

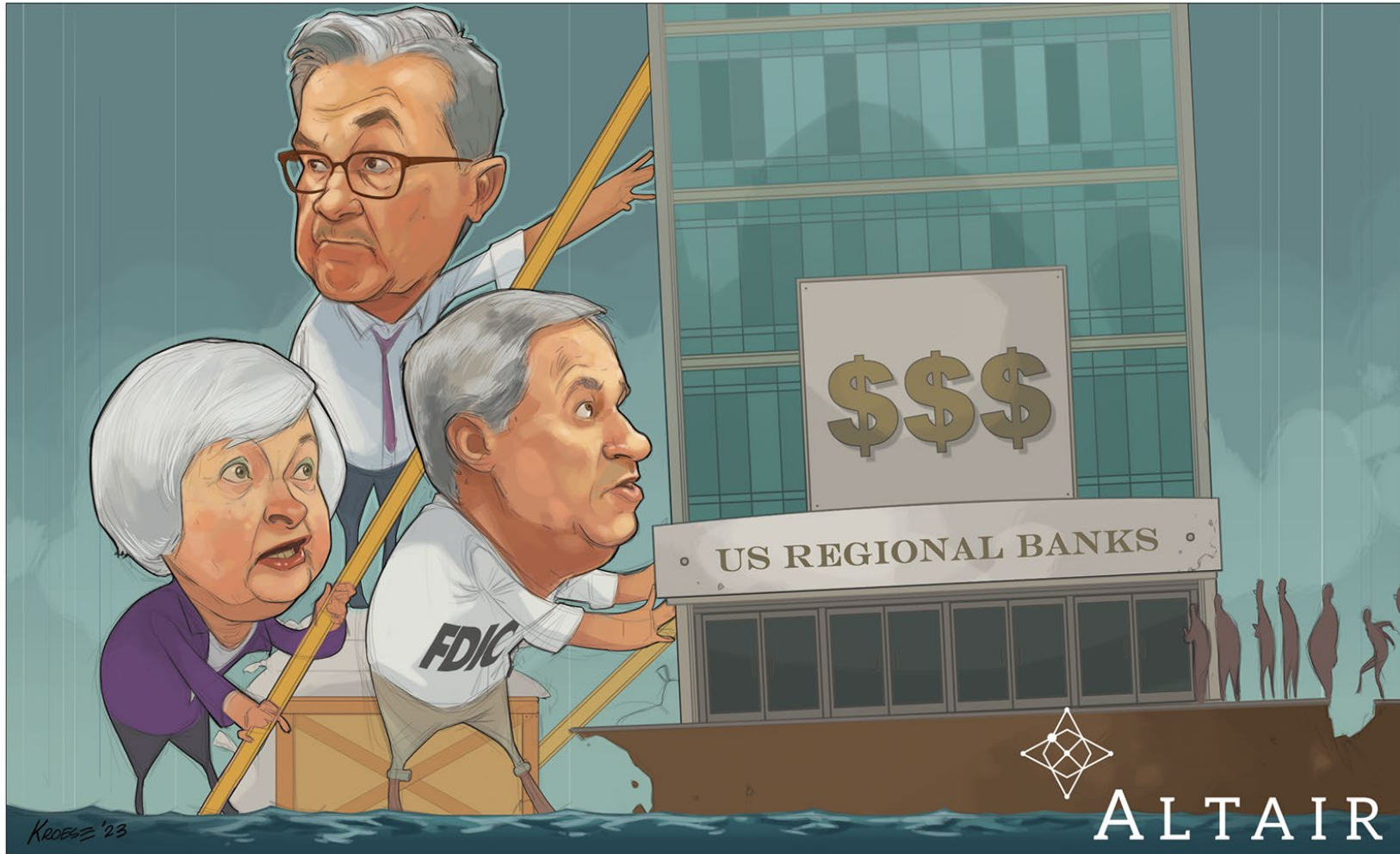


ALTAIR

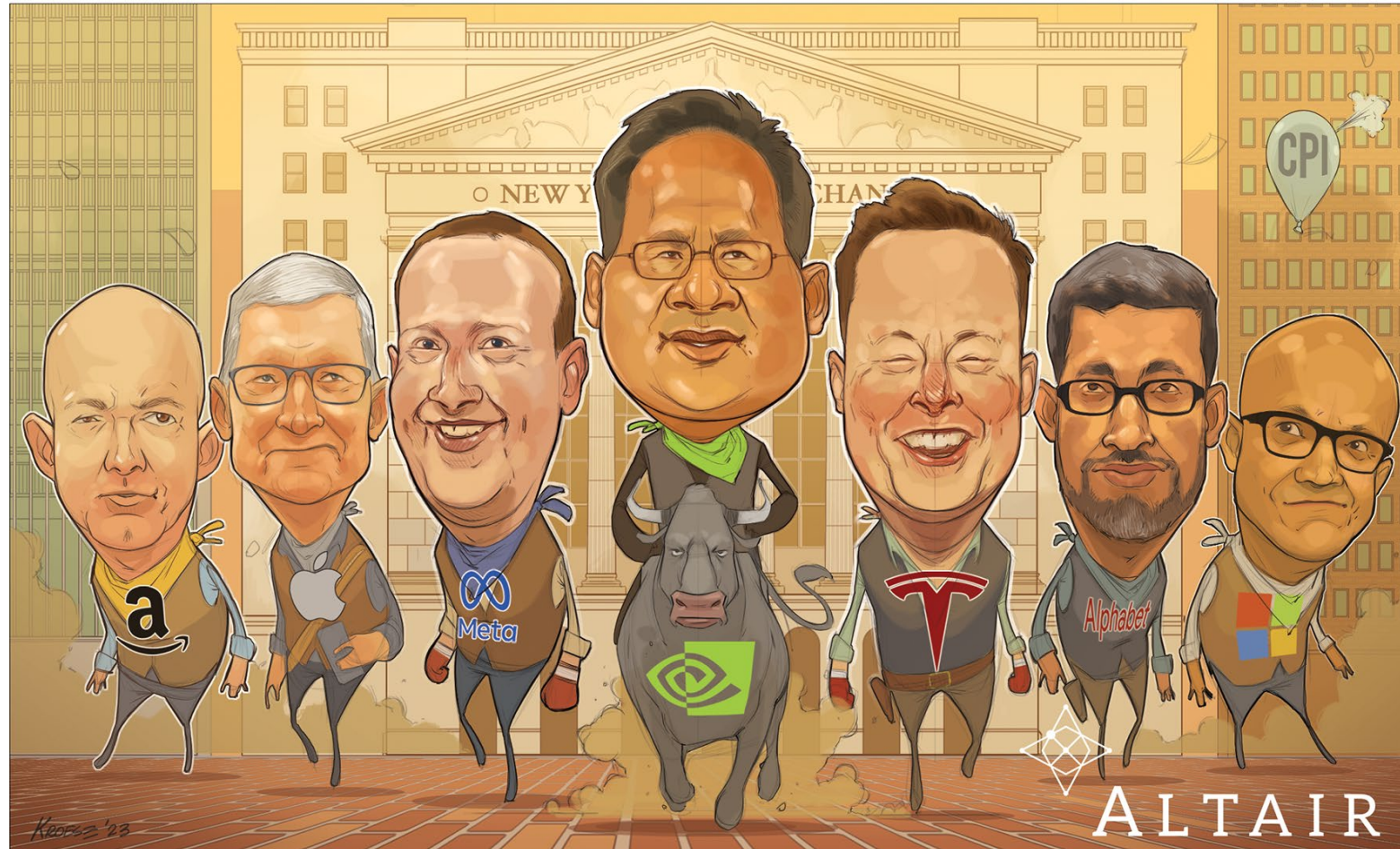
Investment Forum

November 8, 2023

# Feds to the Rescue



# Magnificent (Seven) Rally



# Consumer Continues To Be Tested



## Select Market Returns

Markets	2023 YTD (%)
iShares Core S&P 500 (large cap)	10.6
Russell 1000 Growth ETF (large growth)	23.0
Russell 1000 Value ETF (large value)	-1.9
iShares Russell 2000 (small cap)	-4.6
iShares MSCI EAFE (international)	3.8
iShares MSCI EM (emerging markets)	-2.4
Vanguard REIT Index Fund (real estate)	-8.7
Vanguard Global ex-US REIT Index Fund (real estate)	-10.2
Vanguard Total Bond Market ETF (taxable)	-2.4
Market Vectors Sh/Inter Muni ETF (municipal)	-1.0

