

Salma Bibi / Adeela Batool / Fatima Mustafa

Design and Implementation of a Model to Predict the Success of the Bank Telemarketing

Bachelor Thesis

Design Implementation Predict Success Telemarketing

Henry Robinson Luce



Design Implementation Predict Success Telemarketing:

Design and Implementation of a Model to Predict the Success of the Bank Telemarketing Salma Bibi,Adeela Batool,Fatima Mustafa,2015-11-20 Bachelor Thesis from the year 2015 in the subject Computer Science Software grade A course Final Year Project language English abstract Targeting customers is a major task of bank telemarketing to send their service to customers Now banks are using a number of data mining techniques to predict the success rate The Decision Tree is a successful data mining technique for predicting bank telemarketing success The Decision Tree is a well known classifier and is simple and easy to apply The performance of decision trees can be improved with appropriate attribute selection In this research ID3 decision tree technique of data mining is applied on widely used benchmark data set The main focus of this research was on designing and implementation of a model that predicts the success of bank telemarketing using decision tree technique of data mining

Design and Implementation of a Model to Predict the Success of the Bank Telemarketing Salma Bibi,Adeela Batool,Fatima Mustafa,2015-11-30 Bachelor Thesis from the year 2015 in the subject Computer Science Software grade A course Final Year Project language English comment The authors are not native speakers of English Please excuse any linguistic mistakes abstract Targeting customers is a major task of bank telemarketing to send their service to customers Now banks are using a number of data mining techniques to predict the success rate The Decision Tree is a successful data mining technique for predicting bank telemarketing success The Decision Tree is a well known classifier and is simple and easy to apply The performance of decision trees can be improved with appropriate attribute selection In this research ID3 decision tree technique of data mining is applied on widely used benchmark data set The main focus of this research was on designing and implementation of a model that predicts the success of bank telemarketing using decision tree technique of data mining

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systems artificial neural networks deep learning genetic algorithms data mining fuzzy logic optimization algorithms image processing computational intelligence in civil engineering and creative computing *Telemarketing* ,1990 *Fortune* Henry Robinson Luce,1997-04 Computerworld ,1996-01-29 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network **Metaheuristic Approaches to Portfolio Optimization** Ray, Jhuma,Mukherjee, Anirban,Dey, Sadhan Kumar,Klepac, Goran,2019-06-22 Control of an impartial balance between risks and returns has become important for investors and having a combination of financial instruments within a portfolio is an advantage Portfolio management has thus become very important for reaching a resolution in high risk investment opportunities and addressing the risk reward tradeoff by maximizing returns and minimizing risks within a given investment period for a variety of assets Metaheuristic Approaches to Portfolio Optimization is an essential reference source that examines the proper selection of financial instruments in a financial portfolio management scenario in terms of metaheuristic approaches It also explores common measures used for the evaluation of risks returns of portfolios in real life situations Featuring research on topics such as closed end funds asset allocation and risk return paradigm this book is ideally designed for investors financial professionals money managers accountants students professionals and researchers *Network World* ,1990-01-22 For more than 20 years Network World has been the premier provider of information intelligence and insight for network and IT executives responsible for the digital nervous systems of large organizations Readers are responsible for designing implementing and managing the voice data and video systems their companies use to support everything from business critical applications to employee collaboration and electronic commerce **Emerging Trends in the role of Banking and Management in India** Mr. A. Shanmugam, Mr. M. Manohar, Mr. P. Rajini, Mr. R. Rajavel, Mrs. T. Gnana Sundari& Miss. K. Sarala,2014 Electronic Customer Relationship Management Jerry Fjermestad,Nicholas C Robertson Jr,2015-05-15 This work offers a state of the art survey of information systems research on electronic customer relationship management eCRM It provides important new frameworks derived from current cases and applications in this emerging field Each chapter takes a collaborative approach to eCRM that goes beyond the analytical and operational perspectives most often taken by researchers in the field Chapters also stress integration with other enterprise information systems The book is organized in four parts Part I presents an overview of the role of CRM and eCRM in marketing and supply chain management Part II focuses on the organizational success factors behind eCRM implementation Part III presents cases of eCRM performance enhancement and Part IV addresses eCRM issues in business to consumer commerce *Customer Relationship Management* V. Kumar,Werner Reinartz,2018-05-15 This book presents an extensive discussion of the strategic and tactical aspects of customer relationship management as we know it today It helps readers obtain a comprehensive grasp of CRM

strategy concepts and tools and provides all the necessary steps in managing profitable customer relationships Throughout the book stresses a clear understanding of economic customer value as the guiding concept for marketing decisions Exhaustive case studies mini cases and real world illustrations under the title CRM at Work all ensure that the material is both highly accessible and applicable and help to address key managerial issues stimulate thinking and encourage problem solving The book is a comprehensive and up to date learning companion for advanced undergraduate students master s degree students and executives who want a detailed and conceptually sound insight into the field of CRM The new edition provides an updated perspective on the latest research results and incorporates the impact of the digital transformation on the CRM domain

