

Management Information Systems 37C00100 – Spring 2019– April 2

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Topics in today's lecture

- Data, text and web mining, including
 - Research profiling and visualization
 - Opinion mining and Sentiment analysis
- Course wrap-up, including
 - Digital maturity research revisited
 - Question types and examples in the exam
 - Online Kahoot quiz (multiple-option questions similar to exam)



Learning objectives

After this lecture, you should

- know how do data / text / web mining differ from each other
- know the basics of text mining and visualization
 - Special case of research profiling
 - examples and pointers what tools to use in various situations
- know what is sentiment analysis and opinion mining
- know where can you study more the MIS course topics
- know the question types in the exam



Data, Text, and Web Mining

See an early text mining/big data example related to mobile phone brand discussion in Twitter at

http://www.youtube.com/watch?v=PSg7hZ0shLs



Or a newer Watson Explorer content miner example on car complaints data

https://youtu.be/UEkBKHvagcY





Data, Text, and Web Mining

- Data mining is a process that uses statistical, mathematical, artificial intelligence, and machine-learning techniques to extract and identify useful information from large databases.
- Text from documents, e-communications, and e-commerce activities can also be mined.
 - "Text mining or text analytics are broad umbrella terms describing a range of technologies for analyzing and processing semi-structured and unstructured text data." (Delen et al. 2012, p. 30)
- **Web mining**, or *Web-content mining*, is used to understand customer behavior, evaluate a Web site's effectiveness, and/or quantify the success of a marketing campaign.



Examples of data mining applications for identifying business opportunities

- Retailing and sales. Predicting sales, determining correct inventory levels and distribution schedules among outlets, and loss prevention.
- **Banking.** Forecasting levels of bad loans and fraudulent credit card use and which kinds of customers will best respond to new loan offers.
- Manufacturing and production. Predicting machinery failures; finding key factors that control optimization of manufacturing capacity.
- Healthcare. Developing better insights on symptoms and their causes and how to provide proper treatments.
- Broadcasting. Predicting which programs are best to air during prime time and how to maximize returns by interjecting advertisements.
- Marketing. Classifying customer demographics that can be used to predict which customers will respond to a mailing or Internet banners or buy a particular product as well as to predict other consumer behavior.



Text-Mining

- Textual data comprises up to 80% of all information collected important to utilize it too!
- Text-mining helps organizations find the "hidden" content of documents, e.g. useful relationships/patterns, sentiments/opinions etc.
- Content that is mined include unstructured data from documents, text from emails and log data from Internet, among others.
- May be major source of competitive advantage (see e.g. Technology intelligence article at

https://www.thevantagepoint.com/resources/articles/CI May-Jun 05 Brenner.pdf

Extra links: Text Analytics. Bridging the gap between quantitative and qualitative information http://www.informs.org/ORMS-Today/Public-Articles/June-Volume-39-Number-3/Text-analytics
Text Analytics: Your Customers are Talking About You

http://www.cio.com/article/335715/Text_Analytics_Your_Customers_are_Talking_About_You
'Chief Listeners' Use Technology to Track, Sort Company Mentions
http://adage.com/digital/article?article_id=145618

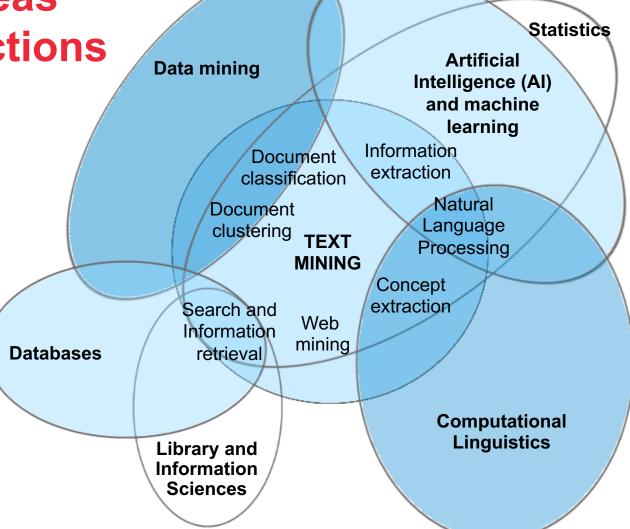


Intersection of Text Mining and six related fields (bolded text). Seven technologies

or practice areas at the intersections

"The unifying theme behind each of these 7 technologies is the need to "turn text into numbers" so that powerful analytical algorithms can be applied to large document databases."

(Delen et al. 2012, p. 29)

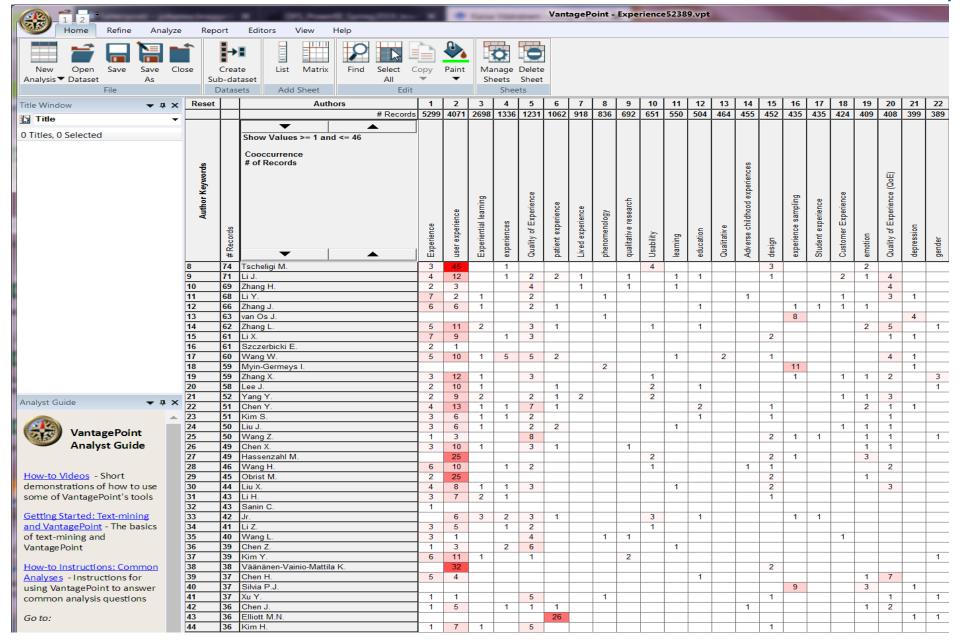


Aalto University
School of Business

Delen et al. 2012 Practical text mining and statistical analysis for non-structured text data applications, Academic Press, Elsevier, p.31

Example from turning text into numbers: matrix of Authors & keywords,

data downloaded from Scopus in CSV format (tool used: VantagePoint by SearchTechnology)



Example of

Natural Language Processing (NLP)

Words from article titles are parsed both as single words and multi-word phrases along with frequencies their frequencies

(Scopus data, tool: VantagePoint)

# Instances	Title (NLP) (Phrases)	Multi Word Phrases
2883	experience	
1068	effects	
1052	role	
937	impact	
725	Learning	
714	user experience	~
687	effect	
658	Development	
605	study	
600	qualitative study	✓
604	quality	
585	influence	
542	patients	
530	case study	~
477	children	
464	use	
442	relationship	
411	Case	
372	experiential learning	V
358	Analysis	
357	research	
325	life	
308	Implications	
297	Evidence	
287	living	
283	perceptions	
277	students	
278	women practice	
273	practice	
257	adverse childhood experiences	~
262	time	
237	application	
236	review	
224	challenges	
221	education	
224	care	
215	factors	
214	Knowledge	
210	systematic review	~
208	attitudes	
206	teaching	
202	China	
192	depression	
188	Assessment	
187	experiential avoidance	



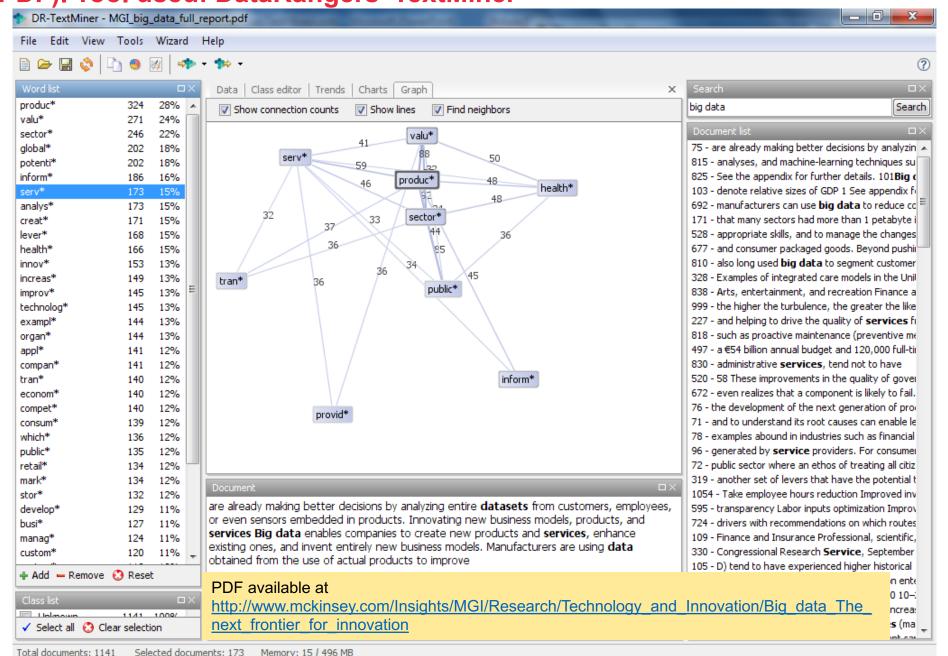
The manager's agenda

• "It goes without saying that the most immediate agenda with respect to Big Data is operational. People responsible for market research, process engineering, pricing, risk, logistics, and other complex functions need to master an entirely new set of **statistical techniques**. ..