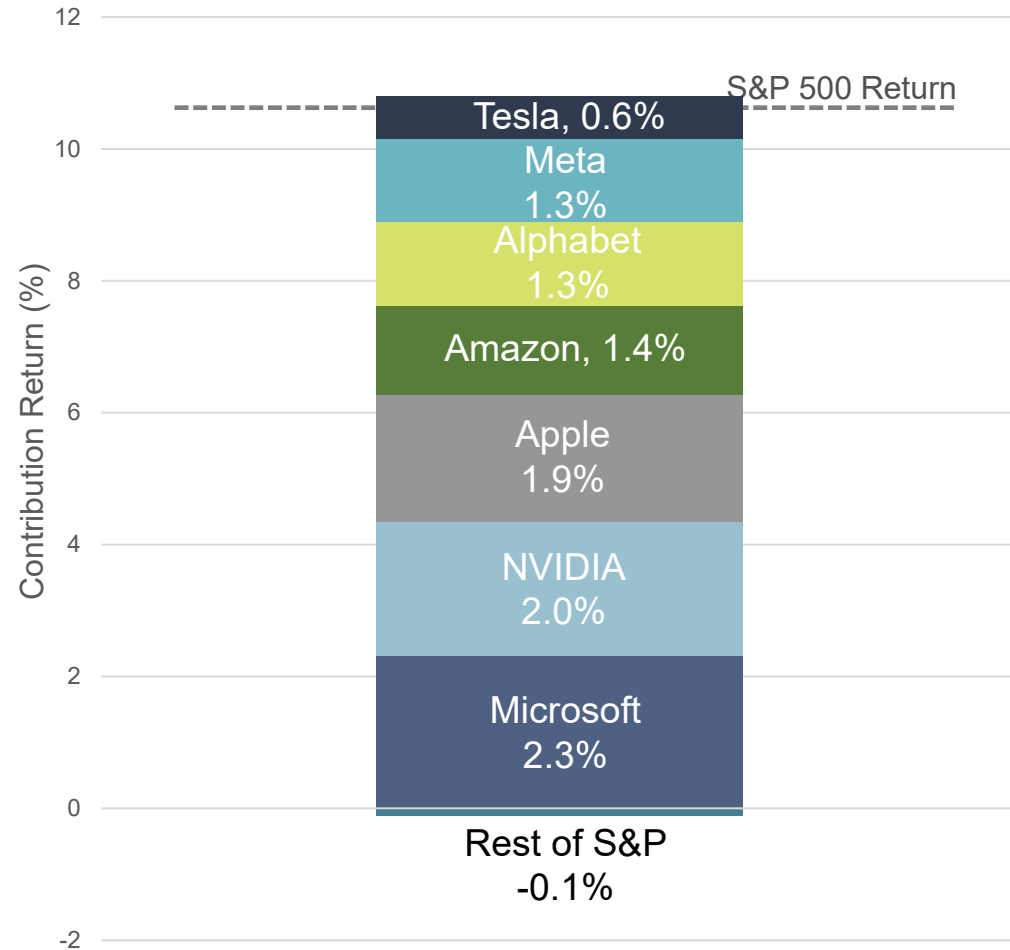
As of October 31, 2023

See disclosures at end of document. Sources: Altair Advisers, Morningstar



# Technology, Growth and Mega-Caps are Powering the Market

**Magnificent Seven Drive S&P Performance**  
Year-to-Date



As of October 31, 2023

See disclosures at end of document. Source: Altair Advisers, Morningstar



# Artificial Intelligence in the News

**Artificial intelligence is everywhere — and it's just getting started**

Washington Times, October 2023

**The promise – and peril – of generative AI**

Financial Times, September 2023

***The Global Race to Regulate Artificial Intelligence Is Heating Up***

New York Times, October 2023

**Biden signs AI executive order, the most expansive regulatory attempt yet**

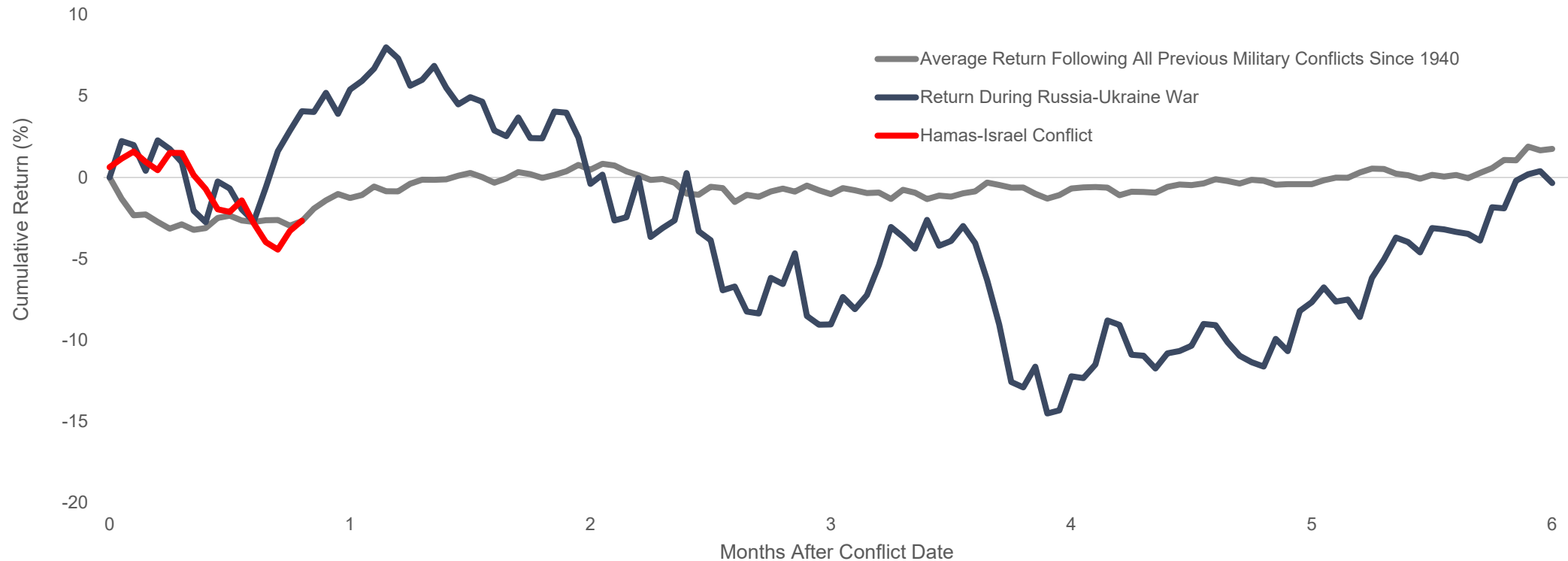
Washington Post, October 2023

**Companies Emphasize Rapid Return on AI, Tech Investments**

Wall Street Journal, November 2023

# Market Disruption From Wars Usually Short-Lived

Major Military Geopolitical Events Since 1940  
S&P 500



As of October 31, 2023

See disclosures at end of document. Source: Altair Advisers, Morningstar



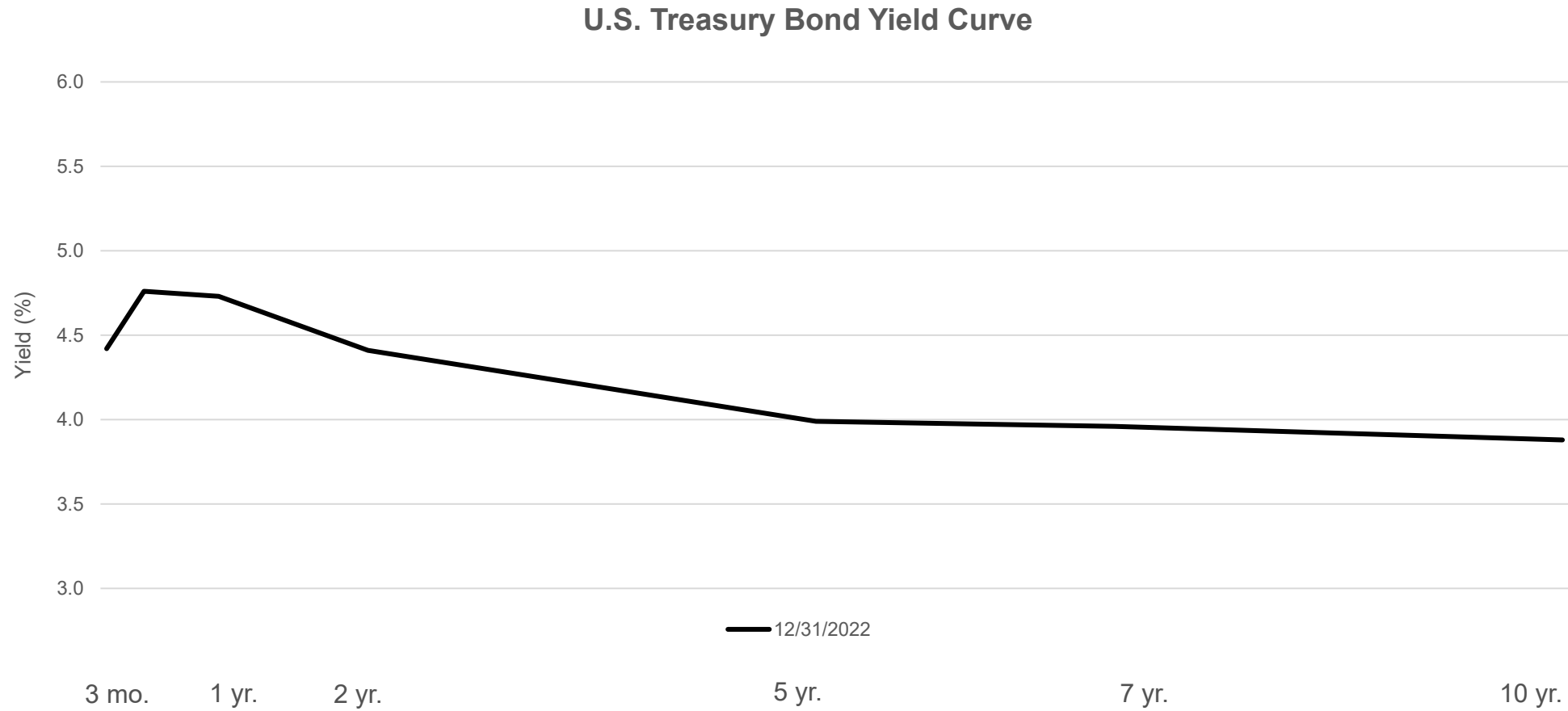


## ... And Oil Price Surges Tend to Reverse Within Months

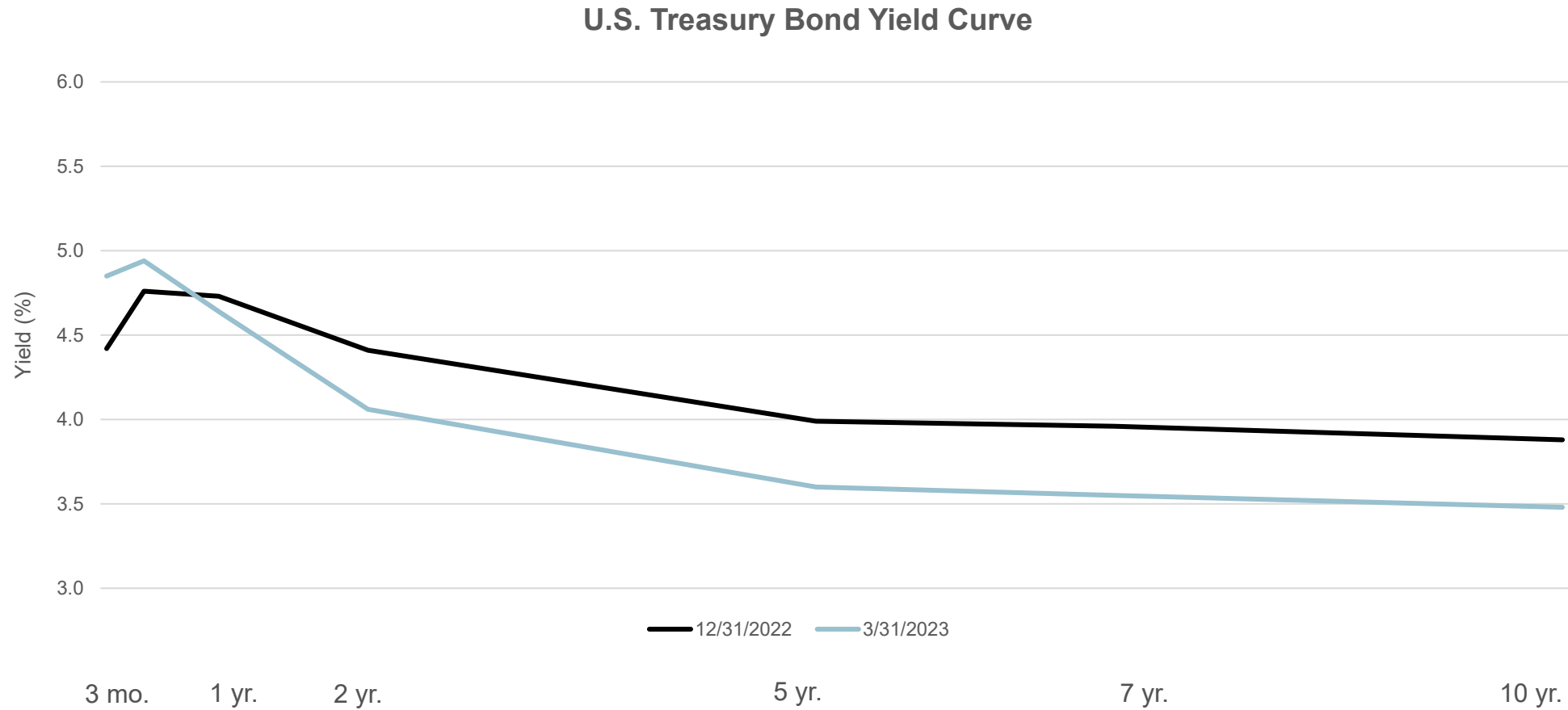
**Major Military Geopolitical Events Since 1990**  
WTI Crude Oil

	Start Date	1-Week	1-Month	6-Month
Iraq Invades Kuwait	8/2/1990	8.4%	23.6%	1.6%
Gulf War I	1/17/1991	19.3%	-6.5%	-0.2%
Gorbachev Coup	8/19/1991	-2.3%	-3.2%	-11.5%
9/11 Attacks	9/11/2001	-8.0%	-20.4%	-13.7%
Gulf War II	3/20/2003	5.9%	4.5%	2.8%
Russia Invades Georgia	8/1/2008	-7.7%	-12.5%	-63.9%
Russia Invades Crimea	2/20/2014	-0.5%	-3.1%	-5.7%
Russia Invades Ukraine	2/24/2022	16.1%	15.9%	-10.3%
<b>Average</b>		<b>3.9%</b>	<b>-0.2%</b>	<b>-12.6%</b>
Hamas-Israel Conflict	10/7/2023	5.8%	?	?

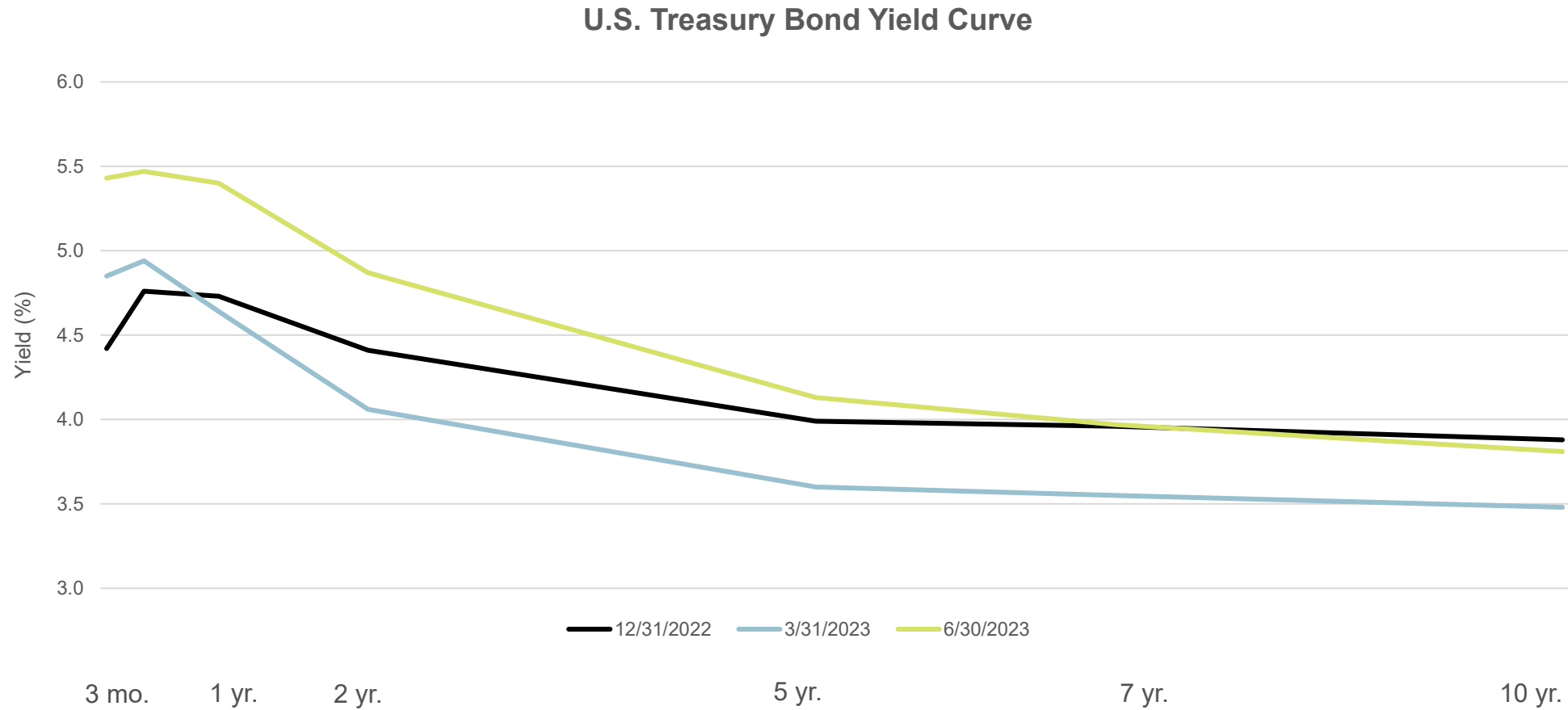
# Bond Yields Have Risen Substantially



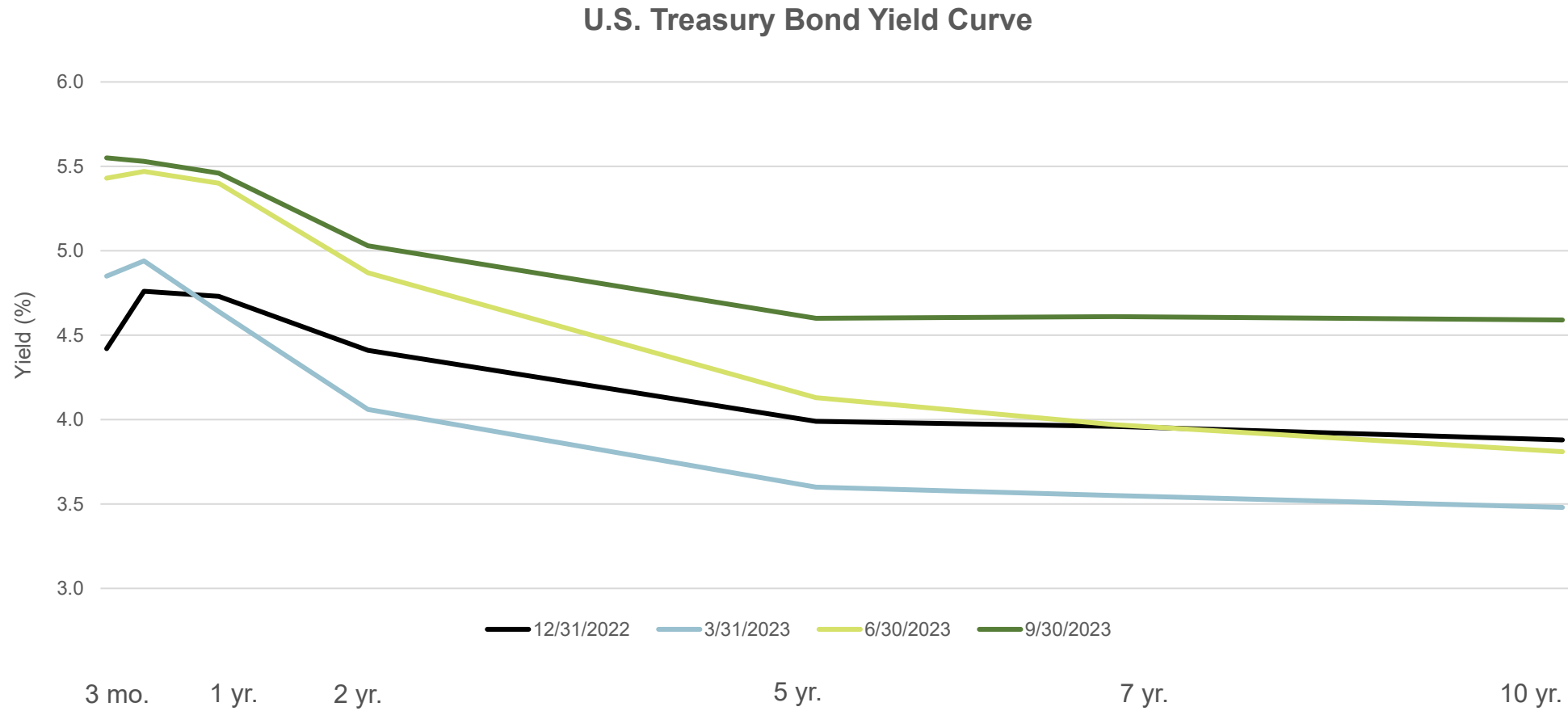
# Bond Yields Have Risen Substantially



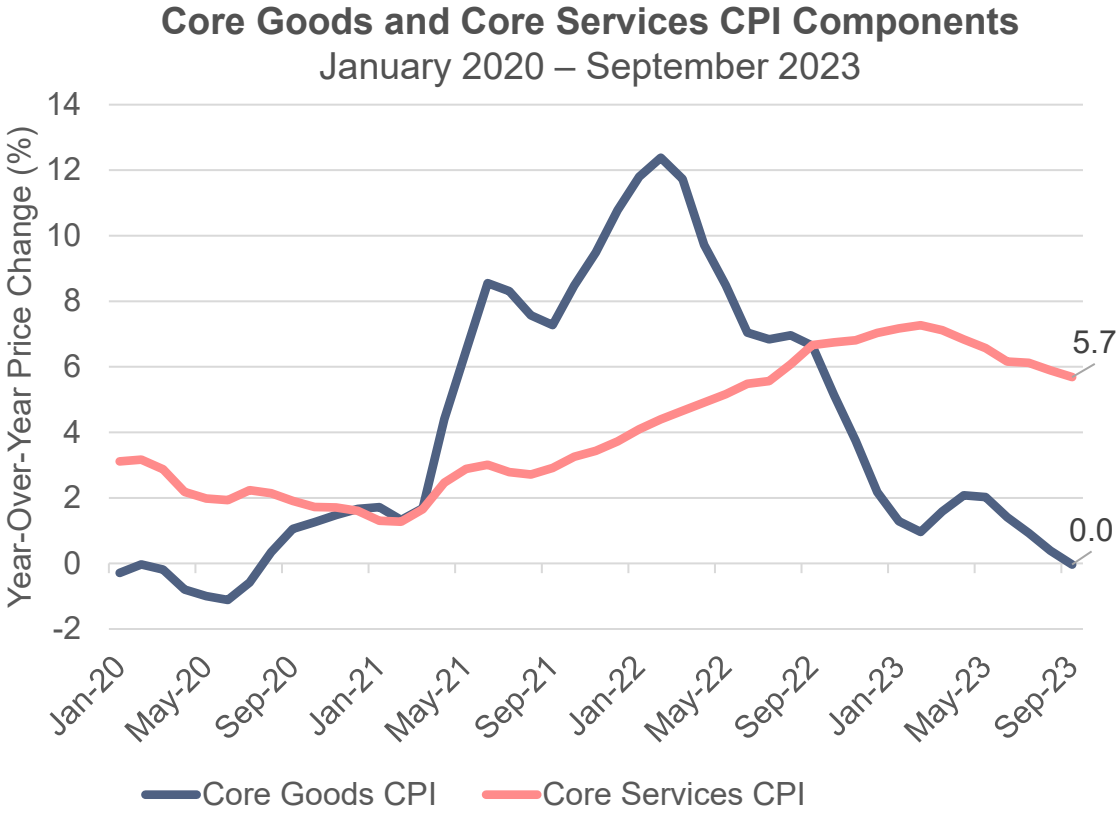
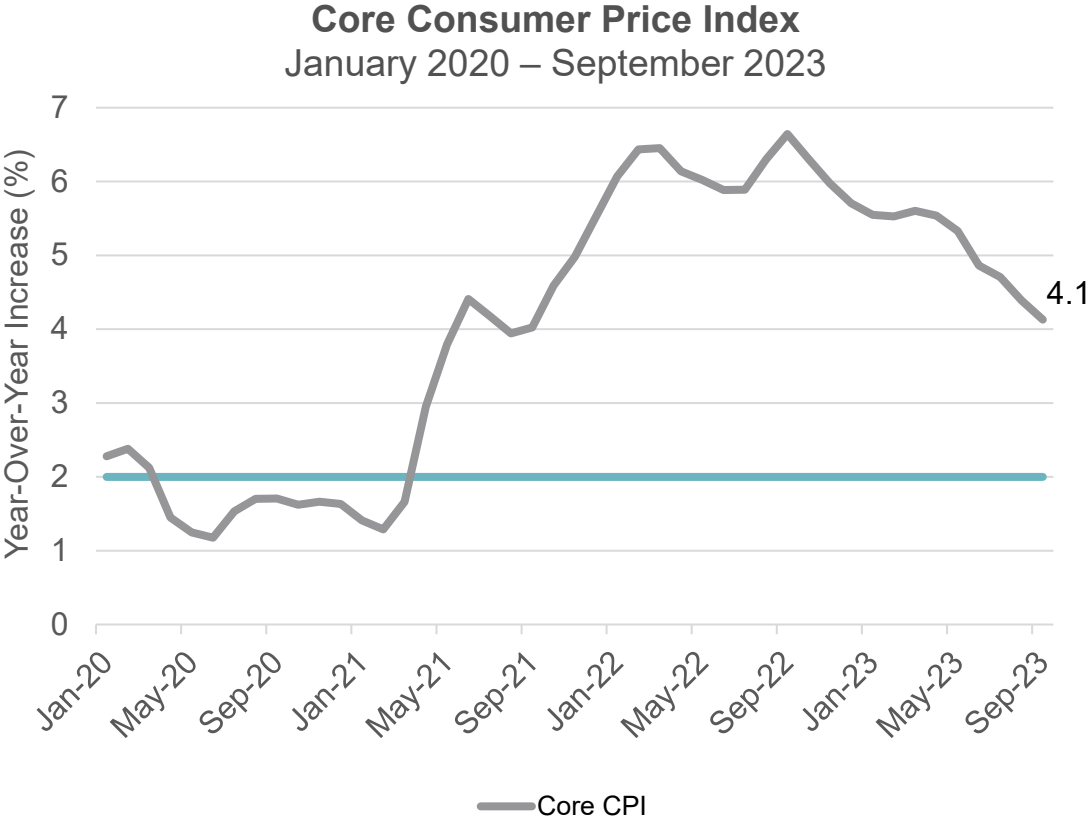
# Bond Yields Have Risen Substantially



