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Explaining machine learning models in sales predictions

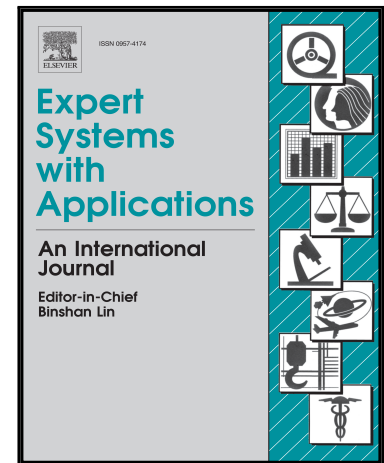
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Highlights

- A general explanation methodology explains decisions of powerful black box machine learning models
- Comprehensive and unified format of explanation for an arbitrary ML model.
- Integration of explanation methodology into knowledge based system that supports a complex business decision-making task.
- Advanced what-if analysis for the evaluation of decision options in B2B sales forecasting.
- Our solution improves human learning and reflection.

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