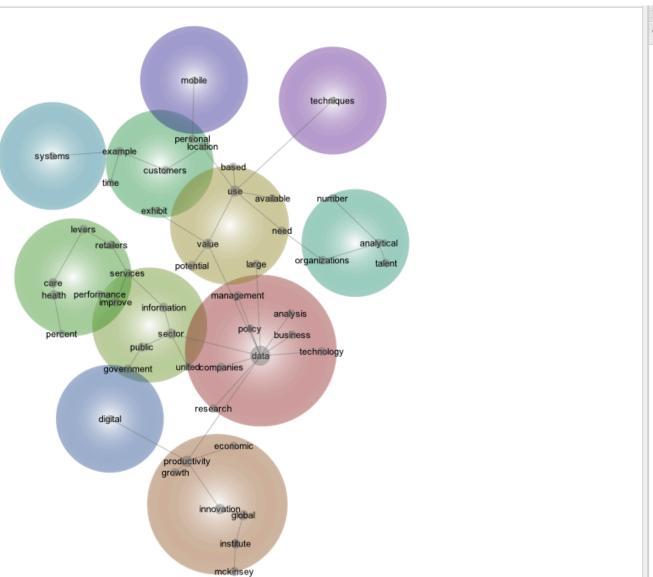
Non-specialist managers need to understand enough about the possibilities and pitfalls of Big Data to translate its output into practical business benefits.

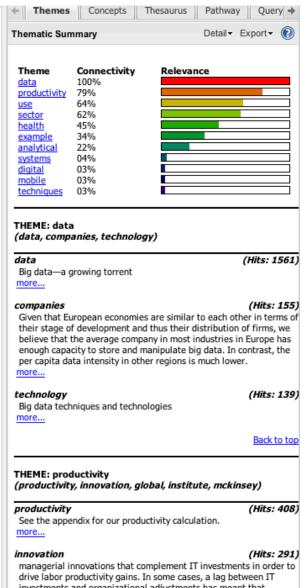
Data visualization is emerging as critical **interface** between the specialist and the non-specialist."

Text mining example 1 (mining McKinsey Global Institute's Big Data report PDF). Tool used: DataRangers' TextMiner

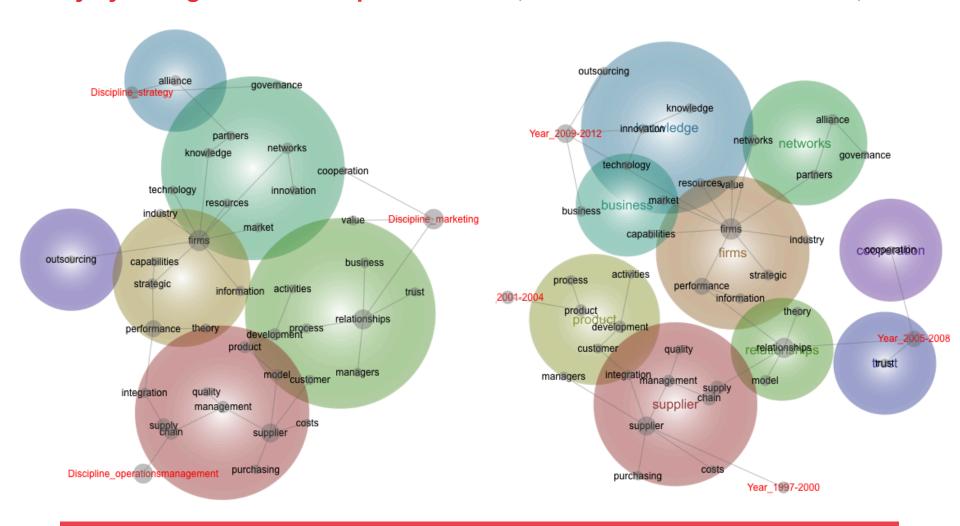


Text mining example 2: mining McKinsey Global Institute's Big Data report PDF (tool used: Leximancer by Leximancer.com)



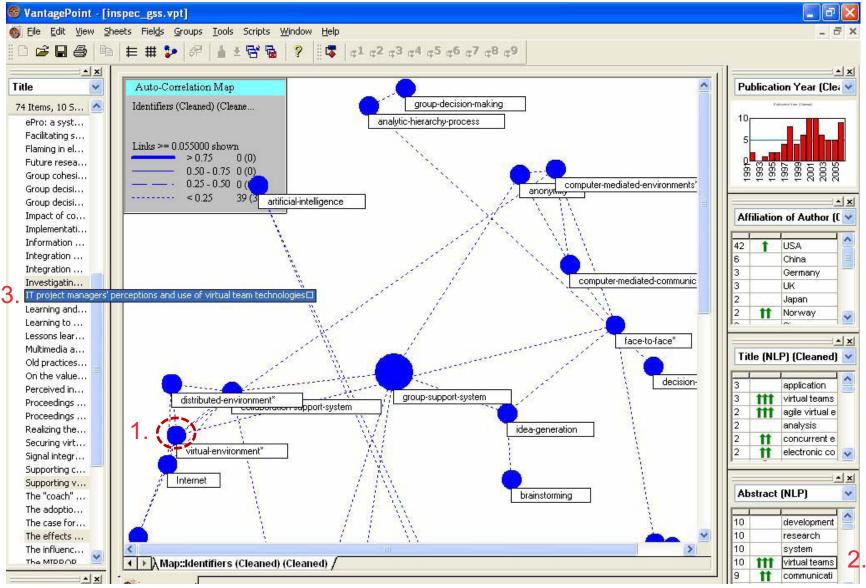


Text mining example 3: Secondary fields (here discipline, or temporal period) in the data (in excel format) can be used as "tags"/additional descriptors. In surveys you might use the respondent class, in interviews the interviewee, etc.



The data is from 601 abstracts of external resource management research in three disciplines from 1997-2012 © Tanskanen, K., Ahola, T., Aminoff, A., Bragge, J., Kaipia, R. and Kauppi, K. (2017), "Towards evidence-based management of external resources: Developing design propositions and future research avenues through research synthesis", *Research Policy*, 46(6), 1087-1105, available http://dx.doi.org/10.1016/j.respol.2017.04.002

Text mining example 4: Mining structured scientific data on GSS research (tool used: VantagePoint by SearchTechnology Inc.)



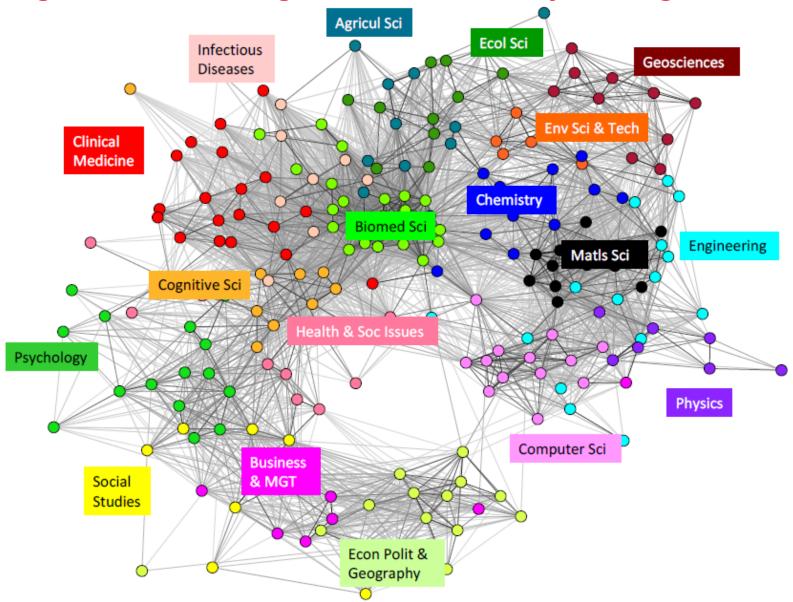
Source: Bragge et al. (2007), "Enriching Literature Reviews with Computer-Assisted Research Mining. Case: Profiling Group Support Systems Research", PDF available at