# Bond Yields Have Risen Substantially



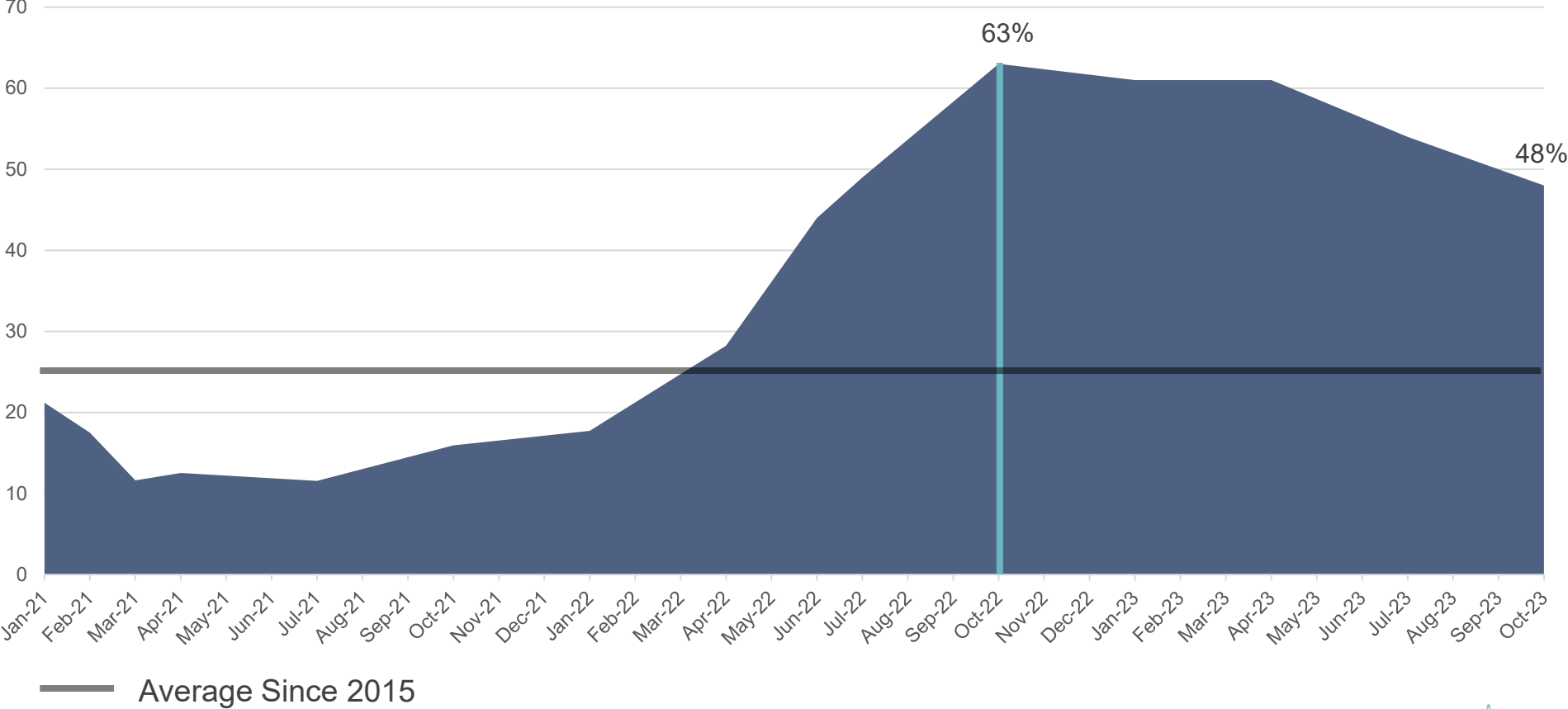
# Inflation's Downward Trend is Bumpy But Progressing



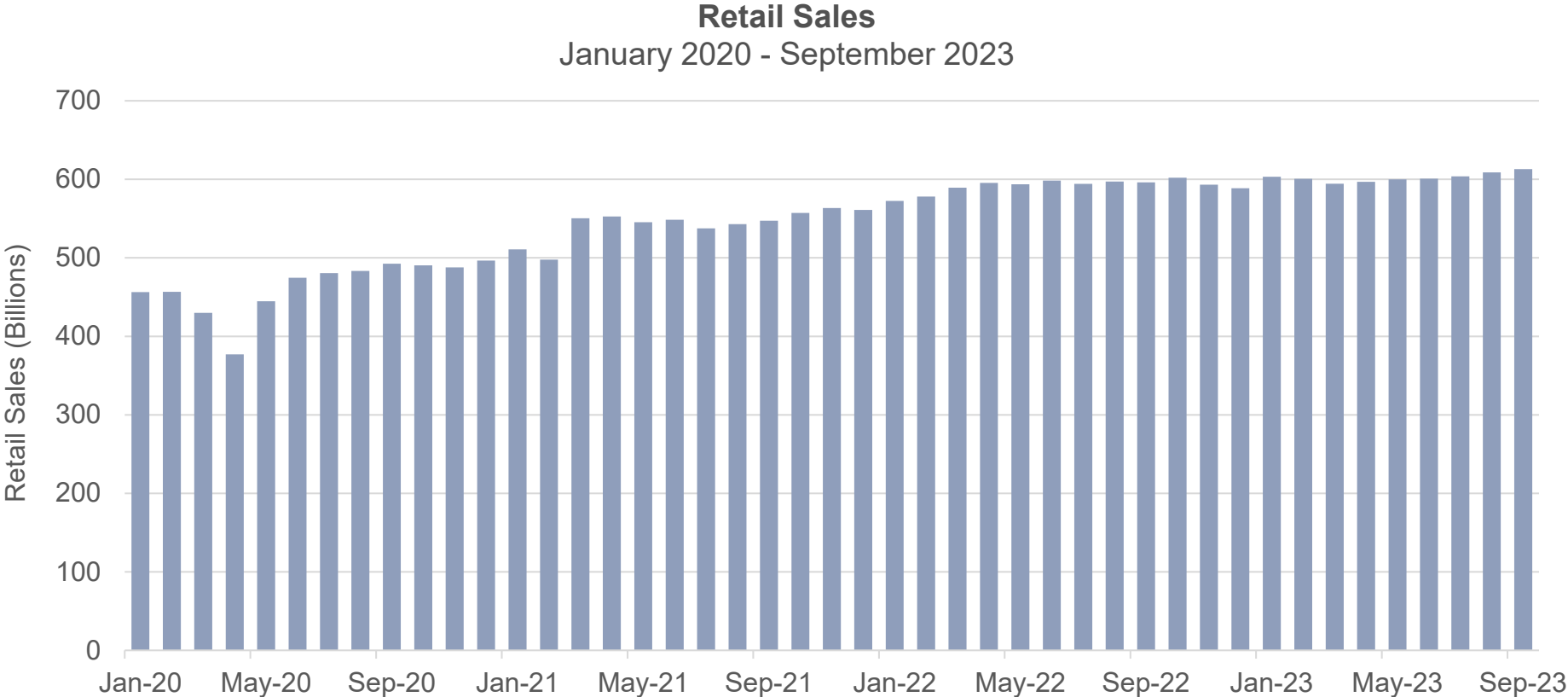
# The Experts Aren't Always Right

Wall Street Journal Economic Forecasting Survey  
January 2021 – October 2023

Economists Projecting Recession in Next 12 Months (%)



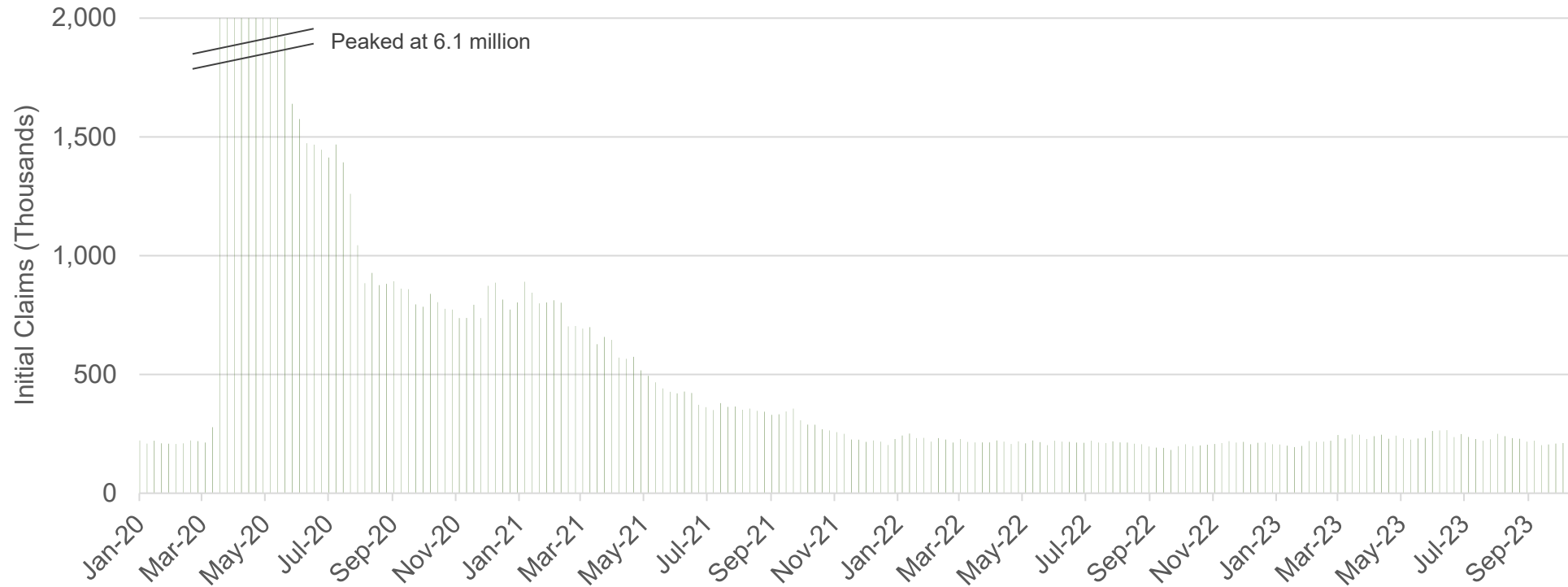
# Consumers Have Kept Spending





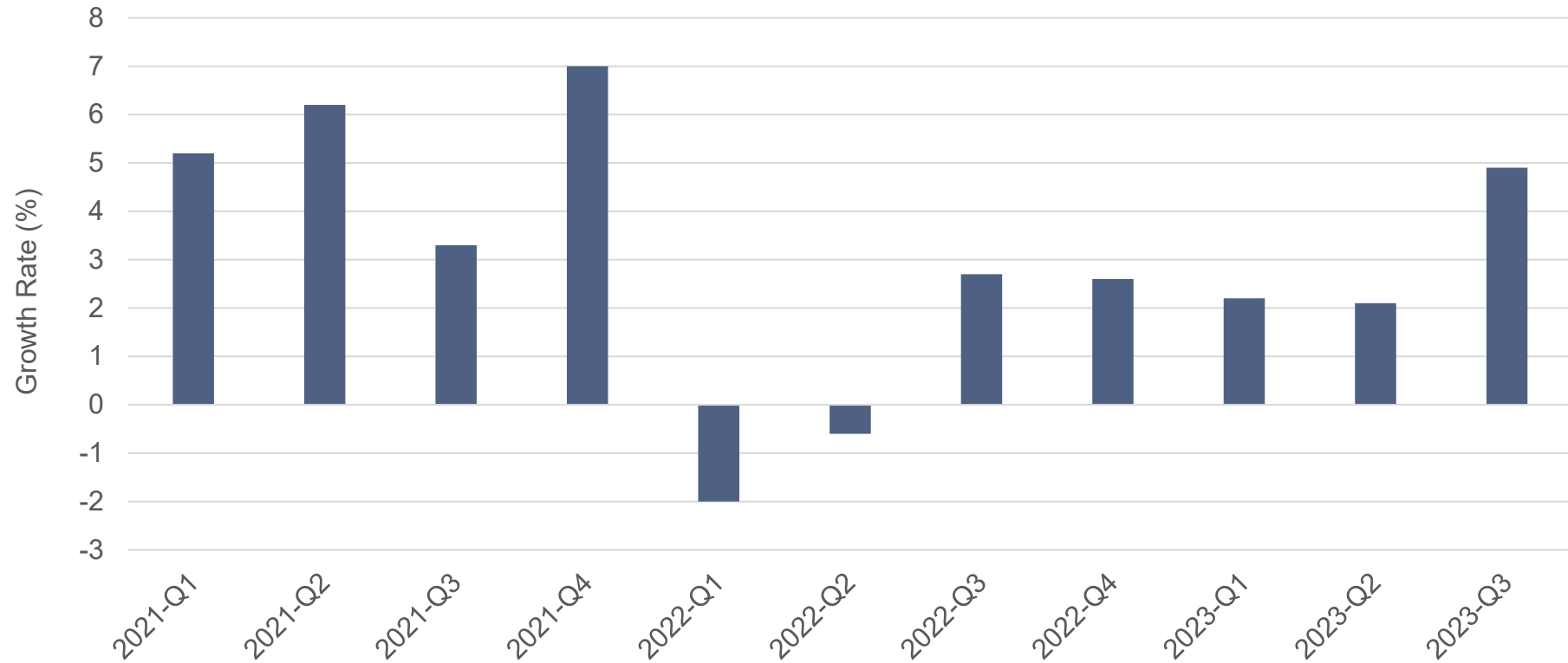
# Job Market's Resilience Has Surpassed Expectations

**Initial Jobless Claims**  
January 2020 - October 2023



# Strong U.S. Economic Growth Persists

**U.S. Real Gross Domestic Product**  
January 2021 - September 2023



# Consumers Starting to Feel the Pressure

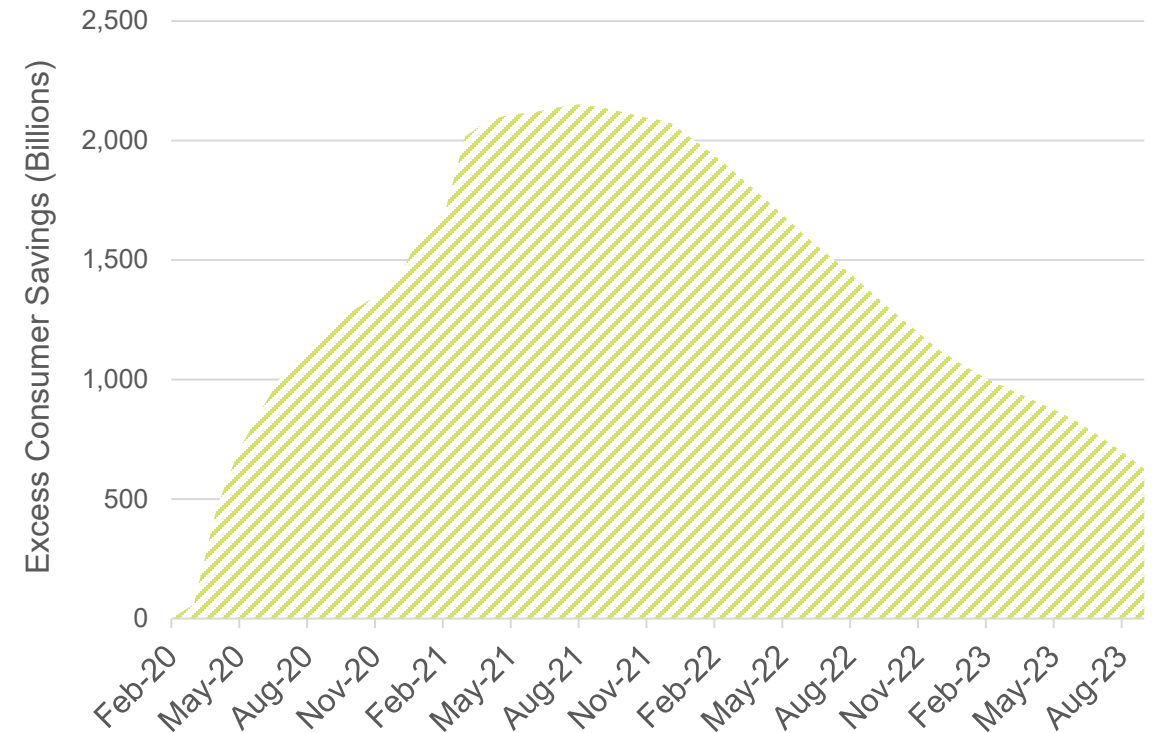
### Mortgage Rates Hit Highest Level Since 2001

