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410 - LILLIANNA SANCHEZ

The marketing industry is being disrupted right before of our eyes, and the new technological revolution will transform our world. Artificial intelligence is set to change everything we know about marketing and how we interact with customers. Business leaders need to pay attention, or they risk being left behind. Artificial intelligence will drive a massive shift in business models, and will profoundly change how businesses and customers communicate. Staying at the forefront of these changes is essential for any business to stay competitive. Data-Driven Marketing with Artificial Intelligence is the definitive guide to understanding and using AI in marketing. It is essential reading for corporate and marketing leaders, and anyone seeking to understand how artificial intelligence will lead us into the world of tomorrow. Featuring discussions with dozens of industry leaders, it provides both an overview of how AI will continue to affect online marketing, and details of how to implement these new tools into your business. Learn how traditional marketing strategies are being replaced by autonomous, data-driven, and self-optimizing systems capable of providing more relevance to each customer, improving loyalty, and ultimately increasing the bottom line. After reading this book, you will understand these key topics: * The disruption that artificial intelligence and other emerging technologies will have on marketing, sales, and the industries that surround them * The latest AI-based software tools and what they can do for marketers today * Using big data, predictive analytics, and machine learning in marketing * How to develop and implement your own custom AI software * The risks AI hold for your job or business * How new technologies, beyond AI, will disrupt marketing even further * The legal and ethical aspects of using artificial intelligence systems Leading experts and technology CEOs believe that soon, nearly every decision we make will be influenced by AI technology. Marketing is no exception, and it will see changes faster and with wider

adoption than any other. In an AI-enabled world, companies will have to adjust to new purchase patterns to stay in business. Learning about and implementing AI tools will keep your business on the forefront of the next technological revolution--while the rest play catch up. Buy the book now to jump into the world of artificial intelligence and stay one step ahead of the competition!

This book offers a direct, actionable plan CMOs can use to map out initiatives that are properly sequenced and designed for success—regardless of where their marketing organization is in the process. The authors pose the following critical questions to marketers: (1) How should modern marketers be thinking about artificial intelligence and machine learning? and (2) How should marketers be developing a strategy and plan to implement AI into their marketing toolkit? The opening chapters provide marketing leaders with an overview of what exactly AI is and how is it different than traditional computer science approaches. Venkatesan and Lecinski, then, propose a best-practice, five-stage framework for implementing what they term the "AI Marketing Canvas." Their approach is based on research and interviews they conducted with leading marketers, and offers many tangible examples of what brands are doing at each stage of the AI Marketing Canvas. By way of guidance, Venkatesan and Lecinski provide examples of brands—including Google, Lyft, Ancestry.com, and Coca-Cola—that have successfully woven AI into their marketing strategies. The book concludes with a discussion of important implications for marketing leaders—for your team and culture.

The ability to predict consumer choice is a fundamental aspect to success for any business. In the context of artificial intelligence marketing, there are a wide array of predictive analytic techniques available to achieve this purpose, each with its own unique advantages and disadvantages. Artificial Intelligence Marketing and Predicting Consumer Choice serves to integrate these widely disparate approaches, and

show the strengths, weaknesses, and best applications of each. It provides a bridge between the person who must apply or learn these problem-solving methods and the community of experts who do the actual analysis. It is also a practical and accessible guide to the many remarkable advances that have been recently made in this fascinating field. Online resources include bonus chapters on AI, ensembles and neural nets, and finishing experiments, plus single and multiple product simulators.

In this all-new, completely rewritten edition, you'll see the future of marketing as AI changes it forever. What's inside?- You'll explore what AI is and isn't- What questions marketers should be asking of vendors- The different types of machine learning- What great data is- 5 practical applications of AI for marketing- What it will take for you to succeed on your journey to AI-powered marketingPlus, discover who should and shouldn't pursue a career in AI and machine learning - and get a shortlist of valuable resources for getting started.