Documentation Abstracts ,1993 **Business and Consumer Analytics: New Ideas** Pablo Moscato,Natalie Jane de Vries,2019-05-30 This two volume handbook presents a collection of novel methodologies with applications and illustrative examples in the areas of data driven computational social sciences Throughout this handbook the focus is kept specifically on business and consumer oriented applications with interesting sections ranging from clustering and network analysis meta analytics memetic algorithms machine learning recommender systems methodologies parallel pattern mining and data mining to specific applications in market segmentation travel fashion or entertainment analytics A must read for anyone in data analytics marketing behavior modelling and computational social science interested in the latest applications of new computer science methodologies The chapters are contributed by leading experts in the associated fields The chapters cover technical aspects at different levels some of which are introductory and could be used for teaching Some chapters aim at building a common understanding of the methodologies and recent application areas including the introduction of new theoretical results in the complexity of core problems Business and marketing professionals may use the book to familiarize themselves with some important foundations of data science The work is a good starting point to establish an open dialogue of communication between professionals and researchers from different fields Together the two volumes present a number of different new directions in Business and Customer Analytics with an emphasis in personalization of services the development of new mathematical models and new algorithms heuristics and metaheuristics applied to the challenging problems in the field Sections of the book have introductory material to more specific and advanced themes in some of the chapters allowing the volumes to be used as an advanced textbook Clustering Proximity Graphs Pattern Mining Frequent Itemset Mining Feature Engineering Network and Community Detection Network based Recommending Systems and Visualization are some of the topics in the first volume Techniques on Memetic Algorithms and their applications to Business Analytics and Data Science are surveyed in the second volume applications in Team Orienteering Competitive Facility location and Visualization of Products and Consumers are also discussed The second volume also includes an introduction to Meta Analytics and to the application areas of Fashion and Travel Analytics Overall the two volume set helps to describe some fundamentals acts as a bridge between different disciplines and presents important results in a rapidly

moving field combining powerful optimization techniques allied to new mathematical models critical for personalization of services Academics and professionals working in the area of business analytics data science operations research and marketing will find this handbook valuable as a reference Students studying these fields will find this handbook useful and helpful as a secondary textbook [CIM Coursebook 03/04 Marketing Fundamentals](#) Frank Withey,2013-05-13 Each coursebook includes access to MARKETINGONLINE where you can Annotate customise and create personally tailored notes using the electronic version of the coursebook Receive regular tutorials on key topics Search the coursebook online for easy access to definitions and key concepts *The Complete Guide to Sales Force Incentive Compensation* Andris Zoltners,Prabhakant Sinha,Sally Lorimer,2006-08-07 A well designed and implemented incentive program is an essential tool for building a motivated highly effective sales force that delivers the results you need Incentive programs are seductively powerful but complicated instruments Without careful planning and implementation they can be too stingy to motivate too complex to understand too quick to reward mediocre results and too difficult to implement *The Complete Guide to Sales Force Incentive Compensation* is a practical accessible detailed roadmap to building a compensation system that gets it right by creating motivating incentives that produce positive outcomes Packed with hundreds of real life examples of what works and what doesn't this important guide helps you Understand the value of building an incentive plan that is aligned with your company's goals and culture Avoid the common trap of overusing incentives to solve too many sales management problems Measure the effectiveness of your current incentive program employing easy to use tools and metrics for pinpointing its weak spots Design a compensation plan that attracts and retains successful salespeople including guidelines for determining the correct pay level the best salary incentive mix the proper performance measures and the right performance payout relationship Select an incentive compensation plan that works for your organization then test the plan before it is launched Set territory level goals that are fair and realistic and avoid overpaying the sales force or demoralizing salespeople by having difficult goals or not fairly assigned Create and manage sales contests SPIFFs Special Performance Incentive for Field Force and recognition programs that consistently deliver the intended results Manage a successful transition to a new compensation plan and build efficient administration systems to support your plan Filled with ready to use formulas and assessment tools and a wealth of insights from frontline sales managers and executives *The Complete Guide to Sales Force Incentive Compensation* is your hands on easy to read playbook for crucially important decisions *Sales Force Design For Strategic Advantage* A. Zoltners,P. Sinha,S. Lorimer,2004-06-25 This book focuses upon the role of the sales force in today's changing world and how to design a sales force for strategic advantage It includes sections on how to assess the current sales force design and how to implement change and covers customer segmentation market strategy structuring and sizing alignment metrics and managing change [IBPS RRB SO Marketing Officer Scale 2 Exam 2024 \(English Edition\) - 10 Full Length Practice Mock Tests \(2400+ MCQs\) with Free Access to Online Test Series](#) EduGorilla Prep Experts,2024-06-27 Best

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