

# Data Mining For Business Analytics 3rd Edition

Data Mining for Business Analytics: Concepts, Techniques, and Applications in Python presents an applied approach to data mining concepts and methods, using Python software for illustration. Readers will learn how to implement a variety of popular data mining algorithms in Python (a free and open-source software) to tackle business problems and opportunities. This is the sixth version of this successful text, and the first using Python. It covers both statistical and machine learning algorithms for prediction, classification, visualization, dimension reduction, recommender systems, clustering, text mining and network analysis. It also includes: A new co-author, Peter Gedeck, who brings both experience teaching business analytics courses using Python, and expertise in the application of machine learning methods to the drug-discovery process. A new section on ethical issues in data mining. Updates and new material based on feedback from instructors teaching MBA, undergraduate, diploma and executive courses, and from their students. More than a dozen case studies demonstrating applications for the data mining techniques described. End-of-chapter exercises that help readers gauge and expand their comprehension and competency of the material presented. A companion website with more than two dozen data sets, and instructor materials including exercise solutions, PowerPoint slides, and case solutions. Data Mining for Business Analytics: Concepts, Techniques, and Applications in Python is an ideal textbook for graduate and upper-undergraduate level courses in data mining, predictive analytics, and business analytics. This new edition is also an excellent reference for analysts, researchers, and practitioners working with quantitative

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methods in the fields of business, finance, marketing, computer science, and information technology. “This book has by far the most comprehensive review of business analytics methods that I have ever seen, covering everything from classical approaches such as linear and logistic regression, through to modern methods like neural networks, bagging and boosting, and even much more business specific procedures such as social network analysis and text mining. If not the bible, it is at the least a definitive manual on the subject.” —Gareth M. James, University of Southern California and co-author (with Witten, Hastie and Tibshirani) of the best-selling book *An Introduction to Statistical Learning, with Applications in R*

“This book is a splendid and valuable addition to this subject. The whole book is well written and I have no hesitation to recommend that this can be adapted as a textbook for graduate courses in Business Intelligence and Data Mining.” Dr. Edi Shivaji, Des Moines, Iowa “As a complete novice to this area just starting out on a MBA course I found the book incredibly useful and very easy to follow and understand. The concepts are clearly explained and make it an easy task to gain an understanding of the subject matter.” -- Mr. Craig Domoney, South Africa. *Business Intelligence and Data Mining* is a conversational and informative book in the exploding area of Business Analytics. Using this book, one can easily gain the intuition about the area, along with a solid toolset of major data mining techniques and platforms. This book can thus be gainfully used as a textbook for a college course. It is also short and accessible enough for a busy executive to become a quasi-expert in this area in a couple of hours. Every chapter begins with a case-let from the real world, and ends with a case study that runs across the chapters.

Human Capital Systems, Analytics, and Data Mining provides

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human capital professionals, researchers, and students with a comprehensive and portable guide to human capital systems, analytics and data mining. The main purpose of this book is to provide a rich tool set of methods and tutorials for Human Capital Management Systems (HCMS) database modeling, analytics, interactive dashboards, and data mining that is independent of any human capital software vendor offerings and is equally usable and portable among both commercial and internally developed HCMS. The book begins with an overview of HCMS, including coverage of human resource systems history and current HCMS Computing Environments. It next explores relational and dimensional database management concepts and principles. HCMS Instructional databases developed by the Author for use in Graduate Level HCMS and Compensation Courses are used for database modeling and dashboard design exercises. Exciting knowledge discovery and research Tutorials and Exercises using Online Analytical Processing (OLAP) and data mining tools through replication of actual original pay equity research by the author are included. New findings concerning Gender Based Pay Equity Research through the lens Comparable Worth and Occupational Mobility are covered extensively in Human Capital Metrics, Analytics and Data Mining Chapters. Solutions Manual to accompany Statistical Data Analytics: Foundations for Data Mining, Informatics, and Knowledge Discovery A comprehensive introduction to statistical methods for data mining and knowledge discovery. Extensive solutions using actual data (with sample R programming code) are provided, illustrating diverse informatic sources in genomics, biomedicine, ecological remote sensing, astronomy, socioeconomics, marketing, advertising and finance, among many others. Learn how to develop models for classification, prediction, and customer segmentation with the help of Data Mining for

