



**IBM**

# DISCOVERING DATA MINING

FROM CONCEPT TO IMPLEMENTATION

- Answers to the Most Frequently Asked Questions
- Detailed Case Studies from the Real World
- Advice on Getting Started Now

Foreword by  
**Evangelos Simoudis**

**CABENA · HADJINIAN · STADLER · VERHEES · ZANASI**



**International Technical Support Organization**

# Discovering Data Mining From Concept To Implementation

**Anne Antonia Scheidler**



## **Discovering Data Mining From Concept To Implementation:**

**Discovering Data Mining** Peter Cabena, 1998 Through extensive case studies and examples this book provides practical guidance on all aspects of implementing data mining technical business and social The book also demonstrates IBM's powerful new intelligent Miner tool and shows how it can be applied Methode zur Erschließung von Wissen aus Datenmustern in Supply-Chain-Datenbanken Anne Antonia Scheidler, 2017-09-06 Ein elementarer Schritt zur Beherrschbarkeit der Supply Chain ist die Identifikation von Wirkzusammenhängen die sich in den logistischen Transaktionen spiegeln Aufgrund der unüberschaubaren Datenmenge kann die Entdeckung von komplexen Wirkzusammenhängen nicht manuell erfolgen Die Dissertationsschrift stellt eine Methode zur Entdeckung von Wissen wie beispielsweise den Wirkzusammenhängen vor und diskutiert die Berücksichtigung von Kontextwissen in den einzelnen Vorgehensmodellphasen Ein Schwerpunkt der entwickelten Methode ist die Integration einer modellbegleitenden Verifikation und Validierung in ein Vorgehensmodell der Wissensentdeckung Durch einen neuartigen Einsatz der Simulation erweitert die Arbeit zudem die existierenden Verifikationsmöglichkeiten des Knowledge Discovery in Databases Um einen Einsatz des Modells auch bei unzureichender Datenlage zu ermöglichen werden abschließend Konzepte des Data Farmings als Methodenelement eingeführt Die praktische Anwendbarkeit der in dieser Arbeit entwickelten Methode wird anhand von Transaktionsdaten eines Elektronikkleingeräteherstellers sowie einem Data Farming Modell demonstriert *Stichprobenbasierte Assoziationsanalyse im Rahmen des Knowledge Discovery in Databases* Frank Beekmann, 2013-07-02 Frank Beekmann zeigt dass eine Assoziationsanalyse ohne große Genauigkeitsverluste auch bei einem aus einer Stichprobe aus dem Gesamtdatenbestand resultierenden Datenbestand geringen Umfangs durchgeführt werden kann und entwickelt neue theoretische Möglichkeiten zur Abschätzung der mit diesem Ansatz verbundenen Genauigkeitsabweichungen **Konzeption eines Projektverwaltungssystems für betriebswirtschaftliche Datenanalyseprozesse in einem offenen Business-Intelligence-System** Frank Riesner, 2002-10-18 Inhaltsangabe Einleitung Die Komplexität der Unternehmensumwelt ist in den vergangenen Jahren zunehmend durch Diskontinuitäten und dynamische Veränderungen gekennzeichnet betriebliche Entscheidungsstrategien dieser Entwicklung mit verkürzten Analyse und Entscheidungsprozessen begegnen In diesem Zusammenhang bietet das Business Intelligence Konzept eine vielversprechende Lösung Man versteht darunter die analytische Aufgabe welche fragmentierte Unternehmens- und Umweltdaten in handlungsgerichtetes Wissen für unternehmerische Entscheidungen transformiert Business Intelligence Systeme BIS beinhalten dabei seitens der Informationstechnologie ein enormes Potential das weite Spektrum der betriebswirtschaftlichen Datenanalyse möglichst komplett abzudecken und verschiedenen Anwendergruppen zu erschließen Ziel dieser Arbeit ist die Entwicklung einer Konzeption für solche Systeme Nach einer theoretischen Fundierung der zur Verfügung stehenden Analyseverfahren sowie der Untersuchungsvorgehensweisen und Abläufe wird aufbauend auf den Schwächen

