



RETAIL ANALYTICS

The Secret Weapon



EMMETT COX

Retail Analytics The Secret Weapon

**Bart Baesens, Veronique Van
Vlasselaer, Wouter Verbeke**



Retail Analytics The Secret Weapon:

Retail Analytics Emmett Cox, 2011-10-18 The inside scoop on boosting sales through spot on analytics Retailers collect a huge amount of data but don't know what to do with it Retail Analytics not only provides a broad understanding of retail but also shows how to put accumulated data to optimal use Each chapter covers a different focus of the retail environment from retail basics and organization structures to common retail database designs Packed with case studies and examples this book insightfully reveals how you can begin using your business data as a strategic advantage Helps retailers and analysts to use analytics to sell more merchandise Provides fact based analytic strategies that can be replicated with the same success the author achieved on a global level Reveals how retailers can begin using their data as a strategic advantage Includes examples from many retail departments illustrating successful use of data and analytics Analytics is the wave of the future Put your data to strategic use with the proven guidance found in Retail Analytics Retail Analytics Emmett Cox, 2011-09-13

The inside scoop on boosting sales through spot on analytics Retailers collect a huge amount of data but don't know what to do with it Retail Analytics not only provides a broad understanding of retail but also shows how to put accumulated data to optimal use Each chapter covers a different focus of the retail environment from retail basics and organization structures to common retail database designs Packed with case studies and examples this book insightfully reveals how you can begin using your business data as a strategic advantage Helps retailers and analysts to use analytics to sell more merchandise Provides fact based analytic strategies that can be replicated with the same success the author achieved on a global level Reveals how retailers can begin using their data as a strategic advantage Includes examples from many retail departments illustrating successful use of data and analytics Analytics is the wave of the future Put your data to strategic use with the proven guidance found in Retail Analytics **Analytics** Phil Simon, 2017-06-21 For years organizations have struggled to make sense out of their data IT projects designed to provide employees with dashboards KPIs and business intelligence tools often take a year or more to reach the finish line if they get there at all This has always been a problem Today though it's downright unacceptable The world changes faster than ever Speed has never been more important By adhering to antiquated methods firms lose the ability to see nascent trends and act upon them until it's too late But what if the process of turning raw data into meaningful insights didn't have to be so painful time consuming and frustrating What if there were a better way to do analytics Fortunately you're in luck Analytics The Agile Way is the eighth book from award winning author and Arizona State University professor Phil Simon Analytics The Agile Way demonstrates how progressive organizations such as Google Nextdoor and others approach analytics in a fundamentally different way They are applying the same Agile techniques that software developers have employed for years They have replaced large batches in favor of smaller ones and their results will astonish you Through a series of case studies and examples Analytics The Agile Way demonstrates the benefits of this new analytics mind set superior access to information quicker insights and the ability to spot trends far ahead

of your competitors **JMP Connections** John Wubbel, 2017-10-23 Achieve best in class metrics and get more from your data with JMP JMP Connections is the small and medium sized business owner's guide to exceeding customer expectations by getting more out of your data using JMP Uniquely bifunctional this book is divided into two parts the first half of the book shows you what JMP can do for you You'll discover how to wring every last drop of insight out of your data and let JMP parse reams of raw numbers into actionable insight that leads to better strategic decisions You'll also discover why it works so well clear explanations break down the Connectivity platform and metrics in business terms to demystify data analysis and JMP while giving you a macro view of the benefits that come from optimal implementation The second half of the book is for your technical team demonstrating how to implement specific solutions relating to data set development and data virtualization In the end your organization reduces Full Time Equivalents while increasing productivity and competitiveness JMP is a powerful tool for business but many organizations aren't even scratching the surface of what their data can do for them This book provides the information and technical guidance your business needs to achieve more Learn what a JMP Connectivity Platform can do for your business Understand Metrics on Demand Real Time Metrics and their implementation Delve into technical implementation with information on configuration and management version control data visualization and more Make better business decisions by getting more and better information from your data Business leadership relies on good information to make good business decisions but what if you could increase the quality of the information you receive while getting more of what you want to know and less of what you don't need to know How would that affect strategy operations customer experience and other critical areas JMP can help with that and JMP Connections provides real actionable guidance on getting more out of JMP