https://www.computer.org/csdl/proceedings/hicss/2007/2755/00/27550243a.pdf

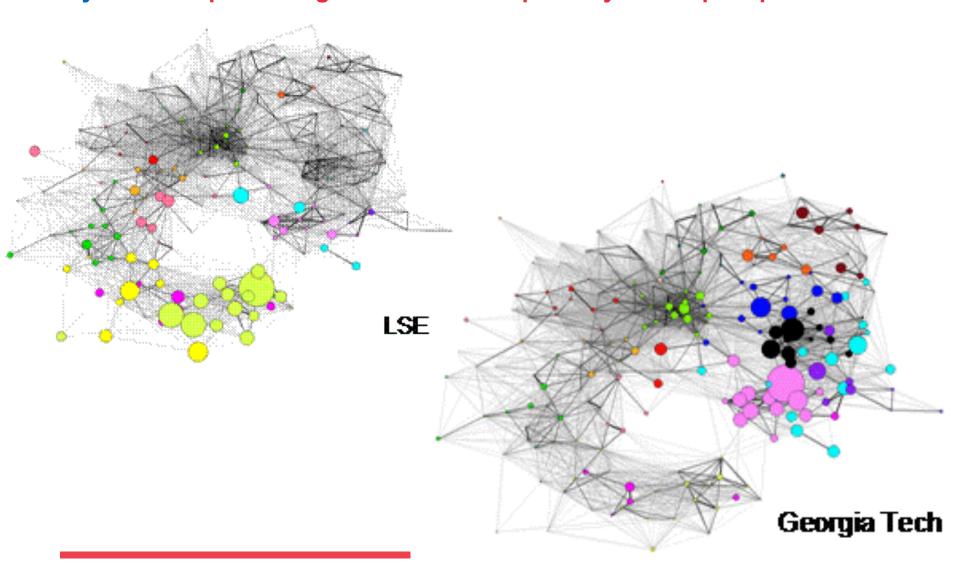
The data in bibliometric/scientometric studies is *structured* (fielded) text data from literature databases (or patent databases)

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PT J
                                                                                           PT=Publication type
AU Park, EM
                                                                                           AU=Authors
   Seo, JH
   Ko, MH
                                                                                           AF=Authors with full names
AF Park, Eun-Mi
   Seo, Joung-Hae
                                                                                           TI=Title of the article
   Ko, Mi-Hyun
TI The effects of leadership by types of soccer instruction on big data
                                                                                           AB=Abstract
   analysis
SO CLUSTER COMPUTING-THE JOURNAL OF NETWORKS SOFTWARE TOOLS AND
                                                                                           CR=Cited references.
   APPLICATIONS
LA English
                                                                                           Etc.
DT Article
DE Big data; Crawling; Textmining; Leadership; Korea nation football team
ID ATHLETICS; BEHAVIOR; SPORTS
AB The purpose of the present study is to figure out football coaches' leadership styles. So far, numerous of coaches have coached South Korea's
national team. Compared to other countries, the Korea Republic national team has changed coaches relatively often. In particular, owing to the
result-centric Korean culture, if the national team had deplorable results in a specific match, the head coach would be fired right away. Of
course, there were some successful and popular coaches. However, many other coaches ended up in a failure in the Korean national team. Therefore,
there must be a difference in leadership styles between the successful and unsuccessful coaches. In this context, it would be critical to find
out the traits of the successful coaches' leadership. Using text-mining techniques, the present study aims to establish different leadership type
of football coaches. To this end, we analyzed the South Korean national football team coaches' leadership styles using text-mining techniques
applied to the analysis of NAVER news. Our results suggest that successful leaders have important leadership elements, such as communication,
trust, and belief.
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CR Bass B.M., 1985, BASS STOGDILLSHDB LE
   Bass M., 1995, MULTIFACTOR LEADERSH
   Burns J. M., 1978, LEADERSHIP
   Byung E.Y., 2014, J SPORT LEIS STUD, V56, P133
   CHELLADURAI P, 1984, J SPORT PSYCHOL, V6, P27
   Chelladurai P., 1982, TASK CHARACTERISTICS
  CHELLADURAI P, 1983, J SPORT PSYCHOL, V5, P371
   Cho B.N., 2006, BUS EC REV, V37, P1229
   Cho B.S., 2010, J COACH DEV, V12, P83
   Cho W.J., 2006, KOREA J SPORTS SCI, V15, P317
   Choi B.A., 2007, J COACH DEV, V9, P381
   CONGER JA, 1987, ACAD MANAGE REV, V12, P637, DOI 10.2307/258069
   DANIELSON RR, 1975, RES QUART, V46, P323
   Doherty AJ, 1996, J SPORT MANAGE, V10, P292
   Erle F.J., 1981, THESIS
   Fiedler Fred Edward, 1967, THEORY LEADERSHIP EF
   House P.J., 1971, ADM SCI Q, V16, P321
   Jin SC, 2015, CLUSTER COMPUT, V18, P999, DOI 10.1007/s10586-015-0452-x
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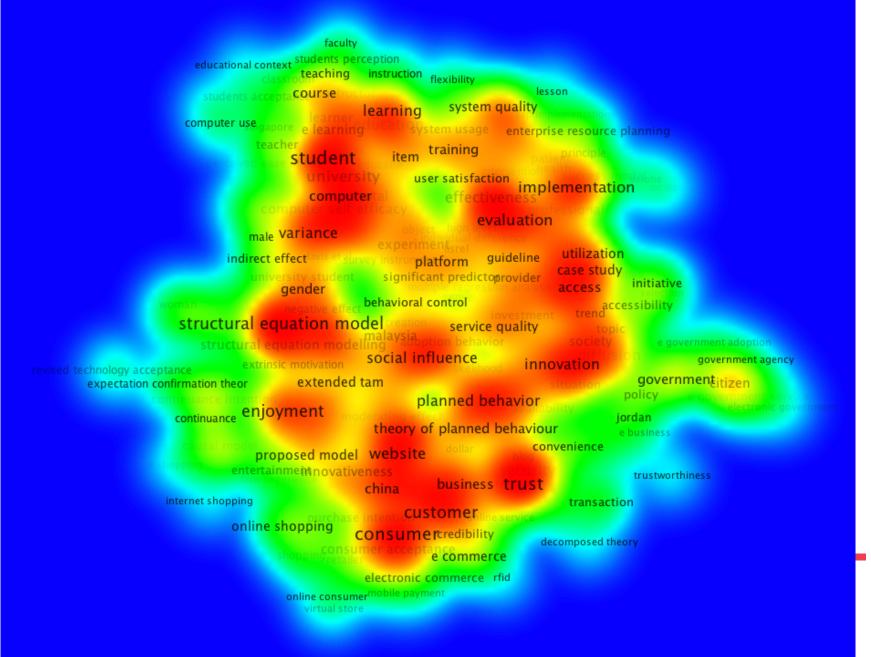
Text mining example 5: Global science map from 2007 based on citing similarities among Web of Science subject categories



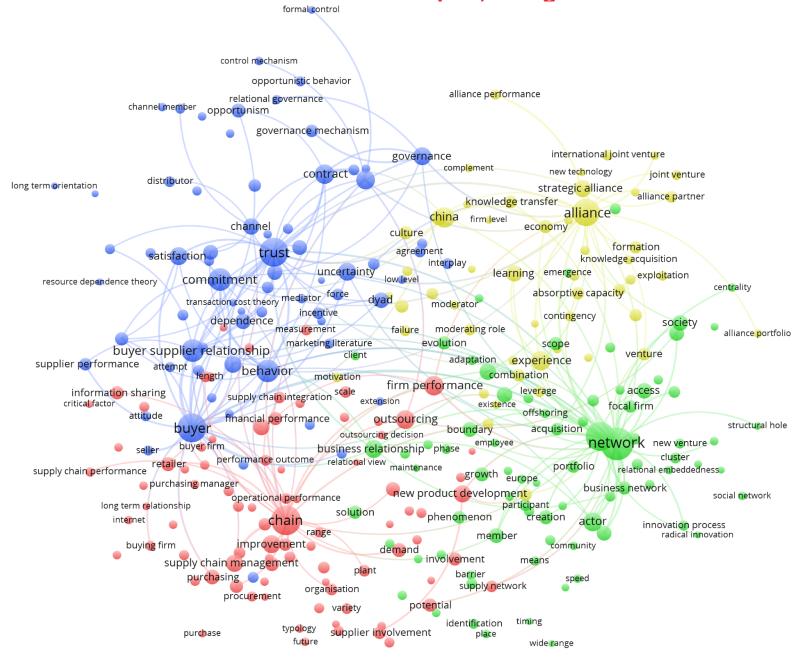
Source: Rafols et al. 2010, "Science overlay maps: a new tool for research policy and library management", JASIST, http://www.leydesdorff.net/overlaytoolkit/overlaytoolkit.pdf Text mining example 5b: Research published by LSE and Georgia Tech scholars overlayed on the previous global science map – easy to compare profiles



Source: Rafols et al. 2010, "Science overlay maps: a new tool for research policy and library management", JASIST, http://www.leydesdorff.net/overlaytoolkit/overlaytoolkit.pdf TM example 6a: Research heatmap on "Technology Acceptance Model" literature (>2200 articles' abstracts & titles from Scopus, using free VOSviewer.com tool)



TM example 6b: Cluster / network map on "External Resource Management" (1290 articles' abstracts & titles from Scopus, using free VOSviewer.com tool)



Text mining example 7a: Simple word cloud (IS / IT topics from 2017 MIS course, tool used: free Wordle.net)