The theory and practice of AI and ML in marketing saving time, money
The only guide devoted exclusively to social media metrics Whether you are selling online, through a direct sales force, or via distribution channels, what customers are saying about you online is now more important than your advertising. Social media is no longer a curiosity on the horizon but a significant part of your marketing mix. While other books explain why social media is critical and how to go about participating, Social Media Metrics focuses on measuring the success of your social media marketing efforts. Success metrics in business are based on business goals where fame does not always equate to fortune. Read this book to determine: Why striving for more Twitter followers or Facebook friends than the competition is a failing strategy How to leverage the time and effort you invest in social media How to convince those who are afraid of new things that social media is a valuable business tool and not just a toy for the over-

ly-wired Knowing what works and what doesn't is terrific, but only in a constant and unchanging world. Social Media Metrics is loaded with specific examples of specific metrics you can use to guide your social media marketing efforts as new means of communication.

The far right is back with a vengeance. After several decades at the political margins, far-right politics has again taken center stage. Three of the world's largest democracies – Brazil, India, and the United States – now have a radical right leader, while far-right parties continue to increase their profile and support within Europe. In this timely book, leading global expert on political extremism Cas Mudde provides a concise overview of the fourth wave of postwar far-right politics, exploring its history, ideology, organization, causes, and consequences, as well as the responses available to civil society, party, and state actors to challenge its ideas and influence. What defines this current far-right renaissance, Mudde argues, is its mainstreaming and normalization within the contemporary political landscape. Challenging orthodox thinking on the relationship between conventional and far-right politics, Mudde offers a complex and insightful picture of one of the key political challenges of our time.

The next big area within the information and communication technology field is Artificial Intelligence (AI). The industry is moving to automate networks, cloud-based systems (e.g., Salesforce), databases (e.g., Oracle), AWS machine learning (e.g., Amazon Lex), and creating infrastructure that has the ability to adapt in real-time to changes and learn what to anticipate in the future. It is an area of technology that is coming faster and penetrating more areas of business than any other in our history. AI will be used from the C-suite to the distribution warehouse floor. Replete with case studies, this book provides a working knowledge of AI's current and future capabilities and the impact it will have on every business. It covers everything from healthcare to warehousing, banking, finance and education. It is essential reading for anyone involved in industry.

Guides professionals and students through the rapidly growing field of machine learning with hands-on examples in the popular R programming language Machine learning—a branch of Artificial Intelligence (AI) which enables computers to improve their results and learn new approaches without explicit instructions—allows organizations to reveal patterns in their data and incorporate predictive analytics into their deci-

sion-making process. Practical Machine Learning in R provides a hands-on approach to solving business problems with intelligent, self-learning computer algorithms. Bestselling author and data analytics experts Fred Nwanganga and Mike Chapple explain what machine learning is, demonstrate its organizational benefits, and provide hands-on examples created in the R programming language. A perfect guide for professional self-taught learners or students in an introductory machine learning course, this reader-friendly book illustrates the numerous real-world business uses of machine learning approaches. Clear and detailed chapters cover data wrangling, R programming with the popular RStudio tool, classification and regression techniques, performance evaluation, and more. Explores data management techniques, including data collection, exploration and dimensionality reduction Covers unsupervised learning, where readers identify and summarize patterns using approaches such as apriori, eclat and clustering Describes the principles behind the Nearest Neighbor, Decision Tree and Naive Bayes classification techniques Explains how to evaluate and choose the right model, as well as how to improve model performance using ensemble methods such as Random Forest and XGBoost Practical Machine Learning in R is a must-have guide for business analysts, data scientists, and other professionals interested in leveraging the power of AI to solve business problems, as well as students and independent learners seeking to enter the field.

