Effective CRM Using Predictive Analytics

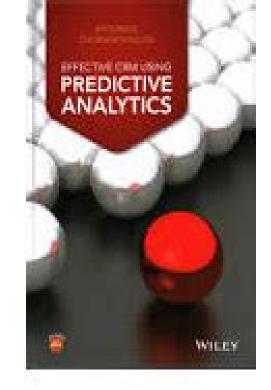
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Prof. Reeta Kumari, Dr. Manpreet Kaur

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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 developing similar applications Key Features Includes numerous real world case studies which are presented step by step demystifying the usage of data mining models and clarifying all the methodological issues Topics are presented with the use of three leading data mining tools IBM SPSS Modeler RapidMiner and Data Mining for Excel Accompanied by a website featuring material from each case study including datasets and relevant code Combining data mining and business knowledge this practical book provides all the necessary information for designing setting up executing and deploying data mining techniques in CRM Effective CRM using Predictive Analytics will benefit data mining practitioners and consultants data analysts statisticians and CRM officers. The book will also be useful to academics and students interested in applied data mining **Effective CRM using Predictive Analytics** Antonios Chorianopoulos, 2015-10-26 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 quidelines 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 developing similar applications Key Features Includes numerous real world case studies which are presented step by step demystifying the usage of data mining models and clarifying all the methodological issues Topics are presented with the use of three leading data mining tools IBM SPSS Modeler RapidMiner and Data Mining for Excel Accompanied by a website

featuring material from each case study including datasets and relevant code Combining data mining and business knowledge this practical book provides all the necessary information for designing setting up executing and deploying data mining techniques in CRM Effective CRM using Predictive Analytics will benefit data mining practitioners and consultants data analysts statisticians and CRM officers The book will also be useful to academics and students interested in applied data mining Digital Marketing Expert Diploma (Master's level) - City of London College of Economics - 10 months - 100% online / self-paced City of London College of Economics, Overview In this course you will learn all you need to know to become a Digital Marketing Expert As you surely know Digital Marketing Specialists are in high demand and well paid Content Digital Marketing Strategy Market Research Crowdsourcing Web Development and Design Writing for the Web Mobile Development Email Marketing Online Advertising Affiliate Marketing Search Engine Marketing Search Engine Optimisation PPC Advertising And much more Duration 10 months Assessment The assessment will take place on the basis of one assignment at the end of the course Tell us when you feel ready to take the exam and well send you the assignment questions Study material The study material will be provided in separate files by email download link Next-Gen Digital Marketing: Transforming Customer Experience in the Digital Era Prof. Reeta Kumari, Dr. Manpreet Kaur, 2025-04-28

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