Binary Clock Upsell Page Maker 11

Paul Zikopoulos, Chris Eaton

DB2 11 for z/OS Technical Overview Paolo Bruni, Felipe Bortoletto, Ravikumar Kalyanasundaram, Sabine Kaschta, Glenn McGeoch, Cristian Molaro, IBM Redbooks, 2016-05-05 IBM® DB2® Version 11.1 for z/OS® (DB2 11 for z/OS or just DB2 11 throughout this book) is the fifteenth release of DB2 for IBM MVSTM. It brings performance and synergy with the IBM System z® hardware and opportunities to drive business value in the following areas. DB2 11 can provide unmatched reliability, availability, and scalability - Improved data sharing performance and efficiency - Less downtime by removing growth limitations - Simplified management, improved autonomics, and reduced planned outages DB2 11 can save money and save time - Aggressive CPU reduction goals - Additional utilities performance and CPU improvements - Save time and resources with new autonomic and application development capabilities DB2 11 provides simpler, faster migration - SQL compatibility, divorce system migration from application migration - Access path stability improvements - Better application performance with SQL and XML enhancements DB2 11 includes enhanced business analytics - Faster, more efficient performance for query workloads - Accelerator enhancements - More efficient inline database scoring enables predictive analytics The DB2 11 environment is available either for new installations of DB2 or for migrations from DB2 10 for z/OS subsystems only. This IBM Redbooks® publication introduces the enhancements made available with DB2 11 for z/OS. The contents help database administrators to understand the new functions and performance enhancements, to plan for ways to use the key new capabilities, and to justify the investment in installing or migrating to DB2 11.

Landing Page Optimization Tim Ash, Maura Ginty, Rich Page, 2012-03-29 A fully updated guide to making your landing pages profitable Effective Internet marketing requires that you test and optimize your landing pages to maximize exposure and conversion rate. This second edition of a bestselling guide to landing page optimization includes case studies with before-and-after results as well as new information on web site usability. It covers how to prepare all types of content for testing, how to interpret results, recognize the seven common design mistakes, and much more. Included is a gift card for Google AdWords. Features fully updated information and case studies on landing page optimization Shows how to use Google's Website Optimizer tool, what to test and how to prepare your site for testing, the pros and cons of different test strategies, how to interpret results, and common site design mistakes Provides a step-by-step implementation plan and advice on getting support and resources Landing Page Optimization, Second Edition is a comprehensive guide to increasing conversions and improving profits.

The Startup Owner's Manual Steve Blank, Bob Dorf, 2020-03-17 More than 100,000 entrepreneurs rely on this book. The National Science Foundation pays hundreds of startup teams each year to follow the process outlined in the book, and it's taught at Stanford, Berkeley, Columbia and more than 100 other leading universities worldwide. Why? The Startup Owner's Manual guides you, step-by-step, as you put the Customer Development process to work. This method was created by renowned Silicon Valley startup expert Steve Blank, co-creator with Eric Ries of the Lean Startup movement and tested and refined by him for more than a decade. This 608-page how-to guide includes over 100 charts, graphs, and diagrams, plus 77 valuable checklists that guide you as you drive your company toward profitability. It will help you: Avoid the 9 deadly sins that destroy startups' chances for success Use the Customer Development method to bring your business idea to life Incorporate the Business Model Canvas as the organizing principle for startup hypotheses Identify your customers and determine how to get, keep and grow customers profitably Compute how you'll drive your startup to repeatable, scalable profits. The Startup Owners Manual was originally published by K&S Ranch