Project Finance for Business Development John E. Triantis, 2018-03-12 Raise the skill and competency level of project finance organizations Project Finance for Business Development helps readers understand how to develop a competitive advantage through project finance Most importantly it shows how different elements of project finance such as opportunity screening and evaluation project development risk management and due diligence come together to structure viable and financeable projects which are crucial pieces missing from the current literature Eliminating misconceptions about what is really important for successful project financings this book shows you how to develop structure and implement projects successfully by creating competitive advantage By shedding light on project finance failures it also helps you avoid failures of your own Offers a roadmap for successful financing participant roles and responsibilities and assessing and testing project viability Considers project finance from a broad business development and competitive advantage Provides a strategic decision forecasting perspective Delves deeper than existing treatments of project finance into decisions needed to create and implement effective financing plans Helping readers develop structure and implement projects successfully by creating competitive advantage this book is a useful tool for project sponsors and developers helping them structure and implement projects by creating competitive advantage *Analytics in a Big Data World* Bart

Baesens,2014-04-15 The guide to targeting and leveraging business opportunities using big data analytics By leveraging big data analytics businesses create the potential to better understand manage and strategically exploiting the complex dynamics of customer behavior Analytics in a Big Data World reveals how to tap into the powerful tool of data analytics to create a strategic advantage and identify new business opportunities Designed to be an accessible resource this essential book does not include exhaustive coverage of all analytical techniques instead focusing on analytics techniques that really provide added value in business environments The book draws on author Bart Baesens expertise on the topics of big data analytics and its applications in e g credit risk marketing and fraud to provide a clear roadmap for organizations that want to use data analytics to their advantage but need a good starting point Baesens has conducted extensive research on big data analytics customer relationship management web analytics fraud detection and credit risk management and uses this experience to bring clarity to a complex topic Includes numerous case studies on risk management fraud detection customer relationship management and web analytics Offers the results of research and the author s personal experience in banking retail and government Contains an overview of the visionary ideas and current developments on the strategic use of analytics for business Covers the topic of data analytics in easy to understand terms without an undo emphasis on mathematics and the minutiae of statistical analysis For organizations looking to enhance their capabilities via data analytics this resource is the go to reference for leveraging data to enhance business capabilities Transforming Healthcare Analytics Michael N. Lewis,Tho H. Nguyen,2020-03-24 Real life examples of how to apply intelligence in the healthcare industry through innovative analytics Healthcare analytics offers intelligence for making better healthcare decisions Identifying patterns and correlations contained in complex health data analytics has applications in hospital management patient records diagnosis operating and treatment costs and more Helping healthcare managers operate more efficiently and effectively Transforming Healthcare Analytics The Quest for Healthy Intelligence shares real world use cases of a healthcare company that leverages people process and advanced analytics technology to deliver exemplary results This book illustrates how healthcare professionals can transform the healthcare industry through analytics Practical examples of modern techniques and technology show how unified analytics with data management can deliver insight driven decisions The authors a data management and analytics specialist and a healthcare finance executive share their unique perspectives on modernizing data and analytics platforms to alleviate the complexity of the healthcare distributing capabilities and analytics to key stakeholders equipping healthcare organizations with intelligence to prepare for the future and more This book Explores innovative technologies to overcome data complexity in healthcare Highlights how analytics can help with healthcare market analysis to gain competitive advantage Provides strategies for building a strong foundation for healthcare intelligence Examines managing data and analytics from end to end from diagnosis to treatment to provider payment Discusses the future of technology and focus areas in the healthcare industry Transforming Healthcare Analytics The Quest for Healthy

Intelligence is an important source of information for CFO s CIO CTO healthcare managers data scientists statisticians and financial analysts at healthcare institutions

