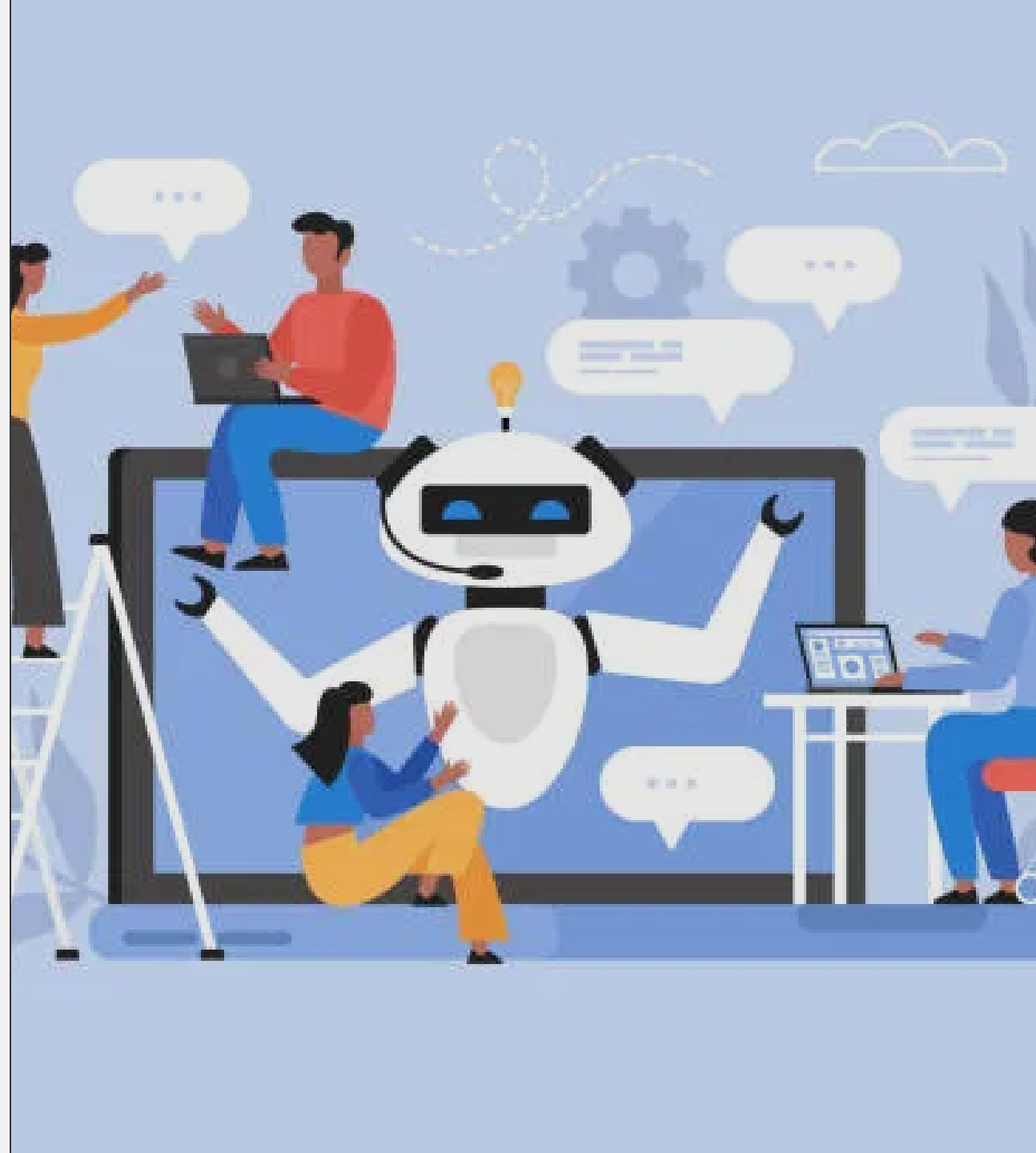


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## CHAPTER 1

# Welcome to the Age of AI

AI Thinking – A Hands-On Introduction to Artificial  
Intelligence



# Five Skills You'll Master Today

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## **01 Define AI Concepts**

Distinguish between AI, Machine Learning, and Deep Learning.

## **02 Trace AI History**

Follow the journey from Turing's 1950 question to ChatGPT.

