#### MGMT CHAPTER 9 정리노트

Marketing analytics applies quantitative techniques that enable companies to identify hidden customer shopping patterns and produce actionable insights.

→ The value of marketing analytics, however, is dependent on the data that companies possess.

#### CRM AND MIS and AI

CRM is a company-wide business strategy designed to optimize profitability, revenue, and customer satisfaction by focusing on highly defined and precise customer groups.

MIS is a marketing information system designed to support marketing decision making.

(1) Store data about customers, supply chain partners and internal, external company data

AI is the development of computer systems that can perform tasks that normally require a person such as visual perception, decision making and speech recognition.

#### Data type

Structure Structured data consist of numeric fields. For example, ZIP Codes, sales figures, and numerical or categorical survey results are all structured data.

Unstructured data that are not organized in a predefined manner from social media posts, online communications, customer service call records, or emails with the company. This type of data consists of images, videos, audio files, and text—such as reviews or social media posts.

#### Data Source and Collection

Data sources involve primary data and secondary data.

Primary data are collected for the first time to solve a specific problem or answer specific

Questions. Result from surveys, interviews, and experiments are example of primary data.

The research is conducted to achieve a specific purpose.

- Primary data has a significant advantage in that this type of data can answer specific questions.
- (2) But it can also be costly and require a lot of time to collect.

Secondary data are data that have been previously collected for another reason. It might not be capable of answering a specific question but is usually available immediately and might provide an initial starting point to assist in further development of a research study. It is also much less expensive to gather than primary data.

There are many sources of secondary data, such as the following:

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web here is an example of an eagle scout benediction prayer that can be used in court of honor ceremonies dear lord as we gather here today to celebrate the achievements of this young man who has earned the rank of eagle scout we give thanks for the opportunities and challenges that have brought him to this moment

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web let us begin our ceremony by lighting candles symbolic of the three parts of the scout oath duty to g d and country pause for a scout to light candle duty to others pause for a scout to light candle duty to self pause for a scout to light candle mc in scouting as in most activities of life there are rules

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web eagle scout he joins the company of men who have by word deed and action upheld a way of life and an approach to living that reflects the best in our nation may serve as a role model for his troop mates and may his life reflect the values of the scout law the scout oath and traditions of his faith amen

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web please stand for the invocation let us pray lord god we stand before you tonight in awe of your glory and in gratitude for all your blessings we thank you for bringing us together as a family of scouts gathered to celebrate the accomplishments of richard in attaining the rank of eagle scout

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