



UCD Michael Smurfit
Graduate Business School

MKT 46240: Advanced Analytics & Big Data

Summer Trimester 2024/25

Time (Room):	Monday, 9 June	10:00-13:00 (C201-GSB)
	Tuesday, 10 June	14:00-17:00 (C201-GSB)
	Friday, 13 June	10:00-13:00 (C201-GSB)
	Wednesday, 18 June	14:00-17:00 (C201-GSB)
	Friday, 20 June	10:00-13:00 (C201-GSB)
	Tuesday, 24 June	14:00-17:00 (C201-GSB)
	Wednesday, 25 June	10:00-13:00 (Th1-GSB)
	Friday, 27 June	10:00-13:00 (C201-GSB)

Office Hours (Room): By appointment (D005)

Instructor: David DeFranza
Email: david.defranza@ucd.ie

Every day, an increasing variety of new information is created at a larger volume and faster velocity than ever before. This information presents incredible opportunities for businesses but contending with its size and speed poses considerable technical and strategic challenges. Since much of this newly generated data captures the thoughts, opinions, and behaviors of individual consumers, marketers play an important role in addressing these challenges. Indeed, businesses capable of extracting knowledge from large data sets can achieve a considerable competitive advantage, and marketers capable of facilitating this process will find they have an advantage in the job market. In this module, we will engage with business problems, specifically those which might be faced by marketers, using data analytic thinking. Along the way, we will discuss the fundamental principles guiding the extraction of knowledge from information, challenges posed by very large data sets (including “Big Data”), and some of the most common techniques and technologies used to manage and mine such data.

Learning Outcomes

This module aims to prepare you for the challenges and opportunities today’s marketers face when dealing with “Big Data” and extracting knowledge from large data sets more generally. At the end of this module, you should be able to:

1. Explain the unique characteristics of and challenges posed by Big Data

2. Apply industry standard best practices for the organization and documentation of large datasets
3. Summarize the data mining process within the context of a business problem
4. Identify an appropriate analysis method based on a description of the business problem and available data
5. Assess the performance of a model or analysis based on common diagnostic metrics
6. Explain foundational data mining methods and machine learning algorithms
7. Implement analysis methods using Excel, Python, and AI tools

Required & Recommended Readings

Required reading for each week will be posted to Brightspace.

Some cases and readings are provided through Harvard Business Publishing. Please use the links provided via Brightspace to download a copy of these materials. Note that cases may include a supplemental data file which you should also download.

Case List

Title	Authors
Allianz: Optimizing Customer Acquisition Strategy using Machine Learning	Bjarne Brie, Tineke Distelmans, Kristof Stouthuysen, Tim Verdonck, Christopher Grumiau, Thoppan Sudaman
Prediction & Machine Learning	Gregory S. Zaric, Homgmei Sun
When Does Predictive Technology Become Unethical?	Eric Siegel
The Transformational Power of Recommendation	Michael Schrage
The Hidden Side Effects of Recommendation Systems	Sam Ransbotham, Gediminas Adomavicius, Jesse Bockstedt, Shawn P. Curley, Jingjing Zhang
Logistic Regression	Rajkumar Venkatesan, Shea Gibbs
A Note on Neural Networks	Rasha Kashef
How Should Gen AI Fit into Your Marketing Strategy?	Dhruv Grewal, Cinthia B Saturnino, Thomas H. Davenport, Abhijit Guha
Why You Aren't Getting More from Your Marketing AI	Eva Ascarza, Michael Ross, Bruce G.S. Hardie

Required Software

In this module, you will be asked to attempt to implement the methods discussed using Python or Excel. It is recommended that students use Google Colab, which facilitates development and evaluation of Python code in the web browser and has no other dependencies.

Access to Google Colab is free using your UCD email and available here:

<https://colab.research.google.com>

Importantly, Google Colab is integrated with the Gemini AI assistant, which can provide Python code based on prompts. The *use of Gemini* for completing data analysis assignments *is expected and encouraged*. For more details on the assignments, see below.

Assessment

This module has three assessment components, each with a specific weighting and marks totally 100%. Please note that all assessment in this course is individual. There is no group work. Following, each assessment component is discussed in detail.

Assessment Component	Weighting	Individual / Group	Deadline
1. Pre-Class Quizzes	20%	Individual	23:59 before each lecture
2. Data Analysis Applications	30%	Individual	15, 22, & 29 June
3. Final Exam	50%	Individual	3 July

Pre-Class Quizzes

Pre-class quizzes are intended to be an aid in understanding the assigned reading material. Each quiz will consist of 10 multiple choice questions based on the reading for the upcoming lecture. Quizzes can be attempted an unlimited number of times prior to the due date and automated feedback will be provided for both correct and incorrect responses after each attempt. Please note, however, that each attempt will consist of 10 questions randomly drawn from a larger pool and thus may contain different subsets of questions.

