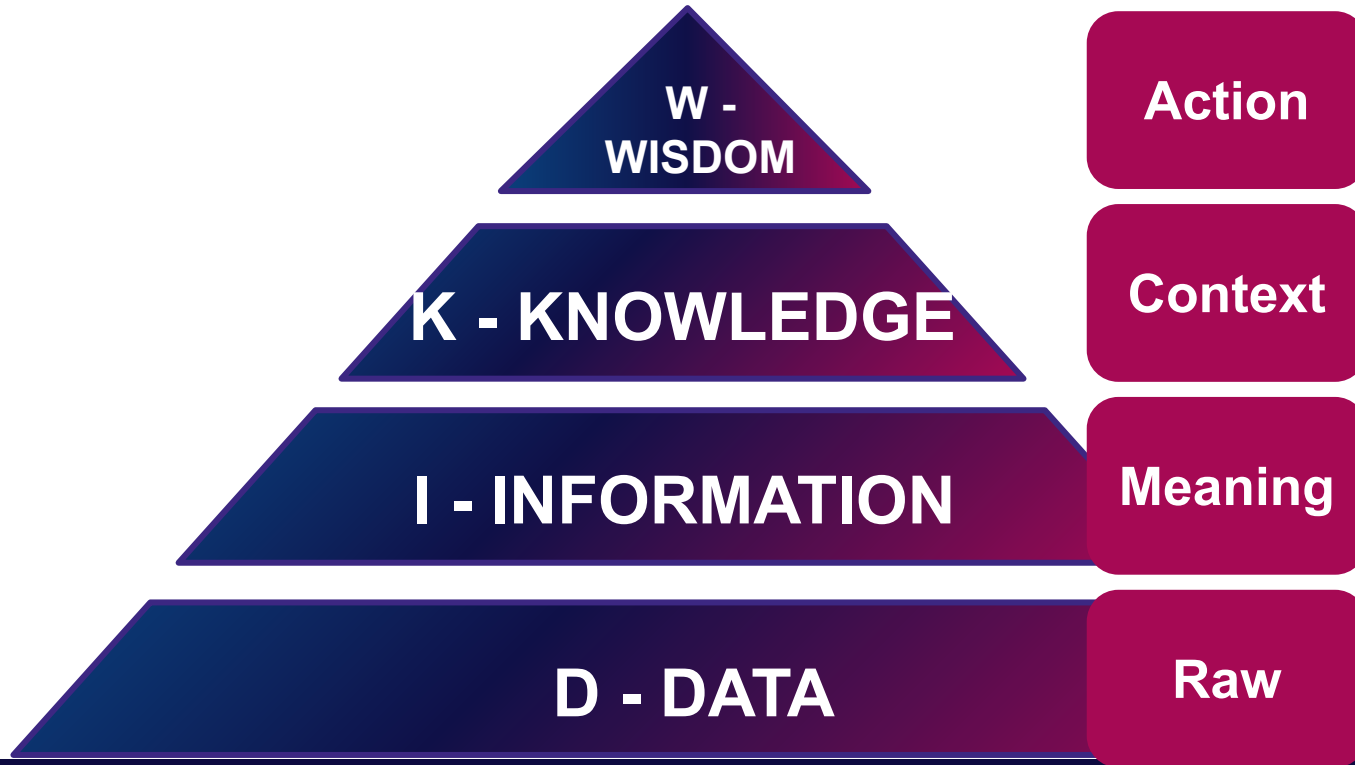
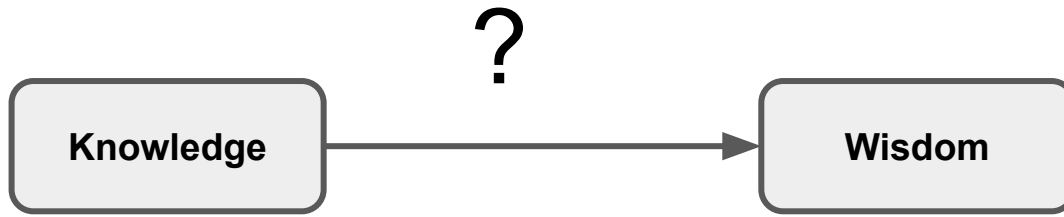


From Knowledge to Wisdom

Angelica Lo Duca
angelica.loduca@iit.cnr.it

The **DIKW** Pyramid



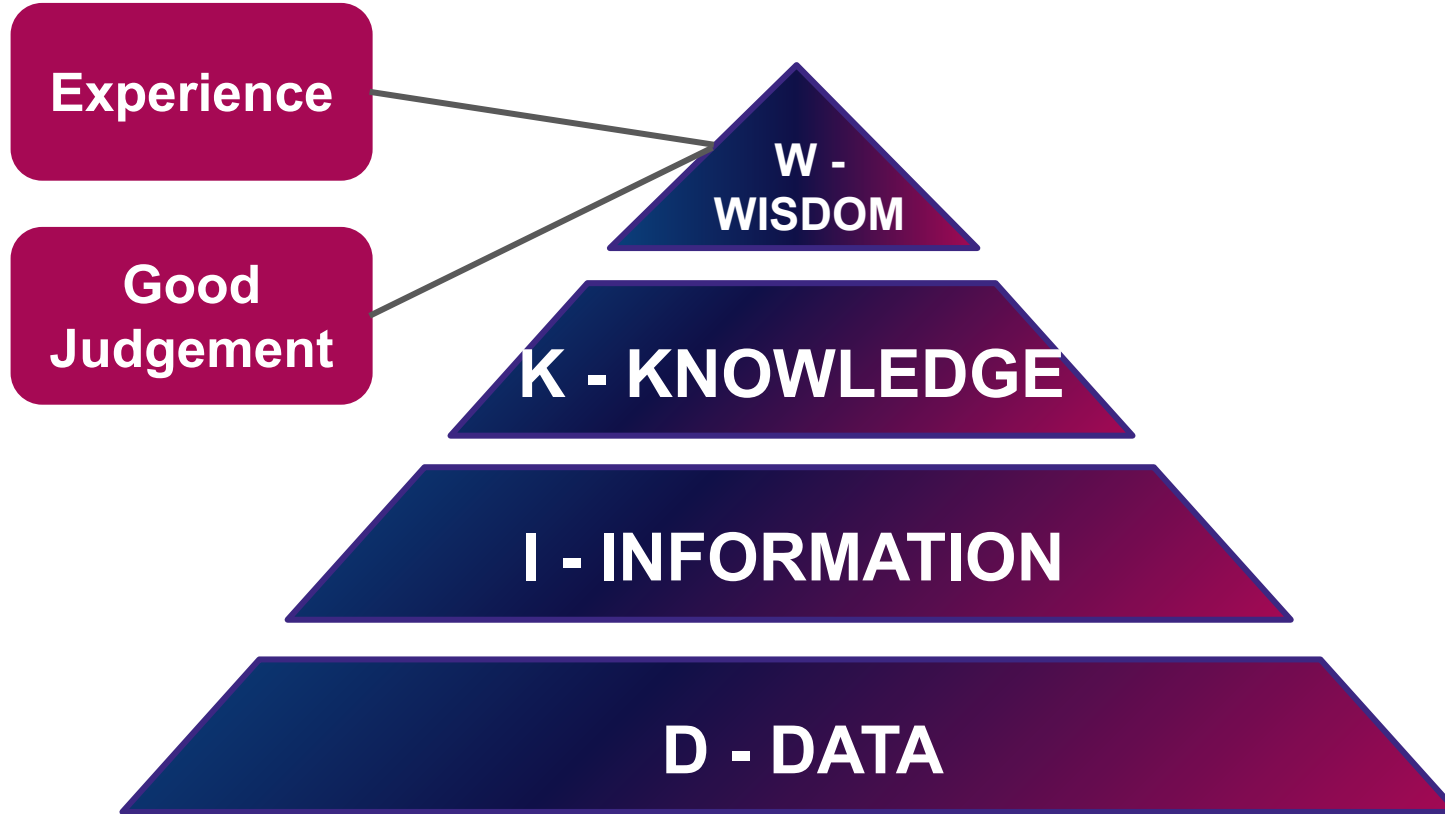


Familiarity to
the data

Move the
audience to act

Wisdom enables us
to make better decisions
based on our data.

The **DIKW** Pyramid

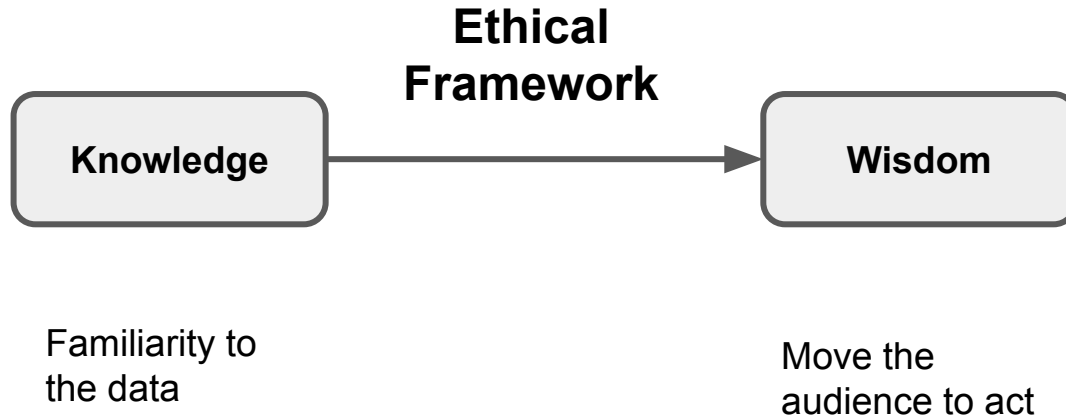


Wisdom

Knowledge provides the foundation upon which wisdom is built. We cannot make informed decisions without a broad understanding of our data.

Experience provides the context through which our knowledge is applied.

Good judgment is the ability to weigh the pros and cons of a situation, analyze the risks and benefits, and come to a well-informed and wise decision. It requires the ability to evaluate a situation from multiple perspectives and understand the potential outcomes of each choice.



Ethical Framework

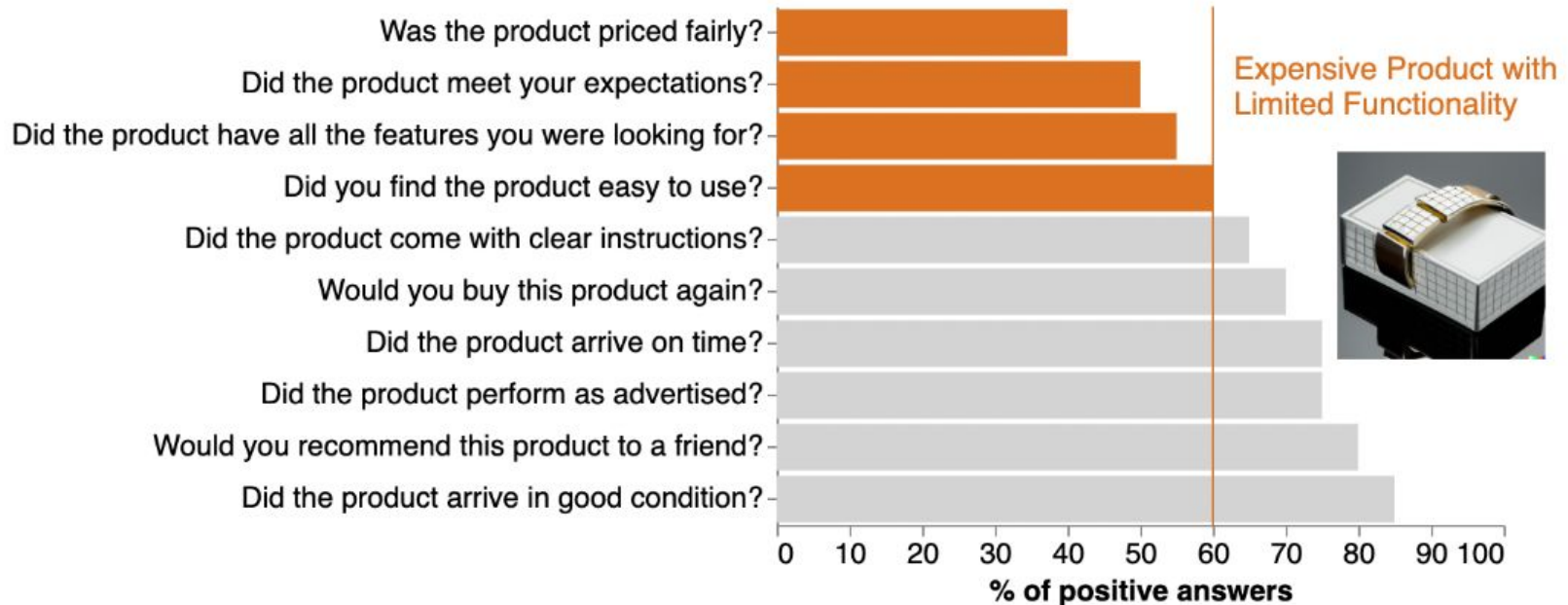
An ethical framework serves as a guideline for decision-making based on principles that guide moral behavior.