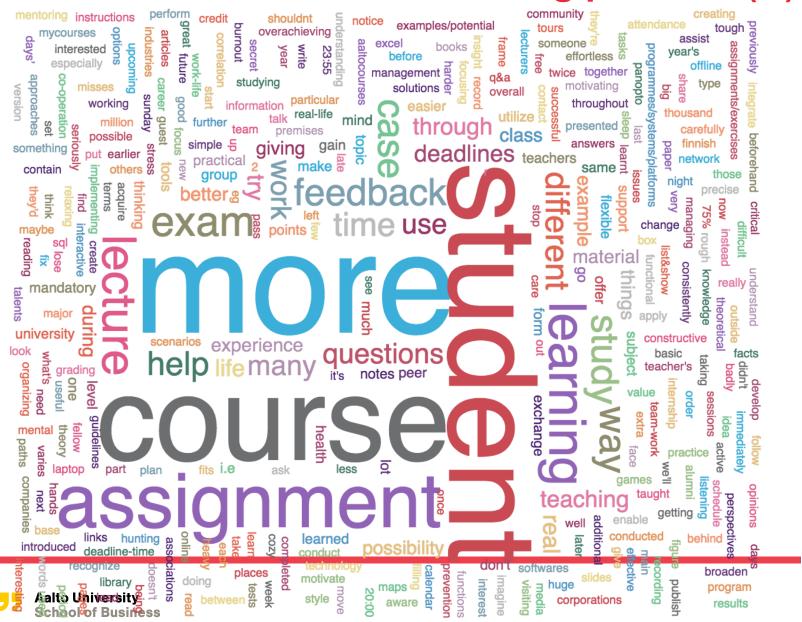
Note that multi-word phrases are separated (such as "cloud computing", "big data") > the data would need preprocessing or a more sophisticated text-mining tool to handle these "n-grams"

7b: IS/IT topics in students mind 2017 - word cloud



Created with http://wordle.net/create

7e: Your Stormboard brainstorming platform (C)



Dynamic Feedback System / Reflections: answers filtered clicking 'assignment' on the word cloud - in this case a simple word cloud is useful!

Courses

Students' reflection on course topics

Select your course

Management Information Systems

Course topics





The near future

A good practical way of learning what to do. Assignment was pretty simple but I learned a lot

A very good assignment. I was able to chose a topic that I wanted to learn. Codeacademy is a great platform. Presenting this tool to students was very useful.

A very simple but useful glimpse of programming, fun assignment!

Compared to the instructions the assignment topic was a bit confusing. They did not really apply to the case imparticilar.

Course structure and themes were presented and rationalized very well. The presentation supported assignment 1.



Text mining is nowadays integrated to web survey products for analyzing open-ended questions



http://atyoursurveys.blogspot.com/2009/12/w

http://w3.webropol.com/our-product/analyse-

ebropol-brings-text-mining-to-its.html

WEB POL

THE OFFICIAL WEBROPOL BLOG



AT YOUR SURVEYS

Monday, 7 December 2009

Webropol brings Text Mining to its online survey software

WFB POL



We have some exciting news for you! As first in the world, Webropol brings Text Mining capabilities to online survey software. Working as part of the Webropol toolset, the Text Mining solution allows for analysis, classification and grouping of textual answers based on occurring themes, keywords and respondent background data. Thanks to this toolset organisations

can now process and analyse unstructured survey data more quickly, thoroughly, and objectively than ever before.

"It is unfortunate how often one runs into situations where managers would like to ask customers for free feedback, but will not do so in the fear of having to read sheet after sheet of answers. The Text Mining solution opens up completely new ways to use unstructured data for business intelligence purposes when hours worth of manual work is done in minutes.", says UK Country Manager Mukesh Bassi from Webropol.

By comparing textual answers based on other responses and on background data managers get an insight into how feedback, suggestions, and ideas vary depending on e.g. employee satisfaction or customer life cycle. This will also help organisations set up and fine-tune their numeric customer and employee metrics to measure the things that are the most relevant.

"The Text Mining solution suits excellently both short surveys, and more complex research, especially when you are asking respondents for their ideas, feedback, or advice. It is virtually impossible to collect all ideas unless you gather answers in free form", Mukesh points out.

The Text Mining solution works as part of the Webropol survey software, but data can be brought for analysis from external sources as well.

Welcome to At Your Surveys!



THE OFFICIAL WEBROPOL BLOG

Webropol is an online solution for conducting surveys, gathering data, managing feedback, and reporting data.

Last year 30 000 users in 2000 organisations conducted surveys and gathered information in 17 languages exceeding 5 million responses.

Visit our website!





and-visualise/

Open source/free software for text mining

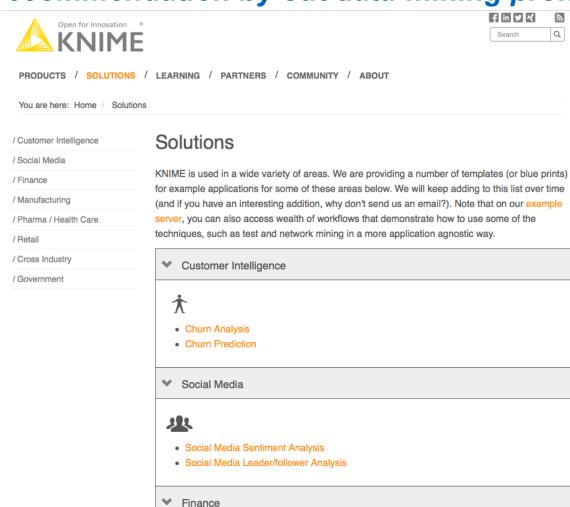


- RapidMiner, https://rapidminer.com/solutions/text-mining/
 - Tutorial on using it, e.g.:
 http://auburnbigdata.blogspot.fi/2013/03/text-processing-tutorial-with-rapidminer.html
 - Google for other tutorials (including youtube videos)
- A list of other options <u>http://www.kdnuggets.com/software/text.html#free</u>



KNIME Analytics platform is another option (open source)

However, if you have skills in coding, use Python or R (recommendation by out data-mining prof. Pekka Malo)



Credit Scoring

Web mining

- Web mining is the application of data mining techniques to discover actionable and meaningful patterns, profiles, and trends from Web resources.
- Web mining is used to understand customer behavior, evaluate a Web site's effectiveness, and quantify the success of a marketing campaign.
 - Research example: Bragge, J., Kallio, H. and Sunikka, A. (2012), "An Exploratory Study on Customer Responses to Personalized Banner Messages in the Online Banking Context", *Journal of Information Technology Theory and Application*, 13(3).
 - Experiment on a Finnish online bank, 3 different bank services were promoted with personalized marketing messages on the online bank (after authentication to the service), see next slide
 - Predictive analytics was used for selecting experiment customers for group 2
 - Click-stream analysis was used to study the results (comparisons were made to default banners, and to direct mail marketing campaigns).



Research example of web mining, continued

Table 1: Three Online Study Groups				
	Group 1. Net bank statement (NBS)	Group 2: Loan	Group 3: X-card	
Promotional message	Message 1 (M1): Problems with archiving? Switch your bank account statement to the net.	M2: Have you considered that credit loans from banks are less expensive?	M3: Your X-card is about to expire. You can switch easily to Y-card on the net.	
Number of customers	281	300	293	
Criterion for customer selection	Customers had no electronic bank account statement service.	Customers only had mortgage loans from the bank.	The bank card that the customers were using was about to be withdrawn from the market.	
Picture used in the personalized banner		In It is the same of the s	VISA	

Source: Bragge, Sunikka and Kallio (2012), JITTA

Sentiment analysis



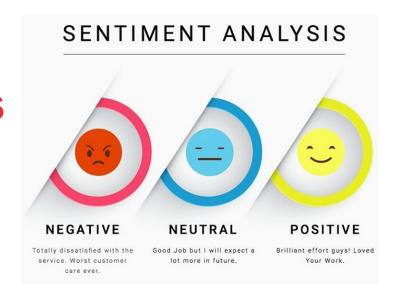
 "Sentiment analysis is a type of text research aka mining. It applies a mix of statistics, natural language processing (NLP), and machine learning to identify and extract subjective information from text files, e.g., a reviewer's feelings, thoughts, judgments, or assessments about a particular topic, event, or a company and its activities as mentioned above.

This analysis type is also known as *opinion mining* (with a focus on extraction) or *affective rating*. Some use the term *sentiment classification* and *extraction* as well. Regardless of the name, the goal of sentiment analysis is the same: to know a user or audience opinion on a target object by analyzing a vast amount of text from various sources."



Source: "Sentiment analysis: types, tools and use cases", https://www.altexsoft.com/blog/business/sentiment-analysis-types-tools-and-use-cases, 21.8.2018, 11-minute read

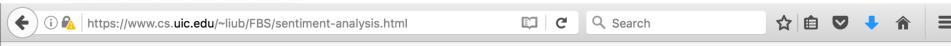
Use cases of sentiment analysis



- Brand monitoring
- Competitive research
- Flame detection and customer service prioritization
- Product analysis
- Market research and insights into industry trends
- Workforce analytics / employee engagement monitoring



Opinion mining and sentiment analysis, book and other resources by Distinguished Computer Science Prof. Bing Liu



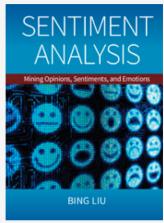
Opinion Mining, Sentiment Analysis, and Opinion Spam Detection

Feature-Based Opinion Mining and Summarization (or Aspect-Based Sentiment Analysis and Summarization)

Detecting Fake Reviews

(Media coverage: The New York Times, The Economist, BusinessWeek and more ...)