January 2000 - October 2023



### Excess Savings Dwindle

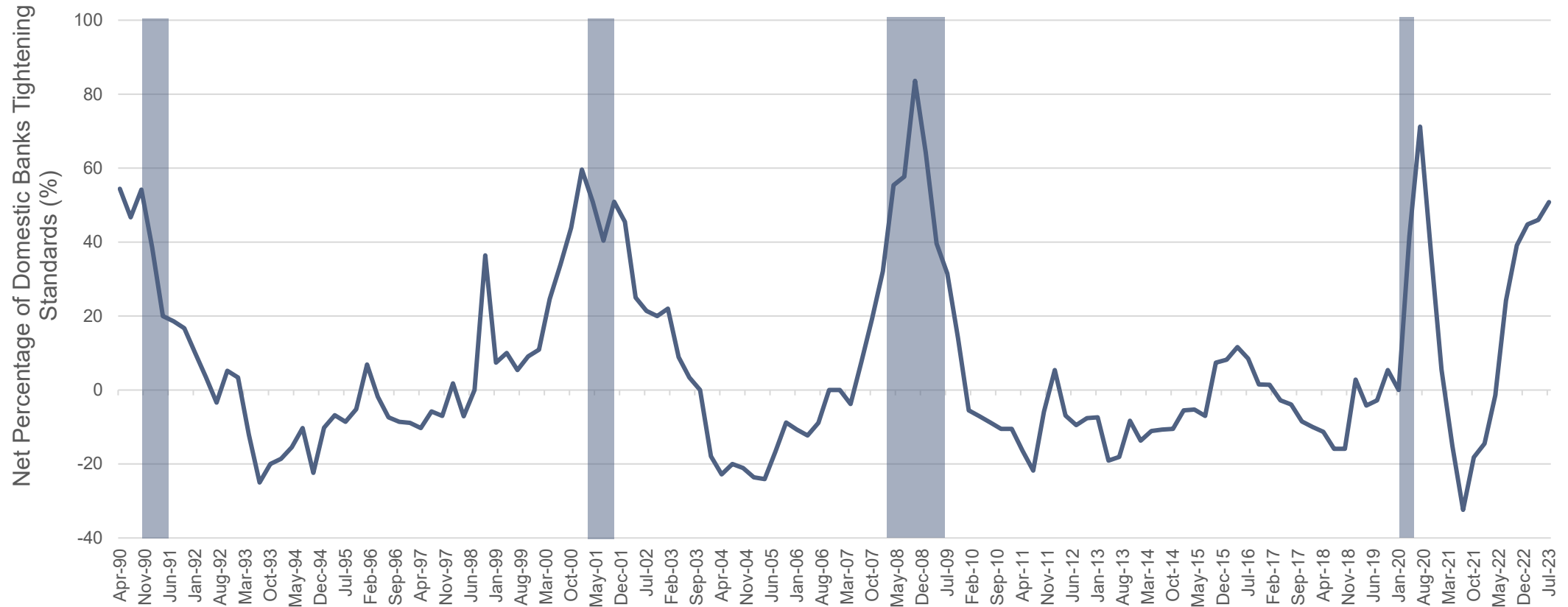
February 2020 - September 2023



# Credit Conditions Are Tightening

## Net Percentage of Domestic Banks Tightening Standards for Commercial and Industrial Loans to Large and Middle-Market Firms

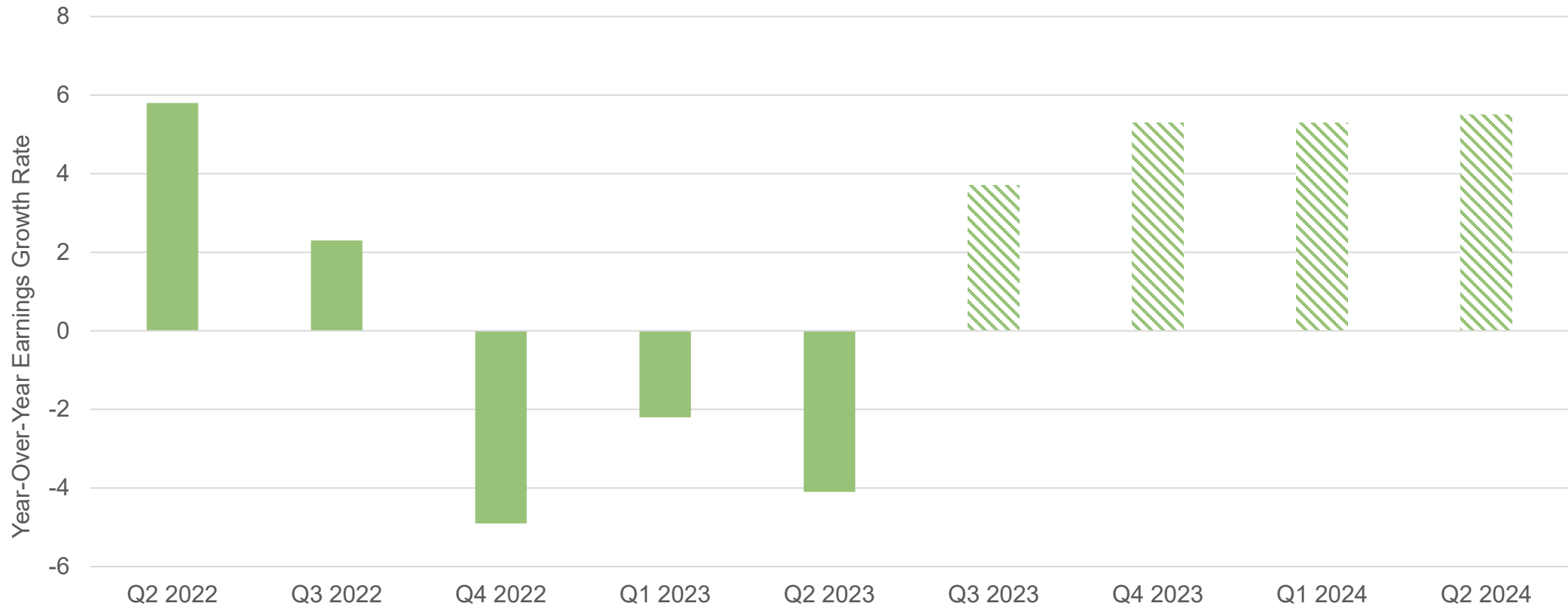
January 1990 - September 2023



See disclosures at end of document. Source: St. Louis Federal Reserve

# Return To Positive Earnings Growth Expected

**Year-Over-Year Earnings Growth Expected to be Positive Going Forward**  
S&P 500 Earnings



As of November 3, 2023

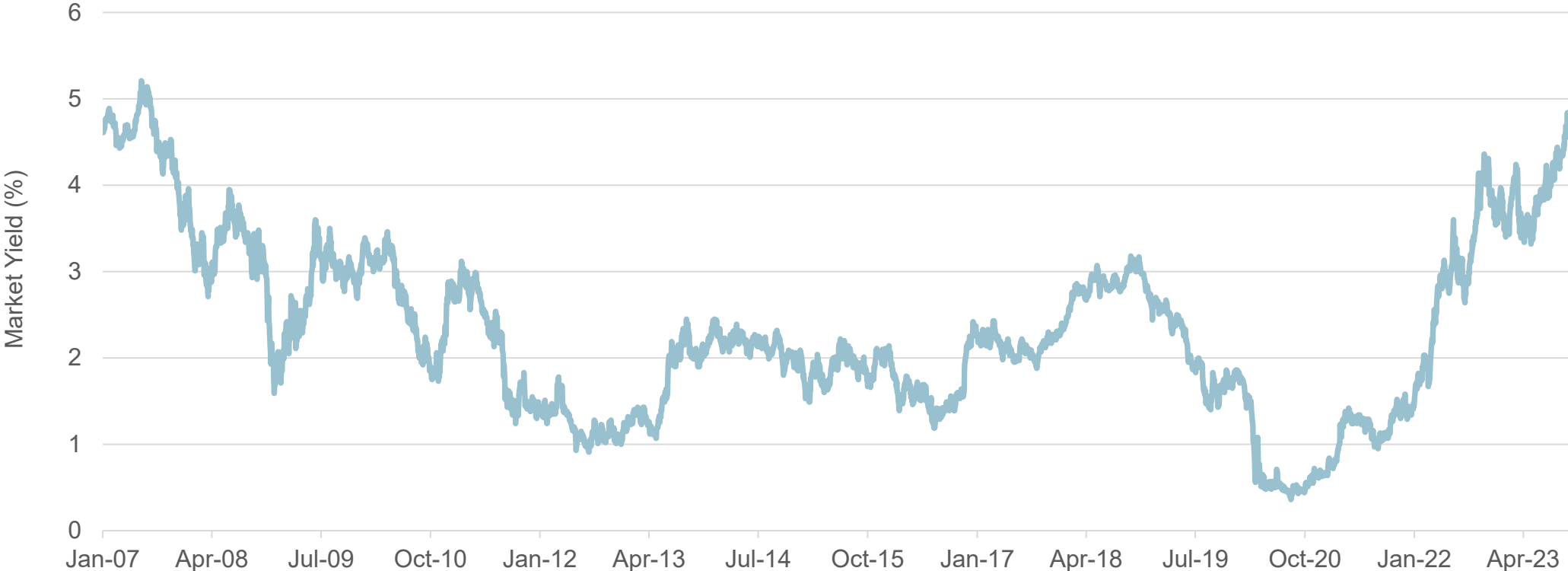
■ Actual    ▨ Projection

Forward-looking statements may not come true. See disclosures at end of document. Source: Factset



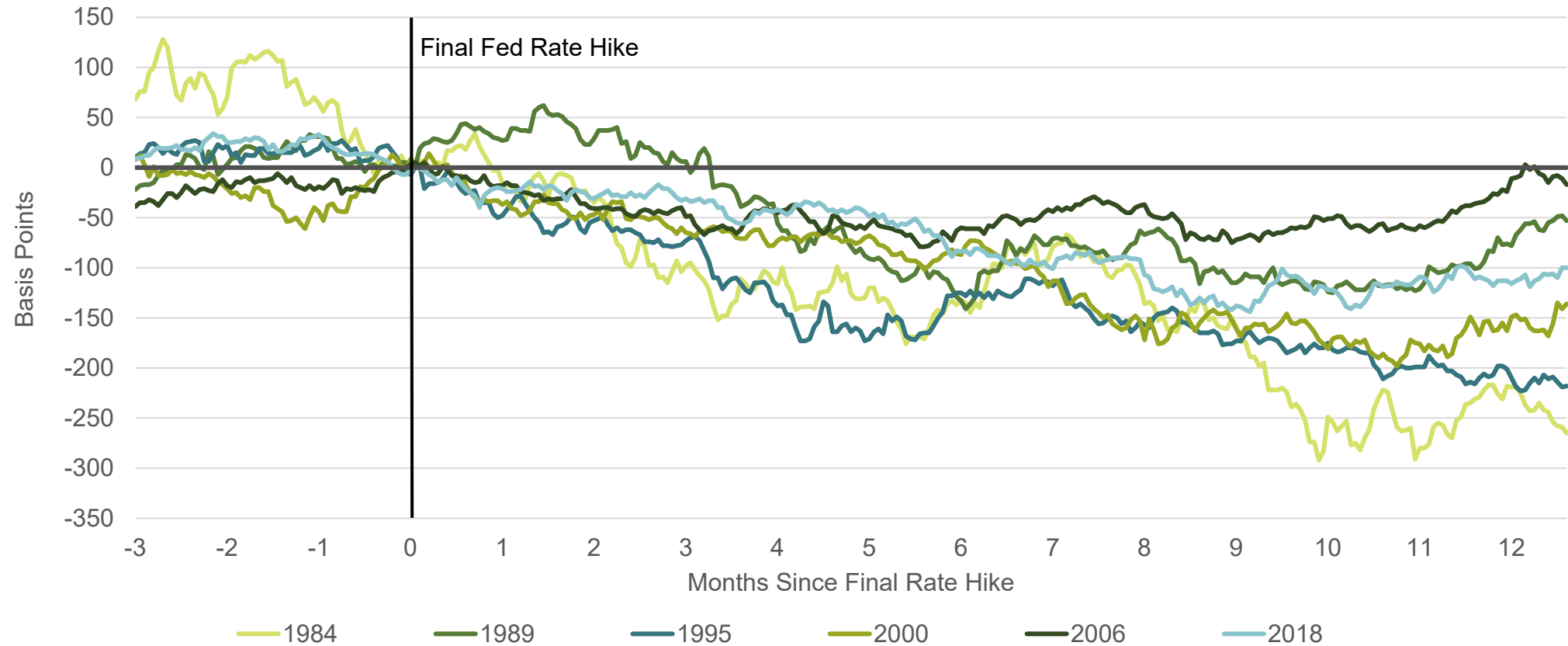
# Treasury Yields Are Near 20-Year Highs

**7-Year Treasury Yield**  
January 2007 – October 2023



# Treasury Yields Historically Peak Around the Last Rate Hike

## Change in 7-Year Treasury Yield Relative to Its Yield At Final Fed Rate Hike



Forward-looking statements may not come true. See disclosures at end of document.  
Sources: Treasury.gov, St. Louis Federal Reserve



# Recap

A first-half market rally driven by enthusiasm for AI and 'Magnificent 7' stocks has since faltered.

The Israel-Hamas war has raised global risk. Markets have historically held mostly stable in conflicts.

The Fed's interest rate hikes have caused a surge in bond yields that may finally be easing.

Inflation has slowed its downward progress but is trending gradually back toward a normal level.

Consumers and the job market have buoyed the economy, but tightening conditions pose tests ahead.

The sharp rise in yields has created an opportunity for bond investors to lock in higher long-term rates.



# Disclosures

The material shown is for informational purposes only. Past performance is not indicative of future performance, and all investments are subject to the risk of loss. Forward-looking statements are subject to numerous assumptions, risks, and uncertainties, and actual results may differ materially from those anticipated in forward-looking statements. As a practical matter, no entity is able to accurately and consistently predict future market activities. Information presented herein may incorporate Altair Advisers' opinions as of the date of this publication, is subject to change without notice and should not be considered as a solicitation to buy or sell any security. While efforts are made to ensure information contained herein is accurate, Altair Advisers cannot guarantee the accuracy of all such information presented. Material contained in this publication should not be construed as accounting, legal, or tax advice. See Altair Advisers' Form ADV Part 2A and Form CRS at <https://altairadvisers.com/disclosures/> for additional information about Altair Advisers' business practices and conflicts identified. All registered investment advisors are subject to the same fiduciary duties as Altair Advisers.

ETFs and mutual funds selected by Altair are intended to approximate the performance of the respective asset class in lieu of an established index. An ETF or mutual fund is generally managed by an adviser and, therefore, can be subject to human judgment while an index is typically comprised of an unmanaged basket of instruments designed to measure the performance attributes of a specific investment category. Unlike indices, the ETFs and mutual funds selected incorporate fees into their performance calculations. There can be no assurance that an ETF or mutual fund will yield the same result as an index. Altair has no relationship with the ETFs and mutual funds selected.

The Municipal Bonds Benchmark consists of 65% VanEck Short Muni ETF and 35% VanEck Intermediate Muni ETF.