It provides a framework for evaluating the potential consequences of our actions and helps us identify the best course of action based on what is right and just.

Improve the ratio quality price

Where our product needs to improve

We conducted a survey relating to our product on a sample of 100 customers.



Utilitarianism

This framework bases ethical decisions on maximizing utility or **happiness**. According to this view, an action is right if it leads to the greatest happiness for the greatest number of people.

SUGGESTED ACTIONS



Reduce the production cost and pass on the savings to customers

Invest in research and development to create a superior product that justifies a higher price point

Deontology

This framework focuses on following moral rules or duties. It argues that certain actions are inherently good or bad, regardless of their consequences.

SUGGESTED ACTIONS



Avoid any deceptive marketing practices that mislead customers about the value of our product

Virtue ethics

This framework emphasizes the importance of developing virtues such as courage, honesty, and compassion. It argues that good people are more important than following rules or maximizing happiness.

SUGGESTED ACTIONS



Invest in high-quality materials and manufacturing processes

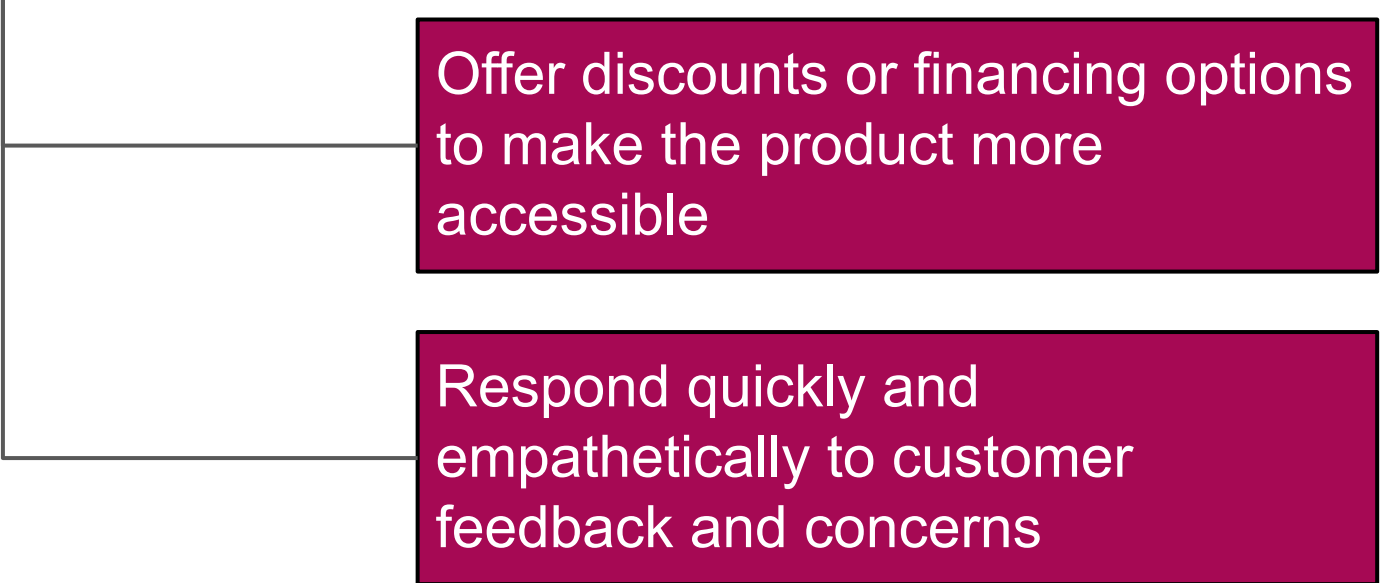
Be transparent about the costs associated with production

Provide excellent customer service that builds trust and loyalty.

Care ethics

This framework emphasizes the importance of relationships and empathy. It bases ethical decisions on caring for others and responding to their needs.

SUGGESTED ACTIONS



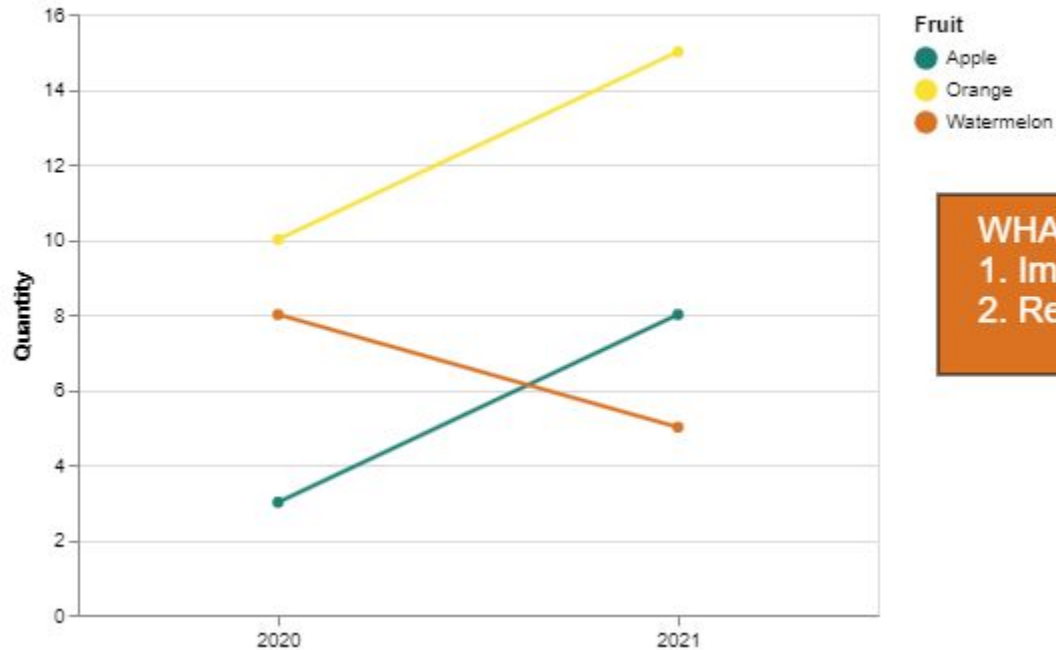
Offer discounts or financing options to make the product more accessible

Respond quickly and empathetically to customer feedback and concerns

Where to add a call to action?

As an annotation

The Watermelon flop in 2021

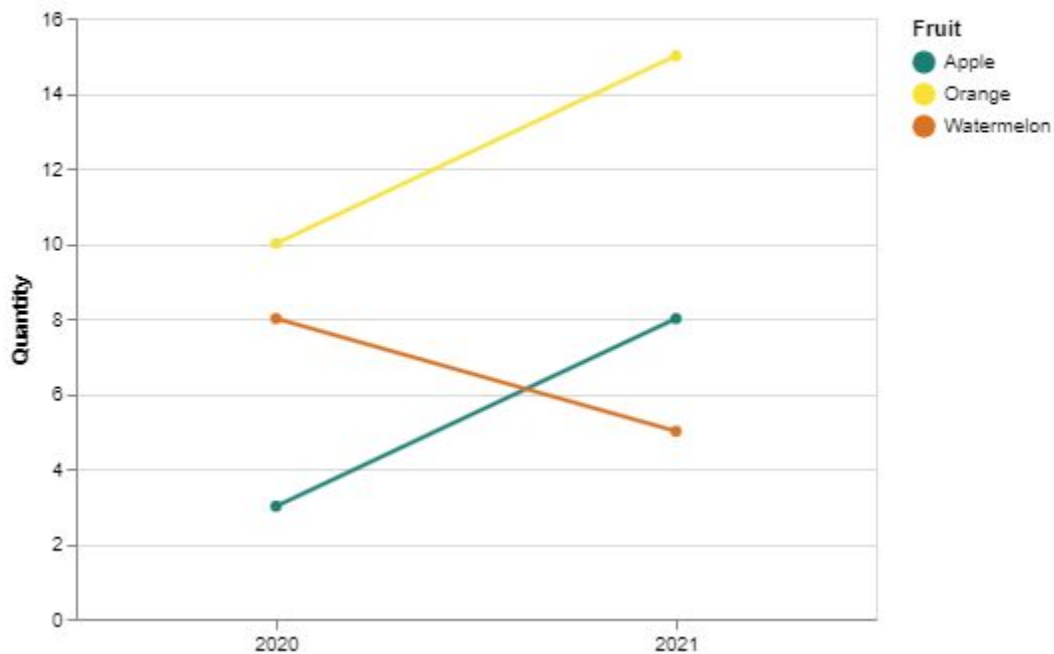


WHAT CAN WE DO?

1. Improve watermelon productivity
2. Reduce watermelon price

Using the title

Reduce watermelon price to recover from flop in 2021



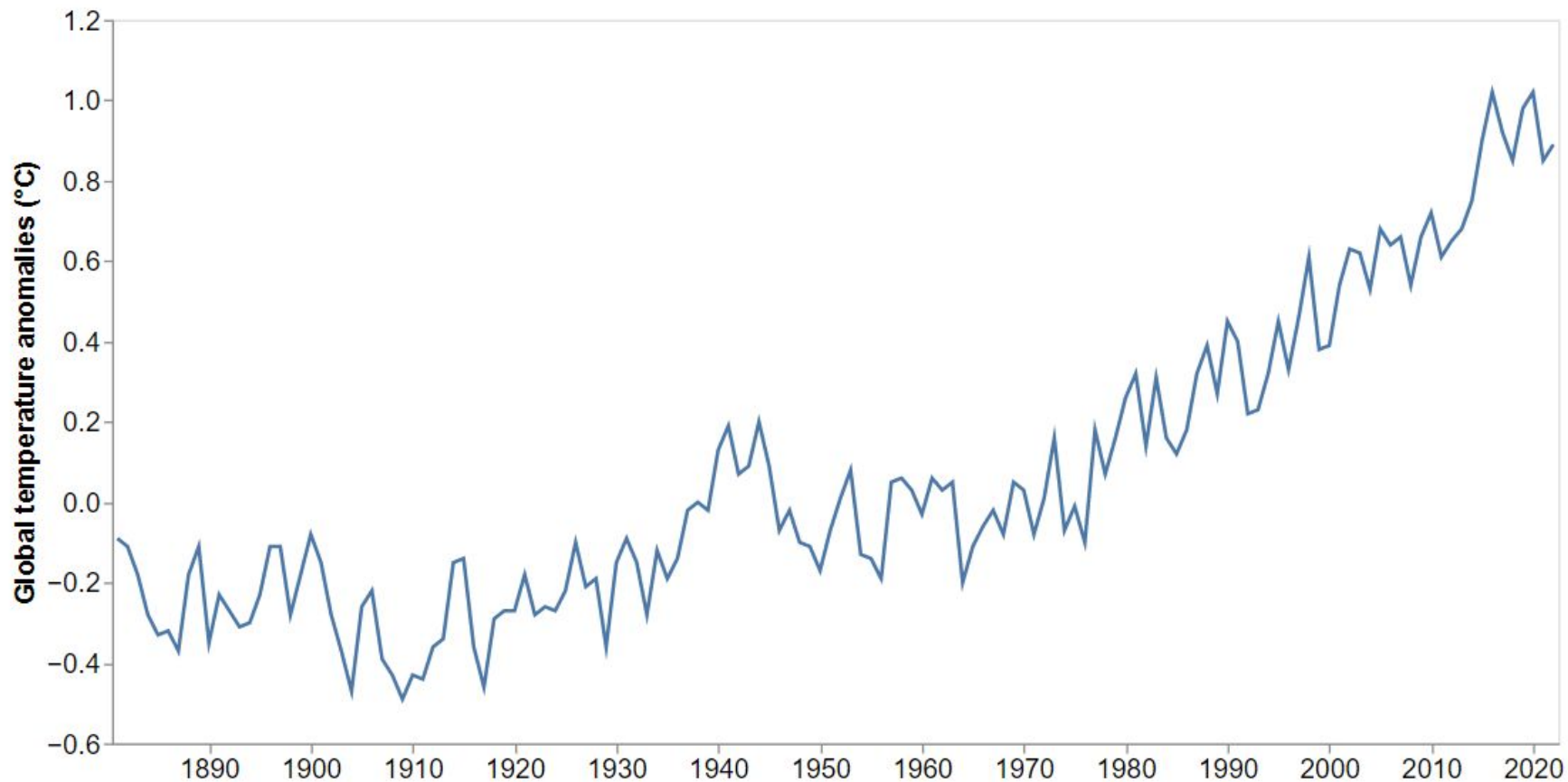
Case Study 1

Scenario

Let us imagine that we work for a company that sells bikes. Our boss has asked us to **produce a chart encouraging customers to buy a bike.**

OBJECTIVE: Encourage customers to buy a bike

Global temperature anomalies from 1890 to 2022



slido



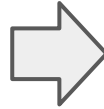
**How can we use this chart
to invite people buy our
bike?**

① Start presenting to display the poll results on this slide.