## **03 Identify Daily AI**

Recognize the invisible AI systems you interact with every day.

## **04 Explain the Cycle**

Understand the 5-phase AI project cycle used by professionals.

## **05 Write Python Code**

Set up Google Colab and write your first lines of code.

# AI Systems Learn from Data, Not Rules

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## </> Traditional Programming

### Explicit Instructions

Programmers write step-by-step rules: "If X happens, then do Y."

### Rigid & Brittle

Fails when encountering new situations not covered by the rules.

## 🧠 Artificial Intelligence

### Pattern Recognition

Systems analyze thousands of examples to discover hidden patterns.



The Key Shift: From **"follow these instructions"** to **"figure out the pattern"**.

# The AI Family Tree

## Artificial Intelligence (AI)

The entire field covering any technique that enables computers to mimic human intelligence.

## Machine Learning (ML)

A subset of AI where systems learn from data patterns rather than following explicit, hard-coded rules.

## Deep Learning (DL)

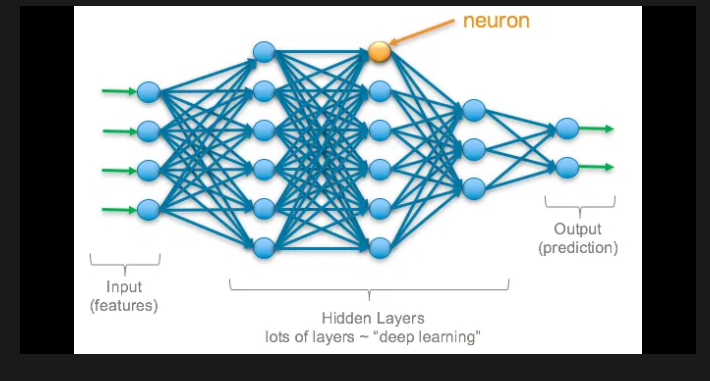
A specialized subset of ML using multi-layered neural networks to solve complex problems like image recognition.

**Key Insight:** When the news mentions "AI" today, they are almost always talking about Machine Learning or Deep Learning.

## Artificial Intelligence

### Machine Learning

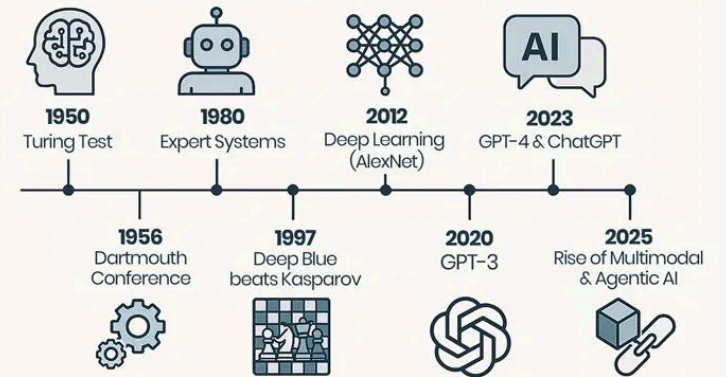
### Deep Learning



# 70 Years of AI: From Turing to ChatGPT

- **1950**  
The Turing Test
- **1956**  
The Birth of AI
- **1997**  
Deep Blue vs. Kasparov
- **2012**  
Deep Learning Revolution
- **2016 - Present**  
Mainstream Adoption

## HISTORY OF ARTIFICIAL INTELLIGENCE



# AI Winters: When Hype Exceeded Reality

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## FIRST AI WINTER

1970s

Early systems failed to handle real-world complexity. Promises of human-level AI collapsed, leading to massive funding cuts.

## SECOND AI WINTER

1990s

"Expert Systems" proved too rigid, brittle, and expensive to maintain. Companies abandoned the technology.

## THE PATTERN

**Overpromising** leads to inevitable disappointment and abandoned research when reality doesn't match the hype.

## THE LESSON

Technology progress happens in **waves**. Each cycle builds on the last, even through the setbacks.

# Three Forces Ended the AI Winter



## Big Data

The internet and smartphones generated unprecedented amounts of training examples.



## Powerful Hardware

GPUs originally designed for gaming proved perfect for the parallel calculations needed for neural nets.