How can startups successfully scale customer acquisition and revenue growth with a Lean team? Out-of-the-box acquisition solutions from Facebook, Google, and others provide a good start, but the companies that can tailor those solutions to meet their specific needs, objectives, and goals will come out winners. But that hasn't been an easy task—until now. With this practical book, author Lomit Patel shows you how to use AI and automation to provide an operational layer atop those acquisition solutions to deliver amazing results for your company. You'll learn how to adapt, customize, and personalize cross-channel user journeys to help your company attract and retain customers—to usher in the new age of Autonomous Marketing. Learn how AI and automation can support the customer acquisition efforts of a Lean Startup Dive into Customer Acquisition 3.0, an initiative for gaining and retaining customers Explore ways to use AI for marketing purposes Understand the key metrics for determining the growth of your startup Determine the right strategy to foster user acquisition in your company Man-

age the increased complexity and risk inherent in AI projects

Artificial intelligence (AI) in its various forms –– machine learning, chatbots, robots, agents, etc. –– is increasingly being seen as a core component of enterprise business workflow and information management systems. The current promise and hype around AI are being driven by software vendors, academic research projects, and startups. However, we posit that the greatest promise and potential for AI lies in the enterprise with its applications touching all organizational facets. With increasing business process and workflow maturity, coupled with recent trends in cloud computing, datafication, IoT, cybersecurity, and advanced analytics, there is an understanding that the challenges of tomorrow cannot be solely addressed by today's people, processes, and products. There is still considerable mystery, hype, and fear about AI in today's world. A considerable amount of current discourse focuses on a dystopian future that could adversely affect humanity. Such opinions, with understandable fear of the unknown, don't consider the history of human innovation, the current state of business and technology, or the primarily augmentative nature of tomorrow's AI. This book demystifies AI for the enterprise. It takes readers from the basics (definitions, state-of-the-art, etc.) to a multi-industry journey, and concludes with expert advice on everything an organization must do to succeed. Along the way, we debunk myths, provide practical pointers, and include best practices with applicable vignettes. AI brings to enterprise the capabilities that promise new ways by which professionals can address both mundane and interesting challenges more efficiently, effectively, and collaboratively (with humans). The opportunity for tomorrow's enterprise is to augment existing teams and resources with the power of AI in order to gain competitive advantage, discover new business models, establish or optimize new revenues, and achieve better customer and user satisfaction.

Artificial intelligence (AI) describes machines/computers that mimic cognitive functions that humans associate with other human minds, such as learning and problem solving. As businesses have evolved to include more automation of processes, it has become more vital to understand AI and its various applications. Additionally, it is important for workers in the marketing industry to understand how to coincide with and utilize these techniques to enhance and make their work more efficient. The Handbook of Research on Applied AI for International Business and Marketing

Applications is a critical scholarly publication that provides comprehensive research on artificial intelligence applications within the context of international business. Highlighting a wide range of topics such as diversification, risk management, and artificial intelligence, this book is ideal for marketers, business professionals, academicians, practitioners, researchers, and students.

Machine learning has finally come of age. With H2O software, you can perform machine learning and data analysis using a simple open source framework that's easy to use, has a wide range of OS and language support, and scales for big data. This hands-on guide teaches you how to use H20 with only minimal math and theory behind the learning algorithms. If you're familiar with R or Python, know a bit of statistics, and have some experience manipulating data, author Darren Cook will take you through H2O basics and help you conduct machine-learning experiments on different sample data sets. You'll explore several modern machine-learning techniques such as deep learning, random forests, unsupervised learning, and ensemble learning. Learn how to import, manipulate, and export data with H2O Explore key machine-learning concepts, such as cross-validation and validation data sets Work with three diverse data sets, including a regression, a multinomial classification, and a binomial classification Use H2O to analyze each sample data set with four supervised machine-learning algorithms Understand how cluster analysis and other unsupervised machine-learning algorithms work