OBJECTIVE: Encourage customers to buy a bike

BACKGROUND

Human activity has led to the alarming increase in global temperatures since 1977



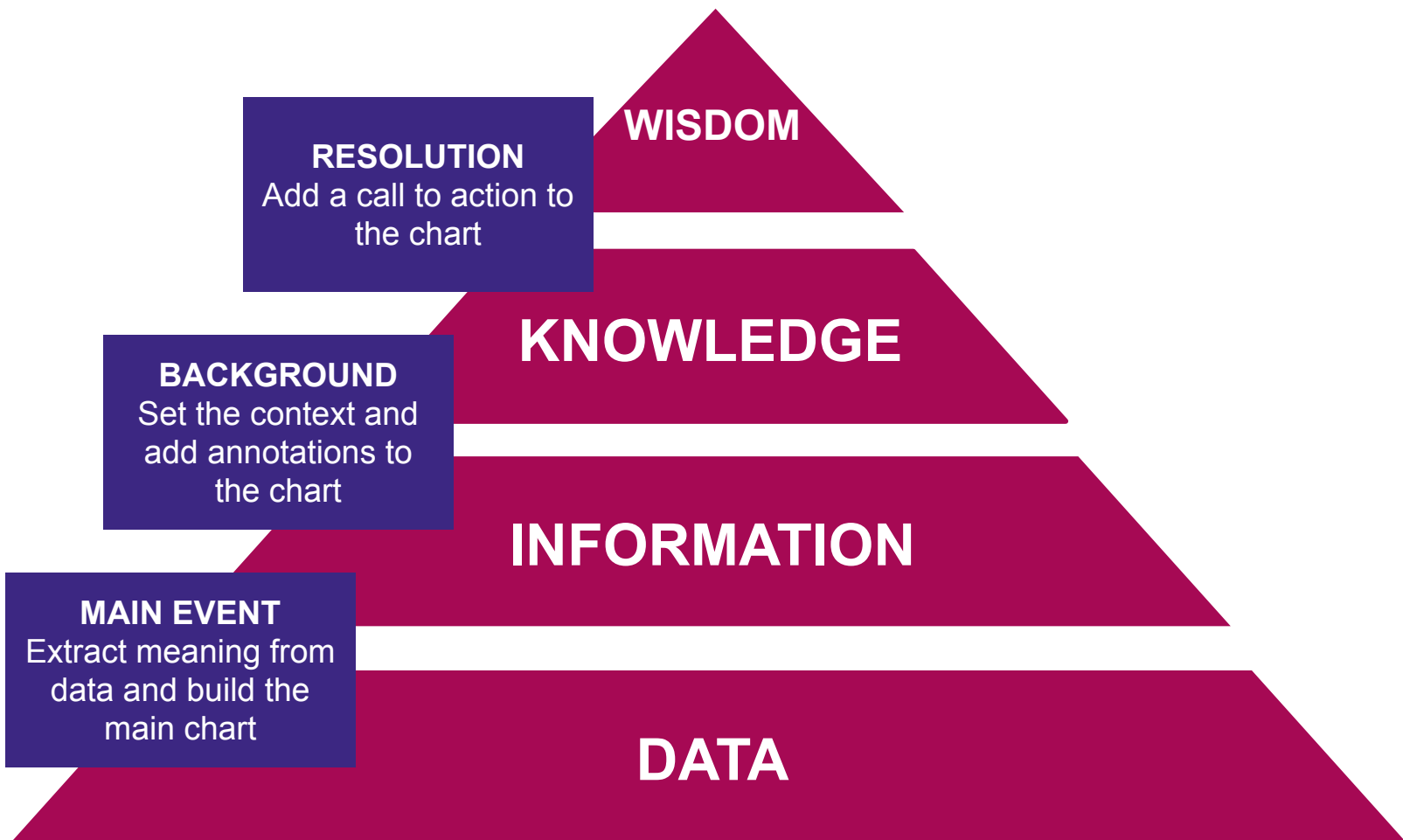
MAIN EVENT

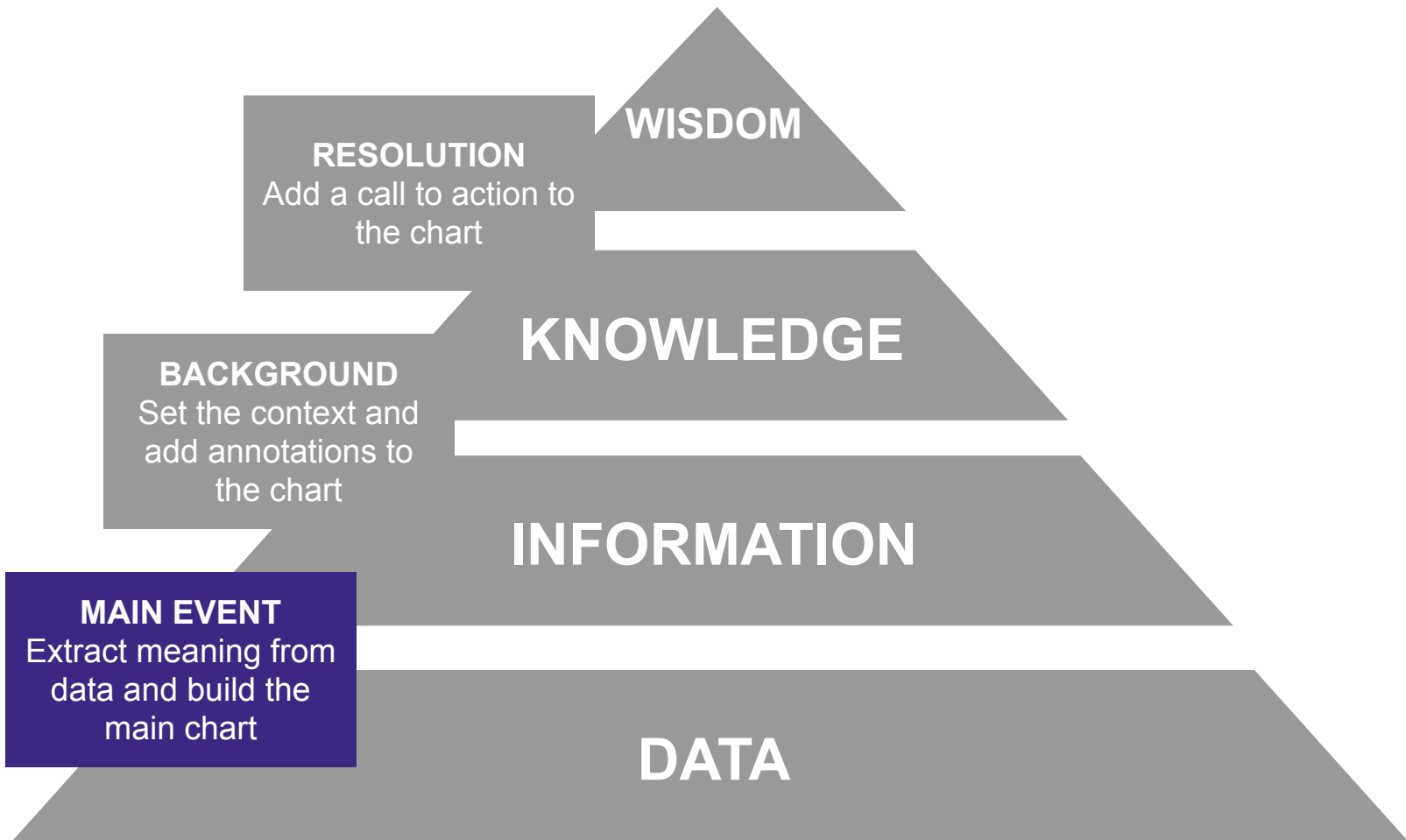
Increase in temperature over the last 50 years



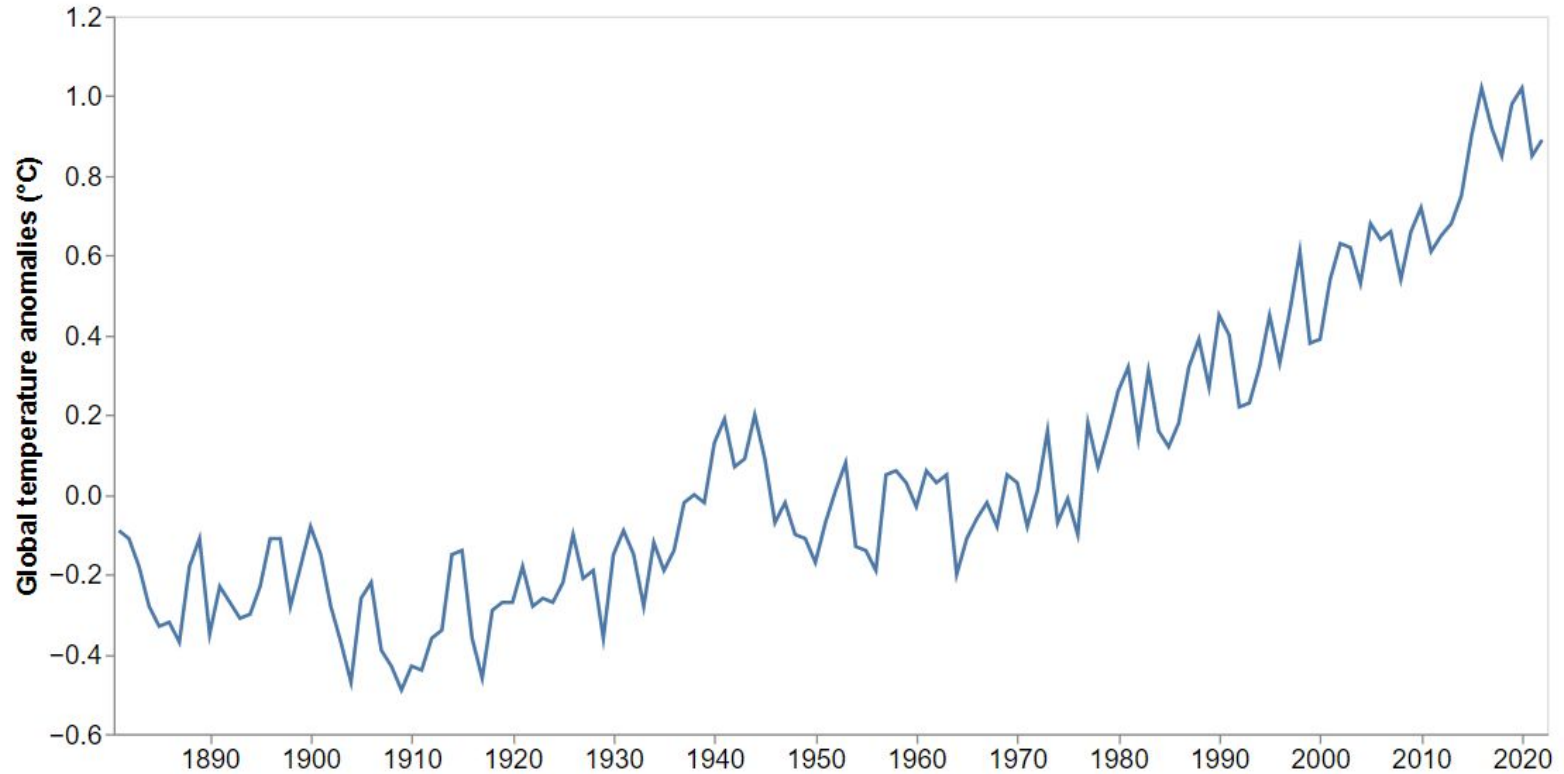
RESOLUTION

Buy a bike!





