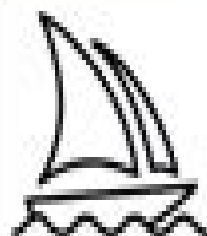
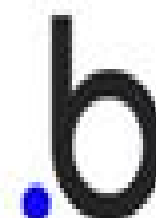
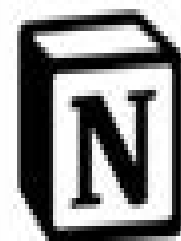
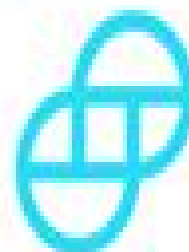


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Artificial Intelligence in Sales Manuel Beck, 2025-06-23 This book provides a practical introduction to the application and implementation of Artificial Intelligence AI in sales organizations The author demonstrates how companies can generate a significant competitive advantage through the targeted use of AI in sales Step by step he explains the innovative possibilities offered by various types and methods of AI throughout the entire sales cycle and how they can be applied at key customer touchpoints from lead generation and qualification to outreach and conversation support as well as presentation proposal creation negotiation customer care and onboarding Both classical and generative AI tools are examined numerous use cases are presented and specific prompting suggestions for AI supported work with ChatGPT and other generative language models are provided A comprehensive selection of real providers of the presented AI solutions for each phase of the sales cycle offers direct points of reference for practical implementation in your company A compact and immediately applicable guide for modern forward looking sales

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 Autoren 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 Bjerre Briesemeister Prof Dr Marc Ebel Susanne Fittkau Caroline Grauel Prof Dr Maik Günther Doris Hanway Prof Dr Claudia Heide Heiko Holz Isabel Hornmann 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 Keskamp 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 Schräus Freddy Sikouonmeu Neal Wessling Prof Dr Klaus Wildhirt Prof Dr Atilla Wohllebe Cansu Rosa Yildirim Prof Dr Tanja Marlen Zweigle

The Harvard

Business Review Sales Management Handbook Prabhakant Sinha, Arun Shastri, Sally E. Lorimer, 2024-10-22 Sales leadership essentials for an era of rapidly advancing digital technology Managing an effective sales organization is key to

revenue generation customer satisfaction and business results But whether you re a sales manager or leading a large sales force it s increasingly challenging to balance success today with driving the digital sales transformation that will position your team for the future With actionable insights and examples from many industries worldwide the HBR Sales Management Handbook provides the resources you need to build value for your company your customers and your sales teams The book covers the fundamentals every sales manager needs to know and explores today s most challenging issues around digital bringing value to informed and self sufficient customers while managing the business hiring developing and retaining the best talent managing sales in the remote multichannel world using AI and analytics to support critical decisions navigating change with continuous improvement and building the next generation of sales information hubs Your job as a sales leader is vast and dynamic This handbook is a collection of proven and forward looking ideas to help you your salespeople and your customers win HBR Handbooks provide ambitious professionals with the frameworks advice and tools they need to excel in their careers With step by step guidance time honed best practices and real life stories each comprehensive volume helps you to stand out from the pack whatever your role

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Artificial Intelligence as an Additional Tool in Customer Relationship Management and the Impact after the COVID-19 Crisis Leonard Rupperti, 2022-12-16 Masterarbeit aus dem

Fachbereich Informatik K nstliche Intelligenz Sprache Deutsch Abstract The aim of the research of this present work is to answer which criteria make an AI driven CRM successful what opportunities and challenges there are and how the general

population assesses this topic Furthermore it is important to see that the corona pandemic is having an impact on the use of AI For this purpose the following two research questions were asked How does AI strengthen the customer relationship CRM Will the Corona pandemic accelerate the use of AI To answer the research questions a quantitative study on people s current opinions and attitudes towards AI and how it will change as a part of the outbreak of the pandemic was conducted Specifically the study deals with artificial intelligence in customer service the change of AI in companies due to Covid 19 and how people generally view the topic of AI The participants surveyed were anonymous of different age groups occupations and origins as this topic affects everyone today and it is important to pay attention to the opinion of the general population The targeted use of artificial intelligence in customer relationship management to make the work of companies and their employees more efficient and of higher quality also about the customer is on the rise More and more sales are generated by this technology and more and more AI controlled tools are being developed which make customer management more successful and thus intensify the relationship between customers and companies Thus it is necessary to understand such technologies and how they are designed but also what opinion the general society has on this rather revolutionary technology

