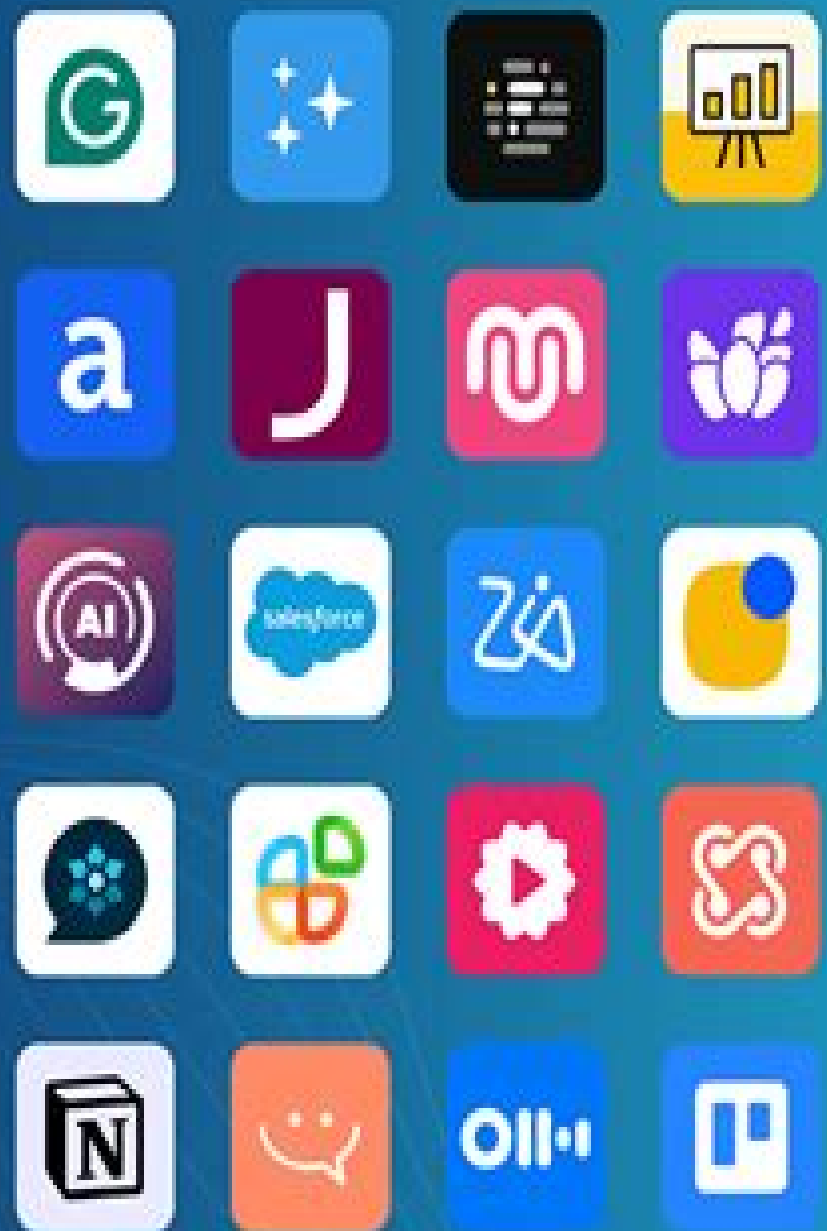


# 20

## AI TOOLS

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## **Ai Tools Today On Sale:**

**Generative Künstliche Intelligenz in Marketing und Sales** Thomas Bolz, Gabriele Schuster, 2025-01-02 Dieses Buch beleuchtet die neuesten Entwicklungen in der Generativen KI und zeigt auf wie Marketing und Vertrieb sie für sich nutzen können KI verändert nicht nur einzelne Werkzeuge und Arbeitsweisen sondern leitet einen grundlegenden Paradigmenwechsel in beiden Bereichen ein Die Autorinnen bieten in ihren Beiträgen einen fundierten und umfassenden Einblick in aktuelle Anwendungsbereiche und Forschungsansätze zu Generativer KI im Marketing und Vertrieb Thematisiert werden zahlreiche erfolgskritische Handlungsfelder und datenschutzrechtliche Herausforderungen Social Media und Content Marketing mit KI Chatbots in der Employee Journey hyperpersonalisierte B2C Kommunikation KI generierte Produkt und SEO Texte bis hin zu Generativer KI in der Marketingforschung und die Rolle von KI in Startups Das Werk richtet sich sowohl an Praktikerinnen und Entscheidungsträgerinnen als auch an Forschende sowie Studierende und trägt dazu bei das Verständnis für dieses dynamische und vielversprechende Feld zu vertiefen Mit Beiträgen von Prof Dr Petra Beenken Luise Sophie Bleckmann Prof Dr Benny Björn Briesemeister Prof Dr Marc Ebel Susanne Fittkau Caroline Grauel Prof Dr Maik Günther Doris Hanway Prof Dr Claudia Heide Holz Isabel Hermann Prof Dr rer pol Kurt Jeschke Prof Dr Tobias Kesting Prof Dr Sonja Klose Prof Dr Ralf Kneuper Prof Dr Ralf T Kreutzer Prof Dr Nicolai Krüger Prof Dr Sibylle Kunz Prof Dr Visieu Lac Christina Lagodka Prof Dr Alexander Lawall Prof Dr Damian Leschik Prof Dr Vera Lenz Kesekamp Prof Dr Nikolaj Lunze Prof Dr Jan Paul Lütke Elisabeth L Orange Sebastian Mertens Manuel Muth Prof Dr Gerd Nufer Prof Dr Miriam O'Shea Ban Pahlawan Florian Perst Marc Peter Prof Dr Jan Pieper Lavinia Celina Rahmawati Prof Dr Katharina Maria Rehfeld Marie Salkowski Prof Dr Philipp Schmid Annkristin Schraus Freddy Sikouonmeu Neal Wessling Prof Dr Klaus Wildhirt Prof Dr Atilla Wohllebe Cansu Rosa Yildirim Prof Dr Tanja Marlen Zweigle