Global temperature anomalies from 1890 to 2022



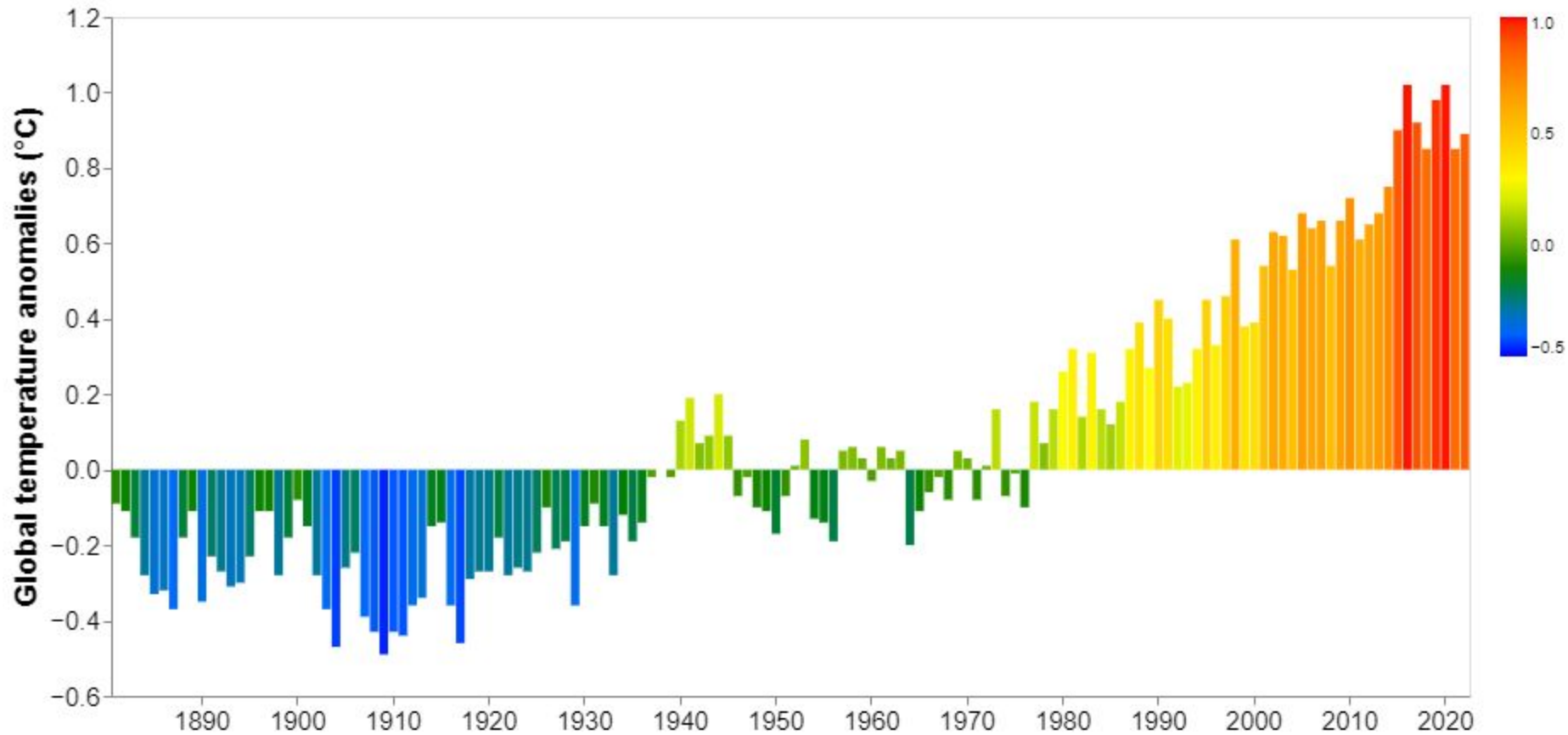
slido

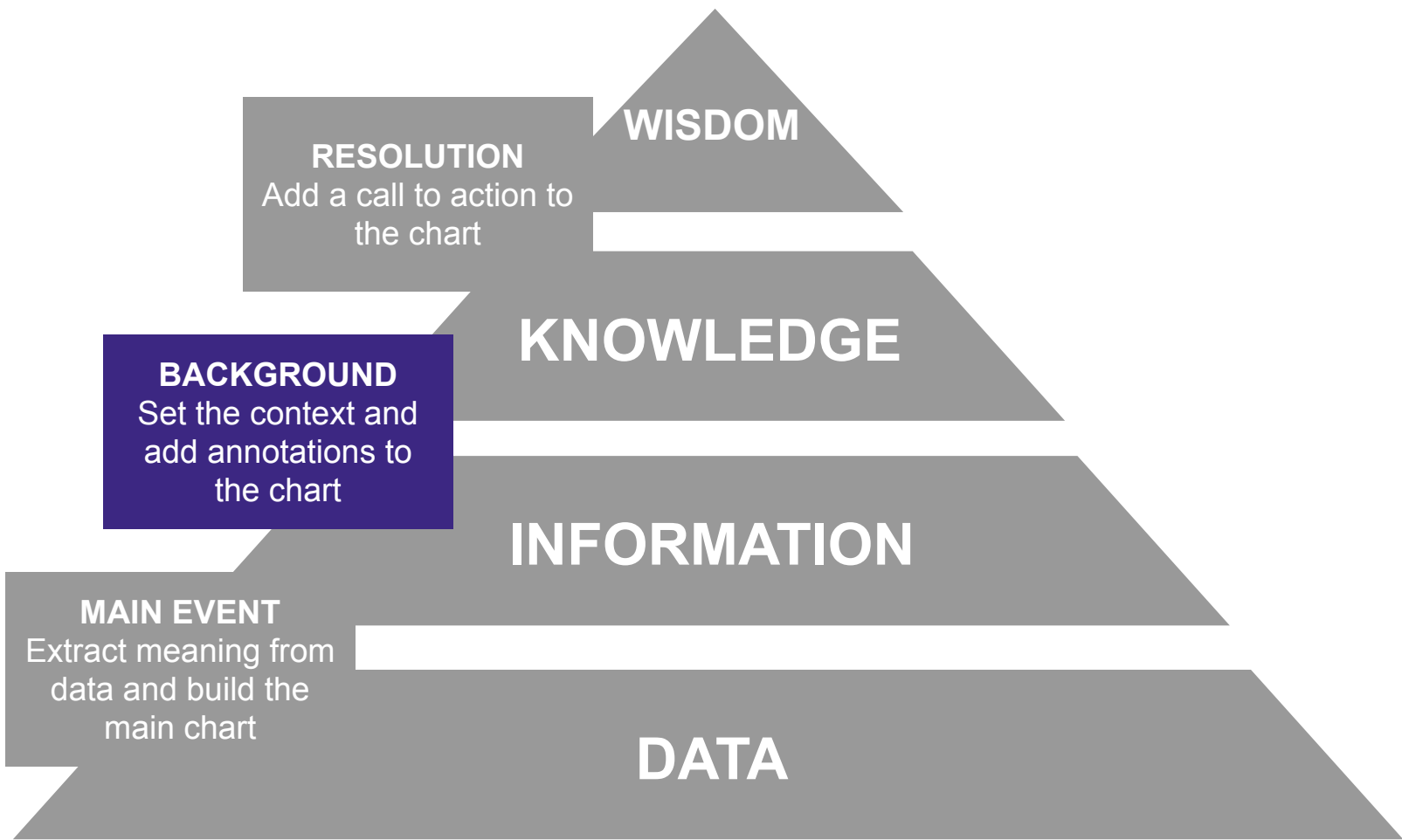


How to extract meaning?

① Start presenting to display the poll results on this slide.

Global temperature anomalies from 1950 to 2022





slido



Which context can we add?

① Start presenting to display the poll results on this slide.

