

Thomas H. Davenport • Jeanne G. Harris

Competing on Analytics

The New Science
of Winning



Harvard Business School Press

Competing On Analytics The New Science Of Winning
1st First Edition By Thomas H Davenport Jeanne G
Harris Published By Harvard Business School Press
2007

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**Competing On Analytics The New Science Of Winning 1st First Edition By Thomas H Davenport Jeanne G Harris
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Competing on Analytics: Updated, with a New Introduction Thomas Davenport, Jeanne Harris, 2017-08-29 The New Edition of a Business Classic This landmark work the first to introduce business leaders to analytics reveals how analytics are rewriting the rules of competition Updated with fresh content Competing on Analytics provides the road map for becoming an analytical competitor showing readers how to create new strategies for their organizations based on sophisticated analytics Introducing a five stage model of analytical competition Davenport and Harris describe the typical behaviors capabilities and challenges of each stage They explain how to assess your company s capabilities and guide it toward the highest level of competition With equal emphasis on two key resources human and technological this book reveals how even the most highly analytical companies can up their game With an emphasis on predictive prescriptive and autonomous analytics for marketing supply chain finance M A operations R D and HR the book contains numerous new examples from different industries and business functions such as Disney s vacation experience Google s HR UPS s logistics the Chicago Cubs training methods and Firewire Surfboards customization Additional new topics and research include Data scientists and what they do Big data and the changes it has wrought Hadoop and other open source software for managing and analyzing data Data products new products and services based on data and analytics Machine learning and other AI technologies The Internet of Things and its implications New computing architectures including cloud computing Embedding analytics within operational systems Visual analytics The business classic that turned a generation of leaders into analytical competitors Competing on Analytics is the definitive guide for transforming your company s fortunes in the age of analytics and big data

Competing on Analytics Thomas H. Davenport, Jeanne G. Harris, 2007 In Competing on Analytics The New Science of Winning Thomas H Davenport and Jeanne G Harris argue that the frontier for using data has shifted dramatically Leading companies are doing more than just collecting and storing information in large quantities They re now building their competitive strategies around data driven insights that are in turn generating impressive business results Their secret weapon Analytics sophisticated quantitative and statistical analysis and predictive modeling supported by data savvy senior leaders and powerful information technology Jacket Competing on Analytics ,2010 **Analytics and Big Data: The Davenport Collection (6 Items)** Thomas H. Davenport, Jeanne G. Harris, 2014-08-12 The Analytics and Big Data collection offers a greatest hits digital compilation of ideas from world renowned thought leader Thomas Davenport who helped popularize the terms analytics and big data in the workplace An agile and prolific thinker Davenport has written or coauthored more than a dozen bestselling books Several of these titles are offered together for the first time in this curated digital bundle including Big Data at Work Competing on Analytics Analytics at Work and Keeping Up with the Quants The collection also includes Davenport s popular Harvard Business Review articles Data Scientist The Sexiest Job of the 21st

Century 2012 and Analytics 3.0 2013 Combined these works cover all the bases on analytics and big data what each term means the ramifications of each from a technical consumer and management perspective and where each can have the biggest impact on your business Whether you're an executive a manager or a student wanting to learn more Analytics and Big Data is the most comprehensive collection you'll find on the ever growing phenomenon of digital data and analysis and how you can make this rising business trend work for you Named one of the ten Masters of the New Economy by CIO magazine Thomas Davenport has helped hundreds of companies revitalize their management practices He combines his interests in research teaching and business management as the President's Distinguished Professor of Information Technology Management at Babson College Davenport has also taught at Harvard Business School the University of Chicago Dartmouth's Tuck School of Business and the University of Texas at Austin and has directed research centers at Accenture McKinsey Company Ernst Young and CSC He is also an independent Senior Advisor to Deloitte Analytics

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

Competing on Analytics Thomas H. Davenport, 2007

Summary: Competing on Analytics - Thomas Davenport and Jeanne Harris BusinessNews Publishing, 2013-02-15 This work offers a summary of the book *COMPETING ON ANALYTICS The New Science of Winning* by Thomas Davenport and Jeanne Harris Thomas Davenport is professor of information technology and management at Babson College He specializes in analytics knowledge management

process management and business innovation Jeanne Harris is director of research at Accenture's Institute for High Performance Business She also leads Accenture's business intelligence analytics performance management knowledge management and data warehousing consulting practices At one time business leaders prided themselves on gaining a competitive advantage by making good decisions on the strength of their gut instincts Then at a later stage competitive advantage for a business was earned by having a better product or a more efficient supply chain than everyone else in your industry Those days are gone Today competitive advantage accrues to those organizations which out think their rivals by using analytics sophisticated analysis of data to model and accurately forecast what customers will want in the future based on everything that is known about them at the present time Competing on Analytics reveals how to generate impressive business results by using a powerful weapon Analytics A must read for businesspeople in small and large companies **Big**

Data at Work Thomas Davenport, 2014-02-04 Go ahead be skeptical about big data The author was at first When the term big data first came on the scene bestselling author Tom Davenport Competing on Analytics Analytics at Work thought it was just another example of technology hype But his research in the years that followed changed his mind Now in clear conversational language Davenport explains what big data means and why everyone in business needs to know about it Big Data at Work covers all the bases what big data means from a technical consumer and management perspective what its opportunities and costs are where it can have real business impact and which aspects of this hot topic have been oversold This book will help you understand Why big data is important to you and your organization What technology you need to manage it How big data could change your job your company and your industry How to hire rent or develop the kinds of people who make big data work The key success factors in implementing any big data project How big data is leading to a new approach to managing analytics With dozens of company examples including UPS GE Amazon United Healthcare Citigroup and many others this book will help you seize all opportunities from improving decisions products and services to strengthening customer relationships It will show you how to put big data to work in your own organization so that you too can harness the power of this ever evolving new resource **The Complete Guide to Business Analytics (Collection)**

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Davenport, Jeanne G. Harris, 2012-11-13 En un mundo donde las bases tradicionales de la ventaja competitiva se han evaporado en gran medida cómo destacar la actuación de su empresa de la del resto Utilice la inteligencia analítica para tomar mejores decisiones y sacar el máximo valor de sus procesos empresariales En Competing on Analytics Inteligencia competitiva para ganar Thomas H Davenport y Jeanne G Harris sostienen que la frontera hasta donde se utilizan los datos ha cambiado de forma espectacular Las compañías líderes están haciendo algo más que simplemente recoger y almacenar información en grandes cantidades Están construyendo sus estrategias competitivas alrededor de nuevos conocimientos basados en datos que a su vez están generando unos resultados de negocio impresionantes Su arma secreta La inteligencia analítica análisis cuantitativos y cualitativos sofisticados y modelos de predicción respaldados por expertos en el manejo de los datos y una potente tecnología de la información Por qué la competitividad basada en la inteligencia analítica En una poca en que las empresas de muchos sectores de actividad ofrecen productos similares y emplean tecnologías parecidas los procesos de gestión de negocio distintivos se cuentan entre los últimos aspectos diferenciales que aún siguen vigentes Muchas bases previas de competitividad como la ventaja geográfica o una normativa protectora han sido erosionados por la globalización Las tecnologías propias y exclusivas se copian con rapidez y las innovaciones importantes en productos o servicios son cada vez más difíciles de lograr

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