fr herer Management Unterst tzungssysteme ein umfangreicher Anforderungskatalog f r idealtypische BIS definiert Teil dieser Arbeit ist au erdem die praktische Umsetzung von Ausz gen dieser Anforderungen in Form einer Konteption f r ein prototypisches Anwendungssystem Dieses implementiert schwerpunktm ig ein generisches Projektverwaltungssystem f r betriebswirtschaftliche Datenanalyseprozesse Dabei k nnen Analyseprojekte und zugeh rige Analysephasen problemspezifisch verwaltet und durch eine Ablaufsteuerung zielgerichtet ausgef hrt werden Ein simulierter Analyseproze veranschaulicht dabei die Funktionalit t der Applikation Neben Ausf hrungen ber die allgemeine zuk nftige Fortentwicklung innerhalb dieses wissenschaftlichen Gebiets zeigen abschlie end einige beispielhafte Ans tze M glichkeiten zur Erweiterung und Anpassung des prototypischen Business Intelligence Systems auf Inhaltsverzeichnis Inhaltsverzeichnis AbstractII InhaltsverzeichnisIII Abk rzungsverzeichnisVI AbbildungsverzeichnisIX TabellenverzeichnisX 1 Einleitung1 1 1Information als Unternehmensressource1 1 2Problemstellung und Zielsetzung2 1 3Aufbau und methodische Behandlung3 1 4Allgemeine Konventionen5 2 Betriebswirtschaftliche Datenanalyse6 2 1Konzept der Untersuchungssituation6 2 2Grundtypen von Datenanalyseproblemen8 2 2 1Data Warehouse Systeme10 2 2 2Verfahren hypothesengetriebener Ans tze12 2 2 3Verfahren

**Grundlagen des CRM** Hajo Hippner, Beate Hubrich, Klaus D. Wilde, 2011-02-04 CRM umfasst den Aufbau die Intensivierung sowie die Sicherung dauerhafter und gewinnbringender Kundenbeziehungen Mit diesem Verst ndnis vermittelt das Buch grundlegendes Orientierungswissen das f r das Verstehen des komplexen CRM Ansatzes unverzichtbar ist Neben einer umfassenden Erl uterung der wesentlichen Begriffe und Zusammenh nge werden Managementkonzepte vorgestellt anhand derer die einzelnen Phasen der Kundenbeziehung profitabel und kundengerecht ausgestaltet werden k nnen Besonders Augenmerk gilt dabei der Konzeption einer CRM Strategie sowie deren Umsetzung in kundenorientierten Gesch ftsprozessen und deren IT Unterst tzung Die dritte Auflage wurde vollst ndig bearbeitet und um neue Beitr ge wie z B Kreditrisikomanagement IT Unterst tzung ausgew hlter Kundenkontaktkan le und Kundenkontaktpunkte sowie adaptive Real time Analysen erweitert

**Datenanalyse und Statistik** Udo Bankhofer, J rgen Vogel, 2008-04-11 Das Buch deckt den Bereich der Datenanalyse und Statistik in seiner ganzen Breite ab Neben der deskriptiven und induktiven Statistik werden insbesondere Methoden der Datenanalyse sowie neuere Ans tze des Data Mining behandelt Zahlreiche Beispiele erg nzen die methodischen Darstellungen

Fr herkennung mit Business-Intelligence-Technologien Bernhard Gehra, 2015-02-27 Mit Hilfe explorativer Fallstudien beschreibt Bernhard Gehra die konkrete Anwendung von Business Intelligence Technologien zur Fr herkennung Er zeigt ihre Anwendungspotenziale und Grenzen auf und entwickelt ein Wirkungskettenmodell zur Beurteilung der Wirtschaftlichkeit Business Intelligence gest tzter Technologien