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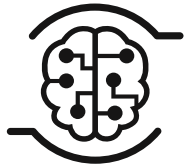
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# CENTER FOR ADVANCING SAFETY OF MACHINE INTELLIGENCE

---

## Artificial Intelligence

Kristian Hammond  
Computer Science  
Northwestern University





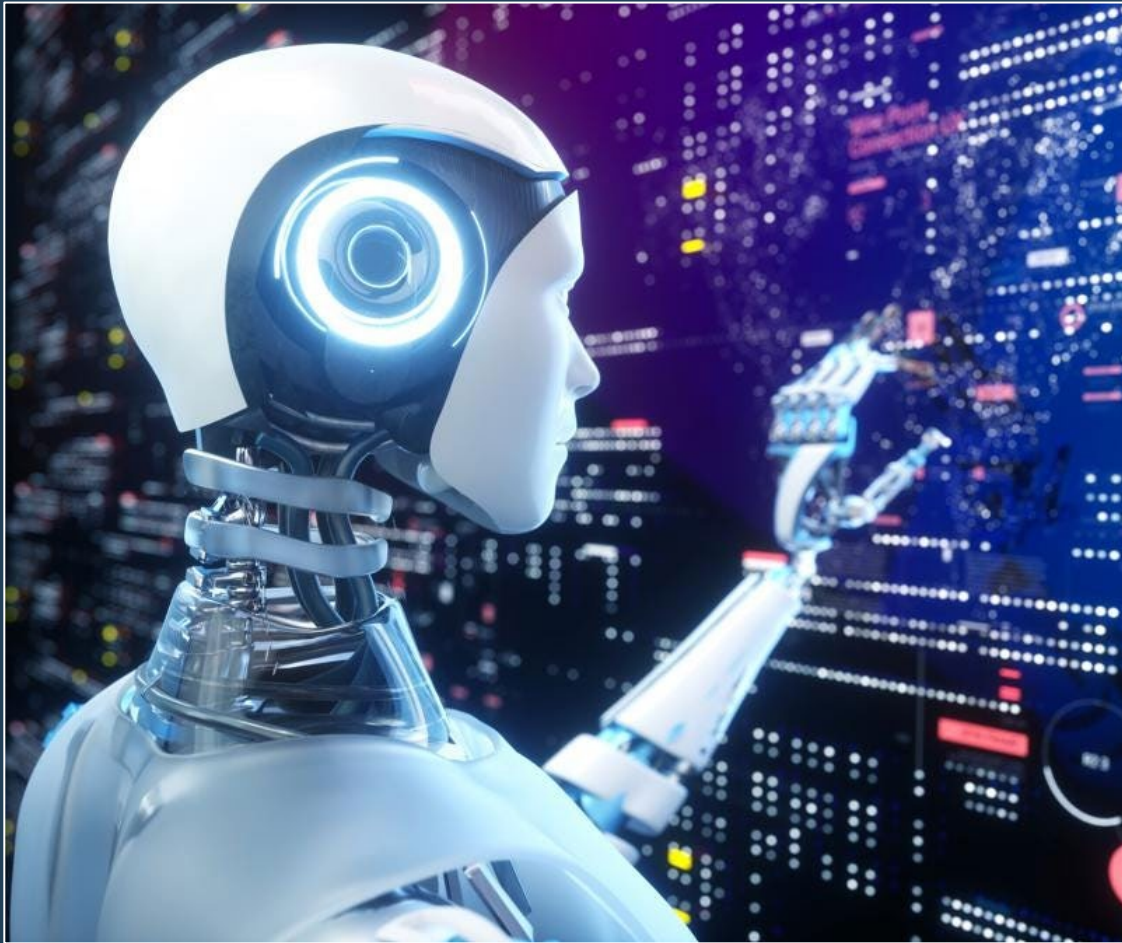
Northwestern | McCORMICK SCHOOL OF  
**ENGINEERING**

Professor, Computer Science

narrative  science

Co-Founder, Chief Scientist





- The Landscape
- The New Landscape
- The Impact

# Framing: The Questions



How reliable are the emerging technologies, products, and companies?

# Framing: The Questions



Are you going to fall  
behind?

# Framing: The Questions



Are you going to misstep  
by moving too quickly?



# Framing: The Questions



How to navigate this rapidly changing world of AI?

# Dealing with the possibilities



Don't focus on the technology

Focus on the functionality

The functionality is driven by business needs

The functionality is supported by algorithms & data

The algorithms are instrumental to business



# The Landscape

---



AI has become an integral part of our business eco-system



- Machine Learning
- Natural Language Processing
- Deep Learning
- Facial Recognition
- Voice Recognition
- Language Generation
- Speech Generation
- Recommendation Systems
- Robotics
- Self Driving Vehicles
- Personal Assistants
- Predictive Systems



# Why now?

---

All of this is driven by the ability  
machine's ability to learn from  
the past to characterize the  
present and predict the future.

Nearly all of the work in AI we  
see today is based on successes  
in Machine Learning

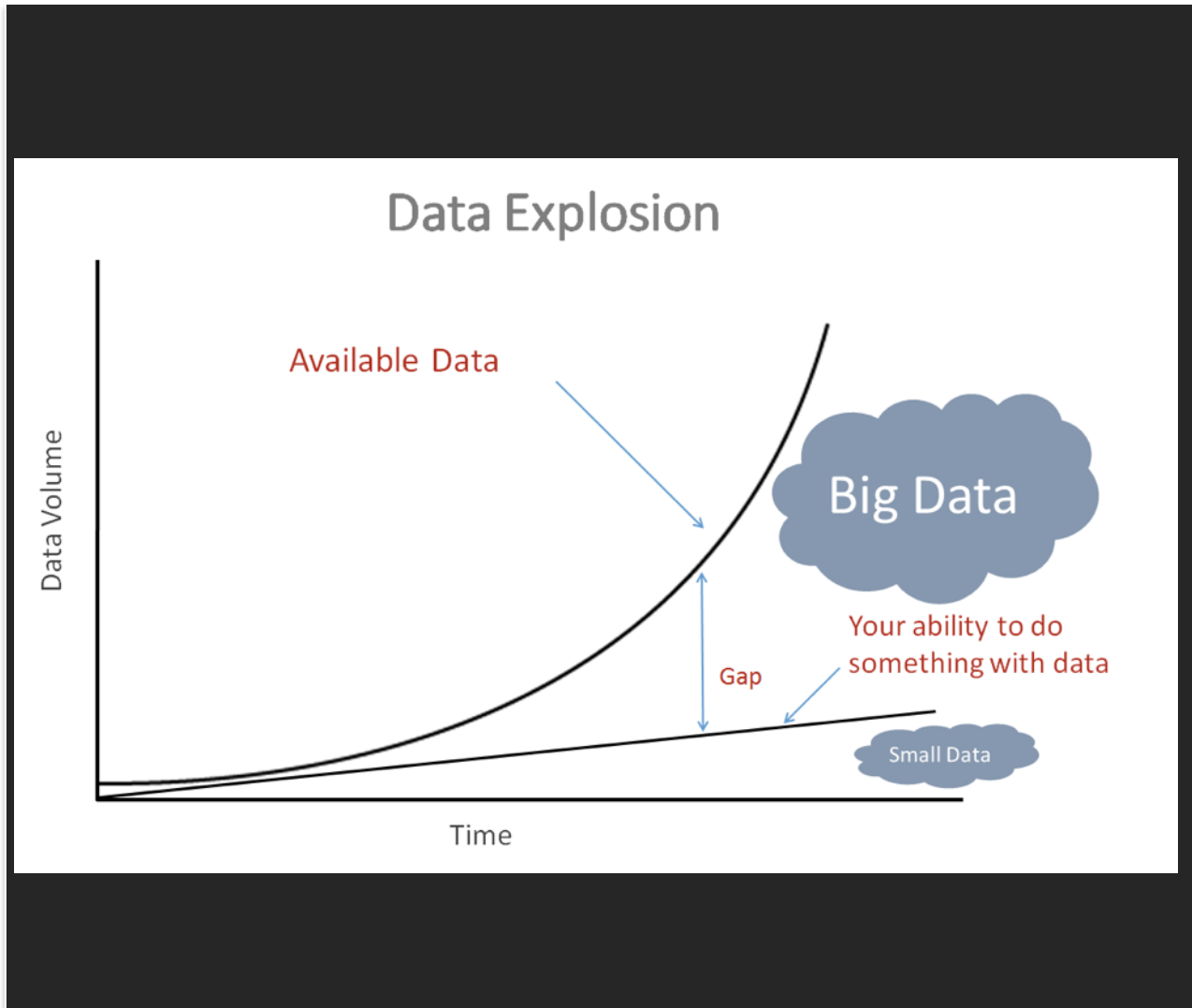
Why today?

We finally have the data  
required for our machines  
to learn.





Big Data succeeded!

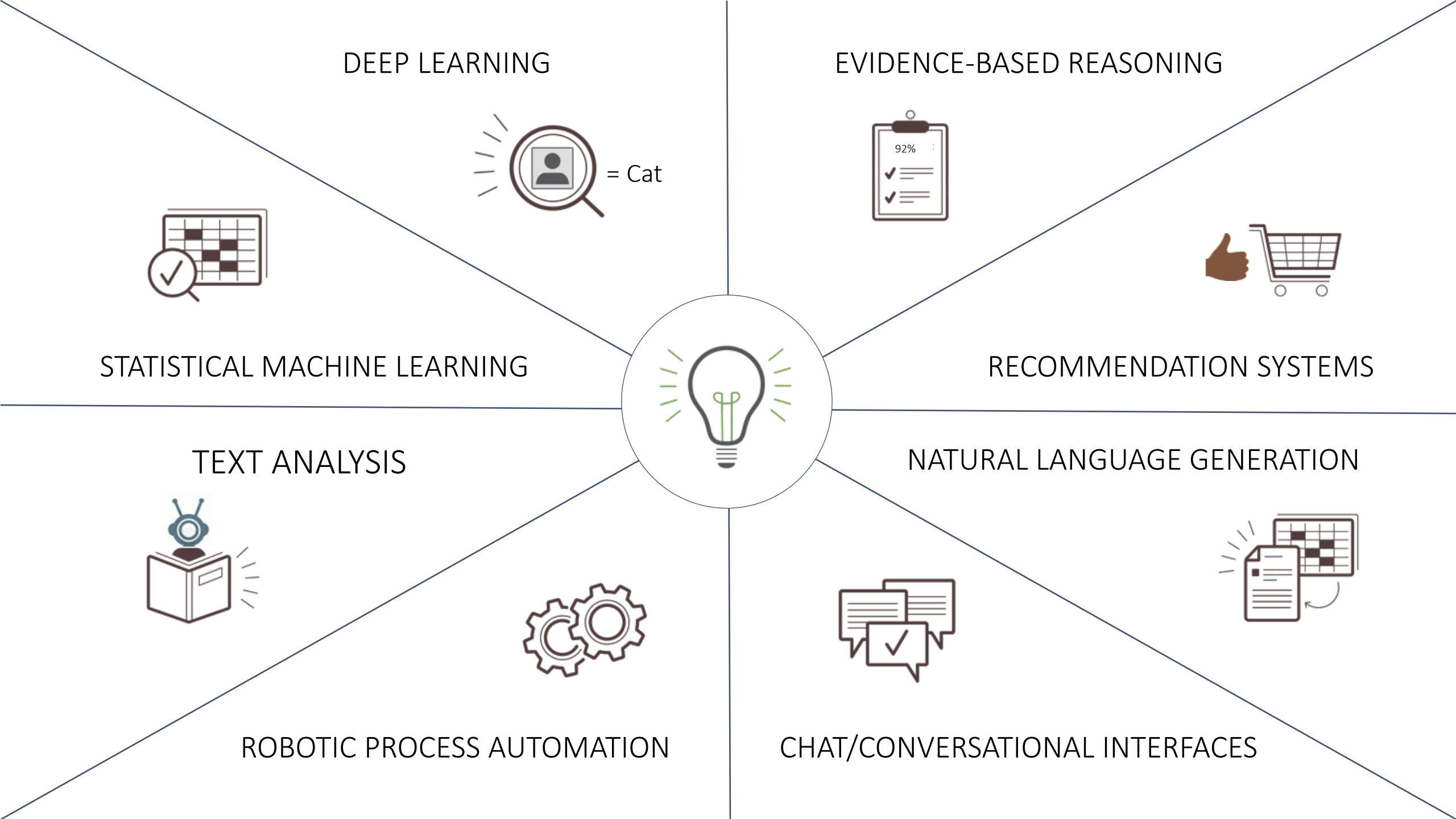


# Big Data Failed!

The problem empowered the solution



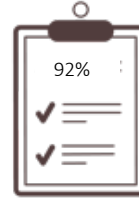
Data became the problem



DEEP LEARNING



EVIDENCE-BASED REASONING



RECOMMENDATION SYSTEMS



NATURAL LANGUAGE GENERATION



CHAT/CONVERSATIONAL INTERFACES



ROBOTIC PROCESS AUTOMATION



TEXT ANALYSIS



STATISTICAL MACHINE LEARNING





AI has become an integral part of our business eco-system



All of you have  
interacted with AI at  
least a few times  
already today



Machine Learning

Natural Language Processing

Facial Recognition

Voice Recognition

Language Generation

Speech Generation

Recommendation Systems

Robotics

Self Driving Vehicles

Personal Assistants

Predictive Systems





That was yesterday



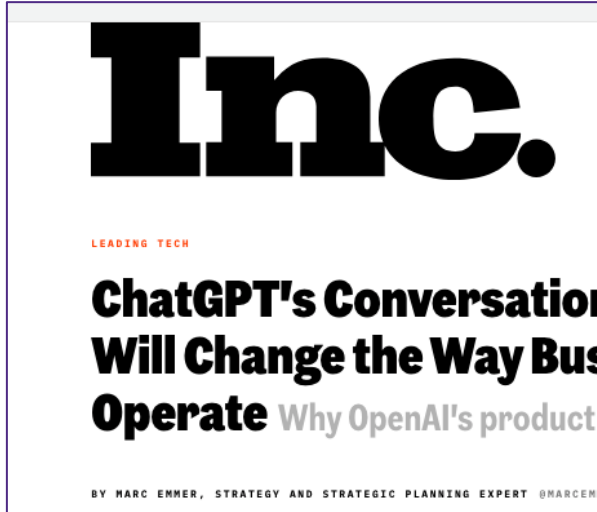
But that was  
yesterday

# This is today



- **Launched** - November 30<sup>th</sup>, 2022
- **1 Million Users** - December 4<sup>th</sup>, 2022
- **100 Million Users** - January 31<sup>st</sup>, 2023
- **1 billion** monthly visitors in under 3 months

# The Hype



**Inc.**

LEADING TECH

**ChatGPT's Conversation Will Change the Way Businesses Operate** Why OpenAI's product

BY MARC EMMER, STRATEGY AND STRATEGIC PLANNING EXPERT @MARCEM



The New York Times

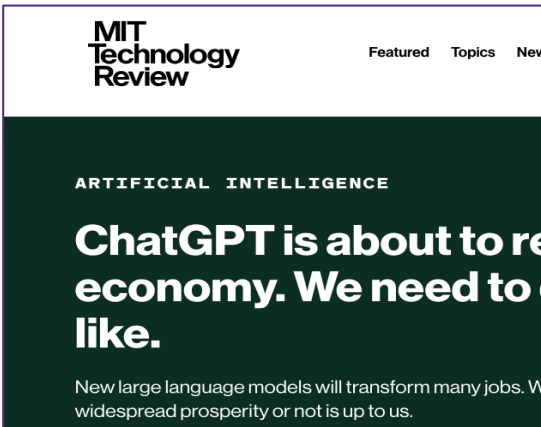
OPINION  
DAVID BROOKS

**'Human Beings Are Soon Going to Be Eclipsed'**

July 13, 2023



or not, AI is coming



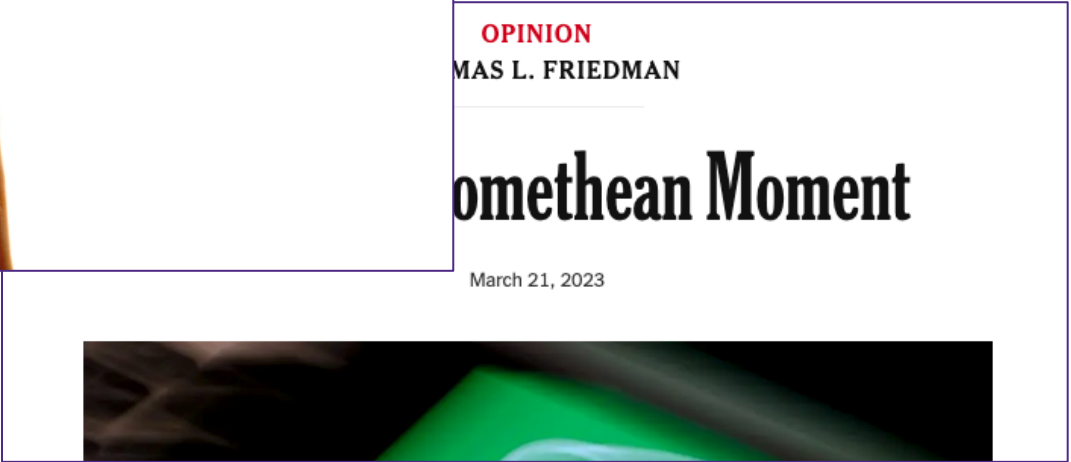
MIT Technology Review

Featured Topics New

ARTIFICIAL INTELLIGENCE

**ChatGPT is about to revolutionize the economy. We need to decide what that looks like.**


New large language models will transform many jobs. Whether they will lead to widespread prosperity or not is up to us.



