

## SECRETS OF ANALYTICAL LEADERS

Insights from information insiders

**WAYNE ECKERSON** 

Kenneth David Strang, Narasimha Rao Vajjhala

Secrets of Analytical Leaders Wayne Eckerson, 2012 Imagine spending a day with top analytical leaders and asking any question you want In this book Wayne Eckerson illustrates analytical best practices by weaving his perspective with commentary from seven directors of analytics who unveil their secrets of success With an innovative flair Eckerson tackles a complex subject with clarity and insight Each of the book s 20 chapters is a stand alone essay on an analytical topic yet collectively they form a concise methodology about how to implement a successful analytics program From the Foreword by Michael Halbherr Executive Vice President Nokia We are living in a time of radical change From my vantage point as head of Nokia's Location and Commerce business I see many business and technical trends shaping our future and all depend on a new commodity data In our mapping business I see the need to evolve from a road centric tool to something that allows people to truly understand and maneuver the complexities of a modern city To accomplish this we need a lot of data and ways to correlate disparate information into what we call Smart Data Analytics is core to what we do and how we deliver value to customers today and in the future I recently spoke to the Nokia board about our data and some members questioned how we could monetize this asset Since a few members are executives in the oil industry I told them that data is the oil of the future and that you monetize this new resource the same way you monetize oil by spending time and money refining it In our case we are refining data about people locations social interactions traffic musical preferences and so on to bring maps to life The analytical leaders profiled in this book demonstrate how to refine data for business gain and innovation They play a pivotal role by bridging the worlds of business and technology When supported by the business they ve delivered remarkable solutions that have given their organizations a competitive edge I highly recommend this book to anyone who wants to monetize the most important resource of our time data It's written in language that both a CEO and a CIO can understand and carries important lessons no matter what side of the business technology aisle someone sits The Analytics Process Eduardo Rodriguez, 2017-02-17 This book is about the process of using analytics and the capabilities of analytics in today s organizations Cutting through the buzz surrounding the term analytics and the overloaded expectations about using analytics the book demystifies analytics with an in depth examination of concepts grounded in operations research and management science Analytics as a set of tools and processes is only as effective as The data with which it is working The human judgment applying the processes and understanding the output of these processes For this reason the book focuses on the analytics process What is intrinsic to analytics real organizational impact are the careful application of tools and the thoughtful application of their outcomes This work emphasizes analytics as part of a process that supports decision making within organizations It wants to debunk overblown expectations that somehow analytics outputs or analytics as applied to other concepts such as Big Data are the be all and end all of the analytics process They are instead only a step within a holistic and critical approach to management thinking that can create real value for an organization To develop this holistic approach the

book is divided into two sections that examine concepts and applications The first section makes the case for executive management taking a holistic approach to analytics It draws on rich research in operations and management science that form the context in which analytics tools are to be applied There is a strong emphasis on knowledge management concepts and techniques as well as risk management concepts and techniques The second section focuses on both the use of the analytics process and organizational issues that are required to make the analytics process relevant and impactful

Analytics Across the Enterprise Brenda Dietrich, Emily C. Plachy, Maureen F. Norton, 2014 Analytics systematically informs human judgment with data driven insight improving decision making and enabling greater innovation and creativity in support of strategy This book hows how IBM has successfully leveraged analytics across the enterprise worldwide Through 31 case studies the book shares real world perspectives on what does and doesn t work and how to start or accelerate the business transformation Coverage includes creating a smarter workforce through big data and analytics more effectively optimizing supply chain processes systematically improving financial forecasting managing financial risk increasing operational efficiency and creating business value reaching more B2B or B2C customers and deepening their engagement optimizing manufacturing and product management processes deploying your sales organization to increase revenue and effectiveness achieving new levels of excellence in services delivery and reducing risk transforming IT to enable wider use of analytics and measuring the immeasurable and filling gaps in imperfect data **Creating a Data-Driven Organization** Carl Anderson, 2015-07-23 What do you need to become a data driven organization Far more than having big data or a crack team of unicorn data scientists it requires establishing an effective deeply ingrained data culture This practical book shows you how true data drivenness involves processes that require genuine buy in across your company from analysts and management to the C Suite and the board Through interviews and examples from data scientists and analytics leaders in a variety of industries author Carl Anderson explains the analytics value chain you need to adopt when building predictive business models from data collection and analysis to the insights and leadership that drive concrete actions You ll learn what works and what doesn t and why creating a data driven culture throughout your organization is essential Start from the bottom up learn how to collect the right data the right way Hire analysts with the right skills and organize them into teams Examine statistical and visualization tools and fact based story telling methods Collect and analyze data while respecting privacy and ethics Understand how analysts and their managers can help spur a data driven culture Learn the importance of data leadership and C level positions such as chief data officer and chief analytics officer **Leading Projects with Data** Marcus Glowasz, 2022-12-01 The use of data and analytics significantly improves project performance but it requires a cultural foundation that connects and engages people enables evidence based thinking and facilitates new capabilities In an era of rapid change and an ever increasing flow of information data is a highly valued asset Organizations are transforming business areas into data driven practices to make better and faster decisions and respond accurately to fast changing market