**Advances in Knowledge Discovery and Data Mining** Ming-Syan Cheng, Philip S. Yu, Bing Liu, 2003-08-01 Knowledge discovery and data mining have become areas of growing significance because of the recent increasing demand for KDD techniques including those used in machine learning databases statistics knowledge acquisition data visualization and high performance computing In view of this and

following the success of the five previous PAKDD conferences the sixth Pacific Asia Conference on Knowledge Discovery and Data Mining PAKDD 2002 aimed to provide a forum for the sharing of original research results innovative ideas state of the art developments and implementation experiences in knowledge discovery and data mining among researchers in academic and industrial organizations Much work went into preparing a program of high quality We received 128 submissions Every paper was reviewed by 3 program committee members and 32 were selected as regular papers and 20 were selected as short papers representing a 25% acceptance rate for regular papers The PAKDD 2002 program was further enhanced by two keynote speeches delivered by Vipin Kumar from the Univ of Minnesota and Rajeev Rastogi from AT T In addition PAKDD 2002 was complemented by three tutorials XML and data mining by Kyuseok Shim and Surajit Chadhuri mining customer data across various customer touchpoints at commerce sites by Jaideep Srivastava and data clustering analysis from simple groupings to scalable clustering with constraints by Osmar Zaiane and Andrew Foss

**IT-Systeme im CRM** Hajo Hippner, Klaus D. Wilde, 2013-07-02 Nur der ausgewogene und synergetische Einsatz von IT und Strategiekonzepten garantiert den Erfolg des CRM Ansatzes Vor diesem Hintergrund stellt das vorliegende Buch das breite Spektrum an IT Unterst tzungspotenzialen im CRM vor Neben dem Aufbau und der Funktionsweise wird hierbei auch die Auswahl sowie die Einf hrung von CRM Systemen behandelt Der Schwerpunkt des Buches liegt jedoch in einer detaillierten Darstellung der IT Unterst tzung f r das analytische und operative CRM

Handbook on Knowledge Management 2 C. W. Holsapple, 2003 The chapters are organized into eight major sections The second volume consists of the sections technologies for knowledge management outcomes of knowledge management knowledge management in action and the KM horizon Novices and experts alike should find it a useful reference

*Issues & Trends of Information Technology Management in Contemporary Organizations* Information Resources Management Association. International Conference, 2002-01-01 As the field of information technology continues to grow and expand it impacts more and more organizations worldwide The leaders within these organizations are challenged on a continuous basis to develop and implement programs that successfully apply information technology applications This is a collection of unique perspectives on the issues surrounding IT in organizations and the ways in which these issues are addressed This valuable book is a compilation of the latest research in the area of IT utilization and management

**Artificial Intelligence for Business Optimization** Bhuvan Unhelkar, Tad Gonsalves, 2021-08-09 This book explains how AI and Machine Learning can be applied to help businesses solve problems support critical thinking and ultimately create customer value and increase profit By considering business strategies business process modeling quality assurance cybersecurity governance and big data and focusing on functions processes and people s behaviors it helps businesses take a truly holistic approach to business optimization It contains practical examples that make it easy to understand the concepts and apply them It is written for practitioners consultants senior executives decision makers dealing with real life business problems on a daily basis who are keen to develop systematic strategies for

the application of AI ML BD technologies to business automation and optimization as well as researchers who want to explore the industrial applications of AI and higher level students

*Handbook of Critical Incident Analysis* Richard W Schwester, 2014-12-18 Critical incidents all too often explode onto the social conscious and challenge our sense of security This comprehensive handbook brings together a range of experts who provide a foundation for the field of critical incident analysis by examining specific incidents9 11 the Virginia Tech massacre the H1N1 pandemic the BP oil spill and more through various methodological and disciplinary lenses This groundbreaking book develops a new organizational theory derived from ideas in statistics and psychometrics The author s core premise is that errors known to occur in social science research must also occur when managers look at their data and seek to make inferences about cause and effect Statistico organizational theory uses methodological principles to predict when errors occur and how great they will be Expanding on this concept The Meta Analytic Organization offers new theoretical propositions about organizational strategy and structure with wide application to human resource management international business and more

**Mobile Commerce Applications** Nansi Shi, 2004-01-01 Mobile Commerce Applications addresses and explores the critical architectural issues in constructing m commerce applications and in applying mobile technologies in different areas including methodologies enabling technologies models paradigms architectures standards and innovations