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Building 360-Degree Information Applications Whei-Jen Chen, Bruce Adams, Colin Dean, Soma Shekar Naganna, Uday K Nandam, Edward Thorne, IBM Redbooks, 2014-10-01 Today's businesses, applications, social media, and online transactions generate more data than ever before. This data can be explored and analyzed to provide tremendous business value. IBM® WatsonTM Explorer and IBM InfoSphere® Master Data Management (InfoSphere MDM) enable organizations to simultaneously explore and derive insights from enterprise data that was traditionally stored in silos in enterprise applications, different data repositories, and in different data formats. This IBM Redbooks® publication provides information about Watson Explorer 9.0, InfoSphere MDM, and IBM InfoSphere MDM Probabilistic Matching Engine for InfoSphere BigInsightsTM (PME for BigInsights). It gives you an overview, describes the architecture, and presents use cases that you can use to accomplish the following tasks: Understand the core capabilities of Watson Explorer, InfoSphere MDM, and PME for BigInsights. Realize the full potential of Watson Explorer applications. Describe the integration and value of the combination of Watson Explorer and InfoSphere MDM. Build a 360-degree information application. Learn by example by following hands-on lab scenarios. /ul>

Handbook of Marketing Decision Models Berend Wierenga, 2008-09-05 Marketing models is a core component of the marketing discipline. The recent developments in marketing models have been incredibly fast with information technology (e.g., the Internet), online marketing (e-commerce) and customer relationship management (CRM) creating radical changes in the way companies interact with their customers. This has created completely new breeds of marketing models, but major progress has also taken place in existing types of marketing models. Handbook of Marketing Decision Models presents the state of the art in marketing decision models. The book deals with new modeling areas, such as customer relationship management, customer value and online marketing, as well as recent developments in other advertising, sales promotions, sales management, and competition are dealt with. New developments are in consumer decision models, models for return on marketing, marketing management support systems, and in special techniques such as time series and neural nets.

<u>Sales Ex Machina</u> Victor Antonio, 2018-02-10 We are about to experience the equivalent of a major tectonic shift where the functional plates of sales, marketing, and technology will shear and, in some cases, smash against one another. Functions that were once the domain of salespeople will be transformed, subsumed, or obliterated.

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The Bible of Options Strategies Guy Cohen, 2005 Presents today's most effective strategies for trading options: how and why they work, when they're appropriate, when they're inappropriate, and how to use each one responsibly and with confidence. This book will help you identify and implement the optimal strategy for every opportunity, trading environment, and goal.

Applied Predictive Analytics Dean Abbott,2014-03-31 Learn the art and science of predictive analytics — techniques that get results Predictive analytics is what translates big data into meaningful, usable business information. Written by a leading expert in the field, this guide examines the science of the underlying algorithms as well as the principles and best practices that govern the art of predictive analytics. It clearly explains the theory behind predictive analytics, teaches the methods, principles, and techniques for

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Conversations That Win the Complex Sale: Using Power Messaging to Create More Opportunities, Differentiate your Solutions, and Close More Deals Erik Peterson, Tim Riesterer, 2011-04-15 Win more deals with the perfect sales story! "Power Messaging is a foundational element in our global marketing campaigns and sales training programs. We believe the concepts are core to engaging in customer conversations that are focused on their outcomes and what they want to achieve." -Karen Quintos, CMO and SVP, Dell Inc. "The concepts outlined in this book are critical skills to building a world-class presales organization." -Ken Hamel, Senior Vice President, Global Solutions and Presales, SAP "Our new messaging, using the approaches presented in this book, is great and is being widely used by our sales team. We've never had a year end sales meeting with content that was met with such widespread acceptance and enthusiasm." —Jerry D. Cline, Senior Vice President, Retail Sales and Marketing, AmerisourceBergen Drug Company "The best salespeople sit across the table and make change easy for their customer by creating a succinct story and vision for what to change, how to change it, and how it will impact customer results. An enterprise focus on sales messaging, using the concepts in this book, is the hidden secret to driving incremental sales productivity and overwhelming customer success!" -Ken Powell, Vice President, Worldwide Sales Enablement, ADP "The Power Messaging techniques in this book are the foundation of how our marketing team creates our sales messages, as well as the process our field sales teams use for delivering that message in a unique and compelling way. At Kronos our results are a reflection of the power of the tool." —Aron Ain, CEO, Kronos About the Book: In today's highly competitive world of complex sales, commoditization of your brand is one of the greatest dangers. You must differentiate yourself from the competition—or you will lose out. And the way to do that is through customer engagement. Rather than sell your own corporate story and brand message, you need to tell customers their story—the one in which they are the heroes and they achieve success. Erik Peterson and Tim Riesterer have been developing and honing their Power Messaging sales technique for more than 20 years, and now they reveal all their secrets in Conversations That Win the Complex Sale. Presenting a catalog of facts or playing 20 questions with prospective customers is the surest way to lose the sale. Peterson and Riesterer provide the tools you need to recraft your message into a compelling story that wins more deals. With Conversations That Win the Complex Sale, you'll learn how to: Differentiate yourself from the competition by finding your "Value Wedge" Avoid parity in your value propositions by creating "Power Positions" Create a message that can literally double the number of deals you close Spike customer attention and create "Wow" in your conversations Prove all your claims without resorting to lists of boring facts and statistics Your competitors are out there telling their own corporate story—a story customers don't want to hear. Now is the time to seize the moment. This book is the one and only source you need to reframe your sales story and turn the tables on the competition by fully engaging their would-be customers. Conversations That Win