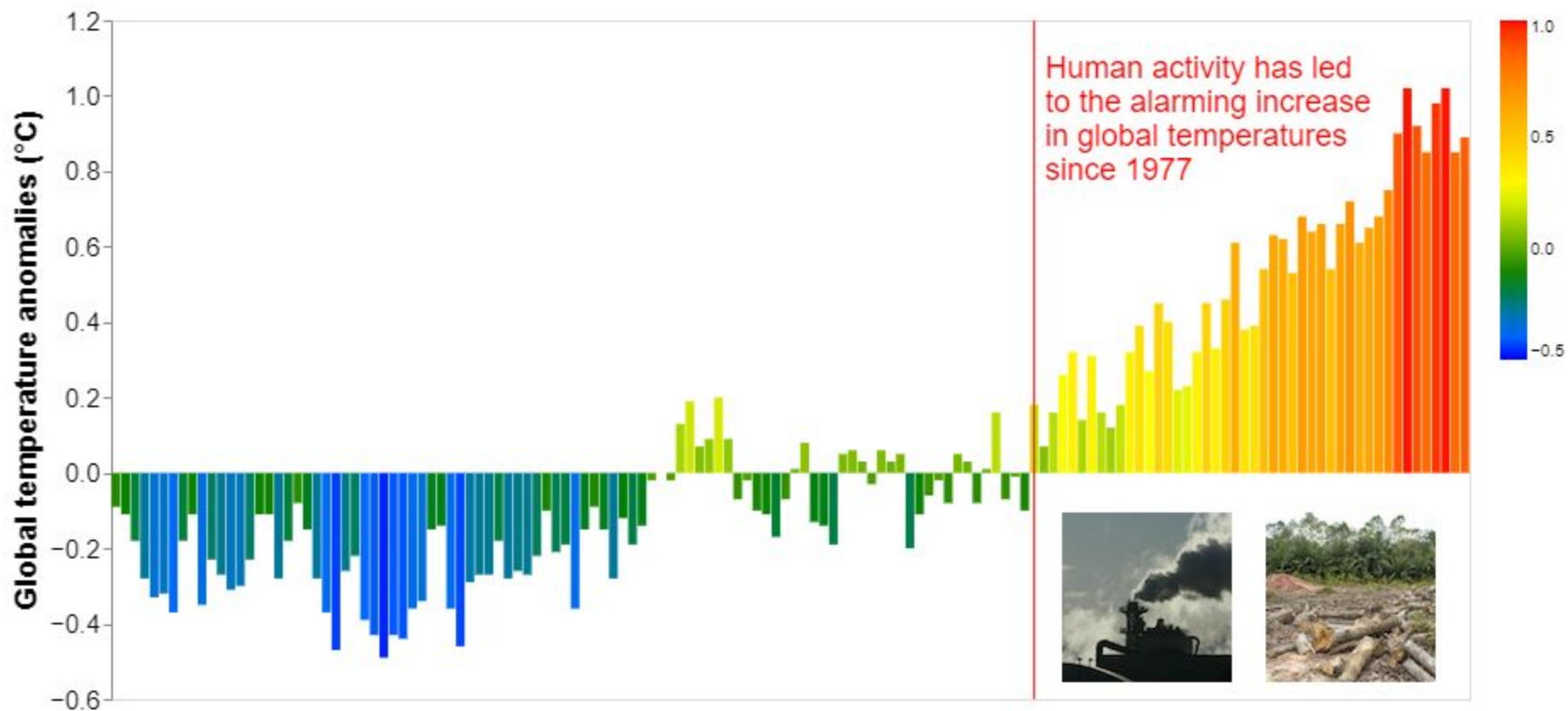


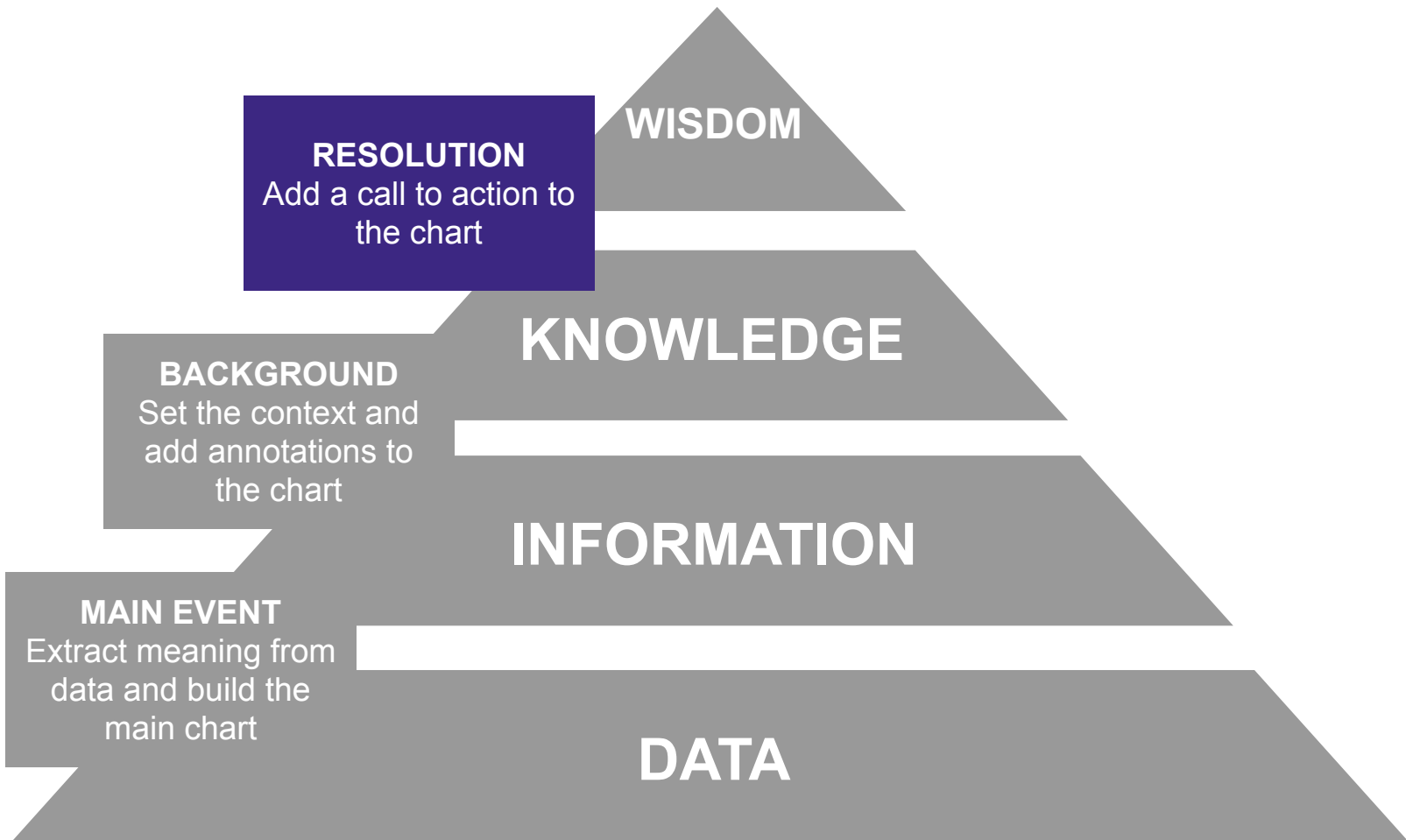
Industrial fumes



Deforestation

Global temperature anomalies from 1950 to 2022





WISDOM

RESOLUTION

Add a call to action to the chart

KNOWLEDGE

BACKGROUND

Set the context and add annotations to the chart

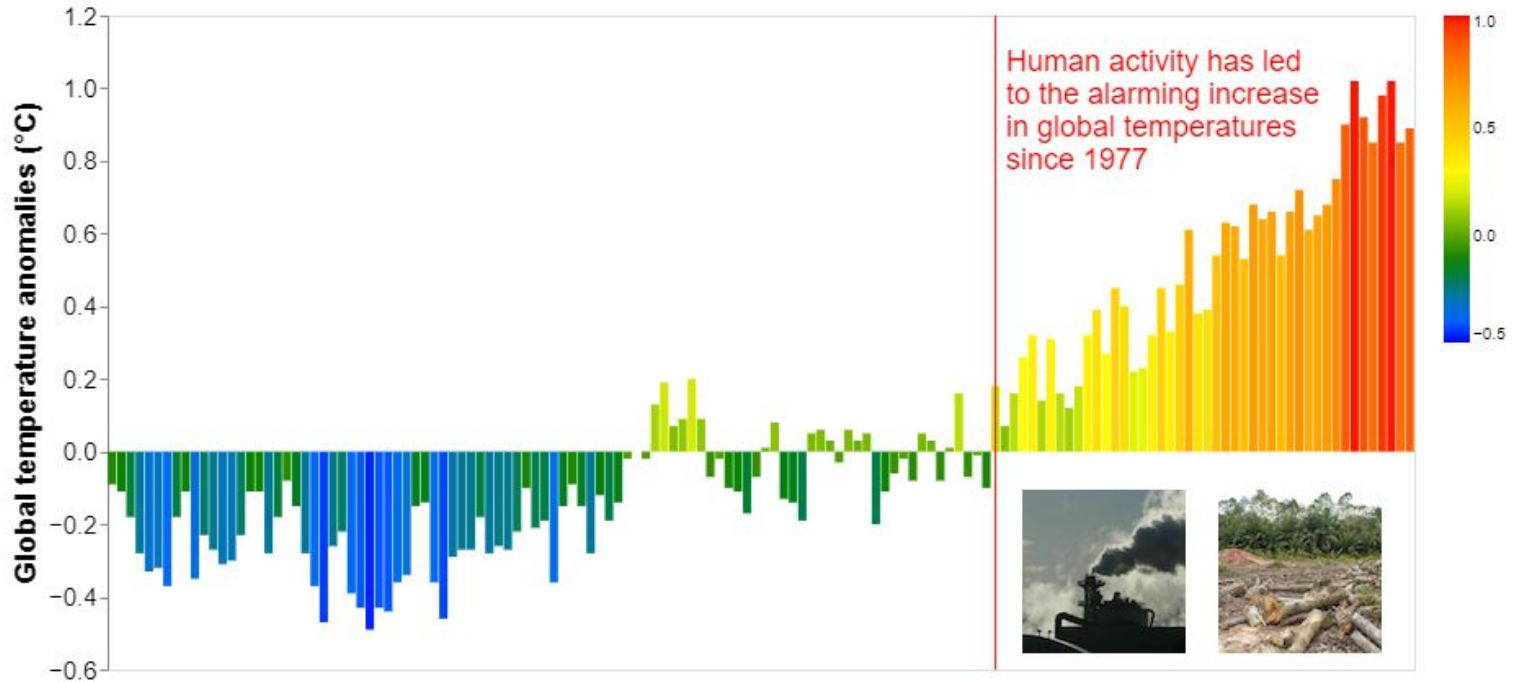
INFORMATION

MAIN EVENT

Extract meaning from data and build the main chart

DATA

Switch to a bike to save the planet!



Our bike is environmentally friendly, cost-effective, and provides a healthy mode of transportation. More info at ourbike.ourdomain

Case Study 2

Scenario

Imagine that we work in a small restaurant.

Since the clientele has increased recently, we decide to hire a new waiter.

However, we are still on a budget and can only hire this waiter on certain days of the week.

We decide to study **which days of the week the waiter will have to work.**

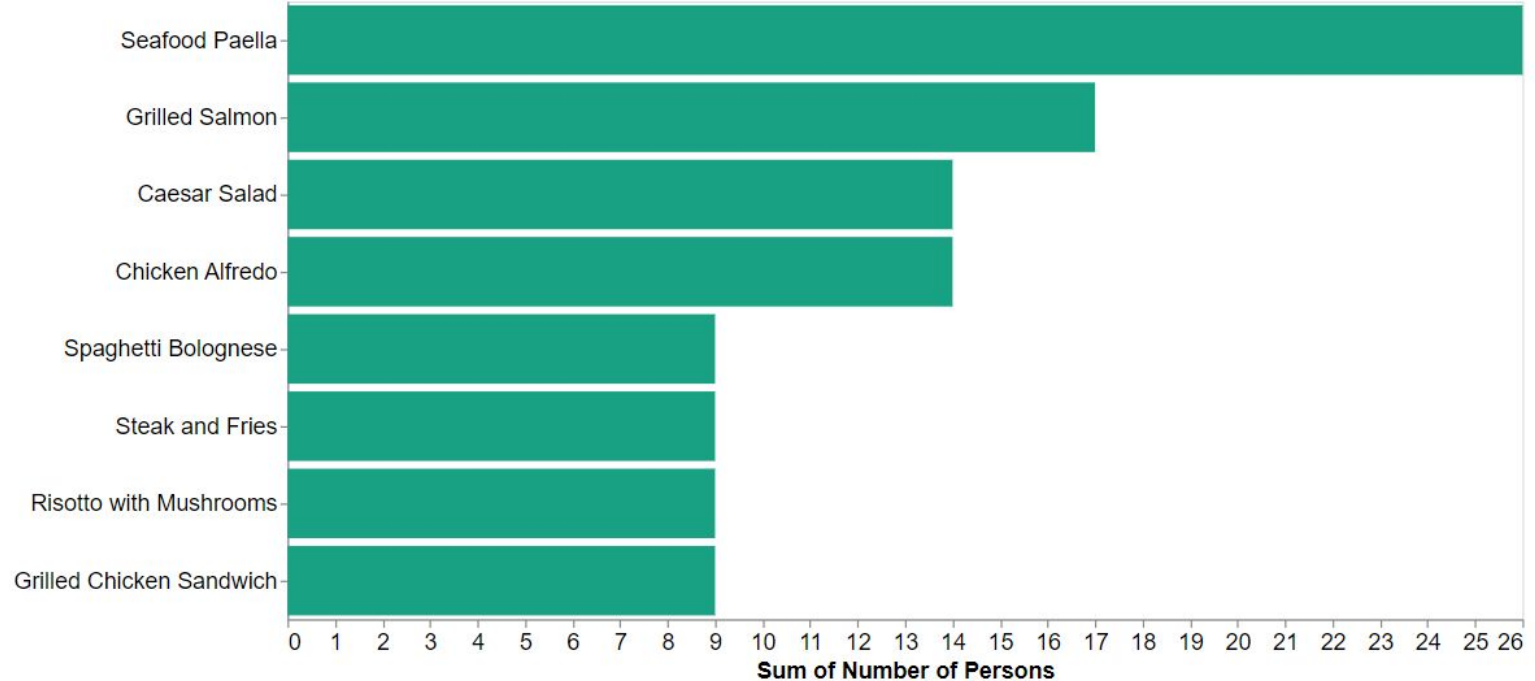
OBJECTIVE: Show the days of week the waiter will have to work

restaurant

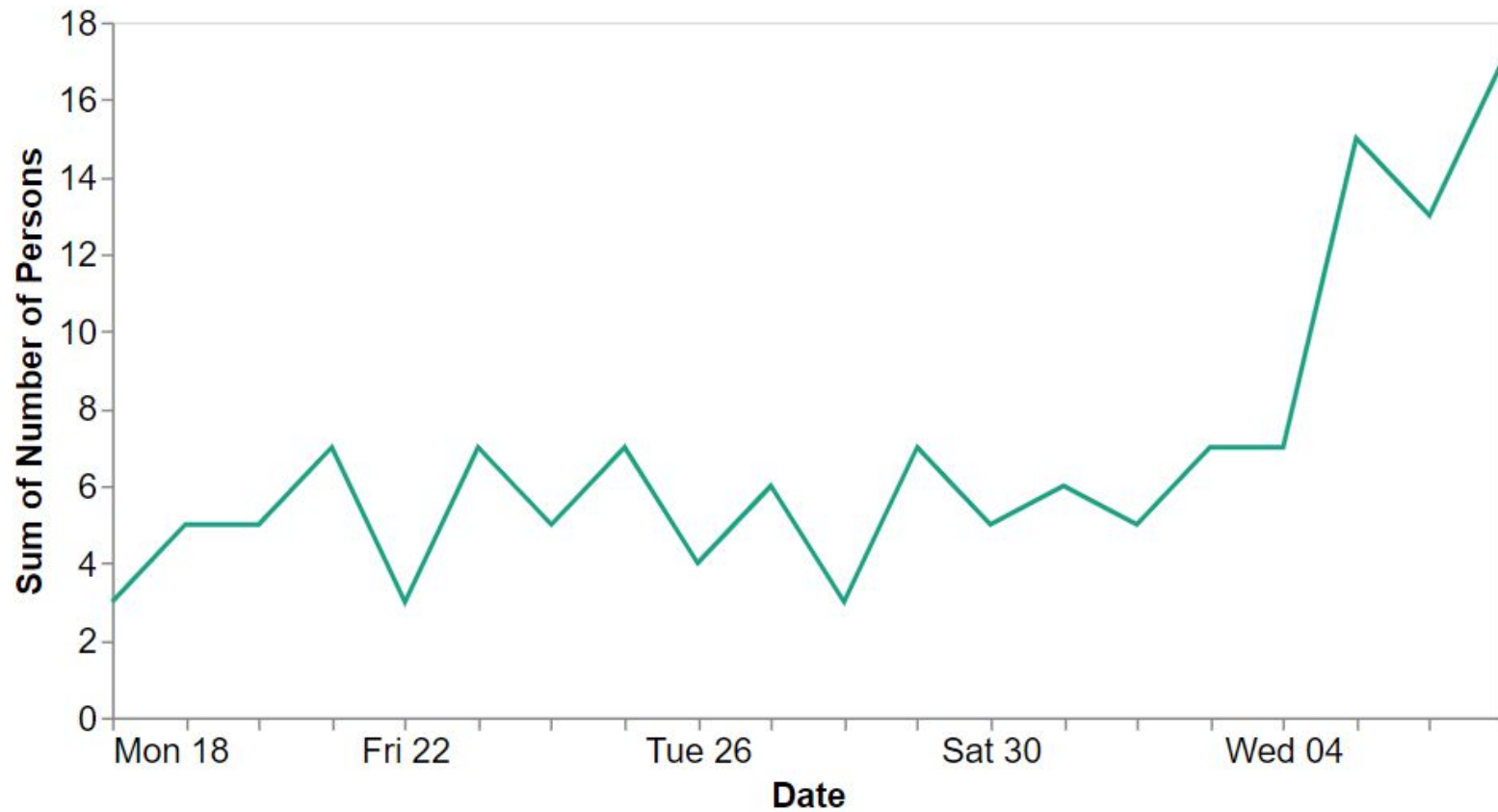
Course	Number of Persons	Date
Spaghetti Bolognese	2	2022-04-18
Steak and Fries	1	2022-04-18
Grilled Salmon	3	2022-04-19
Caesar Salad	2	2022-04-19
Chicken Alfredo	4	2022-04-20
Risotto with Mushrooms	1	2022-04-20
Grilled Chicken Sandwich	2	2022-04-21
Seafood Paella	5	2022-04-21
Spaghetti Bolognese	1	2022-04-22
Steak and Fries	2	2022-04-22
Grilled Salmon	4	2022-04-23
Caesar Salad	3	2022-04-23
Chicken Alfredo	2	2022-04-24
Risotto with Mushrooms	3	2022-04-24
Grilled Chicken Sandwich	1	2022-04-25
Seafood Paella	6	2022-04-25

