

Database Marketing Analyzing And Managing Customers International Series In Quantitative Marketing

This study delivers insights on which external sources – e.g. website click behavior, surveys, or social media data – can and cannot be used for data augmentation. A case study is performed to test the suitability of different sources in order to create a generalized practical guide for data augmentation in marketing. Data augmentation is a beneficial tool for companies to use external data, if the internal data basis for targeting is not sufficient to reach the customers with the highest propensity. This study shows that augmenting data from feasible sources leads to significant conversion lifts.

This book addresses and examines the impacts of applications and services for data management and analysis, such as infrastructure, platforms, software, and business processes, on both academia and industry. The chapters cover effective approaches in dealing with the inherent complexity and increasing demands of big data management from an applications perspective. Various case studies included have been reported by data analysis experts who work closely with their clients in such fields as education, banking, and telecommunications. Understanding how data management has been adapted to these applications will help students, instructors and professionals in the field. Application areas also include the fields of social network analysis, bioinformatics, and the oil and gas industries.

Promotion Dynamics presents a comprehensive overview of the various dynamic effects of sales promotions.

From the Foreword by Marshall Fisher, The Wharton School, University of Pennsylvania: As generation of academics and practitioners follows generation, it is worthwhile to compile long views of the research and practice in the past to shed light on research and practice going forward. This collection of peer-reviewed articles is intended to provide such a long view. This book contains a collection of chapters written by leading scholars/practitioners who have continued their efforts in developing and/or implementing innovative OR/MS tools for solving real world problems. In this book, the contributors share their perspectives about the past, present and future of OR/MS theoretical development, solution tools, modeling approaches, and applications.

Specifically, this book collects chapters that offer insights about the following topics: • Survey articles taking a long view over the past two or more decades to arrive at the present state of the art while outlining ideas for future research. Surveys focus on use of a particular OR/MS approach, e.g., mathematical programming (LP, MILP, etc.) and solution methods for particular family of application, e.g., distribution system design, distribution planning system, health care. • Autobiographical or biographical accounts of how particular inventions (e.g., Structured Modeling) were made. These could include personal experiences in early development of OR/MS and an overview of what has happened since. • Development of OR/MS mathematical tools (e.g., stochastic programming, optimization theory). • Development of OR/MS in a particular industry sector such as global supply chain management. • Modeling systems for OR/MS and their development over time as well as speculation on future development (e.g., LINDO, LINGO, and What'sBest!) • New applications of OR/MS models (e.g., happiness) The target audience of this book is young researchers, graduate/advanced undergraduate students from OR/MS and related fields like computer science, engineering, and management as well as practitioners who want to understand how OR/MS modeling came about over the past few decades and what research topics or modeling approaches they could pursue in research or application.

The Second Edition of this book presents the state of the art in this important field. Marketing decision models constitute a core component of the marketing discipline and the area is changing rapidly, not only due to fundamental advances in methodology and model building, but also because of the recent developments in information technology, the Internet and social media. This Handbook contains eighteen chapters that cover the most recent developments of marketing decision models in different domains of marketing. Compared to the previous edition, thirteen chapters are entirely new, while the remaining chapters represent complete updates and extensions of the previous edition. This new edition of the Handbook has chapters on models for substantive marketing problems, such as customer relationship management, customer loyalty management, website design, Internet advertising, social media, and social networks. In addition, it contains chapters on recent methodological developments that are gaining popularity in the area of marketing decision models, such as structural modeling, learning dynamics, choice modeling, eye-tracking and measurement. The introductory chapter discusses the main developments of the last decade and discusses perspectives for future developments.

Zygiaris provides an accessible walkthrough of all technological advances of databases in the business environment. Readers learn how to design, develop, and use databases to provide business analytical reports with the three major database management systems: Microsoft Access, Oracle Express and MariaDB (formerly MySQL).

With the powerful interactive and visual functionality of JMP, you can dynamically analyze market data to transform it into actionable and useful information with clear, concise, and insightful reports and displays. Market Data Analysis Using JMP is a unique example-driven book because it has a specific application focus: market data analysis. A working knowledge of JMP will help you turn your market data into vital knowledge that will help you succeed in a highly competitive, fast-moving, and dynamic business world. This book can be used as a stand-alone resource for working professionals, or as a supplement to a business school course in market data research. Anyone who works with market data will benefit from reading and studying this book, then using JMP to apply the dynamic analytical concepts to their market data. After reading this book, you will be able to quickly and effortlessly use JMP to: prepare market data for analysis use and interpret sophisticated statistical methods build choice models estimate regression models to turn data into useful and actionable information Market Data Analysis Using JMP will teach you how to use dynamic graphics to illustrate your market data analysis and explore the vast possibilities that your data can offer!