OPINION  
MAS L. FRIEDMAN

**Cometean Moment**

March 21, 2023



# The skeptics


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Opinion Columnist


## There's No Such Intelligence


The term breeds misunderstanding and



HOME · COMPUTING · NEWS

## The AI expert at Meta harsh criticism of ChatGPT

 **By Alan Truly**  
January 23, 2023

 Listen to article 3 minutes


Yann LeCun, Meta's chief AI scientist, is not impressed by ChatGPT, the wildly popular artificial intelligence technology that is making headlines daily.

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HOME > TECH

## A theoretical physicist says AI is just a 'glorified tape recorder' and people's fears about it are overblown

Sawdah Bhaimiya Aug 14, 2023, 6:33 AM CDT



Advertisement



Silicon Valley is agog over the capabilities of ChatGPT. They shouldn't be

By **JEFFREY LEE FUNK** - **GARY N. SMITH**

PUBLISHED MARCH 19, 2023 10:00AM (EDT)

**The New York Times**

OPINION GUEST ESSAY

## Why: The False Promise of ChatGPT

March 8, 2023

Newsletter     

SCIENCE & HEALTH LIFE STORIES VIDEO

Search...

## ChatGPT is not the "holy grail"

# The fear mongers

STEPHEN THOMAS IDEAS APR 21, 2023 9:00 AM

## Who Will You Be After ChatGPT Takes Your Job?

Generative AI is coming for white-collar roles. If your sense of worth comes from work—what's left to hold on to?

## 'The Godfather of A.I.' Leaves Google and Warns of Danger

A.I. and Chatbots >

How Schools Can Survive A.I.

When Will the U.S. Regulate A.I.?

Smart Ways to Use Chatbots

Can A.I. Be Fooled?

## A.I. Poses 'Risk of Extinction,' Industry Leaders Warn

Leaders from OpenAI, Google DeepMind, Anthropic and other A.I. labs warn that future systems could be as deadly as pandemics and nuclear weapons.

AXIOS

SIGN IN

Silicon Valley is knowingly violating ethical A.I. principles. Society can't respond if we let disagreements poison the debate

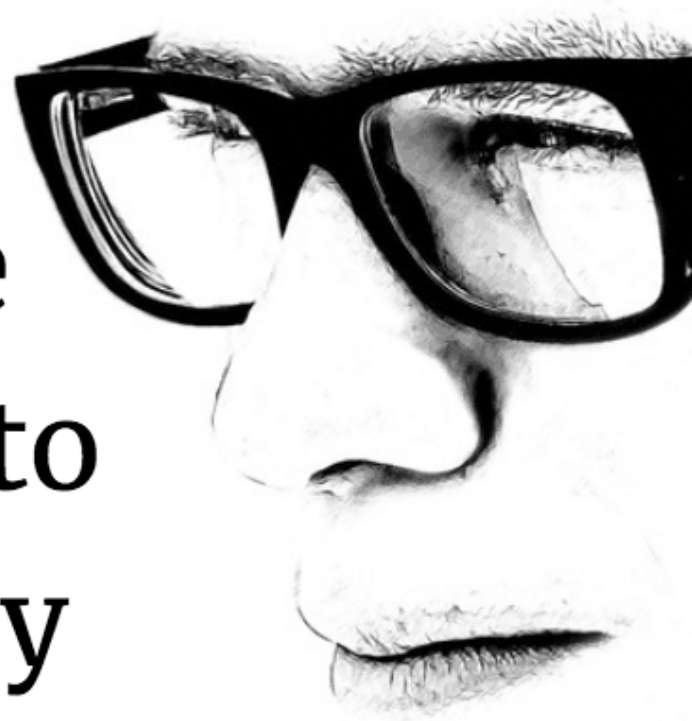
BY WENDELL WALLACH

May 23, 2023 at 6:43 AM CDT





There are  
Two Sides to  
Every Story



Somewhere in the middle lies the truth.

# But...



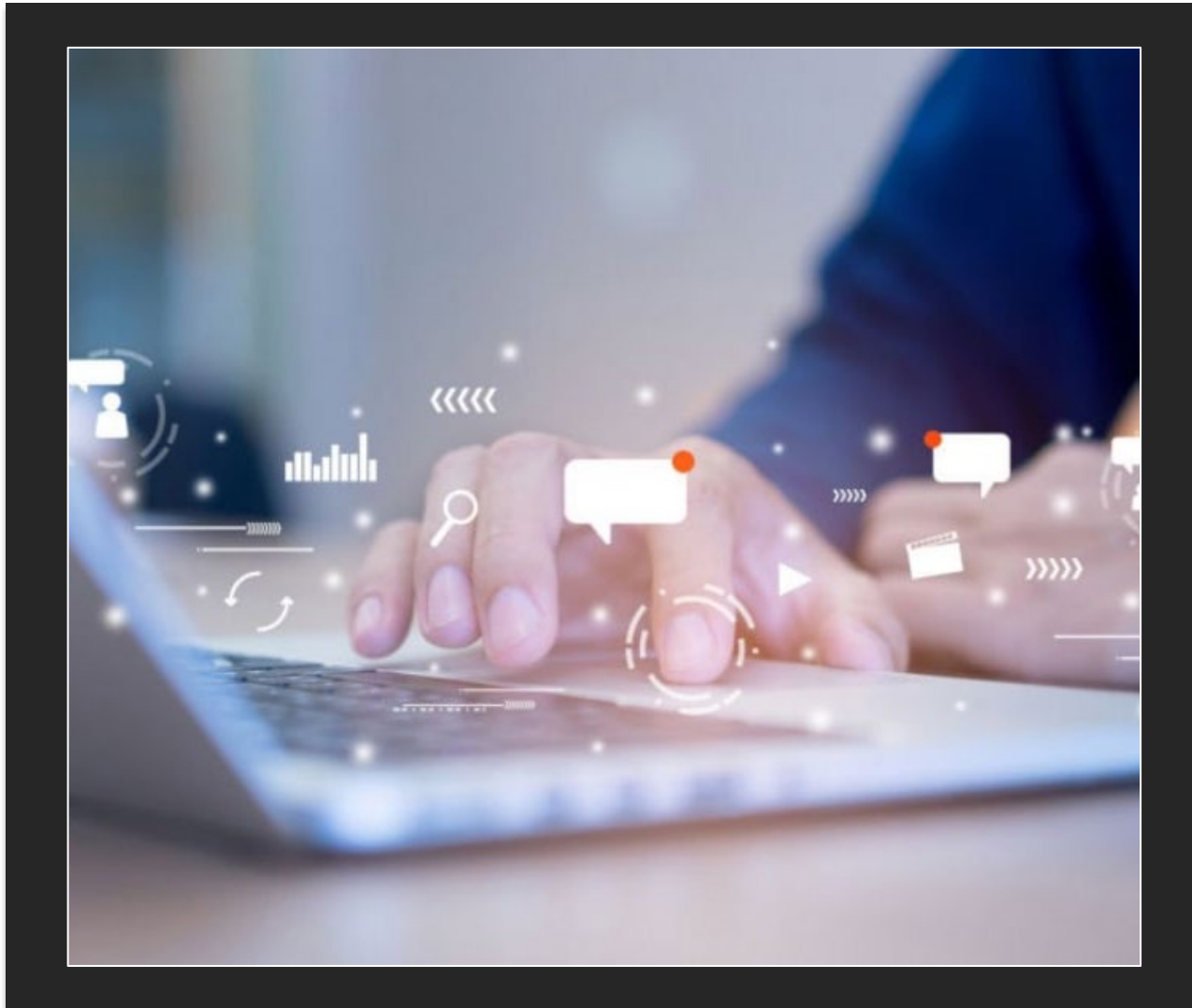
## ChatGPT is not:

- Smarter than you
- The answer to all problems
- An existential threat to humanity

## ChatGPT is:

- An incredibly useful language tool

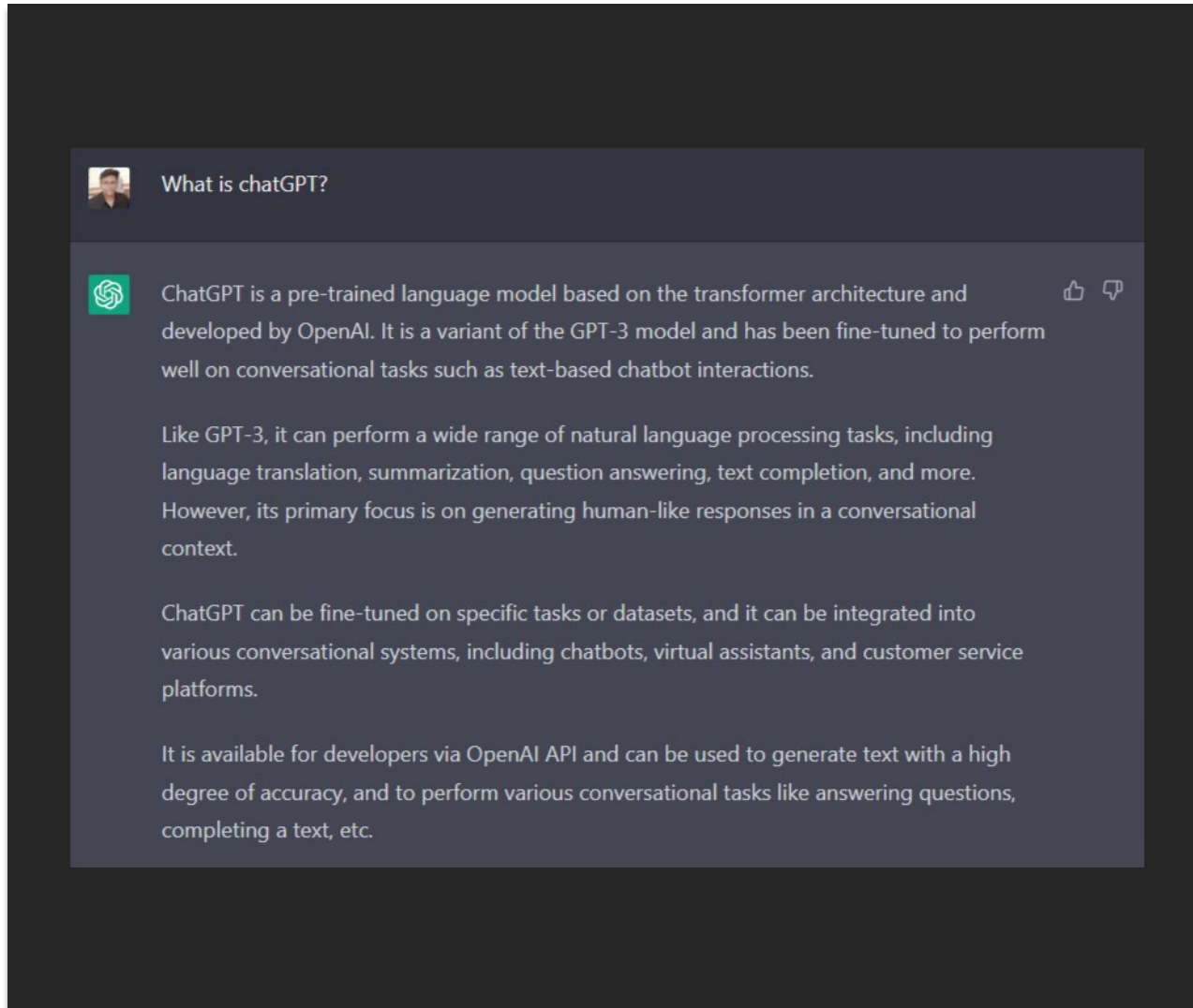
# The reality



A powerful tool that can  
be used by those who  
understand it




# Language Generators






ChatGPT was designed to generate language

# Language Generators



 What is chatGPT?

 ChatGPT is a pre-trained language model based on the transformer architecture and developed by OpenAI. It is a variant of the GPT-3 model and has been fine-tuned to perform well on conversational tasks such as text-based chatbot interactions.  

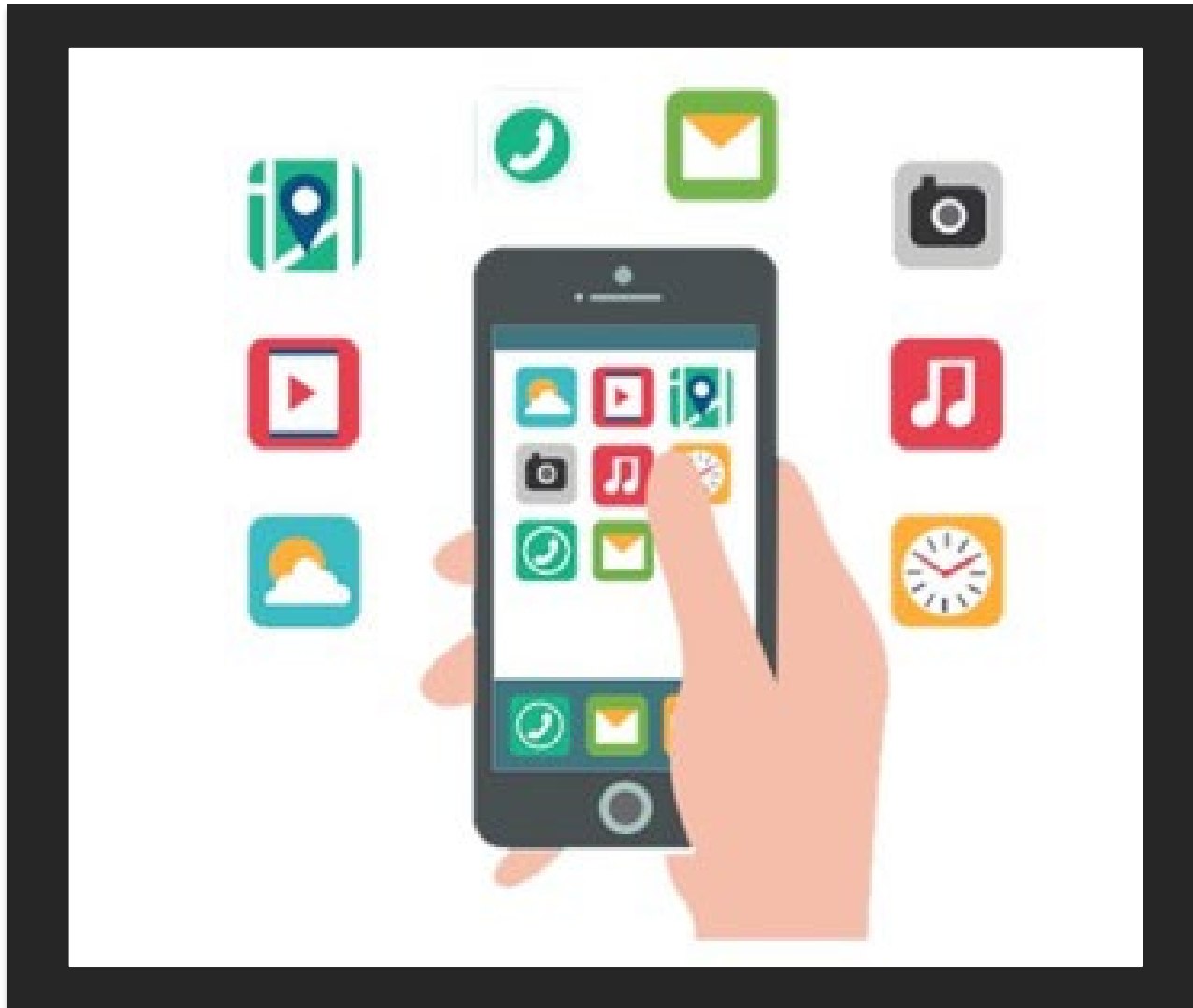
Like GPT-3, it can perform a wide range of natural language processing tasks, including language translation, summarization, question answering, text completion, and more. However, its primary focus is on generating human-like responses in a conversational context.

ChatGPT can be fine-tuned on specific tasks or datasets, and it can be integrated into various conversational systems, including chatbots, virtual assistants, and customer service platforms.

It is available for developers via OpenAI API and can be used to generate text with a high degree of accuracy, and to perform various conversational tasks like answering questions, completing a text, etc.

