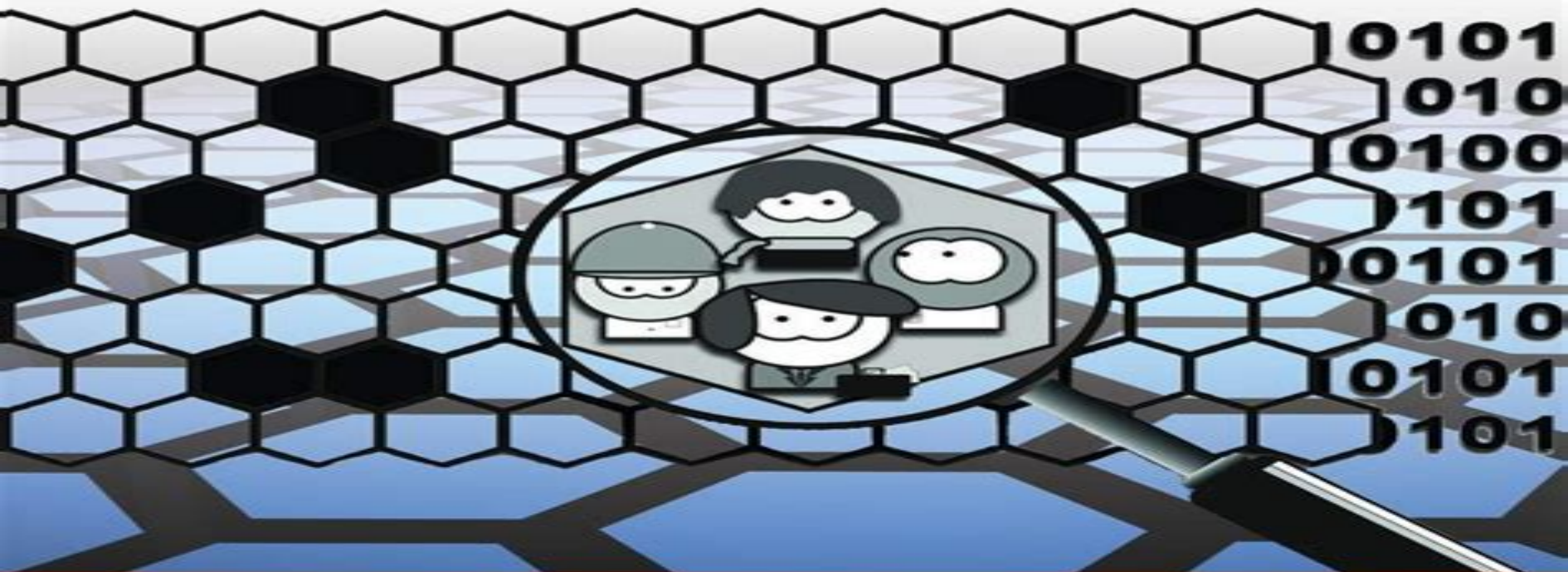


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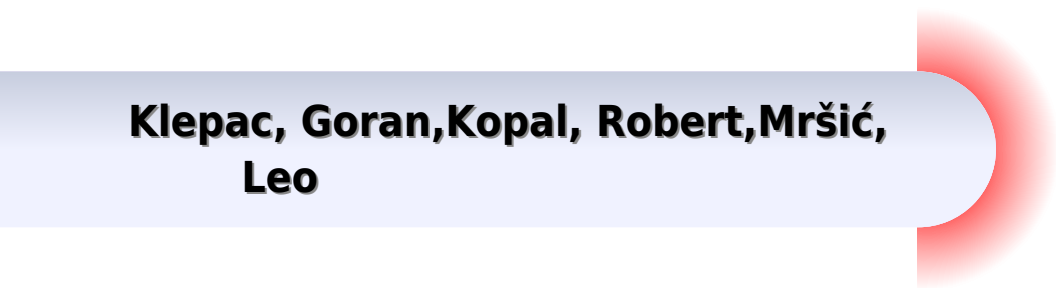
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Intelligent and Fuzzy Techniques: Smart and Innovative Solutions Cengiz Kahraman, Sezi Cevik Onar, Basar Oztaysi, Irem Ucal Sari, Selcuk Cebi, A. Cagri Tolga, 2020-07-10 This book gathers the most recent developments in fuzzy machine learning risk assessment heuristics and clustering the book is a valuable resource for academics M.Sc. and Ph.D. students as well as managers and engineers in industry and the service sectors