the Complex Sale helps you create and deliver messages that customers care about, giving your brand the clear edge in today's crowded markets.

Data Science and Big Data Analytics EMC Education Services, 2015-01-05 Data Science and Big Data Analytics is about harnessing the power of data for new insights. The book covers the breadth of activities and methods and tools that Data Scientists use. The content focuses on concepts, principles and practical applications that are applicable to any industry and technology environment, and the learning is supported and explained with examples that you can replicate using open-source software. This book will help you: Become a contributor on a data science team Deploy a structured lifecycle approach to data analytics problems Apply appropriate analytic techniques and tools to analyzing big data Learn how to tell a compelling story with data to drive business action Prepare for EMC Proven Professional Data Science Certification Get started discovering, analyzing, visualizing, and presenting data in a meaningful way today!

Retailing in the 21st Century Manfred Krafft, Murali K. Mantrala, 2009-12-17 With crisp and insightful contributions from 47 of the world's leading experts in various facets of retailing, Retailing in the 21st Century offers in one book a compendium of state-of-the-art, cutting-edge knowledge to guide successful retailing in the new millennium. In our competitive world, retailing is an exciting, complex and critical sector of business in most developed as well as emerging economies. Today, the retailing industry is being buffeted by a number of forces simultaneously, for example the growth of online retailing and the advent of 'radio frequency identification' (RFID) technology. Making sense of it all is not easy but of vital importance to retailing practitioners, analysts and policymakers.

Alternative Assets and Cryptocurrencies Christian Hafner,2019-07-26 Alternative assets such as fine art, wine, or diamonds have become popular investment vehicles in the aftermath of the global financial crisis. Correlation with classical financial markets is typically low, such that diversification benefits arise for portfolio allocation and risk management. Cryptocurrencies share many alternative asset features, but are hampered by high volatility, sluggish commercial acceptance, and regulatory uncertainties. This collection of papers addresses alternative assets and cryptocurrencies from economic, financial, statistical, and technical points of view. It gives an overview of their current state and explores their properties and prospects using innovative approaches and methodologies.

Managing Electronic Media Joan Van Tassel, 2012-09-10 What's Ahead; Case Study 5.1 Performance Reports; Case Study 5.2 Setting the Budget; References; CHAPTER 6. Media Consumers: Measurement and Metrics; Chapter Objectives; Audiences: Consumers and Customers, Viewers, Listeners, Readers, Users, Players, Friends, and Followers; Research and Content; A Day in the Life of Debbie Carter; Identifying Market Segments; Summary; What's Ahead; Case Study 6.1 Audiences and Programming; References; CHAPTER 7. Managing the Production Process; Chapter Objectives; Introduction; The Many Languages of Digital Creation; Traditional Production.