Cyber-solutions to real-world business problems Artificial Intelligence in Practice is a fascinating look into how companies use AI and machine learning to solve problems. Presenting 50 case studies of actual situations, this book demonstrates practical applications to issues faced by businesses around the globe. The rapidly evolving field of artificial intelligence has expanded beyond research labs and computer science departments and made its way into the mainstream business environment. Artificial intelligence and machine learning are cited as the most important modern business trends to drive success. It is used in areas ranging from banking and finance to social media and marketing. This technology continues to provide innovative solutions to businesses of all sizes, sectors and industries. This engaging and topical book explores a wide range of cases illustrating how businesses use AI to boost performance, drive efficiency, analyse market preferences and many

others. Best-selling author and renowned AI expert Bernard Marr reveals how machine learning technology is transforming the way companies conduct business. This detailed examination provides an overview of each company, describes the specific problem and explains how AI facilitates resolution. Each case study provides a comprehensive overview, including some technical details as well as key learning summaries: Understand how specific business problems are addressed by innovative machine learning methods Explore how current artificial intelligence applications improve performance and increase efficiency in various situations Expand your knowledge of recent AI advancements in technology Gain insight on the future of AI and its increasing role in business and industry Artificial Intelligence in Practice: How 50 Successful Companies Used Artificial Intelligence to Solve Problems is an insightful and informative exploration of the transformative power of technology in 21st century commerce.

Master the essential skills needed to recognize and solve complex problems with machine learning and deep learning. Using real-world examples that leverage the popular Python machine learning ecosystem, this book is your perfect companion for learning the art and science of machine learning to become a successful practitioner. The concepts, techniques, tools, frameworks, and methodologies used in this book will teach you how to think, design, build, and execute machine learning systems and projects successfully. Practical Machine Learning with Python follows a structured and comprehensive three-tiered approach packed with hands-on examples and code. Part 1 focuses on understanding machine learning concepts and tools. This includes machine learning basics with a broad overview of algorithms, techniques, concepts and applications, followed by a tour of the entire Python machine learning ecosystem. Brief guides for useful machine learning tools, libraries and frameworks are also covered. Part 2 details standard machine learning pipelines, with an emphasis on data processing analysis, feature engineering, and modeling. You will learn how to process, wrangle, summarize and visualize data in its various forms. Feature engineering and selection methodologies will be covered in detail with real-world datasets followed by model building, tuning, interpretation and deployment. Part 3 explores multiple real-world case studies spanning diverse domains and industries like retail, transportation, movies, music, marketing, computer vision and finance. For each case study, you will learn the application of various ma-

chine learning techniques and methods. The hands-on examples will help you become familiar with state-of-the-art machine learning tools and techniques and understand what algorithms are best suited for any problem. Practical Machine Learning with Python will empower you to start solving your own problems with machine learning today! What You'll Learn Execute end-to-end machine learning projects and systems Implement hands-on examples with industry standard, open source, robust machine learning tools and frameworks Review case studies depicting applications of machine learning and deep learning on diverse domains and industries Apply a wide range of machine learning models including regression, classification, and clustering. Understand and apply the latest models and methodologies from deep learning including CNNs, RNNs, LSTMs and transfer learning. Who This Book Is For IT professionals, analysts, developers, data scientists, engineers, graduate students

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.

Technological breakthroughs relating to ar-

tificial intelligence has redefined business operations worldwide. For example, the ways in which data is captured, processed, and utilized to optimize customer interactions has grown by leaps and bounds. The change is redefining the structural dynamics of business strategy, economic theory, and management concepts. Leading technology companies around the world have expanded their research in artificial intelligence. With IBM's launch of Watson, a new cognitive era has started. Investment firms have backed numerous emerging artificial intelligence companies. Meanwhile, there is paucity of academic and business research on the subject. This book project is a pioneering examination of how artificial intelligence is transforming the contemporary business strategy.