Quizzes will only be available for the time specified and failure to conduct the quiz will automatically result in zero marks. There will be no opportunity to make up missed quizzes, nor to attempt quizzes after the specified due date.

Data Analysis Applications

This assignment challenges students to engage directly with data analysis using Python in Google Colab, leveraging Gemini to guide their coding attempts. The objective is to apply theoretical concepts from the course to a real-world dataset, recognizing the challenges and limitations of big data analytics when executed without formal programming training. Students will document their process, critically assess their successes and failures, and reflect on their experience in the style of a LinkedIn or blog post.

Using the dataset provided in the Allianz case (see case list above), students will address specific assignment questions, detailed on Brightspace. This is a learning-focused assignment. The emphasis is not on obtaining perfectly correct results but on engaging with the data, reflecting on the process, and critically analyzing AI-assisted programming.

Following each analysis attempt, students will assess the accuracy, reliability, and interpretability of their findings. In a short report between 800 and 1,000 words, students will provide a narrative of their experience with the analysis, insights on what worked and what didn't, reflections on the value and challenges of AI-assisted programming in marketing analytics, and a discussion on how

this exercise deepened their understanding of the business case and relevant course concepts. All reports should include a working link to the associated Colab notebook.

An example Colab notebook discussing the methods used in this course can be found here:

<https://colab.research.google.com/drive/13V5hm8ivQHBsBxnTvl4h3JMcqiJyrwUk?usp=sharing>

Final Exam

The final exam will be one hour long and consist of up to 50 multiple-choice questions. The exam will be held at the Blackrock Exam Centre (see the end of this document for directions). The exam is closed-book and paper-and-pencil. Additional details will be provided during the term.

Assessment Criteria and Grade Descriptors

This module utilizes criterion referencing and UCD grade descriptors. Before attempting the assessments for this module, you are encouraged to review the grade descriptors. A copy of the UCD grade descriptors can be downloaded from:

<https://www.ucd.ie/registry/t4media/UCD%20Module%20Grade%20Descriptors.pdf>

Please note that this course utilizes the “**Alternative Linear Conversion Grade Scale**” for conversion of numeric grades to letter grades, including calculation of a final grade from the course average. The scale can be found here:

<https://www.ucd.ie/registry/t4media/Standard%20Conversion%20Grade%20Scale.pdf>

Protocol for submitting your assignments: All continuous assessment should be submitted electronically via Brightspace or handed to the instructor in class, as directed, by the deadline specified. Please do not email assignments directly to the teaching team, unless explicitly directed to do so.

Statement of Inclusion

This module strives to be a model of inclusion. We respect and value student diversity in all of the modules we offer. We aim to provide and promote equitable access and opportunity to all students regardless of disability, race, age, gender, sexuality or socio-economic status. Students are encouraged to approach staff to discuss their learning needs. Any information disclosed will be treated confidentially.

University Policies

You should ensure you are familiar with the following UCD protocols:

- **Plagiarism and Academic Integrity:** UCD and the College of Business take academic integrity extremely seriously. All work must be your own, be completed specifically for this module and not have been submitted elsewhere. It should also be accompanied by a signed own work statement, such as the following:

I declare that all materials included in this essay/report/project/dissertation is the end result of my own work and that due acknowledgement have been given in the bibliography and references to ALL sources be they printed, electronic or personal.

The university's plagiarism and academic integrity policy is available from: <https://www.ucd.ie/secca/studentconduct/>

- **Harvard Referencing Style:** UCD College of Business uses the Harvard style of referencing. The UCD library has developed some resources on avoiding plagiarism and on how to reference correctly using the Harvard style. These resources are available from: <https://libguides.ucd.ie/academicintegrity>
- **Late Submission of Coursework:** This policy outlines the steps you should take where you know in advance that you will not be in a position to meet a submission deadline and the penalties imposed in such circumstances. See:

https://hub.ucd.ie/usis/!W_HU_MENU.P_PUBLISH?p_tag=GD-DOCLAND&ID=137

- **UCD Extenuating Circumstances policy:** If, during the course of this module, you encounter any serious unforeseen circumstances that are beyond your control and which prevent you from meeting the requirements of the module, you should consult this policy. A student guide to this policy is available from:

<https://www.ucd.ie/students/studentdesk/extenuatingcircumstances/>

- **UCD Student Code:** The UCD Student Code establishes the University's regulations and expectations in respect of student behaviour and conduct. The Student Code is available from: <https://www.ucd.ie/secca/studentconduct/>

Module Topics

The schedule below outlines the planned themes, by lecture. Updates and additions will be notified in class and on Brightspace. Required reading and additional information will be posted to Brightspace.