Opinion Lexicon ----- Datasets ----- Talks ----- Publications





New Book: Sentiment Analysis: mining opinions, sentiments, and emotions. Cambridge University Press, 2015.

Book: Sentiment Analysis and Opinion Mining (Introduction and Survey), Morgan & Claypool, May 2012.

See "Feature-Based Opinion Mining and Summmarization" in Microsoft Live/Bing Search and Google Product Search (paper).

• Note: I don't know the techniques used by Microsoft Live/Bing (9/28/2007), but Google has a paper. To see the model, please check out (Hu and Liu, KDD-2004) and (Liu et al, WWW-2005) below, or the books above (better). Try search for a camera and click on reviews. You will see summarized user opinions on product features/aspects in a bar chart.

NLP Handbook Chapter: Sentiment Analysis and Subjectivity, 2nd Edition, Eds: N. Indurkhya and F.J. Damerau, 2010.

Opinion Parser: my sentiment analysis system has been licensed to two companies.

- The system analyzes sentiments, opinions and emotions, extracts sentiment targets: entities, topics and their aspects/features, and handles comparative sentences.
- I cannot make the system open-source due to its commercial use. If you want to know how it works, please read my new sentiment analysis book, which gives a lot of details.

Tutorial: Sentiment Analysis Tutorial - (references), given at AAAI-2011, August 8, 2011 - (Check out the new book)

Interesting Piece from New Republic: If you want to be a successful novelist, should you be sentimental in your writing or not?

Recent Keynote and Invited Talks (not updated) (Older Talks)

- 1. Invited Talk. "Sentiment Analysis with Lifelong Learning." ETS, December 7, 2015.
- 2. Invited Talk. "Sentiment Analysis with Lifelong Learning." Brigham Young University, December. 3, 2015.
- 3. Keynote speech. "Sentiment Analysis, Lifelong Learning and Intelligent Personal Assistants." The 2015 Conf. on Technologies and Applications of Artificial Intelligence (TAAI-2015). Taiwan, Nov. 20-22, 2015.
- 4. Invited talk, "Sentiment analysis and lifelong machine learning," Frontiers in Computational Mathematics: AMS Central Fall Sectional Meeting, October 2-4, 2015.

https://www.cs.uic.edu/~liub/FBS/sentiment-analysis.html

Foundations and Trends in Information Retrieval Vol. 2, No 1-2 (2008) 1–135

© 2008 Bo Pang and Lillian Lee. This is a pre-publication version; there are formatting and potentially small wording differences from the final

DOI: x00000X

Comprehensive review article on OM&SA

ca. 8000 citations in Scholar.google.com!

Opinion mining and sentiment analysis

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Abstract

An important part of our information-gathering behavior has always been to find out what other people think. With the growing availability and popularity of opinion-rich resources such as online review sites and personal blogs, new opportunities and challenges arise as people now can, and do, actively use information technologies to seek out and understand the opinions of others. The sudden eruption of activity in the area of opinion mining and sentiment analysis, which deals with the computational treatment of opinion, sentiment, and subjectivity in text, has thus occurred at least in part as a direct response to the surge of interest in new systems that deal directly with opinions as a first-class object.

This survey covers techniques and approaches that promise to directly enable opinion-oriented informationseeking systems. Our focus is on methods that seek to address the new challenges raised by sentimentaware applications, as compared to those that are already present in more traditional fact-based analysis. We include material on summarization of evaluative text and on broader issues regarding privacy, manipulation, and economic impact that the development of opinion-oriented information-access services gives rise to. To facilitate future work, a discussion of available resources, benchmark datasets, and evaluation campaigns is also provided.

Available at http://opim.wharton.upenn.edu/~sok/papers/b/omsa-published Bo Lee.pdf

Sentiment analysis research on *financial news* has been done at our ISM department by prof. Pekka Malo's group

Learning the Roles of Directional Expressions and Domain Concepts in Financial News Analysis

Abstract—Rapid development of natural language processing technologies has paved way for automatic sentiment analysis and emergence of robo-readers in computational finance. However, the technology is still in its nascent state. Distilling sentiment information from unstructured sources has turned out to be a complicated and strongly domain-dependent problem. To emulate the human ability to recognize financial sentiments in natural language by using machines, we need to provide them with (i) necessary ontological knowledge on the relevant domainconcepts; and (ii) learning strategies that help the machines to combine this knowledge with the syntactic structures extracted from text. In this paper, we present a knowledge-driven tree kernel framework for sentence-level analysis of financial news sentiments. Comparisons with linear kernels and classical lexiconbased systems suggest that significant performance gains can be achieved by incorporating information on financial concepts and their grammatical context. The framework is decomposable into learning, knowledge and syntactic structure components. Contribution of each part is separately examined using a humanannotated phrase-bank with close to 5000 sentences collected across a number of financial news sources. The proposed sentiment analysis framework is flexible and can be applied also outside financial domain. To evaluate cross-domain performance, a further comparison of the algorithms is done with datasets from non-financial domains including movie reviews and general political discussions.

I. INTRODUCTION

Sentiment analysis is often viewed as a strongly domain dependent problem [23]. An expression which can be considered to have a clear prior-polarity (or sentiment) in one domain need to be considered: what are the conceptual rules that govern the formation of sentiments in finance; how much and what type of background information should be provided; what

Good Debt or Bad Debt: Detecting Semantic Orientations in Economic Texts

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Jyrki Wallenius

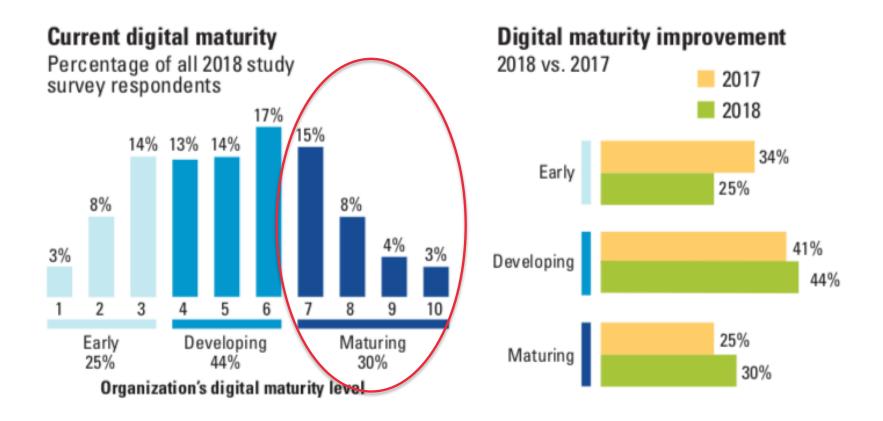
Department of Information and Service Economy, Aalto University School of Business P.O. Box 21210, FI-00076 AALTO, FINLAND e-mail: jyrki.wallenius@aalto.fi
tel:+358 40 353 8100, fax: +358 94 313 8535

- Malo, P., Sinha, A., Takala, P., Ahlgren, O. and Lappalainen, I. (2013): "Learning the Roles of Directional Expressions and Domain Concepts in Financial News Analysis." To appear in: *Proceedings of IEEE International Conference on Data Mining Workshops* (SENTIRE-2013). IEEE Press.
- Malo, P., Sinha, A., Takala, P., Korhonen, P. and Wallenius, J. (2013): "Good debt or bad debt: Detecting semantic orientations in economic texts." *Journal of the American Society for Information Science and Technology*.
- Latest research of Malo et al. "Non-parametric Structural Change Detection in Multivariate Systems", https://arxiv.org/abs/1805.08512

Brief course wrap-up



MIT SMR / Deloitte survey on companies' digital maturity - revisited from first lecture



Source: Kane et al. (2018), "Coming of age digitally", *MIT Sloan Management Review* with Deloitte Digital, https://www2.deloitte.com/content/dam/Deloitte/nl/Documents/technology/deloitte-nl-consulting-coming-of-age-digitally.pdf

What is the biggest difference between working in a digital vs. a traditional environment?

PACE OF BUSINESS: Speed, rate of change

23%

CULTURE AND MINDSET: Creativity, learning, risk-taking

19%

FLEXIBLE, DISTRIBUTED WORKPLACE: Collaboration, decision-making, transparency

18%

PRODUCTIVITY: Streamlined processes, continuous improvement

16%

IMPROVED ACCESS TO, USE OF TOOLS: Greater data availability, technology performance

13%

CONNECTIVITY: Remote working, always on

10%

OTHER/NO DIFFERENCE

1%



Kane et al. (2019), "How Digital Leadership Is(n't) Different", *MIT Sloan Management Review*, March 12, 2019, available at https://sloanreview.mit.edu/article/how-digital-leadership-isnt-different/

What is the most important skill organizational leaders should have to succeed in a digital workplace?