Practical Machine Learning for Data Analysis Using Python is a problem solver's guide for creating real-world intelligent systems. It provides a comprehensive approach with concepts, practices, hands-on examples, and sample code. The book teaches readers the vital skills required to understand and solve different problems with machine learning. It teaches machine learning techniques necessary to become a successful practitioner, through the presentation of real-world case studies in Python machine learning ecosystems. The book also focuses on building a foundation of machine learning knowledge to solve different real-world case studies across various fields, including biomedical signal analysis, healthcare, security, economics, and finance. Moreover, it covers a wide range of machine learning models, including regression, classification, and forecasting. The goal of the book is to help a broad range of readers, including IT professionals, analysts, developers, data scientists, engineers, and graduate students, to solve their own real-world problems. Offers a comprehensive overview of the application of machine learning tools in data analysis across a wide range of subject areas Teaches readers how to apply machine learning techniques to biomedical signals, financial data, and healthcare data Explores important classification and regression algorithms as well as other machine learning techniques Explains how to use Python to handle data extraction, manipulation, and exploration techniques, as well as how to visualize data spread across multiple dimensions and extract useful features

Get on board the next massive marketing revolution AI for Marketing and Product Innovation offers creatives and marketing professionals a non-tech guide to artificial intelligence (AI) and machine learning (ML)—twin technologies that stand poised to revolutionize the way we sell. The future is here, and we are in the thick of it; AI and ML are already in our lives every day, whether we know it or not. The technology continues to evolve and grow, but the capabilities that make these tools world-changing for marketers are already here—whether we use them or not. This book helps you lean into the curve and take advantage of AI's unparalleled and rapidly expanding power. More than a simple primer on the technology, this book goes beyond the "what" to show you the "how": How do we use AI and ML in ways that speak to the human spirit? How to we translate cold technological innovation into creative tools that forge deep human connections? Written by a team of experts at the intersection of neuroscience, technology, and marketing, this book shows you the ins and outs of these groundbreaking technological tools. Understand AI and ML technology in layman's terms Harness the twin technologies unparalleled power to transform marketing Learn which skills and resources you need to use AI and ML effectively Employ AI and ML in ways that resonate meaningfully with customers Learn practical examples of how to reinvest product innovation, brand building, targeted marketing and media measurement to connect with people and enhance ROI Discover the true impact of AI and ML from real-world examples, and learn the thinking, best practices, and metrics you need to capture this lightning and take the next massive leap in the evolution of customer connection. AI for Marketing and Product Innovation shows you everything you need to know to get on board.

Discover what's possible when the art and science of marketing collide The Marketing Performance Blueprint is an actionable and innovative guide to unlocking your potential as a marketer and accelerating success for your business. With an eye toward the marketing industry's rapid evolution, this book focuses on the processes, technologies, and strategies that are redefining the marketing environment. Step by step, you will learn how to build performance-driven organizations that exceed ROI expectations and outpace the competition. Companies are demanding a more technical, scientific approach to marketing, and this guide provides the key information that helps marketing professionals choose the right tools and recruit the right talent to more effectively build brand, generate leads, convert sales, and increase customer loyalty. Marketers are facing increased pressure to connect every dollar spent to bottom-line results. As the industry advances, the tremendous gaps in talent, technology, and strategy leave many professionals underprepared and underperforming. The Marketing Performance Blueprint helps bridge those gaps: Align marketing talent, technology, and strategy to reach performance goals Drive digital marketing transformation within your organization Recruit, train, and retain a modern marketing team Propel growth through digital-savvy marketing agency partners Adapt more quickly to marketing technology advancements Create connected customer experiences Turn marketing data into intelligence, and intelligence into action Devise integrated marketing strategies that deliver real business results The marketers who will redefine the industry in the coming months and years will never stop challenging conventional knowledge and solutions. Whether in terms of evolved talent, advanced technology, or more intelligent and integrated strategies, these driven professionals will be in demand as the pioneers of the new marketing era. The Marketing Performance Blueprint helps marketers blaze a trail of their own by providing a roadmap to success.