Heuristics in Analytics Carlos Andre Reis Pinheiro,Fiona McNeill,2014-03-03 Employ heuristic adjustments for truly accurate analysis Heuristics in Analytics presents an approach to analysis that accounts for the randomness of business and the competitive marketplace creating a model that more accurately reflects the scenario at hand With an emphasis on the importance of proper analytical tools the book describes the analytical process from exploratory analysis through model developments to deployments and possible outcomes Beginning with an introduction to heuristic concepts readers will find heuristics applied to statistics and probability mathematics stochastic and artificial intelligence models ending with the knowledge applications that solve business problems Case studies illustrate the everyday application and implication of the techniques presented while the heuristic approach is integrated into analytical modeling graph analysis text analytics and more Robust analytics has become crucial in the corporate environment and randomness plays an enormous role in business and the competitive marketplace Failing to account for randomness can steer a model in an entirely wrong direction negatively affecting the final outcome and potentially devastating the bottom line Heuristics in Analytics describes how the heuristic characteristics of analysis can be overcome with problem design math and statistics helping readers to Realize just how random the world is and how unplanned events can affect analysis Integrate heuristic and analytical approaches to modeling and problem solving Discover how graph analysis is applied in real world scenarios around the globe Apply analytical knowledge to customer behavior insolvency prevention fraud detection and more Understand how text analytics can be applied to increase the business knowledge Every single factor no matter how large or how small must be taken into account when modeling a scenario or event even the unknowns The presence or absence of even a single detail can dramatically alter eventual outcomes From raw data to final report Heuristics in Analytics contains the information analysts need to improve accuracy and ultimately predictive and descriptive power

The Cloud-Based Demand-Driven Supply Chain Vinit Sharma,2018-11-06 It s time to get your head in the cloud In today s business environment more and more people are requesting cloud based solutions to help solve their business challenges So how can you not only anticipate your clients needs but also keep ahead of the curve to ensure their goals stay on track With the help of this accessible book you ll get a clear sense of cloud computing and understand how to communicate the benefits drawbacks and options to your clients so they can make the best choices for their unique needs Plus case studies give you the opportunity to relate real life examples of how the latest technologies are giving organizations worldwide the opportunity to thrive as supply chain solutions in the cloud Demonstrates how improvements in forecasting collaboration and inventory optimization can lead to cost savings Explores why cloud computing is becoming increasingly important Takes a close look at the types of cloud computing Makes sense of demand driven forecasting using Amazon s cloud Whether you work in management business or IT this is the dog eared reference you ll

want to keep close by as you continue making sense of the cloud *The Analytics Lifecycle Toolkit* Gregory S. Nelson, 2018-03-07 An evidence based organizational framework for exceptional analytics team results The Analytics Lifecycle Toolkit provides managers with a practical manual for integrating data management and analytic technologies into their organization Author Gregory Nelson has encountered hundreds of unique perspectives on analytics optimization from across industries over the years successful strategies have proven to share certain practices skillsets expertise and structural traits In this book he details the concepts people and processes that contribute to exemplary results and shares an organizational framework for analytics team functions and roles By merging analytic culture with data and technology strategies this framework creates understanding for analytics leaders and a toolbox for practitioners Focused on team effectiveness and the design thinking surrounding product creation the framework is illustrated by real world case studies to show how effective analytics team leadership works on the ground Tools and templates include best practices for process improvement workforce enablement and leadership support while guidance includes both conceptual discussion of the analytics life cycle and detailed process descriptions Readers will be equipped to Master fundamental concepts and practices of the analytics life cycle Understand the knowledge domains and best practices for each stage Delve into the details of analytical team processes and process optimization Utilize a robust toolkit designed to support analytic team effectiveness The analytics life cycle includes a diverse set of considerations involving the people processes culture data and technology and managers needing stellar analytics performance must understand their unique role in the process of winnowing the big picture down to meaningful action The Analytics Lifecycle Toolkit provides expert perspective and much needed insight to managers while providing practitioners with a new set of tools for optimizing results *Profit From Your Forecasting Software* Paul Goodwin, 2018-03-22 Go beyond technique to master the difficult judgement calls of forecasting A variety of software can be used effectively to achieve accurate forecasting but no software can replace the essential human component You may be new to forecasting or you may have mastered the statistical theory behind the software s predictions and even more advanced power user techniques for the software itself but your forecasts will never reach peak accuracy unless you master the complex judgement calls that the software cannot make Profit From Your Forecasting Software addresses the issues that arise regularly and shows you how to make the correct decisions to get the most out of your software Taking a non mathematical approach to the various forecasting models the discussion covers common everyday decisions such as model choice forecast adjustment product hierarchies safety stock levels model fit testing and much more Clear explanations help you better understand seasonal indices smoothing coefficients mean absolute percentage error and r squared and an exploration of psychological biases provides insight into the decision to override the software s forecast With a focus on choice interpretation and judgement this book goes beyond the technical manuals to help you truly grasp the more intangible skills that lead to better accuracy Explore the advantages and disadvantages of alternative forecasting methods in different

situations Master the interpretation and evaluation of your software's output Learn the subconscious biases that could affect your judgement toward intervention Find expert guidance on testing planning and configuration to help you get the most out of your software Relevant to sales forecasters demand planners and analysts across industries Profit From Your Forecasting Software is the much sought after missing piece in forecasting reference Style and Statistics Brittany Bullard,2016-11-30