Artificial Intelligence in Business Abdul Razzak Alshehadeh,Ihab Ali El-Qirem,Ghaleb Awad Elrefae,2025-09-30 This book covers results of the 19th Scientific Annual International Conference for Business SICB Artificial Intelligence in Business This second volume of proceedings from the 19th SICB International Conference presents 32 cutting edge research papers examining the transformative impact of artificial intelligence across multiple business domains As organizations worldwide navigate the complexities of AI implementation this collection offers essential insights for researchers practitioners and policymakers seeking to harness AI s potential while addressing its challenges The volume is organized into five thematic sections that reflect the diverse applications of AI in contemporary business AI in Marketing and Consumer Behavior examines how immersive technologies like AR VR reshape customer engagement strategies and explores the ethical dimensions of AI powered personalization in emerging markets AI in Finance Banking and Accounting investigates the transformation of financial services with particular emphasis on regional applications in Middle Eastern banking systems and the evolving role of accounting professionals in an increasingly automated landscape AI in Technology Digital Transformation and Security addresses the technical foundations of AI implementation from network intrusion detection systems to property valuation modeling with careful attention to infrastructure requirements for successful digital transformation AI in the Pharmaceutical Industry and Healthcare documents the revolution in drug discovery pharmaceutical modeling and patient care It reveals how machine learning and predictive analytics accelerate innovation while raising important questions about data privacy and ethical implementation AI in Ethics Regulation and Social Implications explores the critical balance between technological innovation and responsible governance offering frameworks for legal protection ethical assessment and human centric AI design This volume distinguishes itself by its methodological diversity and geographic inclusivity It features

significant contributions from researchers across Europe Asia the Middle East and beyond This global perspective provides a more nuanced understanding of how cultural economic and regulatory factors influence AI adoption and effectiveness in diverse business environments Leading and Managing in the Digital Era Gregory Prastacos,Nancy Pouloudi,2024-12-30 Rapidly emerging digital technologies such as artificial intelligence robotics the Internet of Things blockchain and virtual and augmented reality are driving profound changes in the workplace and society These technologies are radically transforming areas of cognitive and physical work while opening up new opportunities for complex decision making and increased efficiency As a result a new set of skills and a new style of leadership is required where digital savviness is essential together with an increased focus on collaboration transparency entrepreneurship diversity and inclusion This book organized in six parts presents key developments of the digital age in leadership management the future of work and business education Part I Governance in the Digital Era sets the scene by reviewing the challenges that the digital era presents for policy makers at national and global levels This research is complemented by research at the organizational level in Part II Strategy and Entrepreneurship in the Digital Era that discusses strategic issues that organizations of different sizes and levels of digital maturity face Part III Innovation and digital transformation presents examples from different sectors where AI and other innovative technologies are integrated in business Part IV The Future of Work focuses on the changing conditions of workspaces and their implications for human resource management and the future of work Part V Leadership and Skills for the Digital Era explores the impact of this changing business and societal landscape and studies the leadership style and skills needed in these conditions Finally Part VI The Future of Business Education studies how such skills and leadership may be cultivated in business education and draws lessons for the future The book is based on a selection of the best papers on this topic presented at the international conference LMDE held in Athens Greece in June 2023 The Jewelers' Circular and Horological Review ,1893 *Sales Force Management* Gregory Rich,Rhett Epler,2024-09-25 Formerly published by Chicago Business Press now published by Sage Sales Force Management is a comprehensive guide to leading sales teams in today s dynamic business landscape offering practical insights strategies and tools to navigate the challenges of modern sales management effectively The Second Edition also delves into how technology such as artificial intelligence is reshaping sales force operations in the post pandemic era **Artificial Intelligence in Recruiting. A Literature Review on Artificial Intelligence Technologies, Ethical Implications and the Resulting Chances and Risks** Matthias Rudolph,2021-01-07 Master s Thesis from the year 2020 in the subject Computer Sciences Artificial Intelligence grade 1 3 Friedrich Alexander University Erlangen Nuremberg Wirtschaftsinformatik language English abstract The thesis aims to analyze this field of tension between the benefits and risks caused by the introduction of AI into recruiting based on a systematic analysis of academic publications To the knowledge of the author neither a literature review on ethical challenges of AI based recruiting tools nor an overview addressing application fields and the resulting ethical risks has been published so far Consequently this

thesis aims to close this research gap by disclosing how AI technologies affect the recruiting process and how ethical challenges arising from the implementation of AI based tools are addressed in the same publications Consequently research question RQ one RQ1 and RQ two RQ2 can be derived Which AI technologies are applied in the field of recruiting and how do they influence the recruiting process Which major ethical challenges arise from the introduction of AI into recruiting and how are these challenges addressed by the proposed AI based tools Addressing these two RQs the remainder of this thesis is structured as follows Chapter 2 classifies recruiting and its subprocesses as a part of Human Resources HR establishes a common understanding of AI and machine learning ML algorithms relevant in AI based recruiting tools and derives major ethical challenges with a focus on the ethical principles fairness and transparency In chapter 3 the methodical approach used for identifying and selecting relevant literature is described Chapter 4 answers both RQs based on the AI based recruiting tools included in the literature set In turn the first part of the analysis focuses on analyzing how the needs raised through traditional recruiting means are addressed by AI based recruiting tools also touching base on the underlying technologies The second part addresses if and where applicable how these publications incorporate fairness and transparency Subsequently chapter 5 discusses the main findings of the analysis of the literature set and provides implications for theory and practice followed by a brief conclusion and the outlining of limitations and future research fields in chapter 6

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