Artificial intelligence (AI) marketing is paving the way for the future of marketing and business transformation, yet many organizations struggle to know exactly how and where to integrate it. With AI forecasted to boost global GDP by 14% by 2030, an efficient and sustainable AI marketing strategy is now essential to avoid losing the competitive edge. Using Artificial Intelligence in Marketing provides the definitive, practical framework needed for marketers to identify, apply and embrace the opportunity to maximize the results and business advancement that AI can bring. Streamlining efficiencies into every business practice, AI automates simpler, repetitive tasks with unrivalled accuracy, allowing sales and marketing teams to return their attention to where human interaction is most valuable: strategy, creativity and personal connection. Using Artificial Intelligence in Marketing outlines key marketing benefits such as accurate market research samples, immediate big data insights and brand-safe content creation, right through to the on-demand customer service that is now expected 24/7. It also explores the inevitable myths, concerns and ethical questions that can arise from the large-scale adoption of AI. This book is an essential read for every 21st century marketer.

An exploration of why we play video games despite the fact that we are almost certain to feel unhappy when we fail at them. We may think of video games as being "fun," but in The Art of Failure, Jesper Juul claims that this is almost entirely mistaken. When we play video games, our fa-

cial expressions are rarely those of happiness or bliss. Instead, we frown, grimace, and shout in frustration as we lose, or die, or fail to advance to the next level. Humans may have a fundamental desire to succeed and feel competent, but game players choose to engage in an activity in which they are nearly certain to fail and feel incompetent. So why do we play video games even though they make us unhappy? Juul examines this paradox. In video games, as in tragic works of art, literature, theater, and cinema, it seems that we want to experience unpleasantness even if we also dislike it. Reader or audience reaction to tragedy is often explained as catharsis, as a purging of negative emotions. But, Juul points out, this doesn't seem to be the case for video game players. Games do not purge us of unpleasant emotions; they produce them in the first place. What, then, does failure in video game playing do? Juul argues that failure in a game is unique in that when you fail in a game, you (not a character) are in some way inadequate. Yet games also motivate us to play more, in order to escape that inadequacy, and the feeling of escaping failure (often by improving skills) is a central enjoyment of games. Games, writes Juul, are the art of failure: the singular art form that sets us up for failure and allows us to experience it and experiment with it. The Art of Failure is essential reading for anyone interested in video games, whether as entertainment, art, or education.

This book offers a practical guide to artificial intelligence (AI) techniques that are used in business. The book does not focus on AI models and algorithms, but instead provides an overview of the most popular and frequently used models in business. This allows the book to easily explain AI paradigms and concepts for business students and executives. Artificial Intelligence for Business is divided into six chapters. Chapter 1 begins with a brief introduction to AI and describes its relationship with machine learning, data science and big data analytics. Chapter 2 presents core machine learning workflow and the most effective machine learning techniques. Chapter 3 deals with deep learning, a popular technique for developing AI applications. Chapter 4 introduces recommendation engines for business and covers how to use them to be more competitive. Chapter 5 features natural language processing (NLP) for sentiment analysis focused on emotions. With the help of sentiment analysis, businesses can understand their customers better to improve their experience, which will help the businesses change their market position. Chapter 6