TRANSFORMATIVE VISION: Knowledge of market and trends, business acumen, problem solver

22%

FORWARD-LOOKING: Clear vision, sound strategy, foresight

20%

UNDERSTANDS TECHNOLOGY: Prior experience, digital literacy

18%

CHANGE ORIENTED: Open-minded, adaptable, innovative

18%

STRONG LEADERSHIP: Pragmatic, focused, decisive

11%

OTHER: For example, collaborative, team builder

11%



Skills, what makes digital leadership different?

- Transformative vision (22%)
 - Ability to anticipate markets and trends, make savvy business decisions, and solve tough problems in turbulent times
- Forward-looking perspective (20%)
 - Having a clear vision, sound strategy and foresight
- Digital literacy understanding technology (18%)
 - Respondents appreciate previous experience in a technology leadership role but also say leaders need to have general digital literacy, as opposed to hard-core tech skills like programming or data science.
 - digital literacy supports the two previous skills
- Adaptability the leader must be change-oriented (18%) that is, open-minded, adaptable, and innovative
 - Leaders can update their knowledge through formal continuing education, in-house training, cross-generational reverse-mentoring programs, or via numerous online programs.



About leadership - core skills stay the same!

Even though some things change with respect to digital leadership, not everything does. One of the biggest pitfalls is to ignore the fundamentals of good leadership in the face of digital change.

- Clearly articulating the value that change will bring and investing accordingly
- Owning the transformation
 - When executives delegate responsibility for digital business to the technologists, it is a recipe for near-certain failure. The authors have seen technologists flawlessly implement enterprise social media or collaboration platforms without conducting any training or behavioral change initiatives to accompany the launch. Result: employees don't actually use it.
 - Digitally maturing companies are twice as likely to situate digital efforts in the CEO's office (and not in functional areas such as IT or marketing)
- Equipping employees to succeed (time & space, training etc)
 - In the context of their existing job responsibilities, employees typically don't have the time or the know-how to figure out new ways of working on the fly.



Strategy: Who leads digital progress?

Respondents in digitally maturing companies say their CEO's office is primarily heading up transformation efforts. In early-stage companies, it's often IT.

EARLY STAGE	DEVELOPING	DIGITALLY MATURING	
Information technology 23%	CEO's office 31%	CEO's office 41%	
CEO's office 22%	Information technology 20%	Information technology 16%	
Marketing 10%	Marketing 9%	Marketing 7%	
Operations 7%	Operations 7%	Product development 7%	

PERCENTAGES REFLECT THOSE RESPONDENTS RANKING THE CHOICE AS NO. 1.

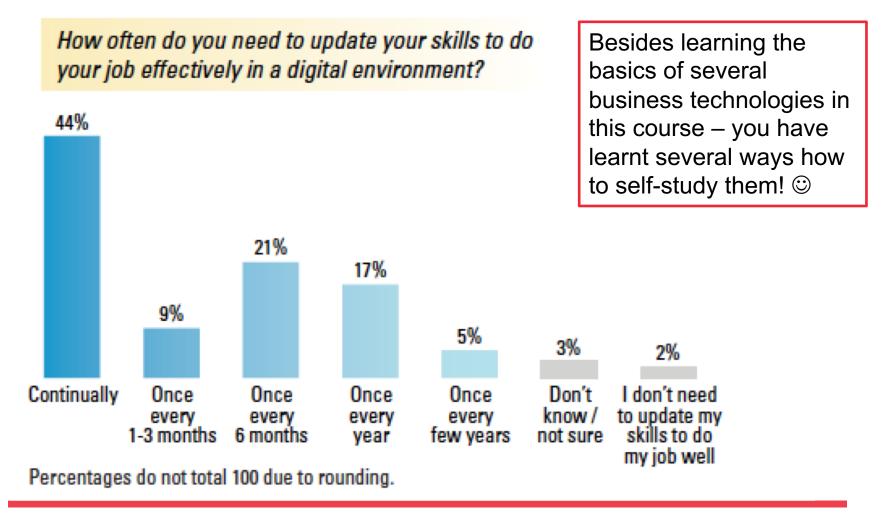


Developing the Right Muscles, Mindsets, & Mettle

- Hire digital leaders to get the ball rolling
 - Make co-called anchor hires to catalyze the process
- Regularly refresh your senior team's digital literacy.
 - If a company's leadership team graduated more than five years ago, the odds are strong that their digital literacy needs to be updated if it hasn't been done already. Data and analytics, Al, blockchain, autonomous vehicles, additive manufacturing, virtual and augmented reality, and other emerging technologies are poised to radically reshape the business environment over the next decade. Certainly, most executives don't have the time, skill set, or inclination to become sophisticated data scientists or software developers. Nevertheless, virtually all executives are capable of understanding new technologies at a strategic level so that they can make decisions accordingly.
- Create an environment where new leaders can step up
 - No time to wait for marching orders to deal with every situation!
- Cultivate a culture of experimentation
 - From "failure is not an option" to "failing forward" enables learning by trial
- We need leaders who can "be the change we seek"



Updating skills regularly is a must in the current digital environment!

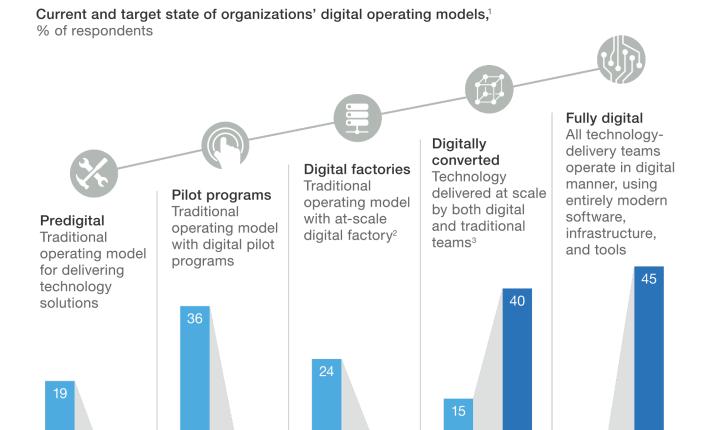




McKinsey's latest digital survey (N=567)

- On average, respondents expect 40 % of their IT workforces will need to be fundamentally retrained or replaced in the coming years to close the skill gap and meet the IT organization's future needs.
- The companies that are best at core IT have made more progress in becoming fully digital than other companies.
- The best IT performers have been much more proactive in embracing changes to their technology and to the ways people work.
- The best core IT performers are focusing more and performing better than others on talent management—, being effective at each part of the talent-management process, from workforce planning to engaging and retaining top talent. They estimate 29% need to be retrained or replaced (vs. 40% on average).

Respondents want their organizations to be digitally converted or fully digital, but less than 20% say they are there now



Current

Target

Current

Target

3

Current

Target

Target

Current

Current Target

Source: "Can IT rise to the digital challenge?, McKinsey Digital, survey, Oct 2018, available at https://www.mckinsey.com/business-functions/digital-mckinsey/our-insights/can-it-rise-to-the-digital-challenge

¹These questions were asked only of respondents who said their organizations had pursued digitization in the past 2 years, and those who answered "don't know" are not shown; n = 274.

²That is, a group of delivery teams is dedicated to building digital products and is largely separate from the traditional technology organization.

³Teams are not siloed or incubated and are governed by a single operating model.

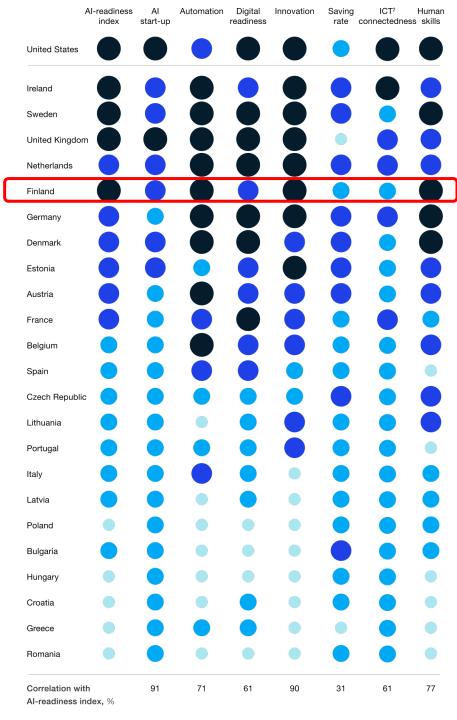
Artificial intelligence (AI) readiness in European countries varies largely, and all EU countries are behind USA

Countries ranked by key components of Al¹-readiness index, %



"Tackling Europe's gap in digital and AI", McKinsey Global Institute, Discussion paper, February 2019, available at:

https://www.mckinsey.com/featuredinsights/artificial-intelligence/tackling-europesgap-in-digital-and-ai