Data Exploration

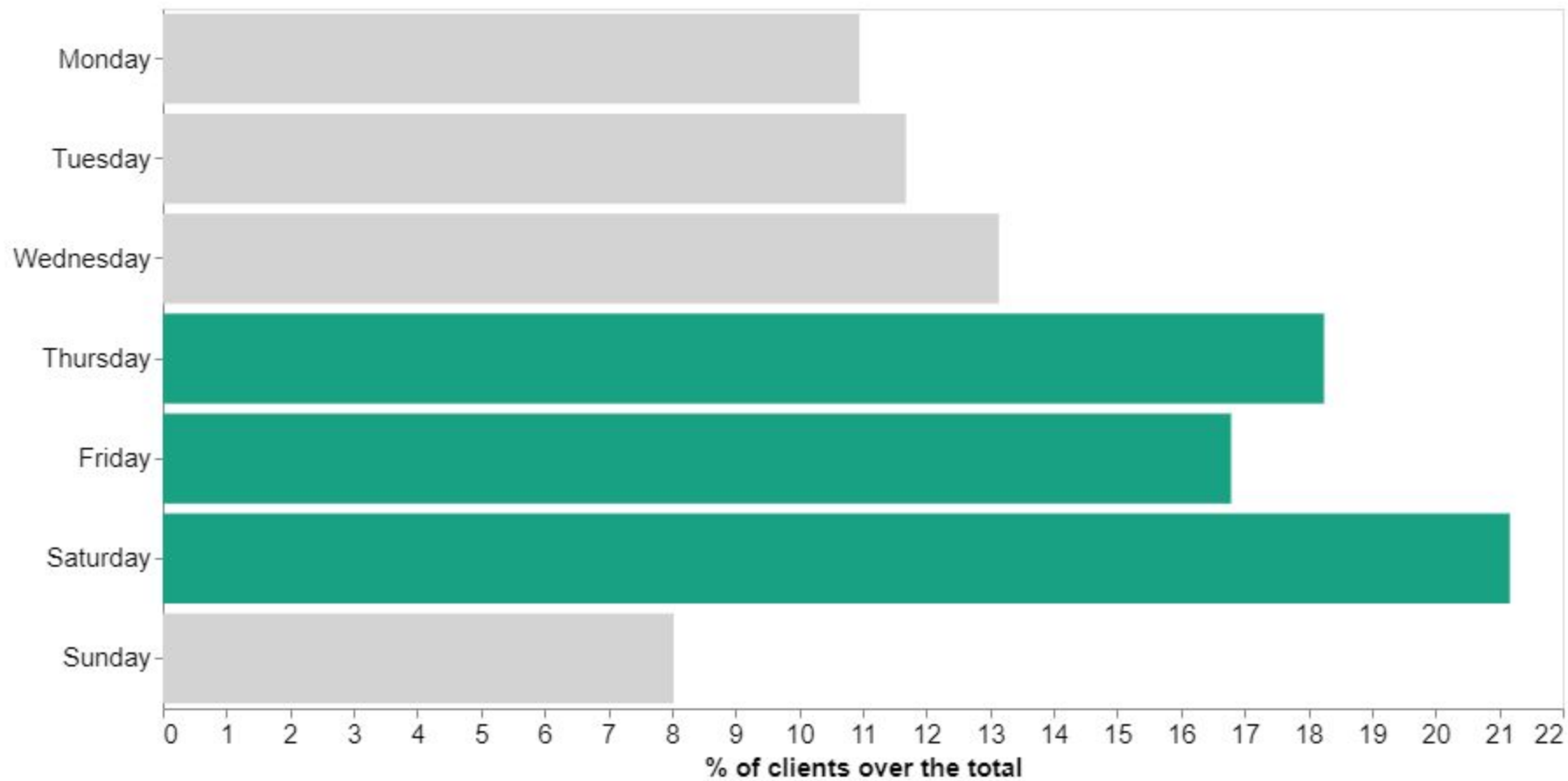
Number of persons per course

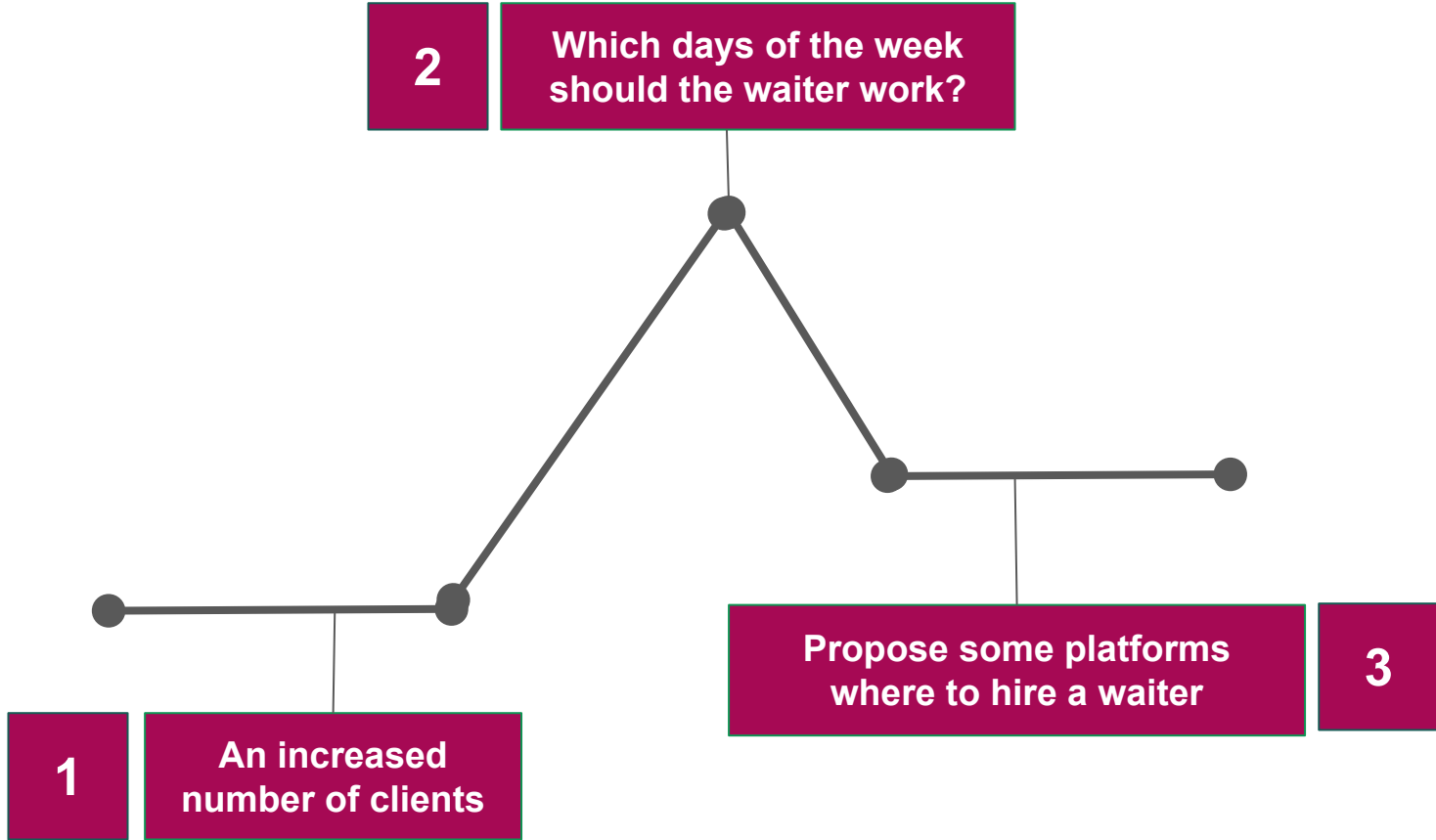


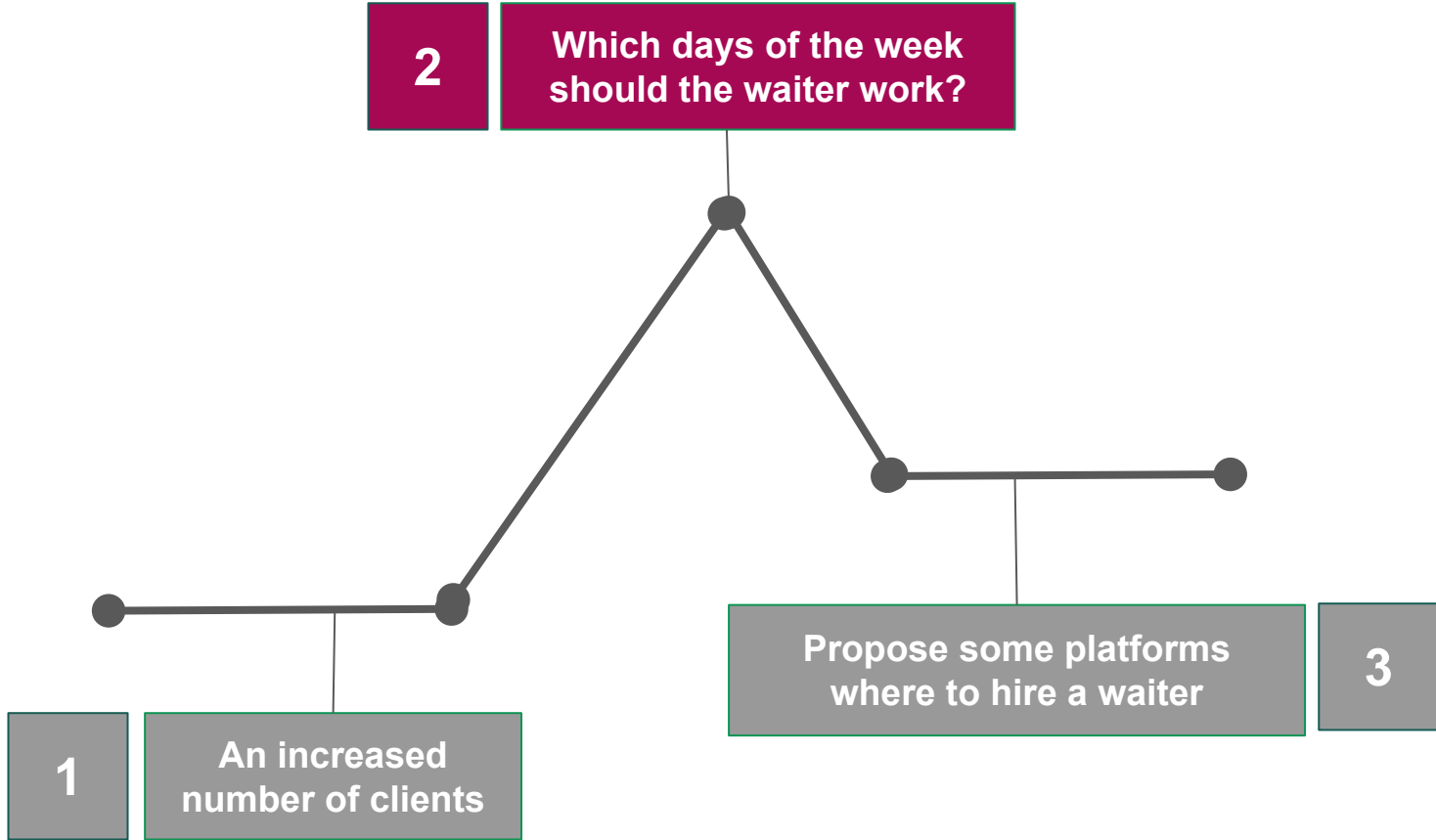
Number of clients



The most popular days of the week







1

An increased number of clients

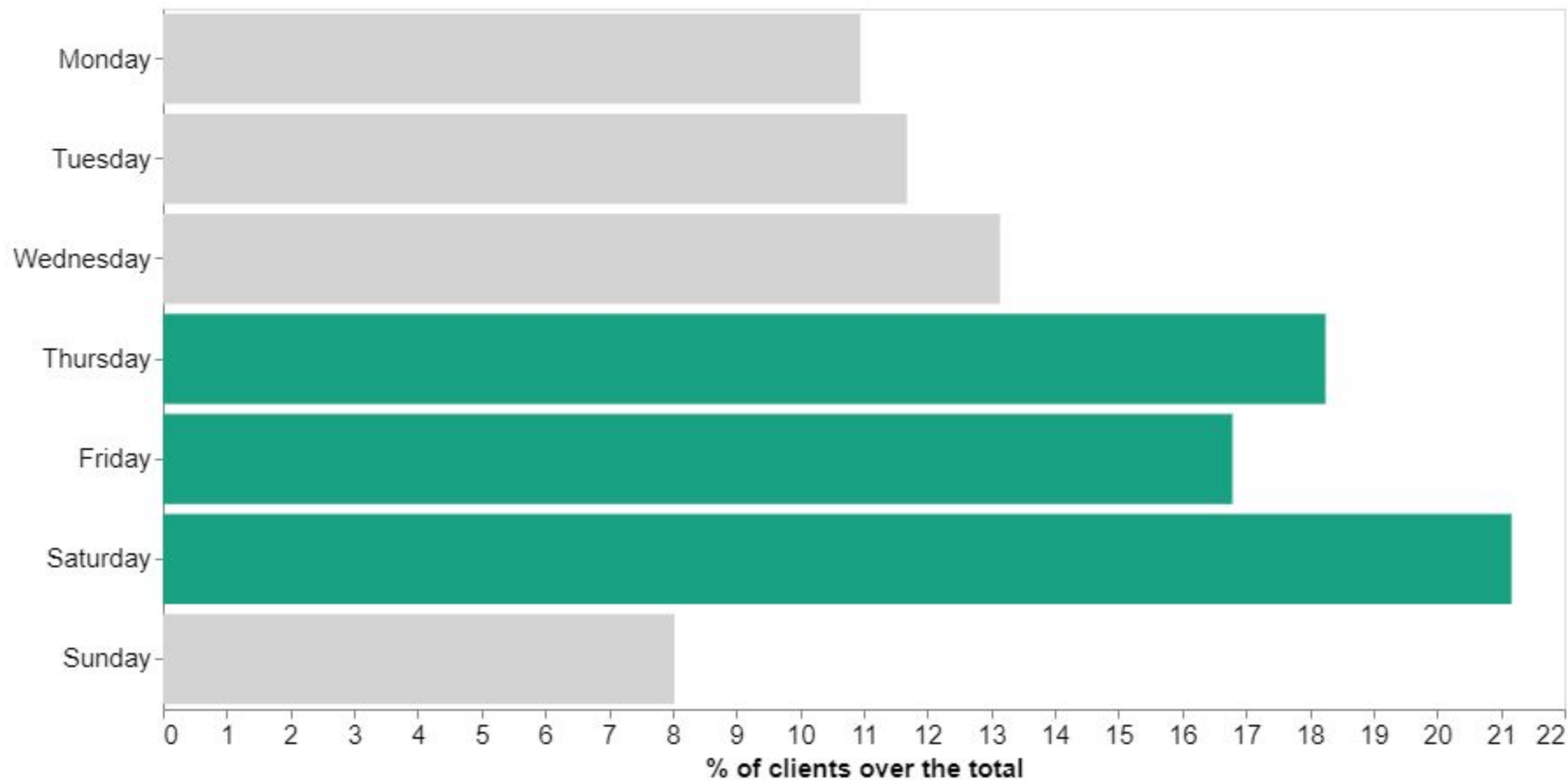
2

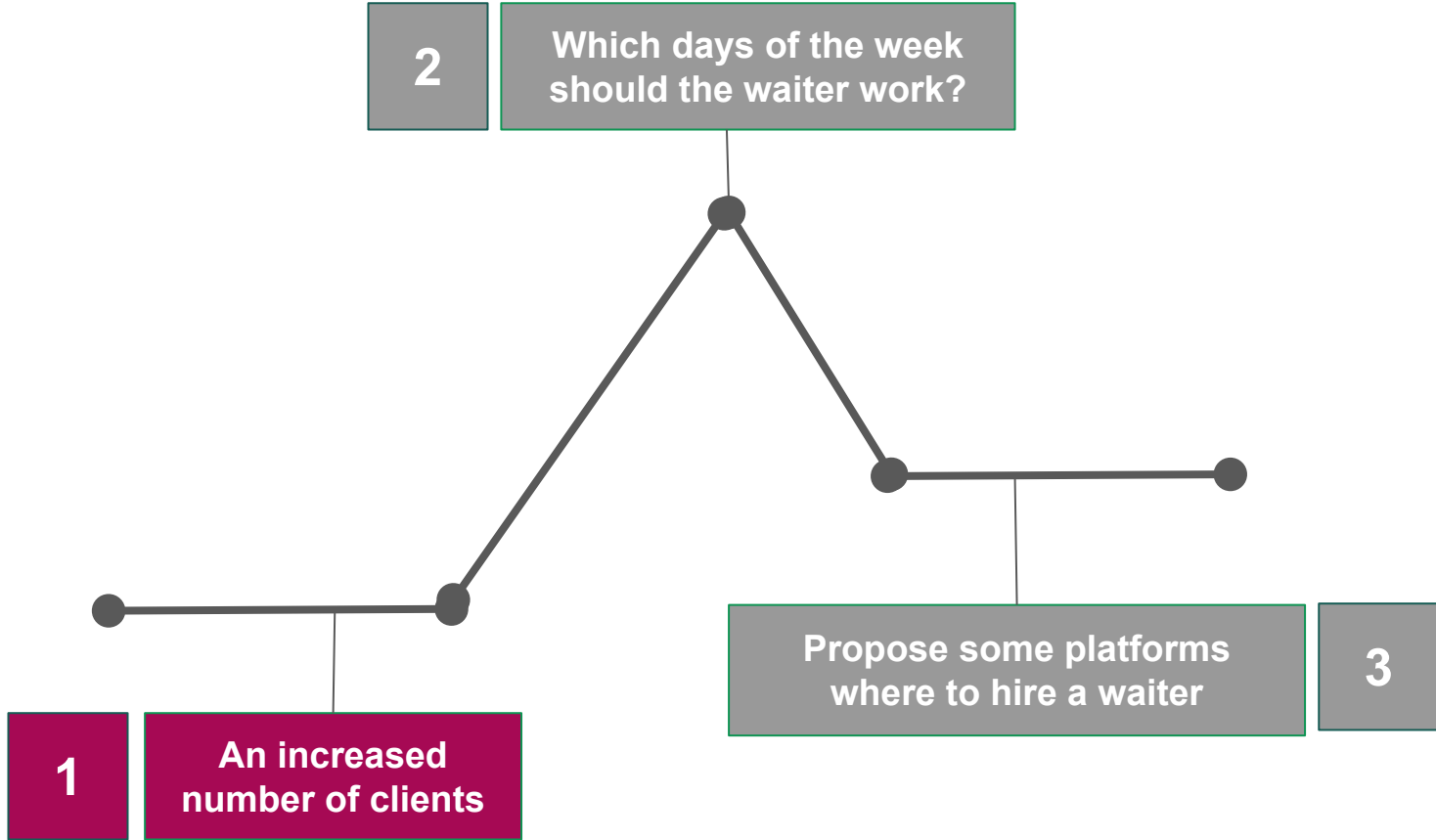