A non technical guide to leveraging retail analytics for personal and competitive advantage Style Statistics is a real world guide to analytics in retail Written specifically for the non IT crowd this book explains analytics in an approachable understandable way and provides examples of direct application to retail merchandise management marketing and operations The discussion covers current industry trends and emerging standard processes and illustrates how analytics is providing new solutions to perennial retail problems You ll learn how to leverage the benefits of analytics to boost your personal career and how to interpret data in a way that's useful to the average end business user or shopper Key concepts are detailed in easy to understand language and numerous examples highlight the growing importance of understanding analytics in the retail environment The power of analytics has become apparent across industries but it's left an especially indelible mark on retail It's a complex topic but you don't need to be a data scientist to take advantage of the opportunities it brings This book shows you what you need to know and how to put analytics to work with retail specific applications Learn how analytics can help you be better at your job Dig deeper into the customer's needs wants and dreams Streamline merchandise management pricing marketing and more Find solutions for inefficiencies and inaccuracies As the retail customer evolves so must the retail industry The retail landscape not only includes in store but also website mobile site mobile apps and social media With more and more competition emerging on all sides retailers need to use every tool at their disposal to create value and gain a competitive advantage Analytics offers a number of ways to make your company stand out whether it's through improved operations customer experience or any of the other myriad factors that build a great place to shop Style Statistics provides an analytics primer with a practical bent specifically for the retail industry **Predictive**

Analytics for Human Resources Jac Fitz-enz,John Mattox, II,2014-07-09 Create and run a human resource analytics project with confidence For any human resource professional that wants to harness the power of analytics this essential resource answers the questions Where do I start and What tools are available Predictive Analytics for Human Resources is designed to answer these and other vital questions The book explains the basics of every business the vision the brand and the culture and shows how predictive analytics supports them The authors put the focus on the fundamentals of predictability and include a framework of logical questions to help set up an analytic program or project then follow up by offering a clear explanation of statistical applications Predictive Analytics for Human Resources is a how to guide filled with practical and targeted advice The book starts with the basic idea of engaging in predictive analytics and walks through case simulations showing statistical examples In addition this important resource addresses the topics of internal coaching mentoring and

sponsoring and includes information on how to recruit a sponsor In the book you ll find A comprehensive guide to developing and implementing a human resource analytics project Illustrative examples that show how to go to market develop a leadership model and link it to financial targets through causal modeling Explanations of the ten steps required in building an analytics function How to add value through analysis of systems such as staffing training and retention For anyone who wants to launch an analytics project or program for HR this complete guide provides the information and instruction to get started the right way

Artificial Intelligence in Education: The Power and Dangers of ChatGPT in the Classroom

Amina Al-Marzouqi,Said A. Salloum,Mohammed Al-Saidat,Ahmed Aburayya,Babeet Gupta,2024-03-29 This book aims to bring together a collection of innovative and cutting edge research that addresses the various challenges in the application and theoretical aspects of ChatGPT in education ChatGPT is a large language model developed by OpenAI that has the ability to generate human like text based on a prompt This has significant potential for use in the field of education as it allows for the creation of personalized interactive learning experiences automating assessment and grading and more In e learning ChatGPT is used to provide instant feedback and support to students as well as generate interactive conversations in the target language for language learning It is also integrated with existing learning management systems and educational technology platforms to enhance their capabilities In research ChatGPT is used for natural language processing and sentiment analysis to gather insights on student learning experiences and educational outcomes However it is important to note that there are also ethical and privacy concerns that come with using language models like ChatGPT in education such as data protection and the potential for bias Overall the use of ChatGPT in education has the potential to revolutionize the way we learn teach and access information The book seeks to publish original manuscripts that cover a broad range of topics from the development of new chatbot technologies and their integration into the classroom to the examination of the ethical and pedagogical implications of these systems By compiling the latest developments in the field and highlighting new areas for exploration this book provides valuable insights and perspectives for researchers educators and practitioners working in the field of ChatGPT and education The ultimate goal is to advance the understanding of ChatGPT and its role in education and to promote its effective and responsible use in the classroom and beyond