**AI - The new intelligence in sales** Livia Rainsberger, 2022-09-26 This book offers sales managers a quick overview of the possible applications of artificial intelligence in sales and explains basic functionalities What is behind terms such as Sales Automation Sales AI Analytics Sales Enablement Conversational AI Lead Intelligence Dynamic Pricing Sales Management Intelligence and many more Where is the concrete potential for sales organizations And how will AI change the work in sales The author presents the AI tools available on the market today and their application and describes the advantages and disadvantages as well as the limits and possibilities using clear examples Executives in marketing and sales as well as entrepreneurs and managing directors especially in medium sized companies will receive answers to the most important questions and additionally concrete recommendations for action for the implementation in their own companies

**AI, Economic Perspectives, and Firm Business Management** Derbali, Abdelkader Mohamed Sghaier, 2025-03-19 Artificial intelligence AI has become a transformative influence in the domains of economics and business administration fundamentally altering the operational strategies and decision making processes of organizations AI models can be harnessed to scrutinize market trends consumer behavior and macroeconomic indicators

assisting policymakers investors and corporations in making well informed decisions In business administration AI assumes a critical function in the optimization of operations and the enhancement of productivity AI algorithms can streamline the management of supply chains regulate inventory and predict demand culminating in cost reductions and heightened customer contentment The integration of AI in economics and business management also gives rise to ethical dilemmas privacy issues and potential biases necessitating further research into equitable and responsible AI applications AI Economic Perspectives and Firm Business Management explores the integration of AI technology into economics and business management and operations It examines the challenges associated with AI including ethics bias and data privacy and offers solutions for effective intelligent technology usage This book covers topics such as artificial intelligence cryptocurrency and market activity and is a useful resource for business owners economists computer engineers academicians data scientists and researchers

**Sales Force Management** Mark W. Johnston, Greg W. Marshall, Jessica L. Ogilvie, 2025-03-31 This 14th edition of Sales Force Management continues to build on the book's reputation as a contemporary classic fully updated for modern sales management teaching research and practice By identifying recent trends and applications Sales Force Management combines real world sales management best practices with cutting edge theory and empirical research in a single authoritative source The authors have strengthened the focus on the use of technology in sales management including the use of AI in predictive sales analytics updated the content to reflect the enduring impact of the Covid 19 pandemic and revised the case studies and features throughout Pedagogical features include the following All new Thought Bubbles posing international challenges regularly encountered by sales managers to develop students cultural intelligence and ability to handle cross cultural interactions with ease Engaging breakout questions designed to spark lively discussion Leadership Challenge assignments at the end of every chapter to help students understand and apply the principles they have learned in the classroom Minicases updated to reflect contemporary B2B industry settings that today's graduating sales students will find themselves in such as technology sales roles Leadership Innovation and Technology boxes that simulate real world challenges faced by salespeople and their managers Ethical Moment boxes in each chapter put students on the firing line of making ethical choices in sales Role Play exercises at the end of each chapter designed to enable students to learn by doing This fully updated new edition is an invaluable resource for students of sales management at both undergraduate and postgraduate levels Online supplementary resources include an Instructor's Manual and PowerPoint lecture slides

**Predicting sales funnel with a customer-relationship-management tool** Juan Ruiz de Bustillo Ohngemach, 2019-11-22 Bachelor Thesis from the year 2019 in the subject Computer Sciences Artificial Intelligence grade 1.3 University of Pompeu Fabra language English abstract In this work the author attempts to examine a small part of artificial intelligence producing a real life approximation of what could be a predictive system based on sales funnel information provided by a customer relationship management tool like Salesforce The work focusses on two main aspects namely the

prediction of the sales funnel and a LinkedIn based enrichment tool which sources company data in bulk to enrich existing sales information Along the lines of trying to fulfil these two goals the thesis is comprised of the four typical elements of an end to end advanced analytics project identification of needed data and it s sourcing exploratory analysis of said data analytical model selection and design validation and testing of the obtained results obtained in the previous step Artificial Intelligence has matured over the past few years to now become a standard in corporate market and business analyses Those analyses focus mainly on customer acquisition and retention as they drive the revenue This work attempts to create customer retention for example a churn prevention model to help accurately predict the opportunities that have a high propensity to be lost help the salesperson to identify them and be able to quickly react      **ZALES** Janbi Varoka,2025-04-10 **ZALES** The Next Gen Sales Playbook isn t a typical sales guide it s a mindset shift Built for the modern world this book reimagines what it means to sell connect and lead in an age de ned by speed authenticity and global complexity **ZALES** is a fresh human rst framework forged from two decades of real world deals across ve continents It blends timeless sales truths with cutting edge insights in psychology culture tech and customer experience designed for future ready professionals who don t just chase budgets but build lasting impact Inside you ll unlock Blending new sales techniques it offers a powerful framework to connect close and lead with purpose This is your competitive edge for the future of sales How to lead with empathy and sell with edge Culture smart strategies for closing across borders High trust storytelling that moves hearts and metrics Why Gen Z buyers demand more and how to deliver Whether you re a sales rookie a rising manager or an executive rewriting the rules **ZALES** gives you the blueprint to thrive This isn t just a playbook it s your competitive advantage in the modern sales arena

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