Introductory, theory-practice balanced text teaching the fundamentals of databases to advanced undergraduates or graduate students in information systems or computer science.

The contemporary world lives on the data produced at an unprecedented speed through social networks and the internet of things (IoT). Data has been called the new global currency, and its rise is transforming entire industries, providing a wealth of opportunities. Applied data science research is necessary to derive useful information from big data for the effective and efficient utilization to solve real-world problems. A broad analytical set allied with strong business logic is fundamental in today's corporations. Organizations work to obtain competitive advantage by analyzing the data produced within and outside their organizational limits to support their decision-making processes. This book aims to provide an overview of the concepts, tools, and techniques behind the fields of data science and artificial intelligence (AI) applied to business and industries. The Handbook of Research on Applied Data Science and Artificial Intelligence in Business and Industry discusses all stages of data science to AI and their application to real problems across industries—from science and engineering to academia and

commerce. This book brings together practice and science to build successful data solutions, showing how to uncover hidden patterns and leverage them to improve all aspects of business performance by making sense of data from both web and offline environments. Covering topics including applied AI, consumer behavior analytics, and machine learning, this text is essential for data scientists, IT specialists, managers, executives, software and computer engineers, researchers, practitioners, academicians, and students.

What's a customer worth? The company that can answer this question precisely is the company with an edge in the customer-based, technology - and information - intensive economy of today. But how can an asset as intangible as customer value be measured? This book provides a solution: a fully developed, highly practical new marketing system for measuring and managing customer value as a financial asset - a system uniquely suited to today's rapidly changing, increasingly digital marketplace. Along with strategic and tactical guidance, Customer Equity provides precise metrics for evaluating a business more effectively and improving performance - the "activity-based management" of a company's marketplace. The authors present a new framework for structuring go-to-market activities that links those activities to useful metrics and allows better-informed marketing decisions.

Increase profits and reduce costs by utilizing this collection of models of the most commonly asked data mining questions. In order to find new ways to improve customer sales and support, and as well as manage risk, business managers must be able to mine company databases. This book provides a step-by-step guide to creating and implementing models of the most commonly asked data mining questions. Readers will learn how to prepare data to mine, and develop accurate data mining questions. The author, who has over ten years of data mining experience, also provides actual tested models of specific data mining questions for marketing, sales, customer service and retention, and risk management. ACD-ROM, sold separately, provides these models for reader use.

As one of the most widely used desktop applications ever created, Excel is familiar to just about everyone with a computer and a keyboard. Yet most of us don't know the full extent of what Excel can do, mostly because of its recent growth in power, versatility, and complexity. The truth is that there are many ways Excel can help make your job easier - beyond calculating sums and averages in a standard spreadsheet. Analyzing Business Data with Excel shows you how to solve real-world business problems by taking Excel's data analysis features to the max. Rather than focusing on individual Excel functions and features, the book keys directly on the needs of business users. Most of the chapters start with a business problem or question, and then show you how to create pointed spreadsheets that address common data analysis issues. Aimed primarily at experienced Excel users, the book doesn't spend much time on the basics. After introducing some necessary general tools, it quickly moves into more specific problem areas, such as the following: Statistics Pivot tables Workload forecasting Modeling Measuring quality Monitoring complex systems Queuing Optimizing Importing data If you feel as though you're getting shortchanged by your overall application of Excel, Analyzing Business Data with Excel is just the antidote. It addresses the growing Excel data analysis market head on. Accountants, managers, analysts, engineers, and supervisors - one and all - will learn how to turn Excel functionality into actual solutions for the business problems that confront them.

A definitive reference to the theory and practice of pricing across industries, environments, and methodologies. It covers all major areas of pricing including, pricing fundamentals, pricing tactics, and pricing management.