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Business Intelligence In today's world, businesses are becoming more capable of accessing their ideal consumers, and an understanding of data mining contributes to this success. Data Mining for Business Intelligence, which was developed from a course taught at the Massachusetts Institute of Technology's Sloan School of Management, and the University of Maryland's Smith School of Business, uses real data and actual cases to illustrate the applicability of data mining intelligence to the development of successful business models. Featuring XLMiner, the Microsoft Office Excel add-in, this book allows readers to follow along and implement algorithms at their own speed, with a minimal learning curve. In addition, students and practitioners of data mining techniques are presented with hands-on, business-oriented applications. An abundant amount of exercises and examples are provided to motivate learning and understanding. Data Mining for Business Intelligence: Provides both a theoretical and practical understanding of the key methods of classification, prediction, reduction, exploration, and affinity analysis Features a business decision-making context for these key methods Illustrates the application and interpretation of these methods using real business cases and data This book helps readers understand the beneficial relationship that can be established between data mining and smart business practices, and is an excellent learning tool for creating valuable strategies and making wiser business decisions.

Powerful, Flexible Tools for a Data-Driven World As the data deluge continues in today's world, the need to master data mining, predictive analytics, and business analytics has never been greater. These techniques and tools provide unprecedented insights into data, enabling better decision making and forecasting, and ultimately the solution of increasingly complex problems. Learn from the Creators of

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the RapidMiner Software Written by leaders in the data mining community, including the developers of the RapidMiner software, RapidMiner: Data Mining Use Cases and Business Analytics Applications provides an in-depth introduction to the application of data mining and business analytics techniques and tools in scientific research, medicine, industry, commerce, and diverse other sectors. It presents the most powerful and flexible open source software solutions: RapidMiner and RapidAnalytics. The software and their extensions can be freely downloaded at [www.RapidMiner.com](http://www.RapidMiner.com).

### Understand Each Stage of the Data Mining Process

The book and software tools cover all relevant steps of the data mining process, from data loading, transformation, integration, aggregation, and visualization to automated feature selection, automated parameter and process optimization, and integration with other tools, such as R packages or your IT infrastructure via web services. The book and software also extensively discuss the analysis of unstructured data, including text and image mining.

### Easily Implement Analytics Approaches Using RapidMiner and RapidAnalytics

Each chapter describes an application, how to approach it with data mining methods, and how to implement it with RapidMiner and RapidAnalytics. These application-oriented chapters give you not only the necessary analytics to solve problems and tasks, but also reproducible, step-by-step descriptions of using RapidMiner and RapidAnalytics. The case studies serve as blueprints for your own data mining applications, enabling you to effectively solve similar problems.

Uncovering and analyzing data associated with the current business environment is essential in maintaining a competitive edge. As such, making informed decisions based on this data is crucial to managers across industries.

Integration of Data Mining in Business Intelligence Systems

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investigates the incorporation of data mining into business technologies used in the decision making process.

Emphasizing cutting-edge research and relevant concepts in data discovery and analysis, this book is a comprehensive reference source for policymakers, academicians, researchers, students, technology developers, and professionals interested in the application of data mining techniques and practices in business information systems. Big Data is a growing business trend, but there little advice available on how to use it practically. Written by a data mining expert with over 30 years of experience, this book uses case studies to help marketers, brand managers and IT professionals understand how to capture and measure data for marketing purposes.

Includes bibliographical references and index.

This book covers the fundamental concepts of data mining, to demonstrate the potential of gathering large sets of data, and analyzing these data sets to gain useful business understanding. The book is organized in three parts. Part I introduces concepts. Part II describes and demonstrates basic data mining algorithms. It also contains chapters on a number of different techniques often used in data mining. Part III focuses on business applications of data mining.

This comprehensive reference consists of 18 chapters from prominent researchers in the field. Each chapter is self-contained, and synthesizes one aspect of frequent pattern mining. An emphasis is placed on simplifying the content, so that students and practitioners can benefit from the book. Each

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chapter contains a survey describing key research on the topic, a case study and future directions. Key topics include: Pattern Growth Methods, Frequent Pattern Mining in Data Streams, Mining Graph Patterns, Big Data Frequent Pattern Mining, Algorithms for Data Clustering and more. Advanced-level students in computer science, researchers and practitioners from industry will find this book an invaluable reference.

Practical guide for organization leaders, top-level executives. Industry experts explain in clear, understandable English. What data mining and predictive analytics are

There is an ongoing data explosion transpiring that will make previous creations, collections, and storage of data look trivial. Big Data, Mining, and Analytics: Components of Strategic Decision Making ties together big data, data mining, and analytics to explain how readers can leverage them to extract valuable insights from their data. Facilitati

Data Mining and Analytics provides a broad and interactive overview of a rapidly growing field. The exponentially increasing rate at which data is generated creates a corresponding need for professionals who can effectively handle its storage, analysis, and translation.

This new edition sees the inclusion of 70% new material, including eight new case studies, that brings this best selling title up to date with the many

advances made in the field since its original publication. In the text all the methods described are either computational or of a statistical modelling nature; complex probabilistic models and mathematical tools are not used, so the book is accessible to a wide audience of both students and industry professionals.

Put Predictive Analytics into Action Learn the basics of Predictive Analysis and Data Mining through an easy to understand conceptual framework and immediately practice the concepts learned using the open source RapidMiner tool. Whether you are brand new to Data Mining or working on your tenth project, this book will show you how to analyze data, uncover hidden patterns and relationships to aid important decisions and predictions. Data Mining has become an essential tool for any enterprise that collects, stores and processes data as part of its operations. This book is ideal for business users, data analysts, business analysts, business intelligence and data warehousing professionals and for anyone who wants to learn Data Mining. You'll be able to:

1. Gain the necessary knowledge of different data mining techniques, so that you can select the right technique for a given data problem and create a general purpose analytics process.
2. Get up and running fast with more than two dozen commonly used powerful algorithms for predictive analytics using practical use cases.
3. Implement a



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simple step-by-step process for predicting an outcome or discovering hidden relationships from the data using RapidMiner, an open source GUI based data mining tool Predictive analytics and Data Mining techniques covered: Exploratory Data Analysis, Visualization, Decision trees, Rule induction, k-Nearest Neighbors, Naïve Bayesian, Artificial Neural Networks, Support Vector machines, Ensemble models, Bagging, Boosting, Random Forests, Linear regression, Logistic regression, Association analysis using Apriori and FP Growth, K-Means clustering, Density based clustering, Self Organizing Maps, Text Mining, Time series forecasting, Anomaly detection and Feature selection. Implementation files can be downloaded from the book companion site at [www.LearnPredictiveAnalytics.com](http://www.LearnPredictiveAnalytics.com) Demystifies data mining concepts with easy to understand language Shows how to get up and running fast with 20 commonly used powerful techniques for predictive analysis Explains the process of using open source RapidMiner tools Discusses a simple 5 step process for implementing algorithms that can be used for performing predictive analytics Includes practical use cases and examples

Delve into your data for the key to success Data mining is quickly becoming integral to creating value and business momentum. The ability to detect unseen patterns hidden in the numbers exhaustively generated by day-to-day operations allow savvy decision-makers to

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exploit every tool at their disposal in the pursuit of better business. By creating models and testing whether patterns hold up, it is possible to discover new intelligence that could change your business's entire paradigm for a more successful outcome. *Data Mining for Dummies* shows you why it doesn't take a data scientist to gain this advantage, and empowers average business people to start shaping a process relevant to their business's needs. In this book, you'll learn the hows and whys of mining to the depths of your data, and how to make the case for heavier investment into data mining capabilities. The book explains the details of the knowledge discovery process including: Model creation, validity testing, and interpretation Effective communication of findings Available tools, both paid and open-source Data selection, transformation, and evaluation *Data Mining for Dummies* takes you step-by-step through a real-world data-mining project using open-source tools that allow you to get immediate hands-on experience working with large amounts of data. You'll gain the confidence you need to start making data mining practices a routine part of your successful business. If you're serious about doing everything you can to push your company to the top, *Data Mining for Dummies* is your ticket to effective data mining.

Business intelligence is a broad category of applications and technologies for gathering, providing access to, and analyzing data for the purpose of helping enterprise users make better business decisions. The term implies having a comprehensive knowledge of all factors that affect a business, such as customers, competitors,

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business partners, economic environment, and internal operations, therefore enabling optimal decisions to be made. Business Intelligence provides readers with an introduction and practical guide to the mathematical models and analysis methodologies vital to business intelligence. This book: Combines detailed coverage with a practical guide to the mathematical models and analysis methodologies of business intelligence. Covers all the hot topics such as data warehousing, data mining and its applications, machine learning, classification, supply optimization models, decision support systems, and analytical methods for performance evaluation. Is made accessible to readers through the careful definition and introduction of each concept, followed by the extensive use of examples and numerous real-life case studies. Explains how to utilise mathematical models and analysis models to make effective and good quality business decisions. This book is aimed at postgraduate students following data analysis and data mining courses. Researchers looking for a systematic and broad coverage of topics in operations research and mathematical models for decision-making will find this an invaluable guide.

Harness the power of social media to predict customer behavior and improve sales Social media is the biggest source of Big Data. Because of this, 90% of Fortune 500 companies are investing in Big Data initiatives that will help them predict consumer behavior to produce better sales results. Social Media Data Mining and Analytics shows analysts how to use sophisticated techniques to mine social media data, obtaining the information they

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need to generate amazing results for their businesses. Social Media Data Mining and Analytics isn't just another book on the business case for social media. Rather, this book provides hands-on examples for applying state-of-the-art tools and technologies to mine social media - examples include Twitter, Wikipedia, Stack Exchange, LiveJournal, movie reviews, and other rich data sources. In it, you will learn: The four key characteristics of online services-users, social networks, actions, and content The full data discovery lifecycle-data extraction, storage, analysis, and visualization How to work with code and extract data to create solutions How to use Big Data to make accurate customer predictions How to personalize the social media experience using machine learning Using the techniques the authors detail will provide organizations the competitive advantage they need to harness the rich data available from social media platforms.

As technology continues to advance, it is critical for businesses to implement systems that can support the transformation of data into information that is crucial for the success of the company. Without the integration of data (both structured and unstructured) mining in business intelligence systems, invaluable knowledge is lost. However, there are currently many different models and approaches that must be explored to determine the best method of integration. Integration Challenges for Analytics, Business Intelligence, and Data Mining is a relevant academic book that provides empirical research findings on increasing the understanding of using data mining in the context of business intelligence and

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analytics systems. Covering topics that include big data, artificial intelligence, and decision making, this book is an ideal reference source for professionals working in the areas of data mining, business intelligence, and analytics; data scientists; IT specialists; managers; researchers; academicians; practitioners; and graduate students.

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 to 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

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extracting knowledge from data Apply data science principles when interviewing data science job candidates Data Mining for Business Analytics Concepts, Techniques and Applications in Python John Wiley & Sons

Customer and Business Analytics: Applied Data Mining for Business Decision Making Using R explains and demonstrates, via the accompanying open-source software, how advanced analytical tools can address various business problems. It also gives insight into some of the challenges faced when deploying these tools. Extensively classroom-tested, the text is ideal for students in customer and business analytics or applied data mining as well as professionals in small- to medium-sized organizations. The book offers an intuitive understanding of how different analytics algorithms work. Where necessary, the authors explain the underlying mathematics in an accessible manner. Each technique presented includes a detailed tutorial that enables hands-on experience with real data. The authors also discuss issues often encountered in applied data mining projects and present the CRISP-DM process model as a practical framework for organizing these projects. Showing how data mining can improve the performance of organizations, this book and its R-based software provide the skills and tools needed to successfully develop advanced analytics capabilities.

Handbook of Statistical Analysis and Data Mining Applications, Second Edition, is a comprehensive professional reference book that guides business analysts, scientists, engineers and researchers, both

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academic and industrial, through all stages of data analysis, model building and implementation. The handbook helps users discern technical and business problems, understand the strengths and weaknesses of modern data mining algorithms and employ the right statistical methods for practical application. This book is an ideal reference for users who want to address massive and complex datasets with novel statistical approaches and be able to objectively evaluate analyses and solutions. It has clear, intuitive explanations of the principles and tools for solving problems using modern analytic techniques and discusses their application to real problems in ways accessible and beneficial to practitioners across several areas—from science and engineering, to medicine, academia and commerce. Includes input by practitioners for practitioners Includes tutorials in numerous fields of study that provide step-by-step instruction on how to use supplied tools to build models Contains practical advice from successful real-world implementations Brings together, in a single resource, all the information a beginner needs to understand the tools and issues in data mining to build successful data mining solutions Features clear, intuitive explanations of novel analytical tools and techniques, and their practical applications

Are you a data mining analyst, who spends up to 80% of your time assuring data quality, then preparing that data for developing and deploying predictive models? And do you find lots of literature on data mining theory and concepts, but when it

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comes to practical advice on developing good mining views find little “how to information? And are you, like most analysts, preparing the data in SAS? This book is intended to fill this gap as your source of practical recipes. It introduces a framework for the process of data preparation for data mining, and presents the detailed implementation of each step in SAS. In addition, business applications of data mining modeling require you to deal with a large number of variables, typically hundreds if not thousands. Therefore, the book devotes several chapters to the methods of data transformation and variable selection. A complete framework for the data preparation process, including implementation details for each step. The complete SAS implementation code, which is readily usable by professional analysts and data miners. A unique and comprehensive approach for the treatment of missing values, optimal binning, and cardinality reduction. Assumes minimal proficiency in SAS and includes a quick-start chapter on writing SAS macros.

Data Mining for Business Applications presents the state-of-the-art research and development outcomes on methodologies, techniques, approaches and successful applications in the area. The contributions mark a paradigm shift from “data-centered pattern mining” to “domain driven actionable knowledge discovery” for next-generation KDD research and



applications. The contents identify how KDD techniques can better contribute to critical domain problems in theory and practice, and strengthen business intelligence in complex enterprise applications. The volume also explores challenges and directions for future research and development in the dialogue between academia and business. The development of business intelligence has enhanced the visualization of data to inform and facilitate business management and strategizing. By implementing effective data-driven techniques, this allows for advance reporting tools to cater to company-specific issues and challenges. The Handbook of Research on Advanced Data Mining Techniques and Applications for Business Intelligence is a key resource on the latest advancements in business applications and the use of mining software solutions to achieve optimal decision-making and risk management results. Highlighting innovative studies on data warehousing, business activity monitoring, and text mining, this publication is an ideal reference source for research scholars, management faculty, and practitioners. Data Mining: Concepts and Techniques provides the concepts and techniques in processing gathered data or information, which will be used in various applications. Specifically, it explains data mining and the tools used in discovering knowledge from the collected data. This book is referred as the