**Frontiers in Statistical Quality Control 7** Hans-Joachim Lenz, Peter-Theodor Wilrich, 2012-12-06 This volume treats the four main categories of Statistical Quality Control General SQC Methodology On line Control including Sampling Inspection and Statistical Process Control Off line Control with Data Analysis and Experimental Design and fields related to Reliability Experts with international reputation present their newest contributions

**Business Intelligence Roadmap** Larissa Terpeluk Moss, S. Atre, 2003 This software will enable the user to learn about business intelligence roadmap

**Theories to Inform Superior Health Informatics Research and Practice** Nilmini Wickramasinghe, Jonathan L. Schaffer, 2018-04-20 This unifying volume offers a clear theoretical framework for the research shaping the emerging direction of informatics in health care Contributors ground the reader in the basics of informatics methodology and design including creating salient research questions and explore the human dimensions of informatics in studies detailing how patients perceive respond to and use health data Real world examples bridge the theoretical and the practical as knowledge management based solutions are applied to pervasive issues in information technologies and service delivery Together these articles illustrate the scope of health possibilities for informatics from patient care management to hospital administration from improving patient satisfaction to expanding the parameters of practice Highlights of the coverage Design science research opportunities in health care IS IT governance in health care an integrative model Persuasive technologies and behavior modification through technology design of a mobile application for behavior change The development of a hospital secure messaging and communication platform a conceptualization The development of intelligent patient centric systems for health care An investigation on integrating

Eastern and Western medicine with informatics Interest in Theories to Inform Superior Health Informatics Research and Practice cuts across academia and the healthcare industry Its audience includes healthcare professionals physicians and other clinicians practicing informaticians hospital administrators IT departments managers and management consultants as well as scholars researchers and students in health informatics and public health **Healthcare Knowledge Management**

**Primer** Nilmini Wickramasinghe, Rajeev K. Bali, Brian Lehaney, Jonathan Schaffer, M. Chris Gibbons, 2009-05-15 Quality care of patients requires evaluating large amounts of data at the right time and place and in the correct context With the advent of electronic health records data warehouses now provide information at the point of care and facilitate a continuous learning environment in which lessons learned can provide updates to clinical administrative and financial processes Given the advancement of the information tools and techniques of today's knowledge economy utilizing these resources are imperative for effective healthcare Thus the principles of Knowledge Management KM are now essential for quality healthcare management The Healthcare Knowledge Management Primer explores and explains essential KM principles in healthcare settings in an introductory and easy to understand fashion This concise book is ideal for both students and professionals who need to learn more about key aspects of the KM field as it pertains to effecting superior healthcare delivery It provides readers with an understanding of approaches to KM by examining the purpose and nature of its key components and demystifies the KM field by explaining in an accessible manner the key concepts of KM tools strategies and techniques and their benefits to contemporary healthcare organizations Knowledge Management Primer Rajeev K. Bali, Nilmini

Wickramasinghe, Brian Lehaney, 2009-09-10 The discipline of Knowledge Management KM is rapidly becoming established as an essential course or module in both information systems and management programs around the world Many KM texts pitch theoretical issues at too technical or high a level or presenting only a theoretical prescriptive treatment of knowledge or KM modeling problems The Knowledge Management Primer provides students with an essential understanding of KM approaches by examining the purpose and nature of its key components The book demystifies the KM field by explaining in a precise accessible manner the key concepts of KM tools strategies and techniques and their benefits to contemporary organizations Readers will find this book filled with approaches to managing and developing KM that are underpinned by theory and research are integrative in nature and address softer approaches in manifesting and recognizing knowledge

**Computational Science and Its Applications -- ICCSA 2015** Osvaldo Gervasi, Beniamino Murgante, Sanjay Misra, Marina L. Gavrilova, Ana Maria Alves Coutinho Rocha, Carmelo Torre, David Taniar, Bernady O. Apduhan, 2015-06-20 The five volume set LNCS 9155 9159 constitutes the refereed proceedings of the 15th International Conference on Computational Science and Its Applications ICCSA 2015 held in Banff AB Canada in June 2015 The 232 revised full papers presented in 22 workshops and a general track were carefully reviewed and selected from 780 initial submissions for inclusion in this volume They cover various areas in computational science ranging from computational science technologies

to specific areas of computational science such as computational geometry and security



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