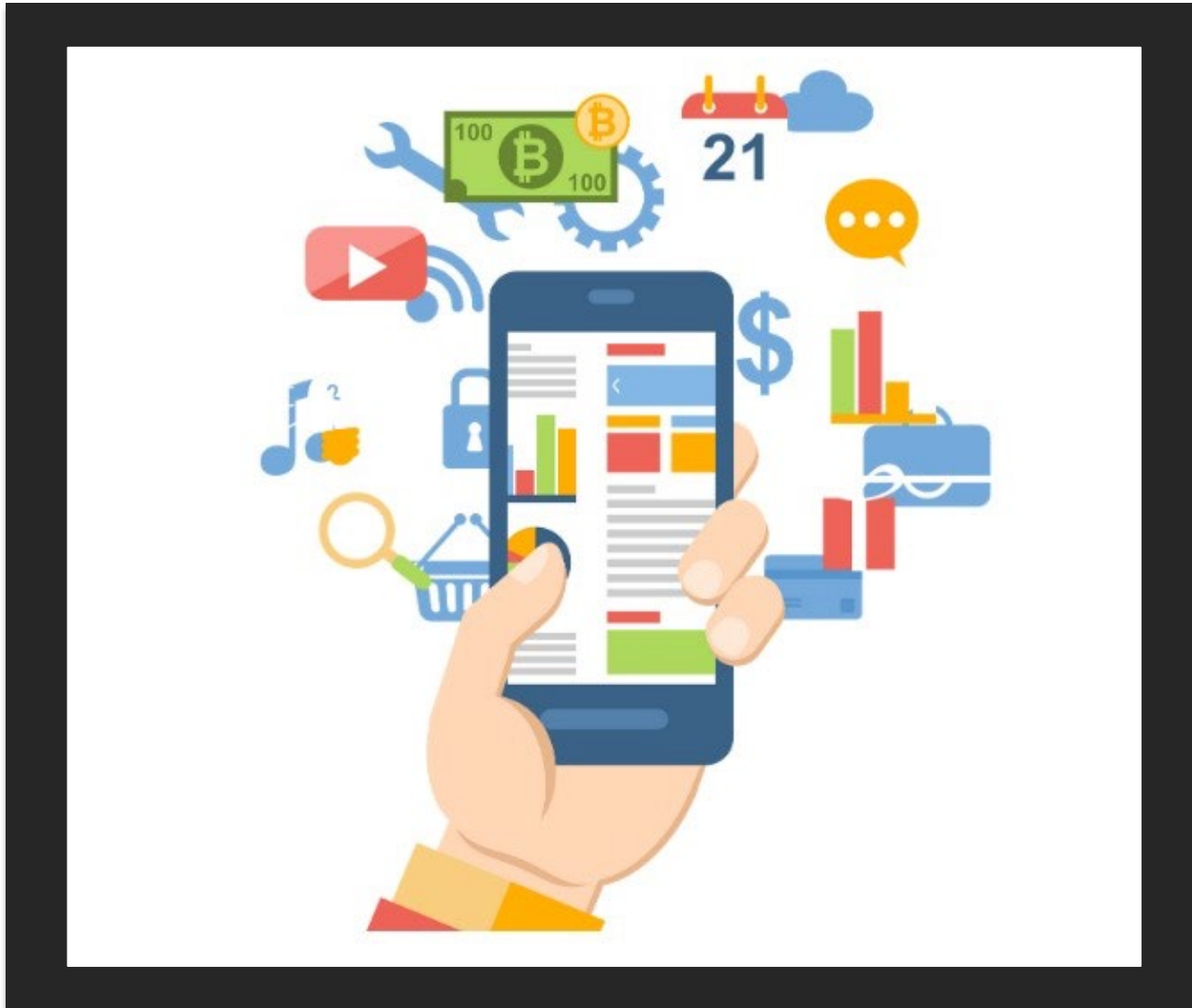
And be  
seductively easy  
to use

# ChatGPT is a consumer app



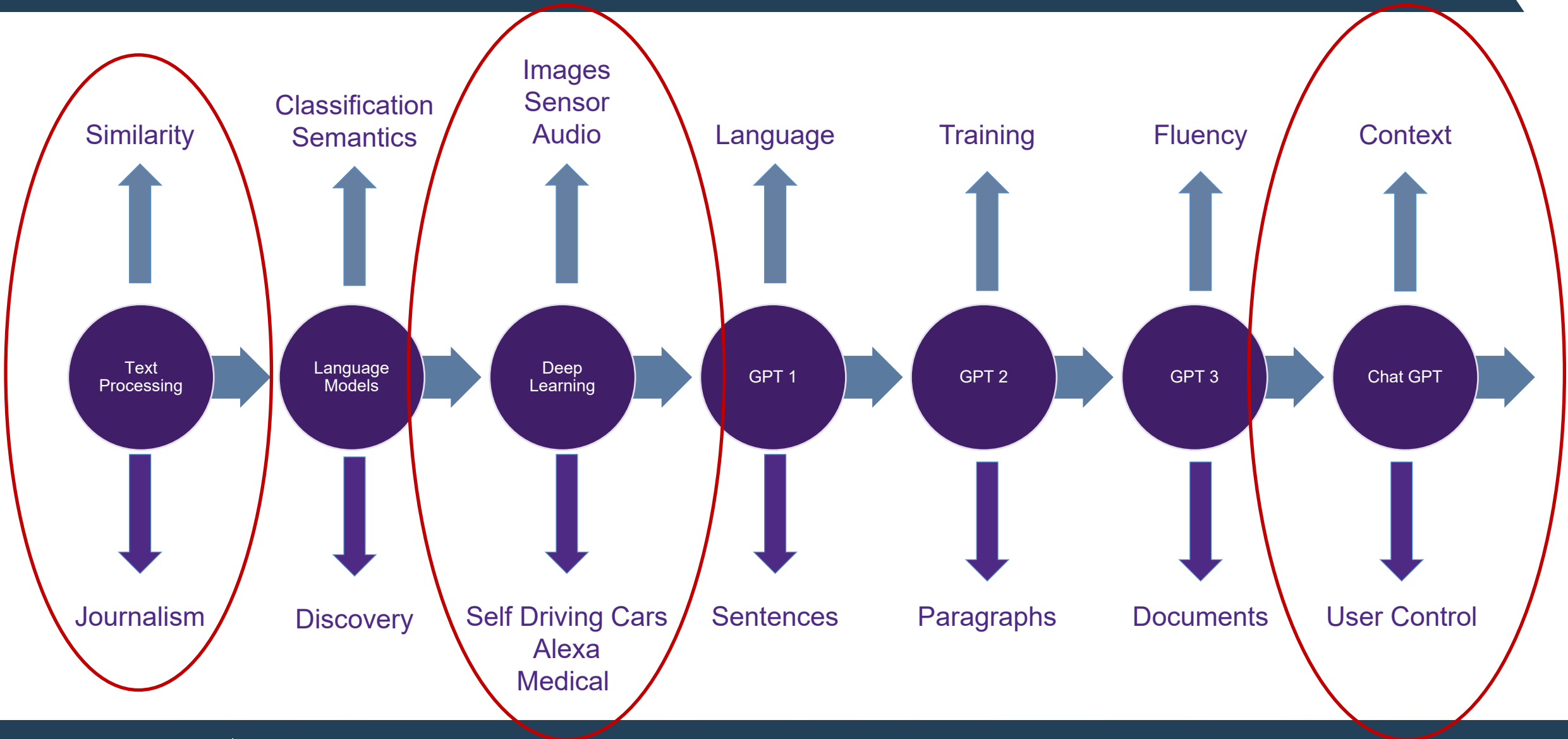
Designed to appeal to a massive range of end users

# ChatGPT is not an enterprise product

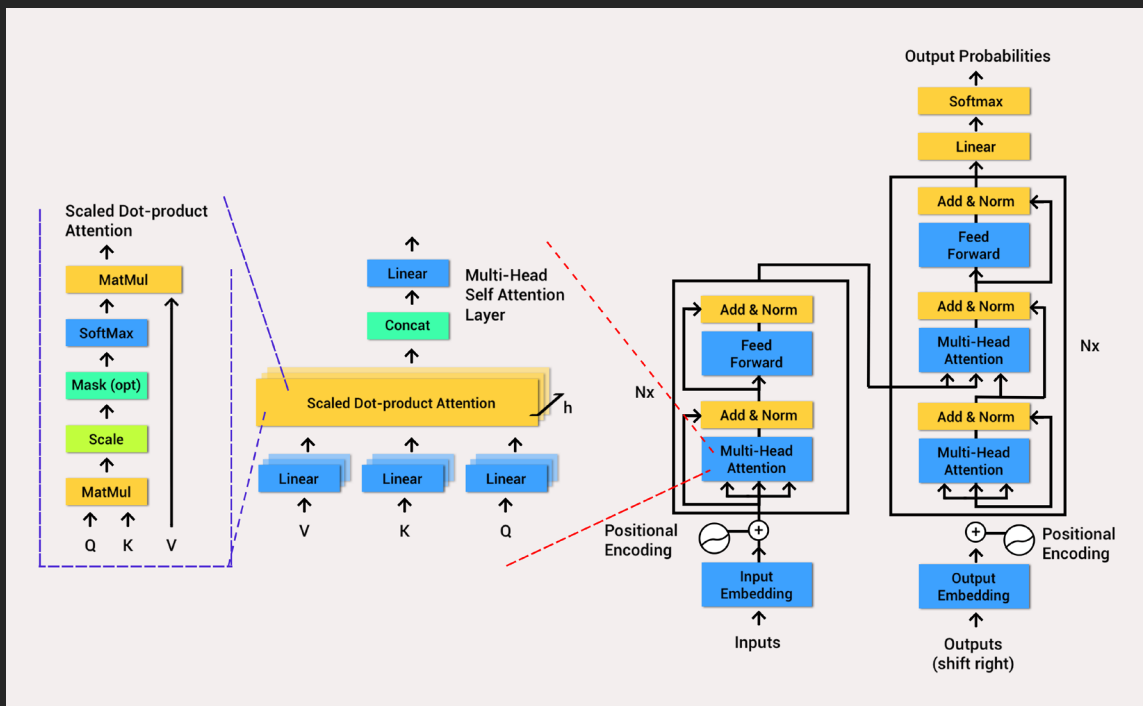


It was not designed to be  
robust, scalable,  
integrated, or data safe

# It is a transformational technology



# Step One



What does ChatGPT (and other Large Language Models) really do

# LLMs are designed to do one thing...



Chicago is often referred to as the “Windy \_\_\_\_\_

Guess the next word

# LLMs are designed to do one thing...

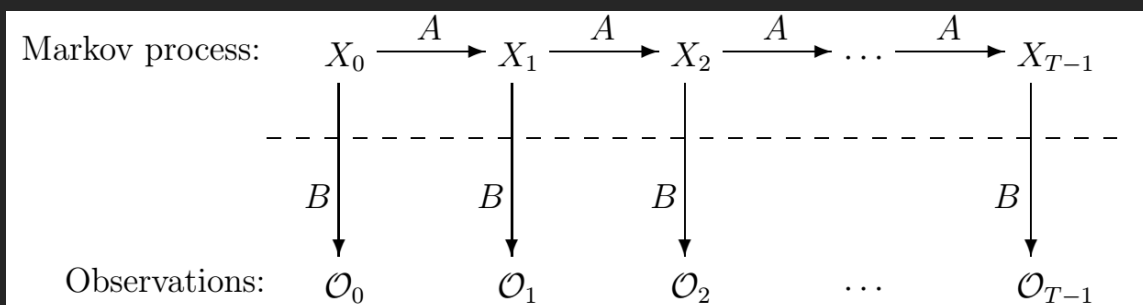


Chicago is often referred to as the "Windy City" due to the strong winds that blow off Lake Michigan, particularly in the downtown area. However, the nickname is also believed to have originated from the city's history of boasting and self-promotion by its politicians, journalists, and promoters, which metaphorically refers to the "windy" nature of their claims and speeches.

Astoundingly well



# They are part of a long-term approach



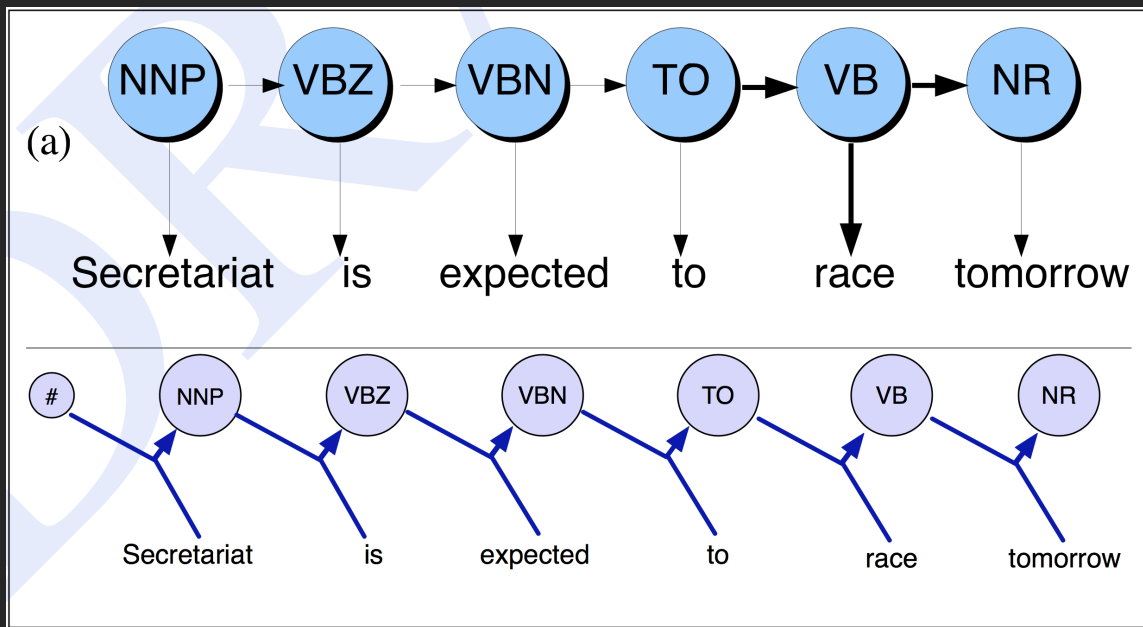
The core idea is the words that have seen so far can be used to predict the words that follow



		Spain
	in	Spain
rain	in	Spain

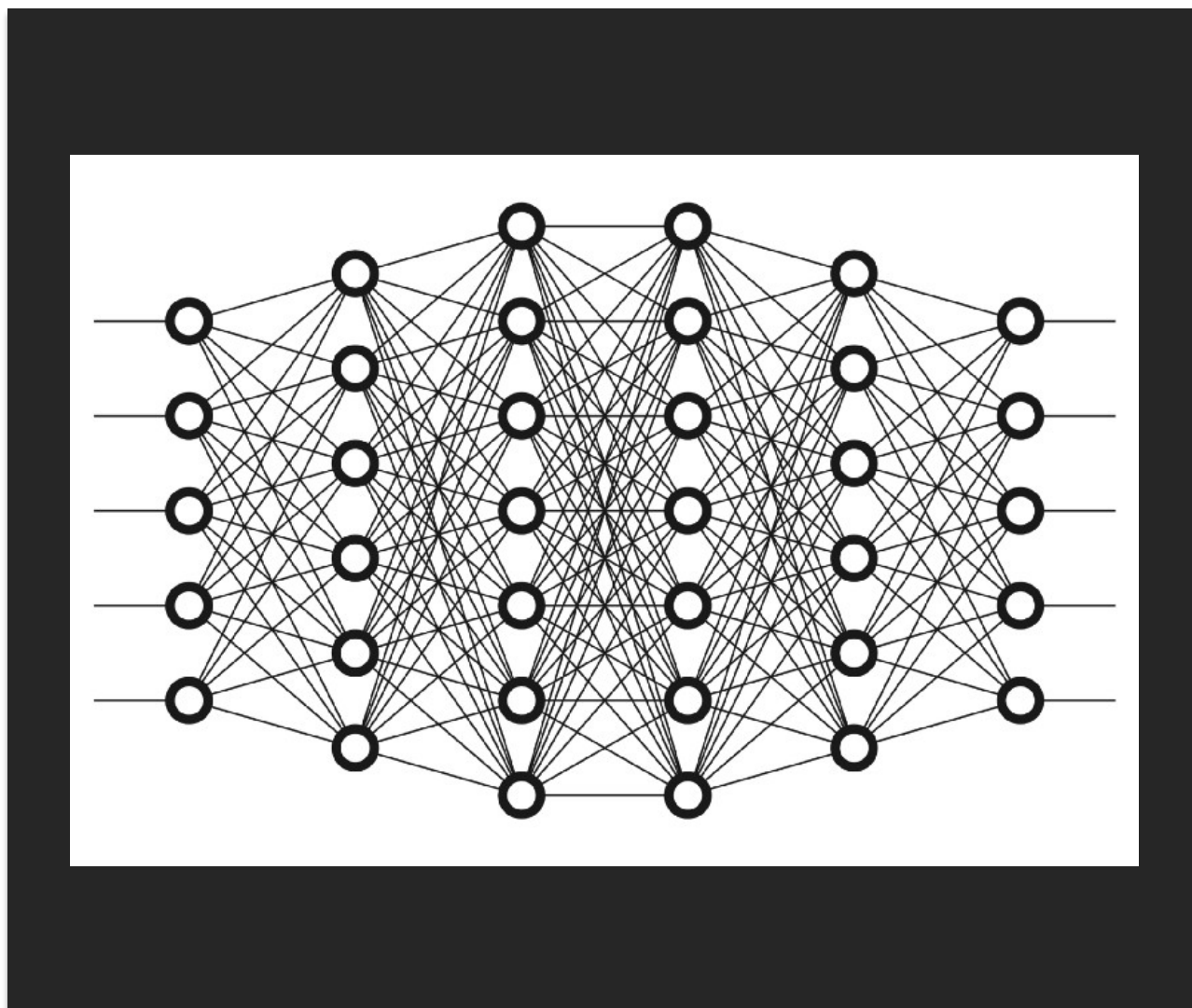
The more words, the better the prediction