Contents of the course book

PART I: FOUNDATIONS

Ch. 1: Information Systems (IS) and the role of general and functional managers

Ch. 2: IS Defined

Ch. 3: Organizational IS and their Impact

PART II: COMPETING IN THE INTERNET AGE

Ch. 4: The Changing Competitive Environment

Ch. 5: Electronic Commerce: New Ways of Doing Business

PART III: THE STRATEGIC USE OF IS

Ch. 6: Strategic IS Planning

Ch. 7: Value Creation & Strategic IS

Ch. 8: Value Creation with IS

Ch. 9: Appropriating IT-Enabled value Over Time

PART IV: GETTING IT DONE

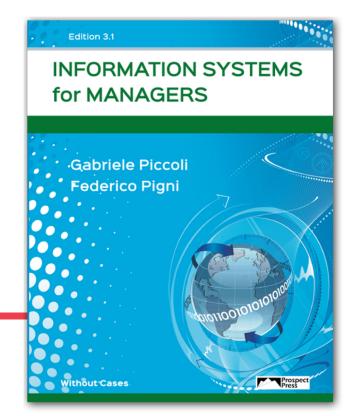
Ch. 10: Funding & Governance of IS

Ch. 11: Creating IS

Ch. 12: IS Trends

Ch. 13: Security, Privacy & Ethics





14 Learning Objectives set by the ACM and AIS for a course on the Foundations of IS (= MIS)

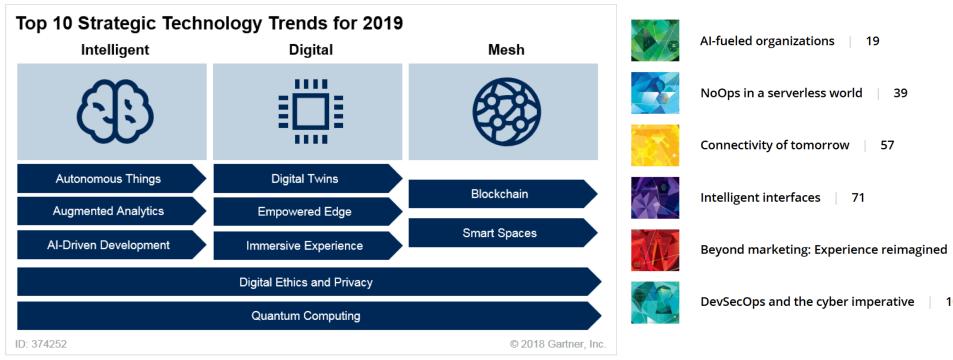
Students should learn to:

- 1. Understand how and why IS are used today.
- 2. Explain the technology, people, and organizational components of IS.
- 3. Understand globalization and the role IS has played in this evolution.
- 4. Understand how businesses are using IS for competitive advantage vs. competitive necessity.
- 5. Understand the value of IS investments as well as learn to formulate a business case for new IS, including estimation of both costs and benefits.
- 6. Know the major components of an IS infrastructure.
- 7. Mitigate risks as well as plan for and recover from disasters.
- 8. Understand how IS are enabling new forms of commerce between individuals, organizations, and governments.
- 9. Be aware of emerging tech's that enable new forms of communication, collaboration, and partnering.
- 10. Understand how various types of IS provide the information needed to gain business intelligence to support the decision making for the different levels and functions of the organization.
- 11. Understand how enterprise systems foster stronger relationships with customers and suppliers and how these systems are widely used to enforce organizational structures and processes.
- 12. Understand how organizations develop and acquire IS and IT.
- 13. Understand how to secure IS resources, focusing on both human and technological safeguards.
- 14. Evaluate the ethical concerns that IS raise in society and the impact of IS on crime, terrorism, and war.



MIS course has introduced top technology trends for 2019



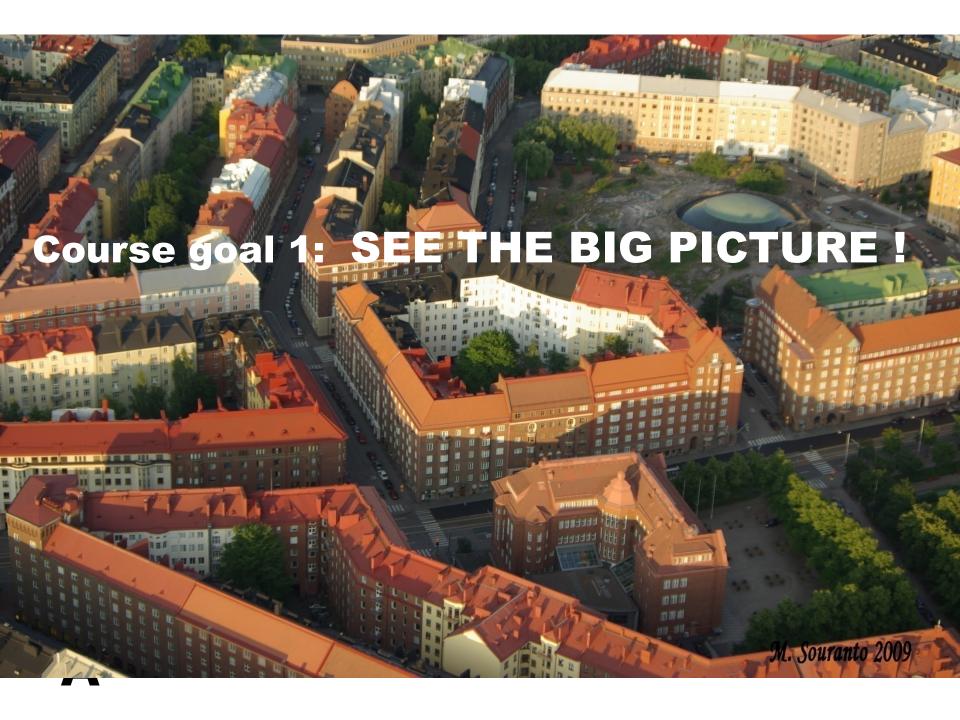


Deloitte:

Accenture:



https://www.gartner.com/smarterwithgartner/gartner-top-10-strategic-technology-trends-for-2019/ https://www.accenture.com/us-en/insights/technology/technology-trends-2019/ https://www2.deloitte.com/insights/us/en/focus/tech-trends.html





Hopefully the MIS course has been able to provide you the BIG picture of using IS & IT in organizations, and also to get you interested in studying them in more detail!



wearable tech for kids

Pictures from a presentation by CEO Elina Björklund (Aalto BIZ alumna), showing the results of Reima's digital transformation she has lead since 2012.

- Keynote speech at Women in Tech Forum, October 11, 2017 See 30 min recording at:

https://www.youtube.com/watch?v=jWSA21UHEHg

Björklund was nominated Digital Leader of the Year 2017 and Aalto BIZ alumna of the year in 2018

https://www.aalto.fi/news/introducing-the-school-of-business-alumna-of-the-year-2018-elina-bjorklund

Reima 2011

Net sales 56 Meur

Wholesale 95%

Finland > 50%

2 Reima stores

No Ecommerce

4 brands

Reima 2017

110 Meur

75%

< 20%

45 Reima stores

15% of sales

2 brands

Choose the digital branch you are most interested in and develop deep skills in that!



Further learning options at our Information & Service Management (ISM) department

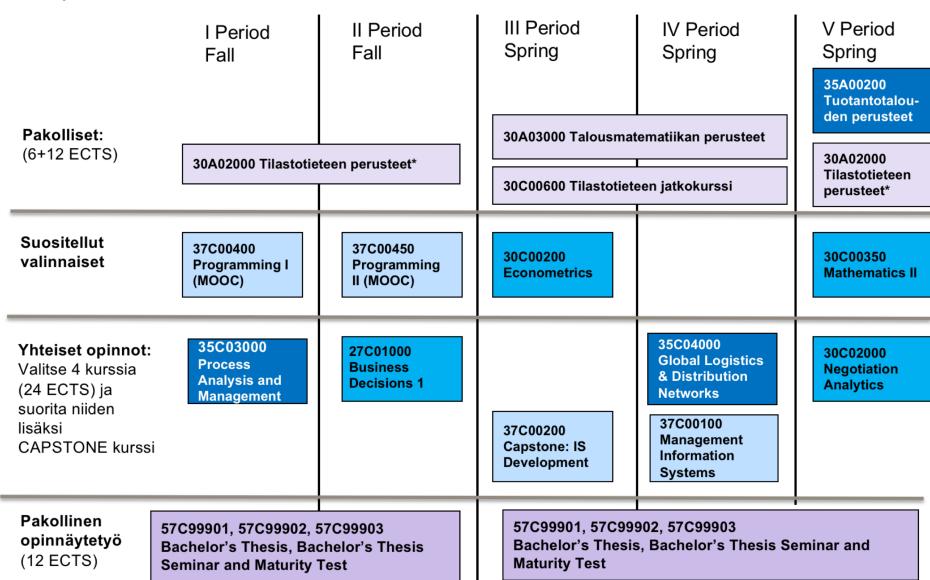
Many issues dealt briefly in this broad introductory course can be studied more thoroughly in our dedicated courses:

- e.g. Programming 1 & 2, Information Systems Development,
 Data Resources Management, Business Intelligence,
 Strategic IT Management, Information Economy, Data
 Science for Business I & II, DigitalISM Challenge, Book exam
 on Digital transformation, Project management and
 consulting practice
- see course offerings at our ISM Bachelor and Master programs on the next two slides for 2018-2020, and on the web:
 - https://into.aalto.fi/display/fikandibiz/Tieto-+ja+palvelujohtaminen+2018-2020
 - https://into.aalto.fi/display/enism/Programme+studies+2018-2020