Lecture	Date	Topic & Required Reading
1	9 June	Course Overview; Intro to Big Data & Machine Learning <ul style="list-style-type: none"> Campbell et al. (2020). “From data to action: How marketers can leverage AI” Overgoor et al. (2019). “Letting the computers take over: Using AI to solve marketing problems” Huang & Rust (2022). “A framework for collaborative artificial intelligence in marketing”
2	10 June	Managing and Evaluating Data <ul style="list-style-type: none"> Krotov & Johnson (2023). “Big web data: Challenges related to data, technology, legality, and ethics” Geburu et al. (2021). “Datasheets for datasets” Cai & Zhu (2015). “The challenges of data quality and data quality assessment in the big data era”
3	13 June	Feature Engineering <ul style="list-style-type: none"> Dong (2015). “Beating Kaggle the easy way” Sekar (2023). “Feature engineering for machine learning: A step-by-step guide” Altman & Krzywinski (2018). “The curse(s) of dimensionality” Sainani (2014). “Introduction to principal components analysis”
	15 June	Data Analysis Applications Assignment 1 Due
4	18 June	Predictive Modeling <ul style="list-style-type: none"> Bojinov et al. (2025). “Prediction & machine learning” Siegel (2020). “When does predictive technology become unethical”
5	20 June	Recommender Systems <ul style="list-style-type: none"> Schrage (2020). “The transformational power of recommendation” Roy & Dutta (2022). “A systematic review and research perspective on recommender systems” Ransbotham et al. (2018). “The hidden side effects of recommendation systems”
	22 June	Data Analysis Applications Assignment 2 Due
6	24 June	Tree-Based Models <ul style="list-style-type: none"> Lee & Kim (2021). “The decision tree for longer-stay hotel guest”

		<ul style="list-style-type: none"> • Song & Kim (2021). “Predictors of consumers’ willingness to share personal information with fashion sales robots”
7	25 June	Logistic Regression & Support Vector Machines <ul style="list-style-type: none"> • Venkatesan & Gibbs (2013). “Logistic regression” • Cui & Curry (2005). “Prediction in marketing using support vector machines”
8	27 June	Neural Networks and AI <ul style="list-style-type: none"> • Kashef (2020). “A note on neural networks” • Grewal et al. (2025). “How should gen AI fit into your marketing strategy” • Ascarza et al. (2021). “Why you aren’t getting more from your marketing AI”
	29 June	Data Analysis Applications Assignment 3 Due
	3 July	Final Exam