The field of marketing science has a rich history of modeling marketing phenomena using the disciplines of economics, statistics, operations research, and other related fields. Since it is roughly 50 years from its origins, The History of Marketing Science is a timely review of the accomplishments of marketing scientists in a number of research areas. Different research areas of marketing science, such as Pricing, Internet Marketing, Diffusion Models, and Advertising, are treated to a highly readable and easy-to-digest historical analysis by the contributing authors. Each chapter provides a chronological timeline of key historical developments in the area of marketing science covered. Readers of other disciplinary backgrounds outside of economics, statistics, and operations research will be more than able to appreciate the development of marketing science as a field of research and its pioneers through the book. Contents: The History of Marketing Science: Beginnings (Scott A Neslin and Russell S Winer) Methods: Brand Choice Models (Gary J Russell) Conjoint Analysis (Vithala R Rao) Innovation Diffusion (Eitan Muller) Econometric Models (Dominique M Hanssens) Market Structure Research (Steven M Shugan) Stochastic Models of Buyer Behavior (Peter S Fader, Bruce G S Hardie and Subrata Sen) Management: Advertising Effectiveness (Gerard J Tellis) Branding and Brand Equity Models (Tulin Edem and Joffre Swait) Distribution Channels (Richard Staelin and Eunhyu Lee) Customer Relationship Management (CRM) (Scott A Neslin) Digital and Internet Marketing (Wendy W Moe and David A Schweidel) New Products Research (Donald R Lehmann and Peter N Golder) Organizational Buying Behavior (Gary L Lilien) Pricing (Russell S Winer) Sales Force Productivity Models (Murali K Mantrala) Sales Promotions (Kusum L. Ailawadi and Sunil Gupta) Readership: Students of marketing science; researchers in the science of marketing; and general public interested in 50 years of marketing science history. Key Features: Provides a roadmap of the development of 16 areas of marketing science that is useful from a historical perspective and identifies the important gaps in the literature that can provide an impetus for future research A great resource for the main consumers of the academic marketing research literature: doctoral students, faculty, and marketing science practitioners in consulting firms and companies Emphasizes both the role and the importance that pioneers in marketing science have had in the rapid development of the field over the past 50 years Keywords: Marketing; Marketing Science; Marketing Models; Quantitative Analysis; History of Marketing

In Analysing Quantitative Survey Data, Jeremy Dawson introduces you to the key elements of analysing quantitative survey data using classical test theory, the measurement theory that underlies the techniques described in the book. The methodological assumptions, basic components and strengths and limitations of this analysis are explained and with the help of illustrative examples, you are guided through how to conduct the key procedures involved, including reliability analysis, exploratory and confirmatory factor analysis. Ideal for Business and Management students reading for a Master's degree, each book in the series may also serve as reference books for doctoral students and faculty members interested in the method. Part of SAGE's Mastering Business Research Methods Series, conceived and edited by Bill Lee, Mark N. K. Saunders and Vadake K. Narayanan and designed to support researchers by providing in-depth and practical guidance on using a chosen method of data collection or analysis. Watch the editors introduce the Mastering Business Research Methods series

Information technology has helped to facilitate the development of various marketing techniques, thus enabling a more efficient distribution of the data that are essential to business success. These advances have equipped managers with superior tools to interpret available consumer and product data and use this information as part of their strategic planning. Trends and Innovations in Marketing Information Systems features the latest prevailing technological functions and procedures necessary to promote new developments in promotional tools and methods. Bringing together extensive discussions on the role of digital tools in customer relationship management, social media, and market performance, this book is an essential reference source for business professionals, managers, and researchers interested in the use of current technology to improve marketing practice.

Database marketing is at the crossroads of technology, business strategy, and customer relationship management. Enabled by sophisticated information and communication systems, today's organizations have the capacity to analyze customer data to inform and enhance every facet of the enterprise—from branding and promotion campaigns to supply chain management to employee training to new product development. Based on decades of collective research, teaching, and application in the field, the authors present the most comprehensive treatment to date of database marketing, integrating theory and practice. Presenting rigorous models, methodologies, and techniques (including data

collection, field testing, and predictive modeling), and illustrating them through dozens of examples, the authors cover the full spectrum of principles and topics related to database marketing. "This is an excellent in-depth overview of both well-known and very recent topics in customer management models. It is an absolute must for marketers who want to enrich their knowledge on customer analytics." (Peter C. Verhoef, Professor of Marketing, Faculty of Economics and Business, University of Groningen) "A marvelous combination of relevance and sophisticated yet understandable analytical material. It should be a standard reference in the area for many years." (Don Lehmann, George E. Warren Professor of Business, Columbia Business School) "The title tells a lot about the book's approach—though the cover reads, "database," the content is mostly about customers and that's where the real-world action is. Most enjoyable is the comprehensive story – in case after case – which clearly explains what the analysis and concepts really mean. This is an essential read for those interested in database marketing, customer relationship management and customer optimization." (Richard Hochhauser, President and CEO, Harte-Hanks, Inc.) "In this tour de force of careful scholarship, the authors canvass the ever expanding literature on database marketing. This book will become an invaluable reference or text for anyone practicing, researching, teaching or studying the subject." (Edward C. Malthouse, Theodore R. and Annie Laurie Sills Associate Professor of Integrated Marketing Communications, Northwestern University)

In his study, Jan Posthumus uses the grounded theory method to explore the implementation of marketing instruments such as segmentation and targeting in the recruitment of high potentials in the pharmaceutical industry. The implementation of these instruments can best be understood as the result of an interaction between four categories: the identified internal need for certain groups of high potentials; the scarcity of these groups of high potentials in the market; the attitudes, opinions, and strategies within human resources; and the technological capabilities. Depending on the situation, different recruitment instruments are used to recruit high potentials. However, the interviewees did not use an explicit high potential recruitment profile, though they implicitly search for varying combinations of high-potential characteristics such as: intelligence and agility, engagement, the ability to perform in various environments, and the ability to manage one's energy levels.

Quantitative marketing as a discipline started around the mid 60's and has been dominated by only a handful of individuals. Robert Blattberg is one of them and has been a leader in setting a research agenda for this discipline. The collection of articles in this book along with commentary by some of his doctoral students is a magnificent testament to the genius of Robert Blattberg. The chapters in this book are organized into six parts. The first part, titled "Early Bob", traces research which he completed during the first decade after he joined University of Chicago. The second part is titled "Statistical Bob". This part comprises papers that Robert wrote in characterizing the response of consumers to dealing. The third part is titled "Promotional Bob", and covers roughly a ten-year stretch from 1987 to 1996. The fourth part titled "Big Bob", describes Robert's contribution to and impact on marketing practice. The fifth part is titled "Direct Bob", and focuses on what customer level data should be gathered, how they should be organized, linked and analyzed, and what metrics should be used to assess customer value. The sixth and final part titled "Micro-Macro Bob", is not genre or area specific as much as an illustration of Robert's overall research interests in marketing-mix modeling.

Firms are collecting and analyzing customer data at an ever increasing rate in response to evidence that data analytics (precision targeting, improved selling) generates a positive return. Yet efforts often ignore customers' privacy concerns and feelings of vulnerability with long-term effects on customers' trust, relationships, and ultimately financial performance. Big data, privacy, and cybersecurity often is relegated to IT and legal teams with minimal regard for customer relationships. This book fills the void by taking a customer-centric approach to privacy. It offers both defensive and offensive marketing-based privacy strategies that strongly position firms in today's data-intensive landscape. The book also helps managers anticipate future consumer and legislative trends. Drawing from the authors' own work and extant research, this book offers a compelling guide for building and implementing big data- and privacy-informed business strategies. Specifically, the book:

- Describes the consumer psychology of privacy
- Deconstructs relevant legal and regulatory issues
- Offers defensive privacy strategies
- Describes offensive privacy strategies
- Provides an executive summary with the Six Tenets for Effective Privacy Marketing

This book will be useful to managers, students, or the casual reader who is interested in how and why big data and consumer privacy are transforming business. Moving beyond summary privacy insights, the book also offers a detailed and compelling action plan for improving performance by protecting against privacy threats as well as developing and implementing offensive privacy strategy. In the future, many firms will be competing through an integrated, customer-centric big data privacy strategy and this book will guide managers in this journey.

This informative book looks at the long-term impact of database marketing techniques on the organisation, customers, both actual and prospective, and society in general. The authors advise on how to use databases to build strong customer relationships.

The Handbook of Marketing Research comprehensively explores the approaches for delivering market insights for fact-based decision making in a market-oriented firm.

With the growth of information technology—and the Internet in particular—many new communication channels and platforms have emerged. These platforms are focused on being not only user friendly, but also highly interactive, providing many unique ways to create and distribute content. Capturing, Analyzing, and Managing Word-of-Mouth in the Digital Marketplace explores the way these new channels and platforms affect our everyday interactions, particularly as they relate to meaning, growth, and recent trends, practices, issues, and challenges surrounding the world of modern marketing. Featuring a special emphasis on social media, blogging, viral marketing, and other forms of e-communication, this timely reference source is essential for students, researchers, academics, and marketing practitioners.