states potential business prospects of AI and the benefits that companies can realize by implementing AI in their processes. Delve into the world of real-world financial applications using deep learning, artificial intelligence, and production-grade data feeds and technology with Python Key FeaturesUnderstand how to obtain financial data via Quandl or internal systemsAutomate commercial banking using artificial intelligence and Python programsImplement various artificial intelligence models to make personal banking easyBook Description Remodeling your outlook on banking begins with keeping up to date with the latest and most effective approaches, such as artificial intelligence (AI). Hands-On Artificial Intelligence for Banking is a practical guide that will help you advance in your career in the banking domain. The book will demonstrate AI implementation to make your banking services smoother, more cost-efficient, and accessible to clients, focusing on both the client- and server-side uses of AI. You'll begin by understanding the importance of artificial intelligence, while also gaining insights into the recent AI revolution in the banking industry. Next, you'll get hands-on machine learning experience, exploring how to use time series analysis and reinforcement learning to automate client procurements and banking and finance decisions. After this, you'll progress to learning about mechanizing capital market decisions, using automated portfolio management systems and predicting the future of investment banking. In addition to this, you'll explore concepts such as building personal wealth advisors and mass customization of client lifetime wealth. Finally, you'll get to grips with some real-world AI considerations in the field of banking. By the end of this book, you'll be equipped with the skills you need to navigate the finance domain by leveraging the power of AI. What you will learnAutomate commercial bank pricing with reinforcement learningPerform technical analysis using convolutional layers in KerasUse natural language processing (NLP) for predicting market responses and visualizing them using graph databasesDeploy a robot advisor to manage your personal finances via Open Bank APISense market needs using sentiment analysis for algorithmic marketingExplore AI adoption in banking using practical examplesUnderstand how to obtain financial data from commercial, open, and internal sourcesWho this book is for This is one of the most useful artificial intelligence books for machine learning engineers, data engineers, and data scientists working in the finance industry who are looking to implement AI in their business applications. The

book will also help entrepreneurs, venture capitalists, investment bankers, and wealth managers who want to understand the importance of AI in finance and banking and how it can help them solve different problems related to these domains. Prior experience in the financial markets or banking domain, and working knowledge of the Python programming language are a must.

We are about to experience the equivalent of a major tectonic shift where the functional plates of sales, marketing, and technology will shear and, in some cases, smash against one another. Functions that were once the domain of salespeople will be transformed, subsumed, or obliterated. Machine Learning and Artificial Intelligence in Marketing and Sales explores the ideas, and the statistical and mathematical concepts, behind Artificial Intelligence (AI) and machine learning models, as applied to marketing and sales, without getting lost in the details of mathematical derivations and computer programming. This bestselling book gives business leaders and executives a foundational education on how to leverage artificial intelligence and machine learning solutions to deliver ROI for your business. A comprehensive guide to advanced marketing automation for marketing strategists, data scientists, product managers, and software engineers. The book covers the main areas of marketing that require programmatic micro-decisioning - targeted promotions and advertisements, eCommerce search, recommendations, pricing, and assortment optimization.

Optimize your marketing strategies through analytics and machine learning Key FeaturesUnderstand how data science drives successful marketing campaignsUse machine learning for better customer engagement, retention, and product recommendationsExtract insights from your data to optimize marketing strategies and increase profitabilityBook 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 cus-

tomer 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 learnLearn how to compute and visualize marketing KPIs in Python and RMaster what drives successful marketing campaigns with data scienceUse machine learning to predict customer engagement and lifetime valueMake product recommendations that customers are most likely to buyLearn how to use A/B testing for better marketing decision makingImplement machine learning to understand different customer segmentsWho 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.

Artificial intelligence is radically altering the digital marketing landscape. But if you're a PPC professional, there's no need to panic; the sky isn't falling. Former Google AdWords evangelist Frederick Vallaeys understands what's coming next, and with his expert guidance you'll not only survive, but you'll also thrive in tomorrow's AI world.In this invaluable volume, you'll learn: - What AI and other digital marketing technology can and cannot do- How agency owners can reposition their business in the current environment- New skillsets to develop or look for in potential new hires- Four essential roles digital marketing professionals will continue to play in the future- And moreData isn't everything. Human intuition and creativity will always be essential components of successful marketing. So relax! Read Digital Marketing in an Artificial Intelligence World, and in no time at all you'll be leveraging AI, not competing with it.

