 216 procurement professionals in the United Arab Emirates, we empirically investigate the effects of big data analytics capabilities (BDAC) on e-procurement (EP) and environmental performance (ENP) using PLS- SEM analysis. This Book has determined that EP does not influence (ENP), but it has a significant influence on BDAC; and when BDAC was introduced as a mediator between EP and ENP, a significant and positive effect was found on ENP, indicating full mediation. Our findings offer a more advanced understanding of the impact of BDAC on e-procurement, thereby addressing the crucial questions of how and when BDAC can enhance envi- ronmental sustainability in procurement and supply chains. Keywords: Big data Green procurement resource orchestration sustainable development United Arab Emirates IT investment IT risk Big data Data Privacy Data Security Event study Big data analytics Environmental air pollution BDA-EAP management system UTAUT Task-technology fit Mobile payment E-Wallet Big data analytics Promotional campaigns Ecosystem Big data Luxury brand Customer engagement Social media Twitter How Big Data is transforming marketing and sales? What is the role of big data in marketing digital marketing? Big data architecture Action research Case study research Blockchain adoption Supply chain management Big data Circular economy Stakeholders as large decision makers Case study Emerging market Agile management Heterogeneity Internet-of-things Smart factory Smart manufacturing Customer journey analytics Multi-channel marketing performance measurement Taxonomy Marketing attribution Decision-making Keywords: Big Data Accounting education AACSB standards Accounting skills Active learning Big Data analytics in Agile software development big data facebook big data baseball big data lake big data management big data manning big data marketing big data marz big data mba big data mba driving business strategies with data science big data modeling big data on campus big data para ceos y directores de marketing big data platform big data policing big data principles and best practices big data profits success analytics big data project big data project management big data python big data questions and answers big data race big data real estate big data revolution big data science big data science in finance big data security big data small wars big data spanish big data spark big data system big data technologies for business big data textbook big data uncharted big data understanding how data powers big business big data using hadoop big data using hadoop and hive big data visualization big data with java big data with spark**

# Big Data Driven Supply Chain Management

# A Framework for Implementing Analytics and Turning Information Into Intelligence

*Pearson Education* **Master a complete, five-step roadmap for leveraging Big Data and analytics to gain unprecedented competitive advantage from your supply chain. Using Big Data, pioneers such as Amazon, UPS, and Wal-Mart are gaining unprecedented mastery over their supply chains. They are achieving greater visibility into inventory levels, order fulfillment rates, material and product delivery… using predictive data analytics to match supply with demand; leveraging new planning strengths to optimize their sales channel strategies; optimizing supply chain strategy and competitive priorities; even launching powerful new ventures. Despite these opportunities, many supply chain operations are gaining limited or no value from Big Data. In Big Data Driven Supply Chain Management, Nada Sanders presents a systematic five-step framework for using Big Data in supply chains. You'll learn best practices for segmenting and analyzing customers, defining competitive priorities for each segment, aligning functions behind strategy, dissolving organizational boundaries to sense demand and make better decisions, and choose the right metrics to support all of this. Using these techniques, you can overcome the widespread obstacles to making the most of Big Data in your supply chain — and earn big profits from the data you're already generating. For all executives, managers, and analysts interested in using Big Data technologies to improve supply chain performance.**

# Business Chemistry

# Practical Magic for Crafting Powerful Work Relationships

*John Wiley & Sons* **A guide to putting cognitive diversity to work Ever wonder what it is that makes two people click or clash? Or why some groups excel while others fumble? Or how you, as a leader, can make or break team potential? Business Chemistry holds the answers. Based on extensive research and analytics, plus years of proven success in the field, the Business Chemistry framework provides a simple yet powerful way to identify meaningful differences between people's working styles. Who seeks possibilities and who seeks stability? Who values challenge and who values connection? Business Chemistry will help you grasp where others are coming from, appreciate the value they bring, and determine what they need in order to excel. It offers practical ways to be more effective as an individual and as a leader. Imagine you had a more in-depth understanding of yourself and why you thrive in some work environments and flounder in others. Suppose you had a clearer view on what to do about it so that you could always perform at your best. Imagine you had more insight into what makes people tick and what ticks them off, how some interactions unlock potential while others shut people down. Suppose you could gain people's trust, influence them, motivate them, and get the very most out of your work relationships. Imagine you knew how to create a work environment where all types of people excel, even if they have conflicting perspectives, preferences and needs. Suppose you could activate the potential benefits of diversity on your teams and in your organizations, improving collaboration to achieve the group's collective potential. Business Chemistry offers all of this--you don't have to leave it up to chance, and you shouldn't. Let this book guide you in creating great chemistry!**

# Competitive Advantage

# Creating and Sustaining Superior Performance

*Simon and Schuster* **Now beyond its eleventh printing and translated into twelve languages, Michael Porter's The Competitive Advantage of Nations has changed completely our conception of how prosperity is created and sustained in the modern global economy. Porter's groundbreaking study of international competitiveness has shaped national policy in countries around the world. It has also transformed thinking and action in states, cities, companies, and even entire regions such as Central America. Based on research in ten leading trading nations, The Competitive Advantage of Nations offers the first theory of competitiveness based on the causes of the productivity with which companies compete. Porter shows how traditional comparative advantages such as natural resources and pools of labor have been superseded as sources of prosperity, and how broad macroeconomic accounts of competitiveness are insufficient. The book introduces Porter's "diamond," a whole new way to understand the competitive position of a nation (or other locations) in**

global competition that is now an integral part of international business thinking. Porter's concept of "clusters," or groups of interconnected firms, suppliers, related industries, and institutions that arise in particular locations, has become a new way for companies and governments to think about economies, assess the competitive advantage of locations, and set public policy. Even before publication of the book, Porter's theory had guided national reassessments in New Zealand and elsewhere. His ideas and personal involvement have shaped strategy in countries as diverse as the Netherlands, Portugal, Taiwan, Costa Rica, and India, and regions such as Massachusetts, California, and the Basque country. Hundreds of cluster initiatives have flourished throughout the world. In an era of intensifying global competition, this pathbreaking book on the new wealth of nations has become the standard by which all future work must be measured.