Which days of the week should the waiter work?

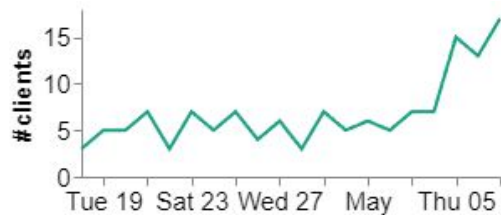
Propose some platforms where to hire a waiter

3

The most popular days of the week

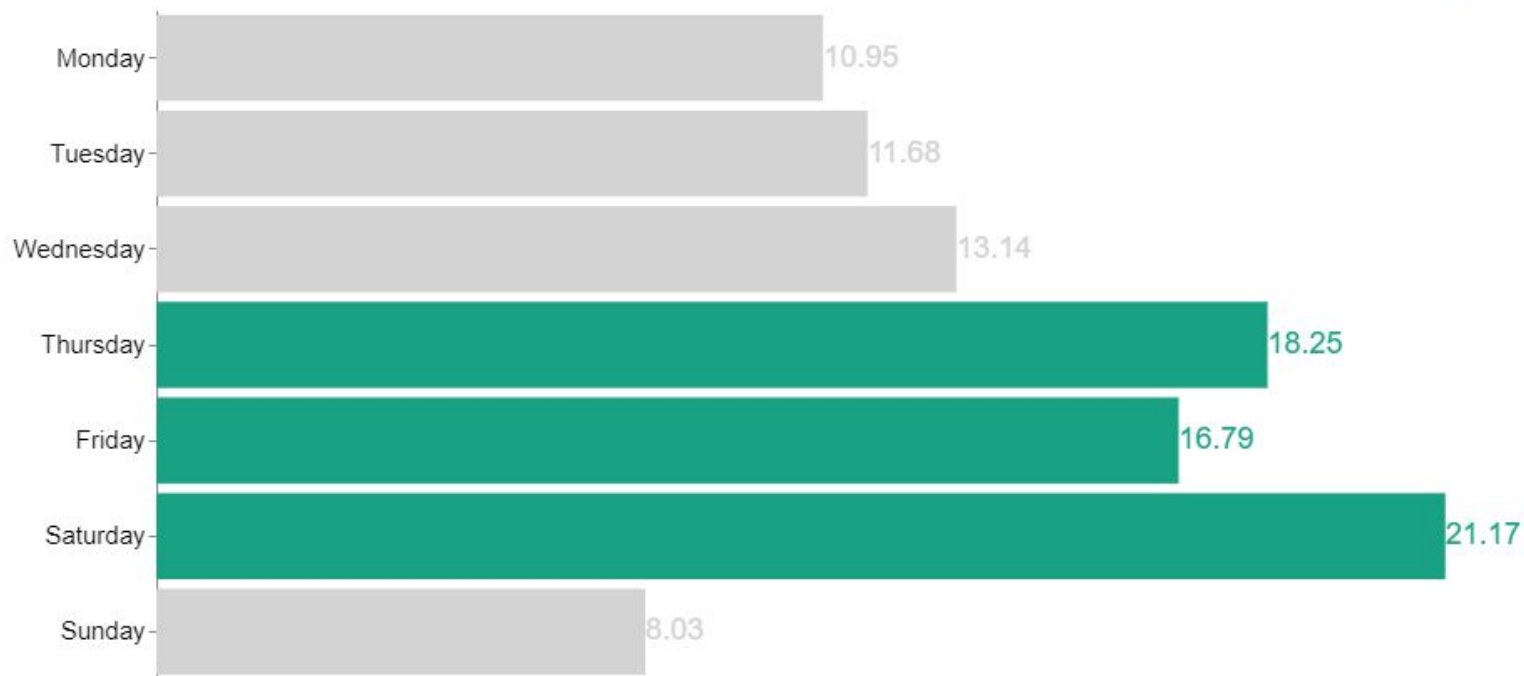


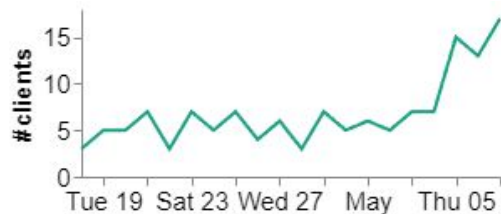




Our restaurant is booming with more hungry customers than ever before!
To keep up with the demand, we need a waiter to join our team.