Transforming Management Using Artificial Intelligence Techniques redefines management practices using artificial intelligence (AI) by providing a new approach. It offers a detailed, well-illustrated treatment of each topic with examples and case studies, and brings the exciting field to life by presenting a substantial and robust introduction to AI in a clear and concise manner. It provides a deeper understanding of how the relevant aspects of AI impact each other's efficacy for better output. It's a reliable and accessible one-step resource that introduces AI; presents a full examination of applications; provides an understanding of the foundations; examines education powered by AI, entertainment, home and service robots, healthcare re-imagined, predictive policing, space exploration; and so much more, all within the realm of AI. This book will feature: Uncovering new and innovative features of AI and how it can help in raising economic efficiency at both micro- and macro levels Both the literature and practical aspects of AI and its uses This book summarizing key concepts at the end of each chapter to assist reader comprehension Case studies of tried and tested approaches to resolutions of typical problems Ideal for both teaching and general-knowledge purposes. This book will also simply provide the topic of AI for the readers, aspiring researchers and practitioners involved in management and computer science, so they can obtain a high-level of understanding of AI and managerial applications.

Marketing and sales prioritize AI and machine learning more than any other business department, yet often struggle with how to scale and strategize the opportunities they present. AI Strategy for Sales and Marketing presents a framework for understanding how AI can boost customer-centricity and sales by creating a connected strategy that delivers value today and into the future. Supported by practical tips and advice throughout, it covers topics including personalization, upskilling, customer experience for both on and offline shopping channels and the importance of using AI responsibly to create consumer trust. Featuring original research and interviews with leading practitioners, it also contains global case studies from organizations in a range of sectors, including Samsung, PwC, Rolls Royce, Deloitte and Hilton, with insights into the various stages of their adoption journeys. Written by a recognized industry expert, it is an invaluable resource for those wanting to benefit from using AI strategically in marketing, sales and CX.

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.

Artificial Intelligence in Accounting: Practical Applications was written with a simple goal: to provide accountants with a foundational understanding of AI and its many business and accounting applications. It is meant to serve as a guide for identifying opportunities to implement AI initiatives to increase productivity and profitability. This book will help you answer questions about what AI is and how it is used in the accounting profession today. Offering practical guidance that you can leverage for your organization, this book provides an overview of essential AI concepts and technologies that accountants should know, such as machine learning, deep learning, and natural language processing. It also

describes accounting-specific applications of robotic process automation and text mining. Illustrated with case studies and interviews with representatives from global professional services firms, this concise volume makes a significant contribution to examining the intersection of AI and the accounting profession. This innovative book also explores the challenges and ethical considerations of AI. It will be of great interest to accounting practitioners, researchers, educators, and students.

"This book examines current, state-of-the-art research in the areas of data science, machine learning, data mining, optimization, artificial intelligence, statistics, and the interactions, linkages, and applications of knowledge-based business with information systems"--

There now exists a wealth of tools and techniques that can determine if and how a Web site is providing business value to its owners. This book is a survey of those metrics and is as important to IT executives as it is to marketing professionals. Jim Sterne is recognized worldwide as a leading Internet business expert and is the author of several Wiley books, including WWW Marketing, Third Edition (0-471-41621-5) Explains the criteria for building a successful site, surveying the tools, services, techniques, and standards for Web measurement, and fully integrating those metrics with the customer experience Companion Web site contains links to online tools, resources, and white papers

AI may be the greatest opportunity of our time, with the potential to add nearly $16 trillion to the global economy over the next decade. But so far, adoption has been much slower than anticipated, or so headlines may lead you to believe. With this practical guide, business leaders will discover where they are in their AI journey and learn the steps necessary to successfully scale AI throughout their organization. Authors Rob Thomas and Paul Zikopoulos from IBM introduce C-suite executives and business professionals to the AI Ladder—a unified, prescriptive approach to help them understand and accelerate the AI journey. Complete with real--world examples and real-life experiences, this book explores AI drivers, value, and opportunity, as well as the adoption challenges organizations face. Understand why you can't have AI without an information architecture (IA) Appreciate how AI is as much a cultural change as it is a technological one Collect data and make it simple and accessible, regardless of where it lives Organize data to create a business-ready analytics foundation Analyze data, and build and scale AI with trust and transparency Infuse AI throughout your entire business and create intelligent workflows