Covering the fundamentals of customer relationship techniques, this text explains how companies gain an edge on their

competitors by utilising knowledge of their customer base, producing a product to meet the customer criteria, and marketing it in a way which targets the specific consumer audience.

While the definition of database marketing hasn't changed, its meaning has become more vivid, versatile and exciting than ever before. *Advanced Database Marketing* provides a state-of-the-art guide to the methods and applications that define this new era in database marketing, including advances in areas such as text mining, recommendation systems, internet marketing, and dynamic customer management. An impressive list of contributors including many of the thought-leaders in database marketing from across the world bring together chapters that combine the best academic research and business applications. The result is a definitive guide and reference for marketing and brand analysts, masters students, teachers and researchers in marketing analytics. The proliferation of marketing platforms and channels and the complexity of customer interactions create an urgent need for a multidisciplinary and analytical toolkit. *Advanced Database Marketing* is a resource to enable marketers to achieve insights and increased financial performance; to provide them with the capability to implement and evaluate approaches to marketing that will meet, in equal measure, the changing needs of customers and the businesses that serve them.

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

Our newly digital world is generating an almost unimaginable amount of data about all of us. Such a vast amount of data is useless without plans and strategies that are designed to cope with its size and complexity, and which enable organisations to leverage the information to create value. This book is a refreshingly practical, yet theoretically sound roadmap to leveraging big data and analytics. *Creating Value with Big Data Analytics* provides a nuanced view of big data development, arguing that big data in itself is not a revolution but an evolution of the increasing availability of data that has been observed in recent times. Building on the authors' extensive academic and practical knowledge, this book aims to provide managers and analysts with strategic directions and practical analytical solutions on how to create value from existing and new big data. By tying data and analytics to specific goals and processes for implementation, this is a much-needed book that will be essential reading for students and specialists of data analytics, marketing research, and customer relationship management.

Essentials of Marketing Research: Putting Research into Practice, an exciting new practical guide by Kenneth E. Clow and Karen E. James offers a hands-on, applied approach to developing the fundamental data analysis skills necessary for making better management decisions using marketing research results. Each chapter opens by describing an actual research study related to the chapter content, with rich examples of contemporary research practices skillfully drawn from interviews with marketing research professionals and published practitioner studies. Clow and James explore the latest research techniques, including social media and other online methodologies, and they examine current statistical methods of analyzing data. With emphasis on how to interpret marketing research results and how to use those findings to make effective management decisions, the authors offer a unique learning-by-doing approach to understanding data analysis, interpreting data, and applying results to decision-making.

Quantitative marketing has been gaining importance during the last decade. This is indicated by the growing number of model- and method-oriented studies published in leading journals as well as by the many successful applications of quantitative approaches in pricing, advertising, new product planning, and market segmentation decisions. In addition, market research has clearly benefitted from applying advanced quantitative models and methods in practice. Some 60 researchers – among them worldwide leading scholars – offer a broad overview of quantitative approaches in marketing. They not only highlight diverse mathematical and methodological perspectives, but also demonstrate the relevance and practical consequences of applying quantitative approaches to marketing problems.

"What do you need to become a data-driven organization? Far more than having big data or a crack team of unicorn data scientists, it requires establishing an effective, deeply-ingrained data culture. This practical book shows you how true data-drivenness involves processes that require genuine buy-in across your company ... Through interviews and examples from data scientists and analytics leaders in a variety of industries ... Anderson explains the analytics value chain you need to adopt when building predictive business models"--Publisher's description.

Big Data is the biggest game-changing opportunity for marketing and sales since the Internet went mainstream almost 20 years ago. The data big bang has unleashed torrents of terabytes about everything from customer behaviors to weather patterns to demographic consumer shifts in emerging markets. This collection of articles, videos, interviews, and slideshares highlights the most important lessons for companies looking to turn data into above-market growth: Using analytics to identify valuable business opportunities from the data to drive decisions and improve marketing return on investment (MROI) Turning those insights into well-designed products and offers that delight customers Delivering those products and offers effectively to the marketplace. The goldmine of data represents a pivot-point moment for marketing

