

UGBA 167 – Marketing Analytics – 3 units

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Marketing is evolving from an art to a science. Many firms have extensive information about consumers' choices and how they react to marketing campaigns, but few firms have the expertise to intelligently act on such information.

In this course, students will learn the scientific approach to marketing with hands-on use of technologies such as databases, analytics and computing systems to collect, analyze, and act on customer information. While students will employ quantitative methods in the course, the goal is not to produce experts in statistics; rather, the focus is on applying a range of methods to answer key questions in marketing.

After finishing the class you will be able to use software to execute typical data-science tasks, such as, forecasting, targeting, experiment design, and campaign evaluation.

The course uses a combination of lectures, cases, and exercises.

Topics covered include:

- Prospecting, targeting and developing customers
- Churn management
- Randomized experiments
- Web analytics
- Mobile analytics

Giovanni Compiani is an Assistant Professor at Haas with the marketing group. He earned a PhD in economics from Yale in 2018 and does research in economics and quantitative marketing.