behaviors and demands The project management domain cannot afford to be left behind Old practices will not serve the sector in the twenty first century That means project delivery functions must embrace new and innovative ways to deliver change In this book Marcus Glowasz argues the urgent need to employ data and analytics for improved project performance Leading Projects with Data is full of actionable insights to drive the behaviors and culture shifts necessary to ensure a successful transition to data informed project delivery practices A thriving practice needs people with the mindset to collaborate across boundaries learn from failure adapt to a new normal of frequent disruption and change and value knowledge Diversity transparency and critical thinking are key drivers in the new world of project management The future is International Program and Project Management — Best Practices in Selected Industries Kenneth David Strang, Narasimha Rao Vajjhala, 2025-03-06 This book examines the latest best practices in international program and project management offering invaluable insights across various industries Edited by renowned experts this book brings together a diverse range of case studies and research from leading scholars and practitioners worldwide From a detailed macro environmental analysis of contemporary project management to exploring the complexities of AI project management each chapter highlights critical strategies tools and methodologies needed to tackle today s evolving challenges in program and project management Topics such as ISO standards ISO 21502 project management body of knowledge PMBOK risk management in high complexity environments stakeholder management and agile business intelligence projects are discussed through practical case studies from industries ranging from fintech and biopharmaceuticals to public administration This book is an essential resource for project managers researchers and industry professionals seeking to enhance their understanding of global project management dynamics and apply cutting edge approaches across sectors Chapter 7 is available open access under a Creative Commons Attribution 4 0 International License via link springer com

Secrets of Analytical Leaders Wayne W. Eckerson, 2012 Business unIntelligence Barry Devlin, 2013-10 Business intelligence BI used to be so simple in theory anyway Integrate and copy data from your transactional systems into a specialized relational database apply BI reporting and query tools and add business users Job done No longer Analytics big data and an array of diverse technologies have changed everything More importantly business is insisting on ever more value ever faster from information and from IT in general An emerging biz tech ecosystem demands that business and IT work together Business unIntelligence reflects the new reality that in today s socially complex and rapidly changing world business decisions must be based on a combination of rational and intuitive thinking Integrating cues from diverse information sources and tacit knowledge decision makers create unique meaning to innovate heuristically at the speed of thought This book provides a wealth of new models that business and IT can use together to design support systems for tomorrow s successful organizations Dr Barry Devlin one of the earliest proponents of data warehousing goes back to basics to explore how the modern trinity of information process and people must be reinvented and restructured to deliver the value insight

and innovation required by modern businesses From here he develops a series of novel architectural models that provide a new foundation for holistic information use across the entire business From discovery to analysis and from decision making to action taking he defines a fully integrated closed loop business environment Covering every aspect of business analytics big data collaborative working and more this book takes over where BI ends to deliver the definitive framework for information use in the coming years As the person who defined the conceptual framework and physical architecture for data warehousing in the 1980s Barry Devlin has been an astute observer of the movement he initiated ever since Now in Business unIntelligence Devlin provides a sweeping view of the past present and future of business intelligence while delivering new conceptual and physical models for how to turn information into insights and action Reading Devlin's prose and vision of BI are comparable to reading Carl Sagan's view of the cosmos The book is truly illuminating and inspiring Wayne Eckerson President BI Leader Consulting Author Secrets of Analytical Leaders Insights from Information Insiders .2001 Analytics at Work Thomas Davenport, Jeanne Harris, 2010-02-12 Most companies have massive amounts of data at their disposal yet fail to utilize it in any meaningful way But a powerful new business tool analytics is enabling many firms to aggressively leverage their data in key business decisions and processes with impressive results In their previous book Competing on Analytics Thomas Davenport and Jeanne Harris showed how pioneering firms were building their entire strategies around their analytical capabilities Rather than going with the gut when pricing products maintaining inventory or hiring talent managers in these firms use data analysis and systematic reasoning to make decisions that improve efficiency risk management and profits Now in Analytics at Work Davenport Harris and coauthor Robert Morison reveal how any manager can effectively deploy analytics in day to day operations one business decision at a time They show how many types of analytical tools from statistical analysis to qualitative measures like systematic behavior coding can improve decisions about everything from what new product offering might interest customers to whether marketing dollars are being most effectively deployed Based on all new research and illustrated with examples from companies including Humana Best Buy Progressive Insurance and Hotels com this implementation focused guide outlines the five step DELTA model for deploying and succeeding with analytical initiatives You ll learn how to Use data more effectively and glean valuable analytical insights Manage and coordinate data people and technology at an enterprise level Understand and support what analytical leaders do Evaluate and choose realistic targets for analytical activity Recruit hire and manage analysts Combining the science of quantitative analysis with the art of sound reasoning Analytics at Work provides a road map and tools for unleashing the potential buried in your company s data

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