Harness Oil and Gas Big Data with Analytics Keith R. Holdaway,2014-05-05 Use big data analytics to efficiently drive oil and gas exploration and production Harness Oil and Gas Big Data with Analytics provides a complete view of big data and analytics techniques as they are applied to the oil and gas industry Including a compendium of specific case studies the book underscores the acute need for optimization in the oil and gas exploration and production stages and shows how data analytics can provide such optimization This spans exploration development production and rejuvenation of oil and gas assets The book serves as a guide for fully leveraging data statistical and quantitative analysis exploratory and predictive modeling and fact based management to drive decision making in oil and gas operations This comprehensive resource delves into the three major issues that face the oil

and gas industry during the exploration and production stages Data management including storing massive quantities of data in a manner conducive to analysis and effectively retrieving backing up and purging data Quantification of uncertainty including a look at the statistical and data analytics methods for making predictions and determining the certainty of those predictions Risk assessment including predictive analysis of the likelihood that known risks are realized and how to properly deal with unknown risks Covering the major issues facing the oil and gas industry in the exploration and production stages Harness Big Data with Analytics reveals how to model big data to realize efficiencies and business benefits **Fraud**

Analytics Using Descriptive, Predictive, and Social Network Techniques Bart Baesens, Veronique Van

Vlasselaer, Wouter Verbeke, 2015-07-27 Detect fraud earlier to mitigate loss and prevent cascading damage Fraud Analytics Using Descriptive Predictive and Social Network Techniques is an authoritative guidebook for setting up a comprehensive fraud detection analytics solution Early detection is a key factor in mitigating fraud damage but it involves more specialized techniques than detecting fraud at the more advanced stages This invaluable guide details both the theory and technical aspects of these techniques and provides expert insight into streamlining implementation Coverage includes data gathering preprocessing model building and post implementation with comprehensive guidance on various learning techniques and the data types utilized by each These techniques are effective for fraud detection across industry boundaries including applications in insurance fraud credit card fraud anti money laundering healthcare fraud telecommunications fraud click fraud tax evasion and more giving you a highly practical framework for fraud prevention It is estimated that a typical organization loses about 5% of its revenue to fraud every year More effective fraud detection is possible and this book describes the various analytical techniques your organization must implement to put a stop to the revenue leak Examine fraud patterns in historical data Utilize labeled unlabeled and networked data Detect fraud before the damage cascades Reduce losses increase recovery and tighten security The longer fraud is allowed to go on the more harm it causes It expands exponentially sending ripples of damage throughout the organization and becomes more and more complex to track stop and reverse Fraud prevention relies on early and effective fraud detection enabled by the techniques discussed here Fraud Analytics Using Descriptive Predictive and Social Network Techniques helps you stop fraud in its tracks and eliminate the opportunities for future occurrence **On-Camera Coach** Karin M. Reed, 2017-03-20 The invaluable handbook for acing

your on camera appearance On Camera Coach is your personal coach for becoming great on camera From Skype interviews and virtual conferences to shareholder presentations and television appearances this book shows you how to master the art of on camera presentation to deliver your message clearly effectively and with confidence Fear of public speaking is common but even the most seasoned speakers freeze in front of a single lens being on camera demands an entirely new set of skills above and beyond the usual presentation to an audience you can actually see It requires special attention to the way you move the way you speak and even the way you dress This book provides the guidance and tools you need to ace it every time