## Better Algorithms

Breakthroughs in network design made training deeper models more effective and stable.

**The Result:** A sustainable AI revolution built on fundamentally stronger foundations.

# You Interact with AI 15-20 Times Before Breakfast



Smart Alarms



News Feeds



Voice Assistants



Navigation



Spam Filters



Face Unlock

## THE REALITY GAP

Most people guess 3-4 times

**15-20 Interactions**





# Five Categories Cover Nearly All AI Applications

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## Recognition

Identifying what something is by finding patterns in unstructured data.

*Ex: Face unlock, speech-to-text, image tagging*



## Prediction

Forecasting what is likely to happen next based on historical data.

*Ex: Weather, fraud detection, demand planning*



## Generation

Creating new, original content from learned patterns.

*Ex: ChatGPT, DALL-E, AI music*



## Recommendation

Suggesting content or products you are likely to enjoy.

*Ex: Netflix, Spotify, Amazon*



## Optimization

Finding the best possible solution among many options.

*Ex: Route planning, pricing, scheduling*

# The AI Project Cycle Has Five Iterative Phases

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## Phase 1

### Problem Definition

What decision will AI help make? How will we measure success?

## Phase 2

### Data Collection & Preparation

Gathering and cleaning data. This consumes **60-80%** of total project time.

## Phase 3

### Model Development

Choosing algorithms, training on data, and testing performance.

## Phase 4

### Deployment

Putting the model into real-world production use.

## Phase 5

### Evaluation & Monitoring

Continuous evaluation and iteration as conditions change.

 It's a loop, not a straight line.

# "Garbage In, Garbage Out" Is the Golden Rule

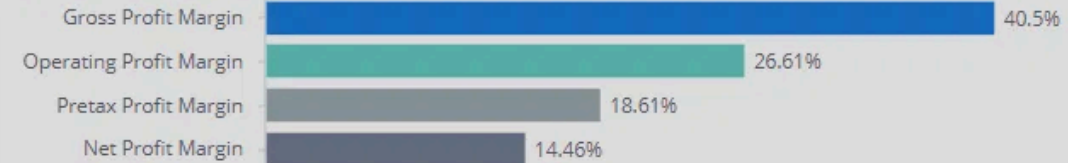
Data quality matters **more** than algorithm sophistication.

- ⚠ Common problems: missing values, errors, inconsistencies, and bias.
- ⚖ A simple model with great data beats a complex model with poor data.
- 🕒 Data preparation consumes **60-80%** of most AI project timelines.