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knowledge discovery from data (KDD). It focuses on the feasibility, usefulness, effectiveness, and scalability of techniques of large data sets. After describing data mining, this edition explains the methods of knowing, preprocessing, processing, and warehousing data. It then presents information about data warehouses, online analytical processing (OLAP), and data cube technology. Then, the methods involved in mining frequent patterns, associations, and correlations for large data sets are described. The book details the methods for data classification and introduces the concepts and methods for data clustering. The remaining chapters discuss the outlier detection and the trends, applications, and research frontiers in data mining. This book is intended for Computer Science students, application developers, business professionals, and researchers who seek information on data mining. Presents dozens of algorithms and implementation examples, all in pseudo-code and suitable for use in real-world, large-scale data mining projects Addresses advanced topics such as mining object-relational databases, spatial databases, multimedia databases, time-series databases, text databases, the World Wide Web, and applications in several fields Provides a comprehensive, practical look at the concepts and techniques you need to get the most out of your data

The fundamental algorithms in data mining and

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machine learning form the basis of data science, utilizing automated methods to analyze patterns and models for all kinds of data in applications ranging from scientific discovery to business analytics. This textbook for senior undergraduate and graduate courses provides a comprehensive, in-depth overview of data mining, machine learning and statistics, offering solid guidance for students, researchers, and practitioners. The book lays the foundations of data analysis, pattern mining, clustering, classification and regression, with a focus on the algorithms and the underlying algebraic, geometric, and probabilistic concepts. New to this second edition is an entire part devoted to regression methods, including neural networks and deep learning.

Data mining is well on its way to becoming a recognized discipline in the overlapping areas of IT, statistics, machine learning, and AI. Practical Data Mining for Business presents a user-friendly approach to data mining methods, covering the typical uses to which it is applied. The methodology is complemented by case studies to create a versatile reference book, allowing readers to look for specific methods as well as for specific applications. The book is formatted to allow statisticians, computer scientists, and economists to cross-reference from a particular application or method to sectors of interest.

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Data Mining for Business Analytics: Concepts, Techniques, and Applications in XLMiner®, Third Edition presents an applied approach to data mining and predictive analytics with clear exposition, hands-on exercises, and real-life case studies. Readers will work with all of the standard data mining methods using the Microsoft® Office Excel® add-in XLMiner® to develop predictive models and learn how to obtain business value from Big Data. Featuring updated topical coverage on text mining, social network analysis, collaborative filtering, ensemble methods, uplift modeling and more, the Third Edition also includes: Real-world examples to build a theoretical and practical understanding of key data mining methods End-of-chapter exercises that help readers better understand the presented material Data-rich case studies to illustrate various applications of data mining techniques Completely new chapters on social network analysis and text mining A companion site with additional data sets, instructors material that include solutions to exercises and case studies, and Microsoft PowerPoint® slides

<https://www.dataminingbook.com> Free 140-day license to use XLMiner for Education software Data Mining for Business Analytics: Concepts, Techniques, and Applications in XLMiner®, Third Edition is an ideal textbook for upper-undergraduate and graduate-level courses as well as professional programs on data mining, predictive modeling, and

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Big Data analytics. The new edition is also a unique reference for analysts, researchers, and practitioners working with predictive analytics in the fields of business, finance, marketing, computer science, and information technology. Praise for the Second Edition "...full of vivid and thought-provoking anecdotes... needs to be read by anyone with a serious interest in research and marketing." – Research Magazine "Shmueli et al. have done a wonderful job in presenting the field of data mining - a welcome addition to the literature." – ComputingReviews.com "Excellent choice for business analysts...The book is a perfect fit for its intended audience." – Keith McCormick, Consultant and Author of SPSS Statistics For Dummies, Third Edition and SPSS Statistics for Data Analysis and Visualization Galit Shmueli, PhD, is Distinguished Professor at National Tsing Hua University's Institute of Service Science. She has designed and instructed data mining courses since 2004 at University of Maryland, Statistics.com, The Indian School of Business, and National Tsing Hua University, Taiwan. Professor Shmueli is known for her research and teaching in business analytics, with a focus on statistical and data mining methods in information systems and healthcare. She has authored over 70 journal articles, books, textbooks and book chapters. Peter C. Bruce is President and Founder of the Institute for Statistics Education at