Monetizing Your Data Andrew Roman Wells, Kathy Williams Chiang, 2017-03-13 Transforming data into revenue generating strategies and actions Organizations are swamped with data—collected from web traffic, point of sale systems, enterprise resource planning systems, and more, but what to do with it? Monetizing your Data provides a framework and path for business managers to convert ever-increasing volumes of data into revenue generating actions through three disciplines: decision architecture, data science, and guided analytics. There are large gaps between understanding a business problem and knowing which data is relevant to the problem and how to leverage that data to drive significant financial performance. Using a proven methodology developed in the field through delivering meaningful solutions to Fortune 500 companies, this book gives you the analytical tools, methods, and techniques to transform data you already have into

information into insights that drive winning decisions. Beginning with an explanation of the analytical cycle, this book guides you through the process of developing value generating strategies that can translate into big returns. The companion website, www.monetizingyourdata.com, provides templates, checklists, and examples to help you apply the methodology in your environment, and the expert author team provides authoritative guidance every step of the way. This book shows you how to use your data to: Monetize your data to drive revenue and cut costs Connect your data to decisions that drive action and deliver value Develop analytic tools to guide managers up and down the ladder to better decisions Turning data into action is key; data can be a valuable competitive advantage, but only if you understand how to organize it, structure it, and uncover the actionable information hidden within it through decision architecture and guided analytics. From multinational corporations to single-owner small businesses, companies of every size and structure stand to benefit from these tools, methods, and techniques; Monetizing your Data walks you through the translation and transformation to help you leverage your data into value creating strategies.

Revenue Management I. Yeoman, U. McMahon-Beattie, 2010-12-08 Pricing is about deciding your market position whereas revenue management is the strategic and tactical decisions firms take in order to optimize revenues and profits. This book offers insights into research, theories, applications and innovations and how to makes these work in different industries.

Old Deccan Days Mary Frere, 1868

Understanding Big Data: Analytics for Enterprise Class Hadoop and Streaming Data Paul Zikopoulos, Chris Eaton, 2011-10-22 Big Data represents a new era in data exploration and utilization, and IBM is uniquely positioned to help clients navigate this transformation. This book reveals how IBM is leveraging open source Big Data technology, infused with IBM technologies, to deliver a robust, secure, highly available, enterprise-class Big Data platform. The three defining characteristics of Big Data--volume, variety, and velocity--are discussed. You'll get a primer on Hadoop and how IBM is hardening it for the enterprise, and learn when to leverage IBM InfoSphere BigInsights (Big Data at rest) and IBM InfoSphere Streams (Big Data in motion) technologies. Industry use cases are also included in this practical guide. Learn how IBM hardens Hadoop for enterprise-class scalability and reliability Gain insight into IBM's unique in-motion and at-rest Big Data analytics platform Learn tips and tricks for Big Data use cases and solutions Get a quick Hadoop primer

Learning Data Mining with Python Robert Layton,2015-07-29 The next step in the information age is to gain insights from the deluge of data coming our way. Data mining provides a way of finding this insight, and Python is one of the most popular languages for data mining, providing both power and flexibility in analysis. This book teaches you to design and develop data mining applications using a variety of datasets, starting with basic classification and affinity analysis. Next, we move on to more complex data types including text, images, and graphs. In every chapter, we create models that solve realworld problems. There is a rich and varied set of libraries available in Python for data mining. This book covers a large number, including the IPython Notebook, pandas, scikitlearn and NLTK. Each chapter of this book introduces you to new algorithms and techniques. By the end of the book, you will gain a large insight into using Python for data mining, with a good knowledge and understanding of the algorithms and implementations.

Machine Learning Applications Using Python Puneet Mathur, 2018-12-12 Gain practical skills in machine learning for finance, healthcare, and retail. This book uses a hands-on approach by providing case studies from each of these domains: you'll see examples that demonstrate how to use machine learning as a tool for business enhancement. As a domain expert, you will not only discover how machine learning is used

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