**Why Chapter 2 matters:** It focuses entirely on fixing these data issues.

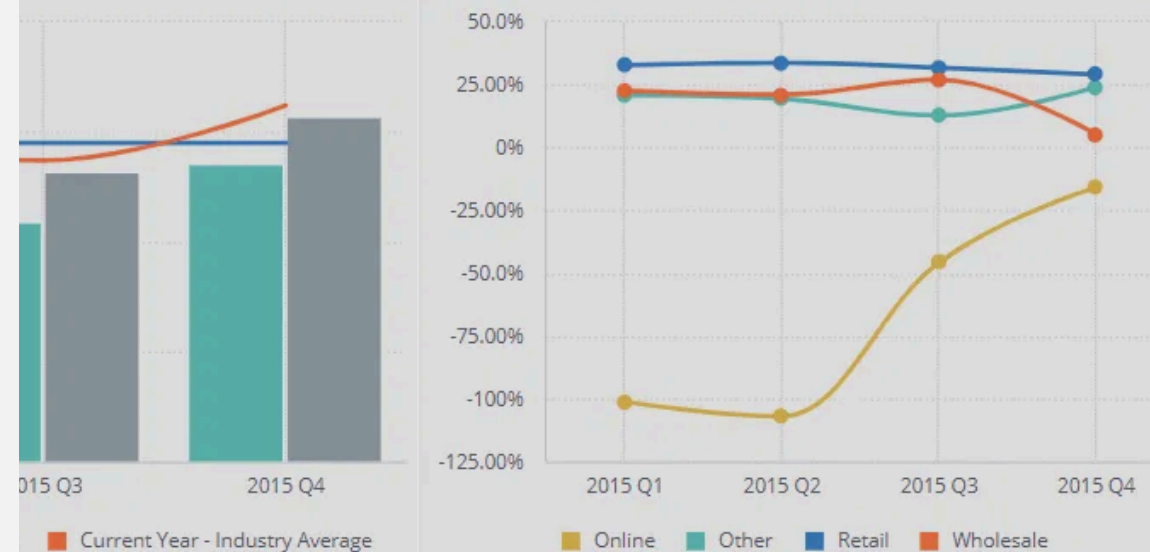
## Profitability Indicator Ratios

### Profitability Indicator Ratios



BREAK BY - REGION | CHANNEL

### Net Profit Margin by Region/Channel



# Google Colab Is Your Free AI Laboratory

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## Zero Cost & Cloud-Based

Completely free environment running on Google's powerful servers. No credit card required.



## No Installation Needed

Runs entirely in your web browser. If you can watch YouTube, you can code in Colab.



## Batteries Included

Pre-installed with all major AI libraries (TensorFlow, PyTorch, Pandas) ready to use.



## Built for Collaboration

Works just like Google Docs—share notebooks, comment, and edit together in real-time.

ACCESS YOUR LAB AT:

[colab.research.google.com](https://colab.research.google.com)

# Python Fundamentals: Variables, Lists, and Functions

## `print()` Output

A function that displays text or data to the screen.

```
print("Hello, World!")
```

## `variable = value` Storage

Containers that store data values for later use.

```
my_name = "Alex"
```

## `["a", "b"]` Lists

Ordered collections of items.

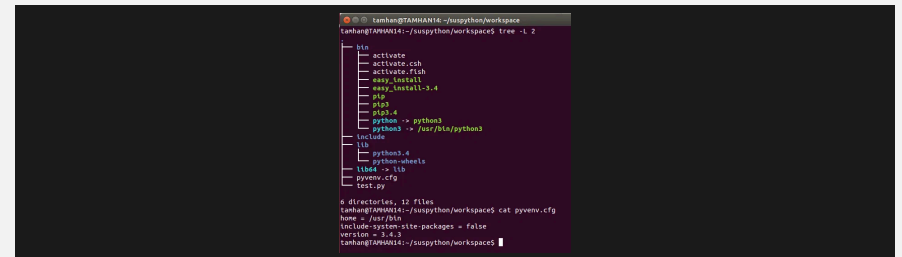
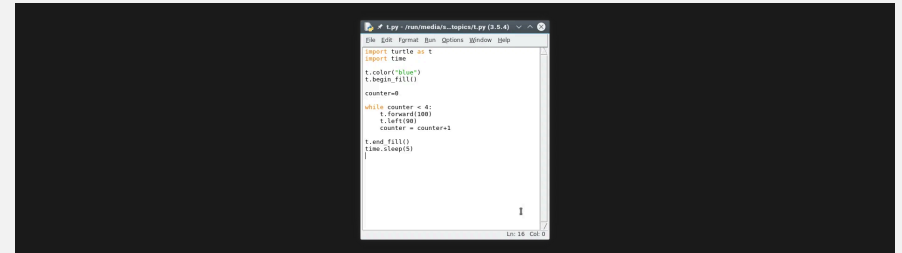
```
items = ["coffee", "tea"]
```

## `items[0]` Indexing

Accessing items by position. **Counting starts at 0!**

## `sum()` Functions

Reusable blocks of code that perform specific tasks.



*Python code in action*

# Chapter 1 Complete: You've Built the Foundation

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## ✓ **AI vs. Traditional Code**

You know that AI learns patterns from data instead of following explicit rules.

## ✓ **The AI Hierarchy**

You understand how Deep Learning fits inside Machine Learning, which fits inside AI.

## ✓ **Why Now?**

You can explain how Big Data, GPUs, and Better Algorithms ended the AI Winter.

## ✓ **The 5 Categories**

You can classify apps into Recognition, Prediction, Generation, Recommendation, or Optimization.

## ✓ **The Project Cycle**

You know the 5 phases of an AI project, from Problem Definition to Monitoring.

## ✓ **The Golden Rule**

You understand that "Garbage In, Garbage Out" means data quality is everything.

COMING UP NEXT • CHAPTER 2

# DATA

The Fuel That Powers Every AI System

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Why is 80% of AI work just cleaning data?



How does human bias sneak into algorithms?



Turning raw numbers into meaningful features.