[www.statistics.com](http://www.statistics.com). He has written multiple journal articles and is the developer of Resampling Stats software. He is the author of *Introductory Statistics and Analytics: A Resampling Perspective*, also published by Wiley. Nitin R. Patel, PhD, is Chairman and cofounder of Cytel, Inc., based in Cambridge, Massachusetts. A Fellow of the American Statistical Association, Dr. Patel has also served as a Visiting Professor at the Massachusetts Institute of Technology and at Harvard University. He is a Fellow of the Computer Society of India and was a professor at the Indian Institute of Management, Ahmedabad for 15 years.

Predictive analytics has revolutionized marketing practice. It involves using many techniques from data mining, statistics, modelling, machine learning and artificial intelligence, to analyse current data and make predictions about unknown future events. In business terms, this enables companies to forecast consumer behaviour and much more. *Predictive Analytics for Marketers* will guide marketing professionals on how to apply predictive analytical tools to streamline business practices. Including comprehensive coverage of an array of predictive analytic tools and techniques, this book enables readers to harness patterns from past data, to make accurate and useful predictions that can be converted to business success. Truly global in its approach, the insights these techniques offer can be

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used to manage resources more effectively across all industries and sectors. Written in clear, non-technical language, *Predictive Analytics for Marketers* contains case studies from the author's more than 25 years of experience and articles from guest contributors, demonstrating how predictive analytics has been used to successfully achieve a range of business purposes.

A comprehensive overview of data mining from an algorithmic perspective, integrating related concepts from machine learning and statistics.

With big data analytics comes big insights into profitability. Big data is big business. But having the data and the computational power to process it isn't nearly enough to produce meaningful results. *Big Data, Data Mining, and Machine Learning: Value Creation for Business Leaders and Practitioners* is a complete resource for technology and marketing executives looking to cut through the hype and produce real results that hit the bottom line. Providing an engaging, thorough overview of the current state of big data analytics and the growing trend toward high performance computing architectures, the book is a detail-driven look into how big data analytics can be leveraged to foster positive change and drive efficiency. With continued exponential growth in data and ever more competitive markets, businesses must adapt quickly to gain every competitive advantage available. Big data analytics can serve as the linchpin for initiatives that drive business, but only if the underlying technology and analysis is fully understood and appreciated by engaged stakeholders. This book provides a view into the topic that executives, managers, and practitioners require, and includes: A complete overview of

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big data and its notable characteristics Details on high performance computing architectures for analytics, massively parallel processing (MPP), and in-memory databases Comprehensive coverage of data mining, text analytics, and machine learning algorithms A discussion of explanatory and predictive modeling, and how they can be applied to decision-making processes Big Data, Data Mining, and Machine Learning provides technology and marketing executives with the complete resource that has been notably absent from the veritable libraries of published books on the topic. Take control of your organization's big data analytics to produce real results with a resource that is comprehensive in scope and light on hyperbole.

