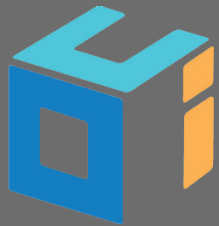


SALES GUY MEETS R

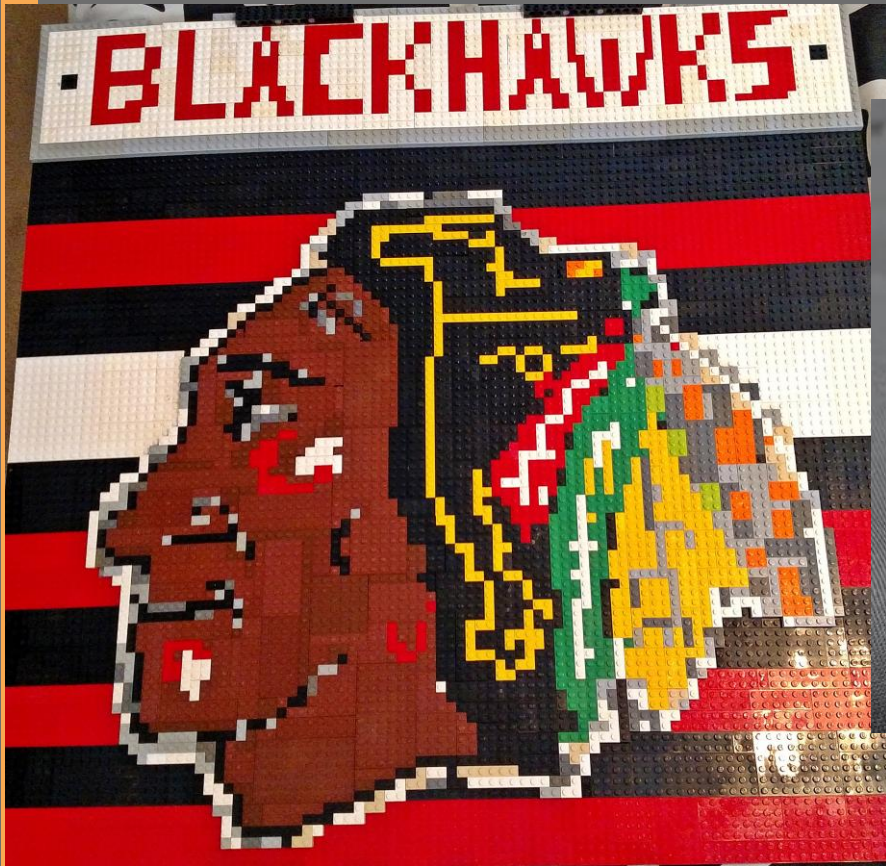


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Agenda

-  Background
-  Process
-  Solutions
-  Vision

Kinda intimidated



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Background

- ❏ Reporting nightmare
- ❏ Need to grow sales
- ❏ OCI 150 Computer Science Engineers
 - ❏ None available to help me
- ❏ R
- ❏ Udemy
- ❏ Trial & Error
- ❏ Josh



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Reporting Nightmare

- ❏ Sales/Pipeline/goal
- ❏ CRM csv
 - ❏ Binning
 - ❏ Indicator variables
 - ❏ Centering Scaling
 - ❏ Show dataset
 - ❏ Run code



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Prospect Harvesting

- ❏ Nobody to Market to
- ❏ List are dirty and cost tons
- ❏ R
- ❏ Selector gadget
- ❏ R selenium



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Vision

- ❏ Twitter sentiment analysis
- ❏ Annual report text analysis



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