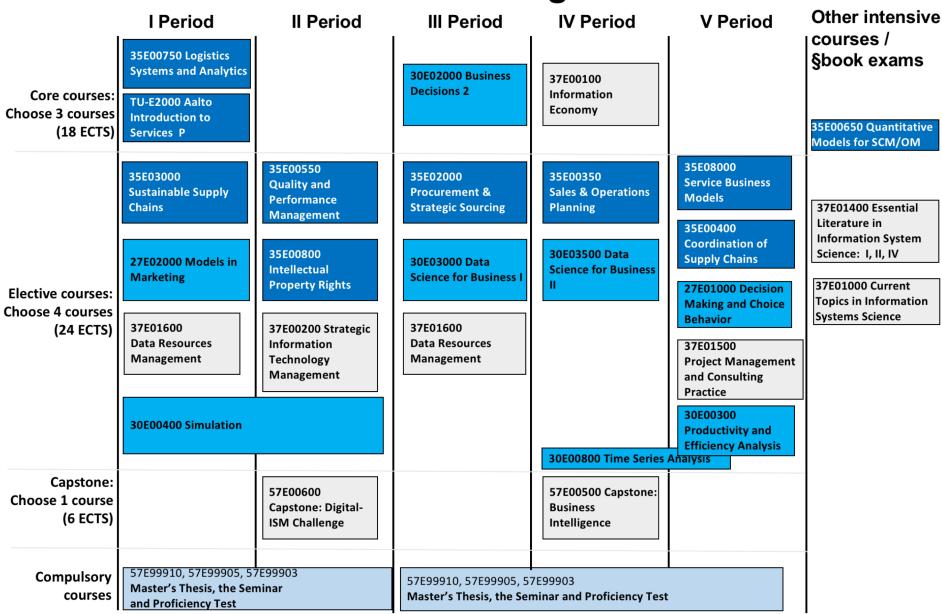


Information and Service Management, BSc, 2018-2020

Specialization studies 12 + 48 cr



Information and Service Management 2018-2020



3 Focus areas in ISM Master's programme

- Information Systems
- Business Analytics
- Supply Chain Management / Logistics
- http://studyguides.aalto.fi/biz/2017-13/fi/master-ofscience-degree-studies/study-programmes/informationand-service-management.html



Note: our MSc Capstone course DigitalISM Challenge kicks off for the 5th time again on October 28, 2019!

BASIC INFO REGISTER WHAT IS THIS? WHY TO JOIN? PROGRAM WHAT WILL I GET? ORGANIZATIONS LOCATIONS PREVIOUS ROUND

Thank you to all DigitalISM Challenge 2018 participants!

See the higlights from video below





Read more at: https://www.digi-challenge.fi and https://www.digi-challenge.fi and https://www.aalto.fi/news/helsinki-family-centres-

New: Aalto level minor (24 cr) for MSc students! Analytics and Data Science

The goal of ADS is to educate students on how to become proficient in making sense of big data, and how to apply data analysis skills on their domain of expertise.

See **latest** course list (updated yearly) at https://into.aalto.fi/display/ensivuaineet2018/Analytics+and+Data+Science



Jala Science				
Compulsory course				
	ICS- E4010	Introduction to Analytics and Data Science	2 CR	
At least one course from Statistical foundations subarea:				
SF	Becs-114.1311	Introduction to Bayesian Statistics	3	
SF	Becs-114.2601	Bayesian Modeling	5	
SF	MS-C2104	Introduction to Statistical Inference	5	
SF	MS-C2128	Prediction and Time Series Analysis*		
SF	30E00800	Time Series Analysis* (*alternative to previous)	6	
At least one course from Computational methods subarea:				
CM	T-61.3050	Machine Learning: Basic Principles	5	
CM	T-61.5060	Algorithmic Methods of Data Mining	5	
CM	T-61.5010	Information Visualization	5	
CM	CSE-E5430	Scalable Cloud Computing	5	
CM	T-110.5121	Mobile Cloud Computing	5	
At least one course from Business analytics/Applications:				
BA	Mat-2.3134	Decision Making and Problem Solving	5	
BA	23E47000	Digital Marketing	6	
BA	30E03000	Data science for Business	6	
BA	37E01600	Data Resources Management	6	
BA	57E00500	Capstone: Business Intelligence	6	
AP	Becs-114.4150	Complex Networks	3-6	
AP	Becs-E4101	Mathematical Modeling of Social Dynamics	3-6	
AP	Maa-123.3585	Spatial Data Mining	3-5	
AP	Maa-123.3530	Visual Analysis	4	
AP	Mat-2.2103	Design of Experiments and Statistical Models	5	
AP	Mat-2.4177	Seminar on Case Studies in Operation Research	5	
AP	S-89.5150	Speech Recognition	5	

Recommended for further studying ISM topics on Al: http://www.elementsofai.com

- can be included e.g. in voluntary degree studies by ISM students (apply credits at https://into.aalto.fi/pages/viewpage.action?pageId=329844)



Elements of Al

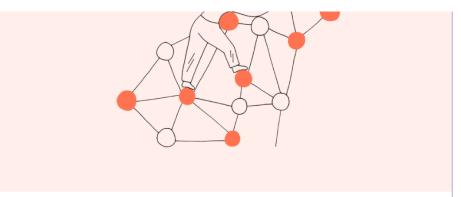


Part 1

Introduction to Al

An Introduction to AI is a free online course for everyone interested in learning what AI is, what is possible (and not possible) with AI, and how it affects our lives – with no complicated math or programming required.

Explore the course →



Start course

FAO

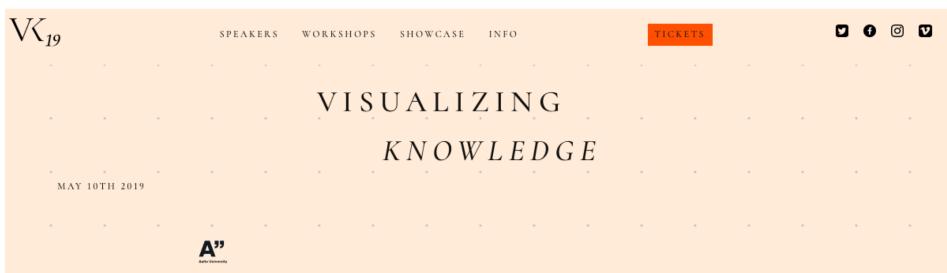
Part 2, coming in 2019

Building Al

Building AI is a free online course where you'll learn more about the actual algorithms that make creating AI methods possible. Some basic Python programming skills are recommended to get the most out of the course.

Sign up for our newletter to be the first to know when the course is out.

May 10, Visualizing *knowledge* conference at Aalto (early bird student price 25e until April 11)



Visualizing Knowledge brings together a diverse group of practitioners to discuss data visualization from multiple perspectives. This year's event is centered around the symbiosis between natural sciences, information design and visual narratives with the key concept of senses – from human senses to machine sensors.

The one-day conference features researchers, educators and professionals from disciplines related to information design and science, while a showcase will exhibit new talents from information and visual communication design research and education. Supporting the conference are workshops that invite the speakers and audience to learn about state-of-the art tools and methods in data visualization.

DATA SENSATIONS.





SUBSCRIBE TO OUR NEWSLETTER

Hints for the exam

- The format of the exams for this course is the following:
 - Section I: Fill-in missing words/terms to ten sentences (10 points)
 - E.g: ______ is a 'team sport' which requires input from several employees such as data engineers, data scientists, business analysts and app developers.
 - Section II: Small question (3 points)
 - Section III: One essay question (12 points) that requires holistic and reflective thinking
 - all students are able to answer it at some level if they have attended the course and read the slides or the book (i.e. the question is NOT about a single specific technology or issue)
 - Section IV: Multiple-option questionnaire (35 points)
 - Questions from the lectures and the book (but no financial accounting questions)
 - Examples presented at the Kahoot quiz, 2 questions same as in the exam



Points and grading

- A minimum of 50% from the exam (max 60) and the assignments (max 40) is required to pass the course, i.e. at the minimum 30 + 20 = 50 points. Bonus points are counted on top of the total points if the minimum is achieved.
- Grade 5 = 90 points and over
- Grade 4 = 80-89 points
- Grade 3 = 70-79 points
- Grade 2 = 60-69 points
- Grade 1 = 50-59 points
- Fail = under 50 points or less than the 50% minimum in either part



Link to school's course feedback survey on MIS course will be sent to you April 3, please provide your feedback by April 23!

There were many new things at the course (some lectures and assignments, video recording of the lectures, pilot use of Dynamic Feedback System) - so it will be very important to hear your feedback on the course as a whole!

All students who submit their feedback*, will receive 2 points towards the course grade ©

If you have lost your personal link to the survey, ask me via email the public link to it.



^{*} When the survey has been closed, the system will send an email to the teacher with a list of student names who have answered the survey with their personal link (the names are in random order).

Thank you for your interest towards MIS & good luck for the exam and future studies!