Whether you are brand new to data mining or working on your tenth predictive analytics project, Commercial Data Mining will be there for you as an accessible reference outlining the entire process and related themes. In this book, you'll learn that your organization does not need a huge volume of data or a Fortune 500 budget to generate business using existing information assets. Expert author David Nettleton guides you through the process from beginning to end and covers everything from business objectives to data sources, and selection to analysis and predictive modeling. Commercial Data Mining includes case studies and practical examples from Nettleton's more than 20 years of commercial experience. Real-world cases covering customer loyalty, cross-selling, and audience prediction in industries including insurance, banking, and media illustrate the concepts and techniques explained throughout the book. Illustrates cost-benefit evaluation of potential projects Includes vendor-agnostic advice on what to look for in off-the-shelf solutions as well as tips on building your own data mining tools Approachable reference can be read from cover to cover by readers of all experience levels Includes practical examples



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and case studies as well as actionable business insights from author's own experience

Assuming no prior knowledge or technical skills, *Getting Started with Business Analytics: Insightful Decision-Making* explores the contents, capabilities, and applications of business analytics. It bridges the worlds of business and statistics and describes business analytics from a non-commercial standpoint. The authors demystify the main concepts and terminologies and give many examples of real-world applications. The first part of the book introduces business data and recent technologies that have promoted fact-based decision-making. The authors look at how business intelligence differs from business analytics. They also discuss the main components of a business analytics application and the various requirements for integrating business with analytics. The second part presents the technologies underlying business analytics: data mining and data analytics. The book helps you understand the key concepts and ideas behind data mining and shows how data mining has expanded into data analytics when considering new types of data such as network and text data. The third part explores business analytics in depth, covering customer, social, and operational analytics. Each chapter in this part incorporates hands-on projects based on publicly available data. Helping you make sound decisions based on hard data, this self-contained guide provides an integrated framework for data mining in business analytics. It takes you on a journey through this data-rich world, showing you how to deploy business analytics solutions in your organization.

*Learn How to Properly Use the Latest Analytics Approaches in Your Organization* Computational Business Analytics presents tools and techniques for descriptive, predictive, and prescriptive analytics applicable across multiple domains. Through many examples and challenging case studies from a

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variety of fields, practitioners easily see the connections to their own problems and can then formulate their own solution strategies. The book first covers core descriptive and inferential statistics for analytics. The author then enhances numerical statistical techniques with symbolic artificial intelligence (AI) and machine learning (ML) techniques for richer predictive and prescriptive analytics. With a special emphasis on methods that handle time and textual data, the text: Enriches principal component and factor analyses with subspace methods, such as latent semantic analyses Combines regression analyses with probabilistic graphical modeling, such as Bayesian networks Extends autoregression and survival analysis techniques with the Kalman filter, hidden Markov models, and dynamic Bayesian networks Embeds decision trees within influence diagrams Augments nearest-neighbor and k-means clustering techniques with support vector machines and neural networks These approaches are not replacements of traditional statistics-based analytics; rather, in most cases, a generalized technique can be reduced to the underlying traditional base technique under very restrictive conditions. The book shows how these enriched techniques offer efficient solutions in areas, including customer segmentation, churn prediction, credit risk assessment, fraud detection, and advertising campaigns.

Collecting, analyzing, and extracting valuable information from a large amount of data requires easily accessible, robust, computational and analytical tools. Data Mining and Business Analytics with R utilizes the open source software R for the analysis, exploration, and simplification of large high-dimensional data sets. As a result, readers are provided with the needed guidance to model and interpret complicated data and become adept at building powerful models for prediction and classification. Highlighting both underlying concepts and

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practical computational skills, Data Mining and Business Analytics with R begins with coverage of standard linear regression and the importance of parsimony in statistical modeling. The book includes important topics such as penalty-based variable selection (LASSO); logistic regression; regression and classification trees; clustering; principal components and partial least squares; and the analysis of text and network data. In addition, the book presents:

- A thorough discussion and extensive demonstration of the theory behind the most useful data mining tools
- Illustrations of how to use the outlined concepts in real-world situations
- Readily available additional data sets and related R code allowing readers to apply their own analyses to the discussed materials
- Numerous exercises to help readers with computing skills and deepen their understanding of the material

Data Mining and Business Analytics with R is an excellent graduate-level textbook for courses on data mining and business analytics. The book is also a valuable reference for practitioners who collect and analyze data in the fields of finance, operations management, marketing, and the information sciences.

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