Handbook of Research on Intelligent Techniques and Modeling Applications in Marketing Analytics Kumar, Anil, Dash, Manoj Kumar, Trivedi, Shrawan Kumar, Panda, Tapan Kumar, 2016-10-25 The success of any organization is largely dependent on positive feedback and repeat business from patrons By utilizing acquired marketing data business professionals can more accurately assess practices services and products that their customers find appealing The Handbook of Research on Intelligent Techniques and Modeling Applications in Marketing Analytics features innovative research and implementation practices of analytics in marketing research Highlighting various techniques in acquiring and deciphering marketing data this publication is a pivotal reference for professionals managers market

researchers and practitioners interested in the observation and utilization of data on marketing trends to promote positive business practices

Principles of Data Mining Subodh Keshari, 2025-02-20 Principles of Data Mining explores the extraction of valuable information from vast amounts of unprocessed data We cover both fundamental and advanced techniques making our book an essential resource for businesses investing in this technology We introduce the basics of data mining such as cluster analysis association rules OLAP concept definition data preparation classification and prediction Additionally we delve into sophisticated methods including information extraction from complex sources beyond relational databases such as time series spatial object and multimedia databases We also examine the collection of information from various online sources and its transformation into a usable form Our chapters are structured to function as separate sections allowing flexibility for educators to present lessons in any sequence Our objective is to equip readers with the background knowledge needed to apply data mining to real world situations by presenting core ideas and methods for each topic With advancements in the field our book delves deeper into big data and includes updated chapters reflecting these developments Principles of Data Mining is a valuable guide for anyone looking to leverage data mining for business success

Key Business Analytics Bernard Marr, 2016-02-10 Key Business Analytics will help managers apply tools to turn data into insights that help them better understand their customers optimize their internal processes and identify cost savings and growth opportunities It includes analysis techniques within the following categories Financial analytics cashflow profitability sales forecasts Market analytics market size market trends marketing channels Customer analytics customer lifetime values social media customer needs Employee analytics capacity performance leadership Operational analytics supply chains competencies environmental impact Bare business analytics sentiments text correlations Each tool will follow the bestselling Key format of being 5 6 pages long broken into short sharp advice on the essentials What is it When should I use it How do I use it Tips and pitfalls Further reading This essential toolkit also provides an invaluable section on how to gather original data yourself through surveys interviews focus groups etc

Effective CRM using Predictive Analytics Antonios Chorianopoulos, 2016-01-19 A step by step guide to data mining applications in CRM Following a handbook approach this book bridges the gap between analytics and their use in everyday marketing providing guidance on solving real business problems using data mining techniques The book is organized into three parts Part one provides a methodological roadmap covering both the business and the technical aspects The data mining process is presented in detail along with specific guidelines for the development of optimized acquisition cross deep up selling and retention campaigns as well as effective customer segmentation schemes In part two some of the most useful data mining algorithms are explained in a simple and comprehensive way for business users with no technical expertise Part three is packed with real world case studies which employ the use of three leading data mining tools IBM SPSS Modeler RapidMiner and Data Mining for Excel Case studies from industries including banking retail and telecommunications are presented in detail so as to serve as templates for

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Developing Churn Models Using Data Mining Techniques and Social Network Analysis Klepac, Goran, Kopal, Robert, Mršić, Leo, 2014-07-31 This book provides an in depth analysis of attrition modeling relevant to business planning and management offering insightful and detailed explanation of best practices tools and theory surrounding churn prediction and the integration of analytic tools Provided by publisher

ICEASD&ICCOSED 2019 Robbi Rahim, Ismail Suardi Wekke, Ramadhan Tosepu, Marhamah Nadir, 2019-09-09 The International Conference on Environmental Awareness for Sustainable Development ICEASD 2019 aims at discussing areas where problems and potential risks regarding environmental sustainability Human Security factors play different roles in relationship to environmental sustainability and this conference will highlight the role of these factors The conference hold in Kendari Indonesia and it provide an opportunity for researchers to communicate how to highlight and bring attention to these issues such as in education through various interdisciplinary courses This conference invites specialists in environmental issues researchers academicians policy makers innovators and practitioners from around the world to participate in ICEASD 2019 The International Conference on Challenges and Opportunities of Sustainable Environmental Development ICCOSED publish papers and special issues on specific topics of interest to international audiences of environmental researchers This conference is held by Universitas Prof Dr Moestopo Beragama and Majelis Sinergi Kalam Ikatan Cendekiawan Muslim Se Indonesia MASIKA ICMI The conference publishes original research from throughout the world dealing with education Social sciences and environmental science The editorial team makes every effort to cut the review and when necessary revision time periods as short as possible in order to help the research community publish and disseminate their works quickly These efforts however depend heavily on authors compliance with ethical rules and the journal s guidelines before submitting their works Also the voluntary reviewers from around the world with expertise in specific fields devote their precious time in order to provide quality feedback to authors Yet their time dedicated to improve the authors articles is not unlimited Often they appropriate from their personal times to do this voluntary work

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