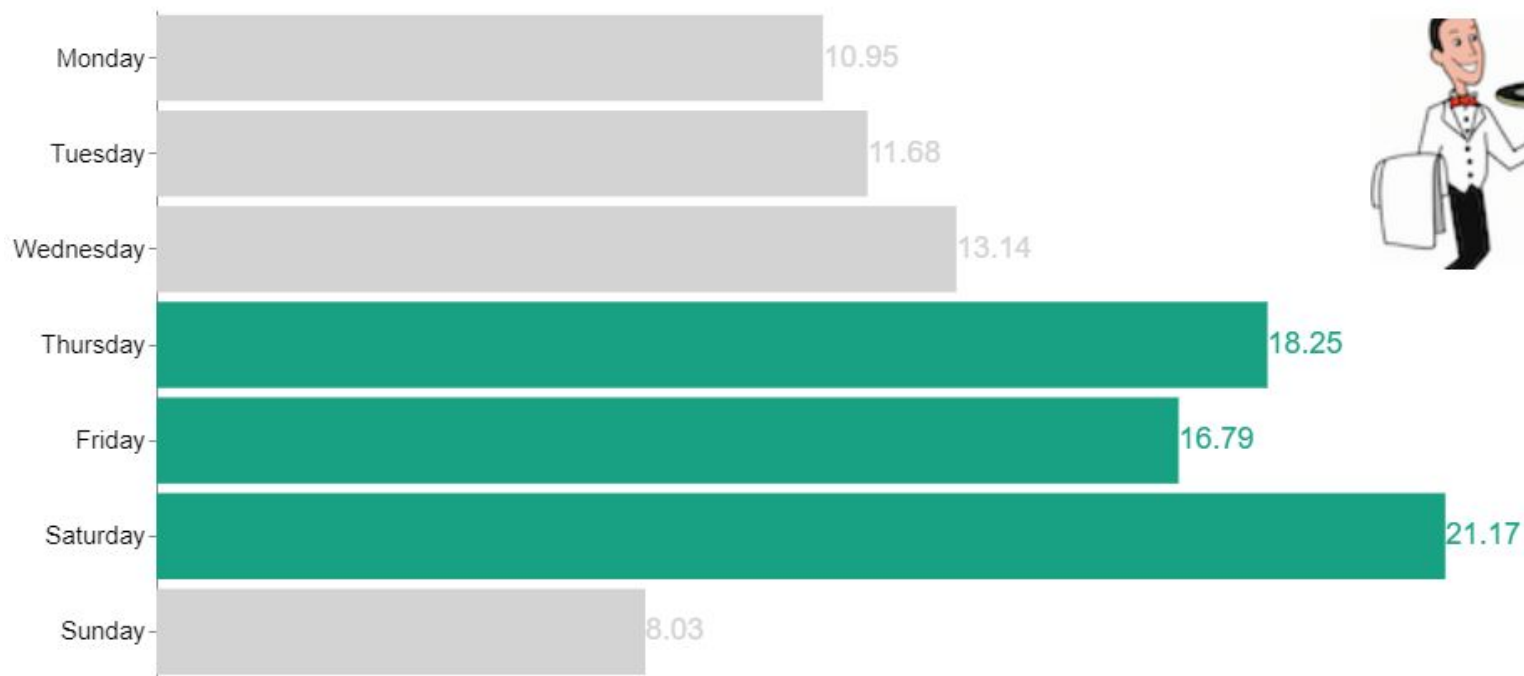
The most popular days of the week





Our restaurant is booming with more hungry customers than ever before!
To keep up with the demand, we need a waiter to join our team.

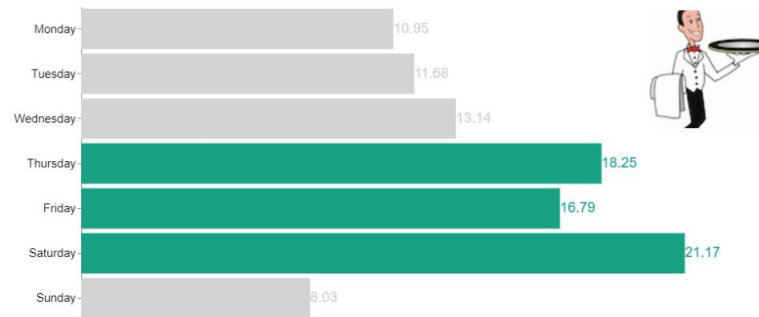
The most popular days of the week



Our restaurant is booming with more hungry customers than ever before!
To keep up with the demand, we need a waiter to join our team.

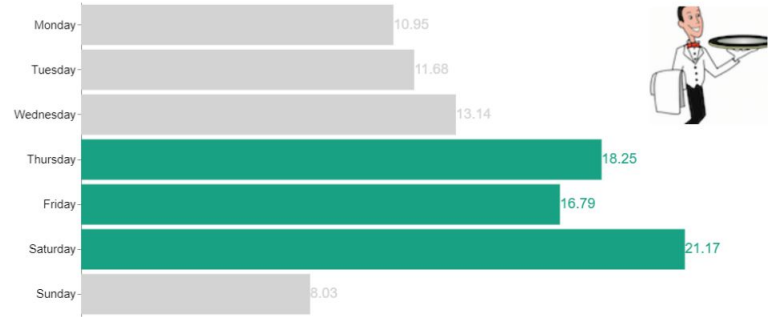


The most popular days of the week





The most popular days of the week

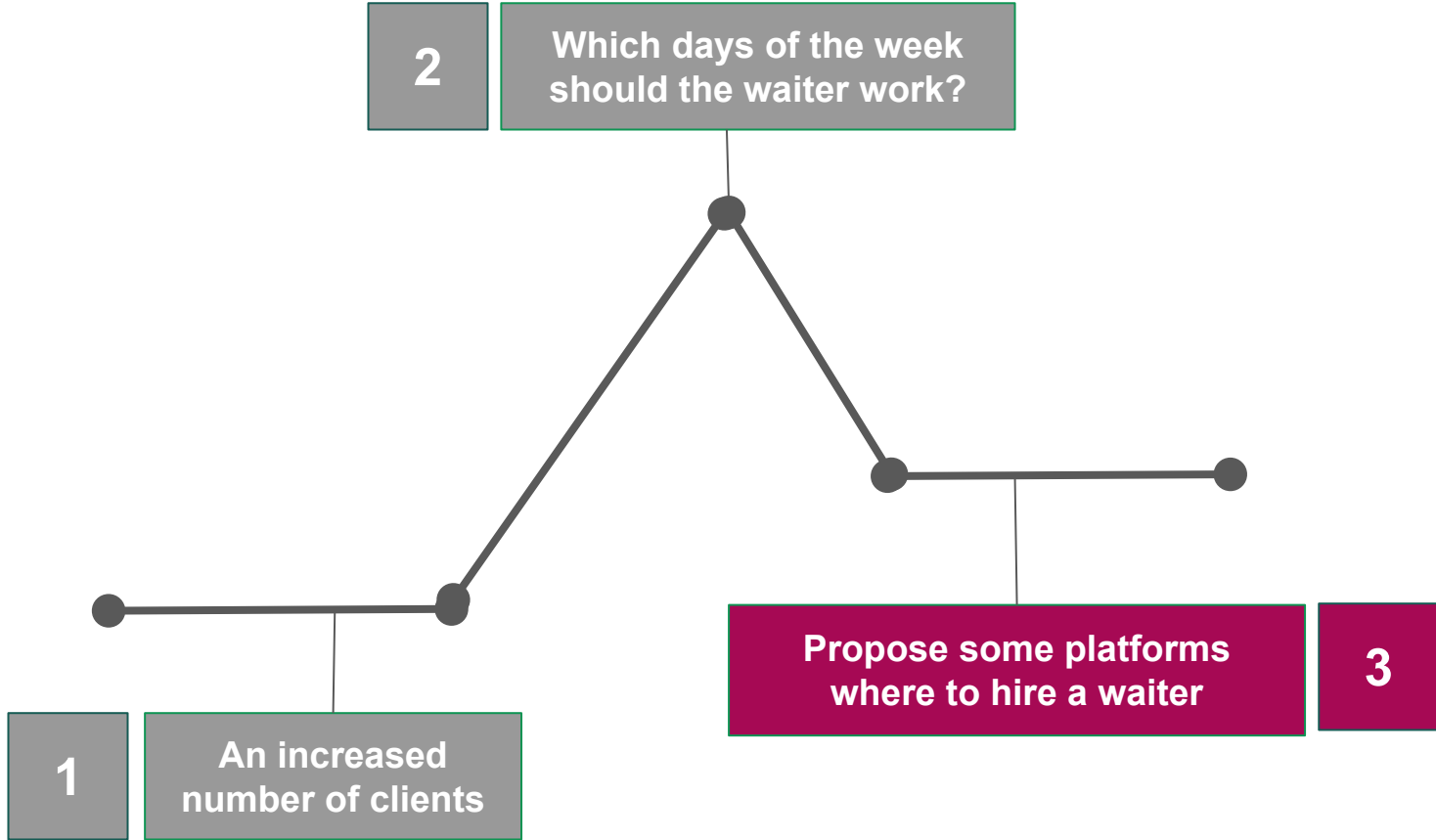


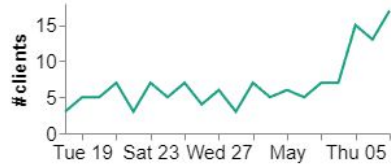
Our restaurant is booming with more hungry customers than ever before!
To keep up with the demand, we need a waiter to join our team.

CONTEXT



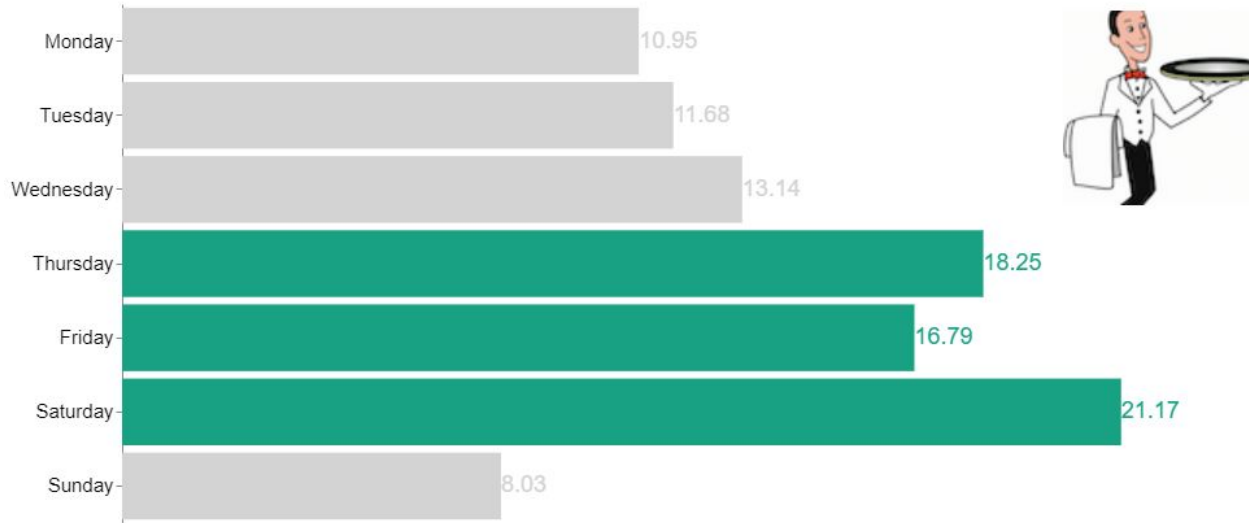
MAIN EVENT





Our restaurant is booming with more hungry customers than ever before!
To keep up with the demand, we need a waiter to join our team.

The most popular days of the week



Search here for a waiter!