Video is powerful and it is everywhere corporate YouTube channels webinars virtual meetings TedTalks and more are increasingly turning the lens on those who typically remain behind the scenes This relatively recent trend will continue to expand as media plays a larger role in business and the ability to appear confident authoritative and polished is becoming a necessary job skill This book shows you everything you need to know about being on camera from preparation through presentation and beyond Learn how to prepare for an on camera appearance Tailor your presentation to on camera demands Discover how the camera interprets wardrobe and body language Appear dynamic confident and engaged when the lens points your way The lens captures everything the awkward pauses the nervous fidgets poor posture and every false start and mistake is captured for posterity Is that the image you want to present You want to get your message across and be heard to do that you must portray authority energy and confidence even when you don't feel it On Camera Coach provides the expert instruction and insider secrets that help you make your message sing **Bricks Matter** Lora M. Cecere, Charles W. Chase, 2012-12-26 Get proven guidance to build a market driven supply chain management system Supply chain management processes have gradually shifted from a supply driven focus to a demand driven one in order to better synchronize demand and supply signals Bricks Matter shows you how you can identify market risks and opportunities and translate these into winning tactics Business cases highlight how business leaders are winning through market driven approaches Helps you understand how to apply the emerging world of predictive analytics for the better management of value networks Includes business cases illustrating the market driven approach Reveals how businesses can identify market risks and translate these into supply side tactics As companies transition from demand driven to market driven approach the focus in organizations shifts from one of vertical excellence to building strong market to market horizontal processes Improve revenue by increasing market share improve profit margins and maintain high levels of customer service with the indispensable guidance found in Bricks Matter **Big Data Analytics** Frank J. Ohlhorst, 2012-11-28 Unique insights to implement big data analytics and reap big returns to your bottom line Focusing on the business and financial value of big data analytics respected technology journalist Frank J Ohlhorst shares his insights on the newly emerging field of big data analytics in Big Data Analytics This breakthrough book demonstrates the importance of analytics defines the processes highlights the tangible and intangible values and discusses how you can turn a business liability into actionable material that can be used to redefine markets improve profits and identify new business opportunities Reveals big data analytics as the next wave for businesses looking for competitive advantage Takes an in depth look at the financial value of big data analytics Offers tools and best practices for working with big data Once the domain of large on line retailers such as eBay and Amazon big data is now accessible by businesses of all sizes and across industries From how to mine the data your company collects to the data that is available on the outside Big Data Analytics shows how you can leverage big data into a key component in your business's growth strategy Taming The Big Data Tidal Wave Bill Franks, 2012-03-19 You receive an e mail It contains an

offer for a complete personal computer system It seems like the retailer read your mind since you were exploring computers on their web site just a few hours prior As you drive to the store to buy the computer bundle you get an offer for a discounted coffee from the coffee shop you are getting ready to drive past It says that since you re in the area you can get 10% off if you stop by in the next 20 minutes As you drink your coffee you receive an apology from the manufacturer of a product that you complained about yesterday on your Facebook page as well as on the company s web site Finally once you get back home you receive notice of a special armor upgrade available for purchase in your favorite online video game It is just what is needed to get past some spots you ve been struggling with Sound crazy Are these things that can only happen in the distant future No All of these scenarios are possible today Big data Advanced analytics Big data analytics It seems you can t escape such terms today Everywhere you turn people are discussing writing about and promoting big data and advanced analytics Well you can now add this book to the discussion What is real and what is hype Such attention can lead one to the suspicion that perhaps the analysis of big data is something that is more hype than substance While there has been a lot of hype over the past few years the reality is that we are in a transformative era in terms of analytic capabilities and the leveraging of massive amounts of data If you take the time to cut through the sometimes over zealous hype present in the media you ll find something very real and very powerful underneath it With big data the hype is driven by genuine excitement and anticipation of the business and consumer benefits that analyzing it will yield over time Big data is the next wave of new data sources that will drive the next wave of analytic innovation in business government and academia These innovations have the potential to radically change how organizations view their business The analysis that big data enables will lead to decisions that are more informed and in some cases different from what they are today It will yield insights that many can only dream about today As you ll see there are many consistencies with the requirements to tame big data and what has always been needed to tame new data sources However the additional scale of big data necessitates utilizing the newest tools technologies methods and processes The old way of approaching analysis just won t work It is time to evolve the world of advanced analytics to the next level That s what this book is about Taming the Big Data Tidal Wave isn t just the title of this book but rather an activity that will determine which businesses win and which lose in the next decade By preparing and taking the initiative organizations can ride the big data tidal wave to success rather than being pummeled underneath the crushing surf What do you need to know and how do you prepare in order to start taming big data and generating exciting new analytics from it Sit back get comfortable and prepare to find out

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Retail Analytics The Secret Weapon Introduction

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