How to Find D Building Offices



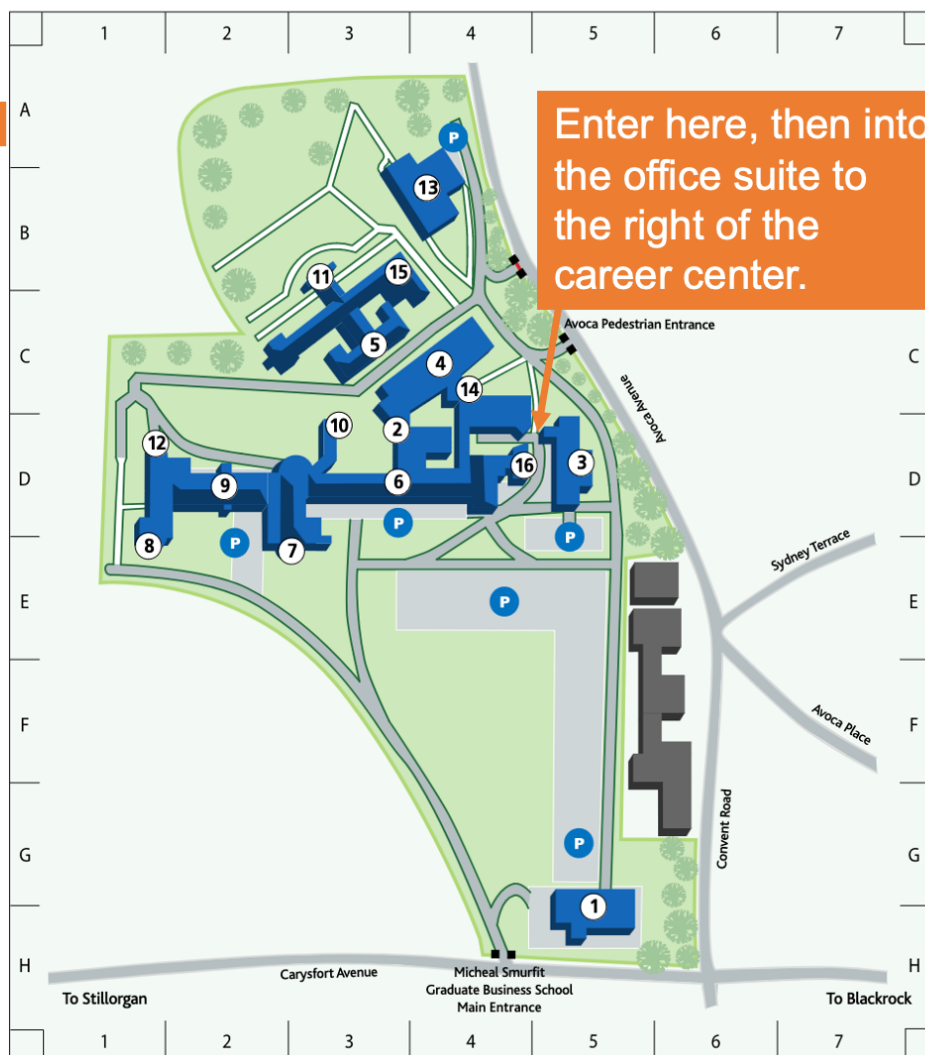
UCD Blackrock Campus

Building Index	No.	Grid
Blackrock Examination Centre	1.	H5
Copi-Print / ILTG	2.	D3
D Building	3.	D5
E Building	4.	C4
East Hall	5.	C3
Graduate School of Business	6.	D3
Library	7.	E3
Liguori House (Grey House)	8.	E1
Management House Executive Education	9.	D2
Marketing Development Programme (Granite Room)	10.	D3
Oratory	11.	B3
Proby House	12.	D1
Restaurant	13.	B4
Services Desk	14.	C4
West Hall	15.	B3
Laundry Room	16.	D4


LEGEND

- Building
- Walkways
- Roadways
- Parking

UCD Unicare:
Our campus, Our care...
Emergency Line: (01 716) 7999




How to Find the Blackrock Exam Centre






UCD EXAMS

How to get to the Blackrock Exam Centre

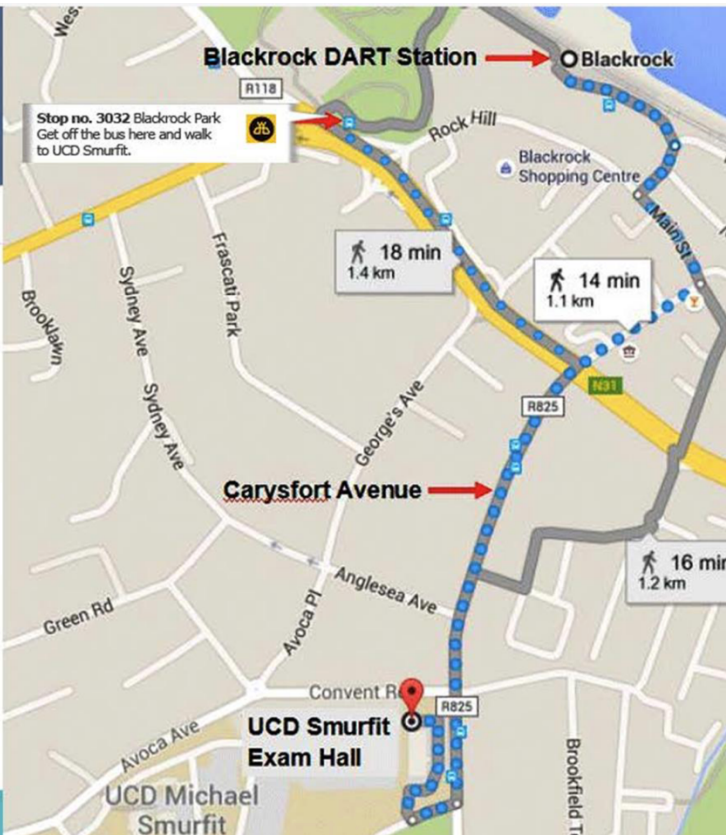
From: UCD Belfield
To: UCD Smurfit School, Blackrock

 **Bus Number S6 then walk for approx 15 min**
From stop no. 765 (Belfield campus) or stop no. 7963 (UCD Village)

Estimated journey time: approx. 35 - 40 minutes (not including waiting time for the bus)

- 1  Take the number S6 bus from Belfield in the direction of Blackrock and get off the bus in Blackrock Park (stop 3032). Check <https://www.transportforireland.ie/> for timetables.
- 2  Walk up Carysfort Avenue (see map) and turn right into the UCD Smurfit School. The Blackrock Exam Centre is the building on the right close to Carysfort Avenue.
- 3  To return to Belfield, take the S6 from Blackrock in the direction of UCD.

MAKE SURE YOU ARRIVE AT LEAST 15 MINS BEFORE YOUR EXAM



Blackrock DART Station → **Blackrock**

Stop no. 3032 Blackrock Park
Get off the bus here and walk to UCD Smurfit.

18 min 1.4 km

14 min 1.1 km

Carysfort Avenue

16 min 1.2 km

UCD Smurfit Exam Hall

For a Google Maps Pin, scan below:

