

Humanizing Big Data Marketing At The Meeting Of Data Social Science And Consumer Insight

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Big Data Marketing

Big Data and Social Relationships | Colin Strong

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Humanizing Big Data provides a detailed understanding of the way to approach and think about the challenges and opportunities of big data, enabling any brand to realize the value of their current and future data assets. First it explores the 'nuts and bolts' of data analytics and the way in which the current big data agenda is in danger of losing credibility by paying insufficient attention to what are often fundamental tenets in any form of analysis.

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Big data raises more questions than it answers, particularly for those organizations struggling to deal with what has become an overwhelming deluge of data. It can offer marketers more than simple tactical predictive analytics, but organizations need a bigger picture, one that generates some real insight into human behaviour, to drive consumer strategy rather than just better targeting techniques. Humanizing Big Data guides marketing managers, brand managers, strategists and senior executives on how to use big data strategically to redefine customer relationships for better customer engagement and an improved bottom line. Humanizing Big Data provides a detailed understanding of the way to approach and think about the challenges and opportunities of big data, enabling any brand to realize the value of their current and future data assets. First it explores the 'nuts and bolts' of data analytics and the way in which the current big data agenda is in danger of losing credibility by paying insufficient attention to what are often fundamental tenets in any form of analysis. Next it sets out a manifesto for a smart data approach, drawing on an intelligent and big picture view of data analytics that addresses the strategic business challenges that businesses face. Finally it explores the way in which datafication is changing the nature of the relationship between brands and consumers and why this calls for new forms of analytics to support rapidly emerging new business models. After reading this book, any brand should be in a position to make a step change in the value they derive from their data assets.

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In business, some problems are so complex, intractable and threatening to organizations—or entire industries—that they are best described as “wicked.” These problems appear to be unsolvable and they render traditional analytical tools of strategy virtually impotent. Wicked Strategies offers a comprehensive framework for identifying, responding to and profiting from wicked problems. John C. Camillus, drawing on detailed, real-life examples from companies across the globe, has skillfully woven together the analytical techniques, processes and organizational designs that will enable managers to navigate a disruptive marketplace. His feed-forward framework for fashioning wicked strategies empowers firms to presciently transform their business models before they are made obsolete by the competition. Wicked Strategies is a practical and evocative guide that demonstrates how business leaders can profitably capitalize on unknowable futures.

In recent years, the environment in which advertising operates has changed. As a result, company leaders are under rising pressure to increase turnover and profits ahead of the industry average while fighting for new consumers. Unfortunately, marketing, as an organizational function, has been downgraded from a strategic role to a marginalized tactical and sales support department. In a comprehensive guide that addresses these current challenges, seasoned marketing executive Corneliu Vilsan leads advertising professionals through a practical set of principles, tools, and case studies to help the marketing function recapture its strategic importance by returning to the basics to create results that can be measured, analyzed, and replicated. While closing the gap between theory and reality and reconciling rational thoughts with creative ones, Vilsan introduces the phronesis methodology to challenge assumptions and encourage the creation of business or case studies to advance marketing excellence. Included are training insights and a marketing effectiveness test that lay the groundwork so an organization can survive and thrive within today's complex environments. Phronesis Marketing shares wisdom, principles, and tools that guide company leaders through a comprehensive roadmap to improve the strategic position of marketing within their organizations.

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This timely and incisive Handbook provides critical contemporary insights into the theory and practice of entrepreneurship and marketing in the twenty-first century. Bringing together rich and varied contributions from prominent international researchers, it offers a reflective synthesis of scholarship at the interface between marketing and entrepreneurship.

