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Onyeka Godfrey



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Artificial Intelligence Tools Book Manish Soni, 2024-11-13 Welcome to the exciting and rapidly evolving world of artificial intelligence AI This book Artificial Intelligence Tools Unlocking the Power of Intelligent Systems is designed to be your comprehensive guide to understanding implementing and leveraging the cutting edge tools that drive the advancements in AI Whether you are a seasoned professional in the field or a curious newcomer this book aims to provide you with valuable insights and practical knowledge to navigate the multifaceted landscape of AI tools From machine learning algorithms to neural networks readers will gain insights into the core concepts that form the backbone of intelligent systems We aim to make complex ideas accessible ensuring that readers regardless of their technical background can grasp the essentials of AI Furthermore we recognize the ethical implications and societal considerations surrounding AI In a dedicated section we address the responsible use of AI tools discussing issues such as bias in algorithms transparency and accountability It is crucial for individuals working with AI to understand the ethical dimensions of their work and strive towards the development of AI systems that align with human values and promote inclusivity In addition to the technical aspects this book emphasizes the importance of continuous learning and adaptation in the rapidly evolving field of AI The final sections explore emerging trends such as reinforcement learning autonomous systems and AI driven creativity offering readers a glimpse into the future of artificial intelligence

Key Features

- 1 **Extensive Theoretical Content** The book covers the full spectrum of topics from fundamental concepts to advanced techniques Each chapter is designed to build on the previous one ensuring a logical progression and deep comprehension of the subject matter
- 2 **Online Test Papers** To reinforce your learning we provide a series of online test papers that mimic real world scenarios and challenges These tests are designed to evaluate your understanding and help you identify areas that need further study
- 3 **Video Tutorials** Understanding concepts can sometimes be challenging through text alone Our book includes links to a series of video tutorials that provide visual and auditory explanations of complex topics These videos are created by experts and are intended to complement the written material offering a more immersive learning experience
- 4 **Practical Applications** Each chapter includes real world examples and case studies that illustrate how application is applied across different industries
- 5 **Self Assessment Tools** At the end of each chapter self assessment questions and exercises allow you to test your understanding and track your progress These tools are invaluable in helping you gauge your readiness and build confidence as you move forward

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Generative Künstliche Intelligenz in Marketing und

Sales Thomas Bolz, Gabriele Schuster, 2025-01-02 Dieses Buch beleuchtet die neuesten Entwicklungen in der Generativen KI und zeigt auf wie Marketing und Vertrieb sie für sich nutzen können KI verändert nicht nur einzelne Werkzeuge und Arbeitsweisen sondern leitet einen grundlegenden Paradigmenwechsel in beiden Bereichen ein Die Autorinnen bieten in ihren Beiträgen einen fundierten und umfassenden Einblick in aktuelle Anwendungsbereiche und Forschungsansätze zu Generativer KI im Marketing und Vertrieb Thematisiert werden zahlreiche erfolgskritische Handlungsfelder und datenschutzrechtliche Herausforderungen Social Media und Content Marketing mit KI Chatbots in der Employee Journey hyperpersonalisierte B2C Kommunikation KI generierte Produkt und SEO Texte bis hin zu Generativer KI in der Marketingforschung und die Rolle von KI in Startups Das Werk richtet sich sowohl an Praktikerinnen und Entscheidungsträgerinnen als auch an Forschende sowie Studierende und trägt dazu bei das Verständnis für dieses dynamische und vielversprechende Feld zu vertiefen Mit Beiträgen von Prof Dr Petra Beenken Luise Sophie Bleckmann Prof Dr Benny Björn Briesemeister Prof Dr Marc Ebel Susanne Fittkau Caroline Grauel Prof Dr Maik Günther Doris Hanway Prof Dr Claudia Heiko Holz Isabel Hermann Prof Dr rer pol Kurt Jeschke Prof Dr Tobias Kesting Prof Dr Sonja Klose Prof Dr Ralf Kneuper Prof Dr Ralf T Kreutzer Prof Dr Nicolai Krüger Prof Dr Sibylle Kunz Prof Dr Visieu Lac Christina Lagodka Prof Dr Alexander Lawall Prof Dr Damian Leschik Prof Dr Vera Lenz Keskamp Prof Dr Nikolaj Lunze Prof Dr Jan Paul Lütke Elisabeth L Orange Sebastian Mertens Manuel Muth Prof Dr Gerd Nufer Prof Dr Miriam O'Shea Ban Pahlawan Florian Perst Marc Peter Prof Dr Jan Pieper Lavinia Celina Rahmawati Prof Dr Katharina Maria Rehfeld Marie Salkowski Prof Dr Philipp Schmid Annkristin Schräus Freddy Sikouonmeu Neal Wessling Prof Dr Klaus Wildhirt Prof Dr Atilla Wohllebe Cansu Rosa Yildirim Prof Dr Tanja Marlen Zweigle

Artificial Intelligence in Sales Manuel Beck, 2025-06-23 This book provides a practical

introduction to the application and implementation of Artificial Intelligence AI in sales organizations The author demonstrates how companies can generate a significant competitive advantage through the targeted use of AI in sales Step by step he explains the innovative possibilities offered by various types and methods of AI throughout the entire sales cycle and how they can be applied at key customer touchpoints from lead generation and qualification to outreach and conversation support as well as presentation proposal creation negotiation customer care and onboarding Both classical and generative AI tools are examined numerous use cases are presented and specific prompting suggestions for AI supported work with ChatGPT and other generative language models are provided A comprehensive selection of real providers of the presented AI solutions for each phase of the sales cycle offers direct points of reference for practical implementation in your company A compact and immediately applicable guide for modern forward looking sales

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sales profession offering candid guidance that both newcomers and experienced professionals need to excel in this lucrative yet demanding field This practical resource transforms complex sales challenges into clear actionable strategies for success

How to Sell Anything Online Anaita Sarkar, 2024-08-12 Are you ready to supercharge your sales When it comes to growing a business it's no longer about what you sell but how you sell it Whether you're just starting out upgrading your side hustle or wanting to grow your existing business your success depends on your sales How to Sell Anything Online reveals the most successful marketing strategies from some of the best online businesses around the world From content marketing and ads for Facebook TikTok Google and Instagram to influencer marketing website optimisation and SEO this book will be your go to business sidekick Anaita Sarkar cofounder and CEO of Hero Packaging and founder of marketing company Sell Anything Online shares a comprehensive toolkit of online actions and tips that you can put in motion immediately With the help of case studies from experts across the industry you'll learn how to Reinforce the foundational pillars that every small business needs for success Create brand awareness and seamlessly convert your audience into loyal customers using a simple proven marketing funnel Maximise how different social media platforms are used to propel your business forward Discover the magic bucket strategies for treating your customers like VIPs building a community and developing brand ambassadors Whether you're mastering content creation optimising email campaigns or exploring influencer collaborations this guide has you covered With How to Sell Anything Online you'll discover the secret sauce for consistent profitable sales growth

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