Consumer Behaviour and Analytics provides a consumer behaviour textbook for the new marketing reality. In a world of Big Data, machine learning and AI, this key text reviews the issues, research and concepts essential for navigating this new terrain. It demonstrates how we can use data-driven insight and merge this with insight from extant research to inform knowledge-driven decision making. Adopting a practical and managerial lens, while also exploring the rich lineage of academic consumer research, this textbook approaches its subject from a refreshing and original standpoint. It contains numerous accessible examples, scenarios and exhibits and condenses the disparate array of relevant work into a workable, coherent, synthesized and readable whole. Providing an effective tour of the concepts and ideas most relevant in the age of analytics-driven marketing (from data visualization to semiotics), the book concludes with an adaptive structure to inform managerial decision making. Consumer Behaviour and Analytics provides a unique distillation from a vast array of social and behavioural research merged with the knowledge potential of digital insight. It offers an effective and efficient summary for undergraduate, postgraduate or executive courses in consumer behaviour and marketing analytics or a supplementary text for other marketing modules.

This book illustrates key sustainability issues in global textile and fashion value chains, by examining individual types of fibers either at a single step in or along the entire value chain. It approaches sustainability-related issues in the textile and fashion value chain from an interdisciplinary and holistic viewpoint, with each contribution linking questions on the textile and fashion value chain to various drivers, indicators and concepts of sustainability. Each chapter represents a single step in the textile and fashion value chain, exploring and considering a wide range of interwoven and interdependent technological, environmental, social, political and economic aspects. Various fibers, textile engineering and chemical treatment steps, as well as innovative business concepts and regulatory frameworks across the entire textile and fashion value chain are identified, analyzed, discussed and critically evaluated. The book provides a systematic overview of the potential and challenges of sustainable textile and fashion value chains, making it of interest to practitioners and scientists in sustainability science, environmental economics, and business, management and innovation. Further, it offers a valuable source of information for industrial and mechanical engineering researchers, and for students in the areas of textile engineering, fashion, or the apparel and clothing industry.

Physical and behavioral biometric technologies such as fingerprinting, facial recognition, voice identification, etc. have enhanced the level of security substantially in recent years. Governments and corporates have employed these technologies to achieve better customer satisfaction. However, biometrics faces major challenges in reducing criminal, terrorist activities and electronic frauds, especially in choosing appropriate decision-making algorithms. To face this challenge, new developments have been made, that amalgamate biometrics with artificial intelligence (AI) in decision-making modeling. Advanced software algorithms of AI, processing information offered by biometric technology, achieve better results. This has led to growth in the biometrics technology industry, and is set to increase the security and internal control operations manifold. This book provides an overview of the existing biometric technologies, decision-making algorithms and the growth opportunity in biometrics. The book proposes a throughput model, which draws on computer science, economics and psychology to model perceptual, informational sources, judgmental processes and decision choice algorithms. It reviews how biometrics might be applied to reduce risks to individuals and organizations, especially when dealing with digital-based media.

Companies across the world, for a variety of reasons, are committing to incorporating social responsibility into their business models and finding that their profits are growing and their long-term sustainability is enhanced—building "humanity" into their business models as the driver of economic, environmental, and social sustainability. This fascinating development is a widely observable global phenomenon. The "Business of Humanity®" (BoH) Proposition is the synthesis of counter-intuitive but simple and powerful ideas about how companies can add value in today's globalized and fast-changing world. The task of BoH Strategies is to overcome three critical challenges characterizing today's business environment, namely disruptive technologies, conflicted stakeholders, and unknowable futures. BoH Strategies are designed to convert these challenges into opportunities for enhanced sustainability on all three dimensions—economic, environmental and social. Written by leading experts with decades of experience, this book: Provides a hands-on understanding of how to implement this powerful and rewarding approach to simultaneously add economic value and enhance social benefit Includes the experiences and approaches of highly regarded business executives and successful organizations Responds to the critical challenges created by three environmental mega forces – the inevitability of globalization, the imperative of innovation, and the importance of shared value. This book is based on lessons drawn from the real world and provides a compelling rationale for the power of the BoH Proposition. The pragmatic framework and process offered enable companies to develop and confidently implement value-adding strategies based on the BoH Proposition.

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