# They are part of a long-term approach



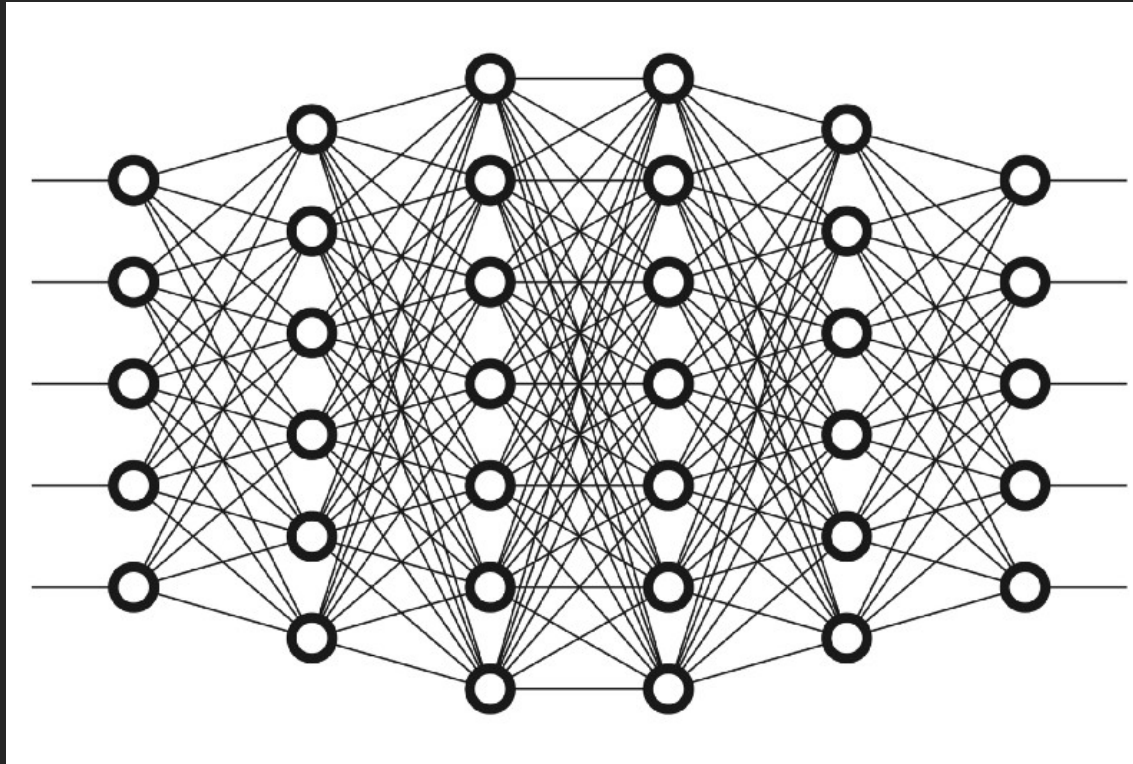
For years, we lived in the  
world of short pieces of  
text

They are part of a long-term approach



Then we figured out Deep Learning

They are part of a long-term approach



Deep Learning expanded our ability to look at larger example sets with each example having more data

# Enabling processing of documents



The new superhero movie broke box office records, grossing over \$500 million worldwide in its opening weekend.

**Tag:** Entertainment

The Prime Minister's recent speech on the economy received mixed reviews, with some praising her proposals while others criticized them as inadequate.

**Tag:** Politics

The sudden hailstorm caught many motorists off guard, causing widespread damage to cars and other vehicles.

**Tag:** Weather

The star quarterback suffered a serious injury during the game, forcing him to sit out the rest of the season.

**Tag:** Sports

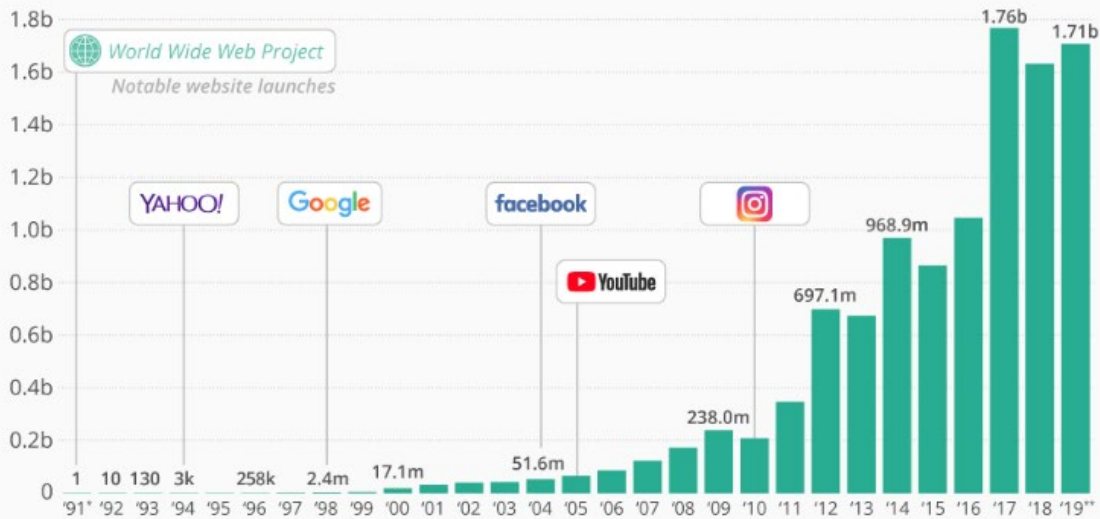
In general, Deep Learn  
approaches require  
*tagged* data

# How to learn when there is no target?



## How Many Websites Are There?

Number of websites online from 1991 to 2019



"Website" is defined as a unique hostname, i.e. a name which can be resolved, using a name server, into an IP Address.

\* As of August 1, 1991  
\*\* As of August 19, 2019 at 10:22 CET  
@StatistaCharts Source: Internet Live Stats

statista

But most of the 6.2 billion pages indexed on the web are not tagged

# Turn the source into the target



The Eiffel Tower is a wrought-iron lattice tower located in Paris, France. It was designed and built by Gustave Eiffel for the 1889 World's Fair, and it has since become one of the most recognizable landmarks in the world. The tower stands at a height of 324 meters, making it the tallest structure in Paris. Visitors can climb the tower to enjoy panoramic views of the city, or they can dine at one of the tower's two restaurants. The tower is illuminated at night with a stunning display of lights, making it a popular destination for tourists and locals alike.

But if you are predicting the next word, you can use the words in the document that precede it as the input and the word itself as the tag



# The beginning as source, the next word as target



The Eiffel Tower is a wrought-iron lattice tower located in Paris, France. It was designed and built by Gustave Eiffel for the 1889 World's Fair, and it has since become one of the most recognizable landmarks in the world. The tower stands at a height of 324 meters, making it the tallest structure in Paris. Visitors can climb the tower to enjoy panoramic views of the city, or they can dine at one of the tower's two restaurants. The tower is illuminated at night with a stunning display of lights, making it a popular destination for tourists and locals alike.

Why not use the documents to train systems to guess the next word!

# The beginning as source, the next word as target



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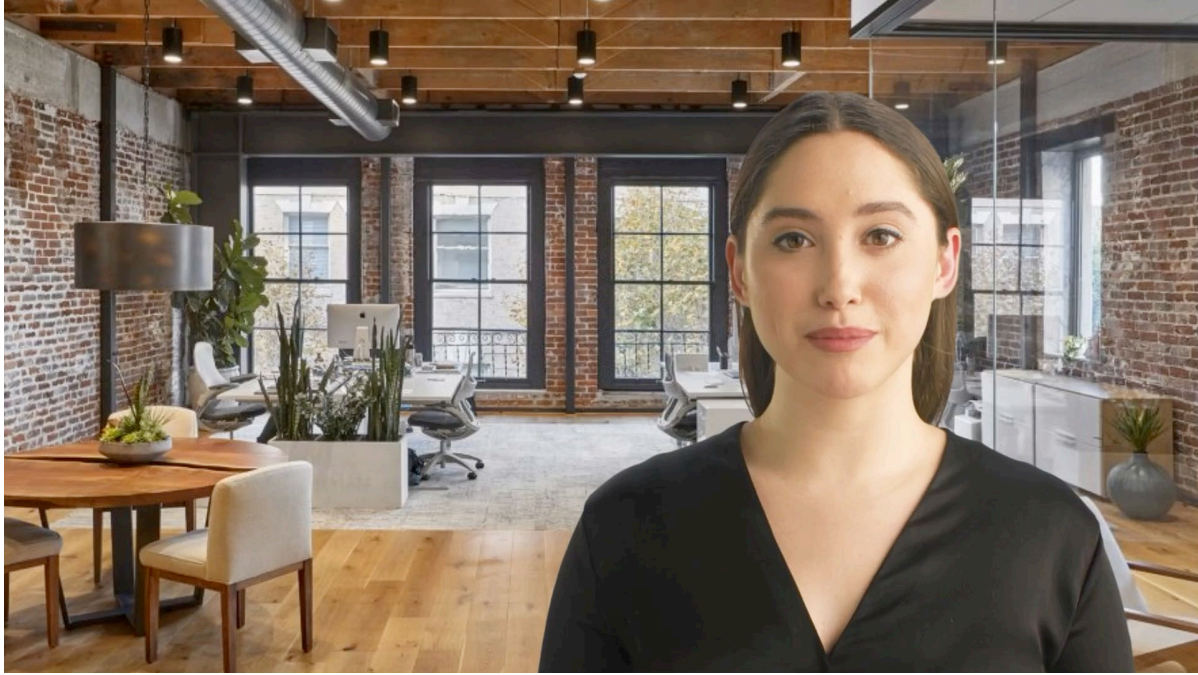
The Eiffel Tower is a wrought-iron lattice tower located in Paris, France. It was designed and built by Gustave Eiffel for the 1889 World's Fair, and it has since become one of the most recognizable landmarks in the world. The tower stands at a height of 324 meters, making it the tallest structure in Paris. Visitors can climb the tower to enjoy panoramic views of the city, or they can dine at one of the tower's two restaurants. The tower is illuminated at night with a stunning display of lights, making it a popular destination for tourists and locals alike.

Why not use the documents to train systems to guess the next word!



We are at a turning point

Id	Name	AccountId	StageName	Amount	Probability	ExpectedRev	CreateDate	CloseDate	LastActivityC	FiscalQuarte	FiscalYear	Type	LeadSource	OwnerId
0067000000XHVvCAAX	Enterprise License	0017000000xolyKAAQ	Closed Won	1700	100	1700	2013-09-18T	2013-12-23T	12/19/13	4	2013	New Business	Sales Genera	00570000002Xa9uAAC
0067000000XH3opAAD	Enterprise License	0017000000uKzrIAAS	Closed Won	4900	100	4900	2013-09-19T	2014-01-24T00:00:00.000		1	2014	New Business	Sales Genera	005700000012ZNZaAAO
0067000000XGwErAAL	Ultimate License	0017000000qgNk0AAE	Deal Dead	5700	0	0	2013-09-12T	2013-10-18T00:00:00.000		4	2013	New Business	Sales Genera	005700000011C8SAAU
0067000000XGyFaAAL	Professional License	0017000000xKNjwAAG	Deal Dead	2000	0	0	2013-09-12T	2014-03-31T	12/30/13	1	2014	New Business	Sales Genera	0057000000239c3AAA
0067000000XHqSvVAAT	Enterprise License	0017000000xpI6XAAU	Deal Dead	2000	0	0	2013-09-23T	2013-12-31T	12/2/13	4	2013	New Business	Marketing G	005700000023JFAAI
0067000000XizjdAAD	Professional License	0017000000xrkJSAAY	Closed Lost	1100	0	0	2013-10-07T	2013-11-29T	11/11/13	4	2013	New Business	Partners Por	00570000001icwEAAQ
0067000000XH3opAAD	30K Additional Contacts	0017000000wzPIHAUU	Closed Won	210	100	210	2013-09-13T	2013-09-11T00:00:00.000		3	2013	Upgrade		005700000012ZNZaAAO
0067000000XH5mhAAH	Professional License	0017000000xohsSAAQ	Order Form Sent	1000	75	750	2013-09-18T	2014-02-28T	12/16/13	1	2014	New Business	Sales Genera	00570000002WIS0AAO
0067000000XI9nAAD	Professional License	0017000000xrIFLAAQ	Demo Done and Propo	1000	30	300	2013-10-07T	2014-05-23T	1/20/14	2	2014	New Business	Test Drive/D	005700000023toYAAQ
0067000000XHAI8AA1	Enterprise License	0017000000YpbMAAS	Deal Dead	1666	0	0	2013-09-19T	2014-01-26T00:00:00.000		1	2014	New Business	Sales Genera	00570000002Wb0RAAO
0067000000XJCFNAAX	Ultimate License	0017000000xpeTuAAI	Closed Lost	3150	0	0	2013-10-08T	2013-12-13T00:00:00.000		4	2013	New Business	Sales Genera	0057000000239c3AAA
0067000000XJa3UAAT	Professional License	0017000000yHtwnAAC	Negotiation/Review	1000	70	700	2013-10-11T	2014-03-21T	1/24/14	1	2014	New Business	Sales Genera	005700000023toYAAQ
0067000000XG8nuAAD	Professional License	0017000000wy8AbAAM	Deal Dead	1000	0	0	2013-09-11T	2014-01-17T	12/11/13	1	2014	New Business	Sales Genera	00570000001YIIDAA5
0067000000XJgQAA1	Professional License	0017000000yl8twAAC	Closed Won	1000	100	1000	2013-10-14T	2013-10-31T	10/15/13	4	2013	New Business	Sales Genera	005700000012ZNZaAAO
0067000000XHks1AAH	Enterprise License	0017000000xooggAAA	Deal Dead	2000	0	0	2013-09-19T	2013-11-22T	10/18/13	4	2013	New Business	Marketing G	00570000002YGAAXAA
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0067000000XIY4MAAX	Enterprise License	0017000000xrAzxAEE	Order Form Reviewed	3000	90	2700	2013-10-01T	2014-02-28T	12/5/13	1	2014	New Business	Marketing G	0057000000239c3AAA
0067000000XJ6BKAAL	Enterprise License	0017000000xrsBWAAY	Closed Won	1500	100	1500	2013-10-07T	2013-10-17T	10/15/13	4	2013	New Business	Google Natu	005700000012ZS0AA4
0067000000XHgb5AAL	Professional License	0017000000xozb1AAA	Deal Dead	1000	0	0	2013-09-20T	2013-10-25T	10/25/13	4	2013	New Business	Infobiz_SFDC	005700000012G7YAAW
0067000000XHsoFAAT	Professional License	0017000000xpJnGAAU	Closed Won	1000	100	1000	2013-09-23T	2013-10-08T	10/8/13	4	2013	New Business	Salesforce A	00570000001XbaEAAS
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0067000000XJ809AAD	Professional License	0017000000xrv7bAAA	Downgrade	1300	25	325	2013-10-08T	2014-03-28T	12/6/13	1	2014	New Business	InfoBiz	00570000002ZLCNA44
0067000000XGm2RAAT	Enterprise License	0017000000xK0oSAAC	Deal Dead	2000	0	0	2013-09-10T	2013-11-29T	9/10/13	4	2013	New Business	Salesforce A	00570000001R8miAAG
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0067000000XIC4BAAX	Enterprise License	0017000000xpkRsAAI	Identify Additional Dec	2000	50	1000	2013-09-26T	2014-02-20T	1/15/14	1	2014	New Business	Sales Genera	0057000000239c8AAA
0067000000XipRe	Id	Name	Region	Industry			0 2013-10-03T	2014-02-28T	10/21/13	1	2014	New Business	Salesforce A	005700000012ZSBjAAO
0067000000XHwP	0017000000iw0v4AAA	Tata Motors Limited	North America	Technology			0 2013-09-19T	2013-10-30T	10/15/13	4	2013	New Business	Other - Exter	005700000012ZSBjAA4
0067000000XHTr9	0017000000iw0v5AAA	Lotte Shopping Co. Ltd.	EMEA	Software			50 2013-09-24T	2013-09-23T00:00:00.000		3	2013	Lost Customer		00570000001XhNhAAK
0067000000XI3fA	0017000000iw0v6AAA	Li & Fung Limited	Asia Pacific	Financial			90 2013-09-25T	2014-01-18T	1/20/14	1	2014	New Business	Sales Inside I	005700000011C8SAAU
0067000000XI8Fw	0017000000iw11jAAA	Gree Electric Appliances Inc. of Zhuhai	Africa	Manufacturing			50 2013-09-26T	2014-02-01T	9/27/13	1	2014	New Business	Google Natu	00570000002YGAAXAA
0067000000XJnKk	0017000000iw11kAAA	Astra International bpk PT	North America	Other			00 2013-10-10T	2013-10-01T00:00:00.000		4	2013	New Business	Joint Ventur	00570000001XzayAAG
0067000000XI1LtA	0017000000iw11lAAA	Qingdao Haier Co. Ltd.	EMEA	Other			00 2013-09-25T	2014-03-31T	11/4/13	1	2014	New Business	Salesforce A	00570000002XowJAAO
0067000000XI1mAAA	0017000000iw11mAAA	Mahindra & Mahindra Ltd.	North America	Communications										
0067000000XHYYV	0017000000iw11nAAA	S.A.C.I. Falabella	EMEA	IT	Id	Name	ParentRoleId							70000001XbaEAAS
0067000000XJBHR	0017000000iw11oAAA	Steinoff International Holdings Ltd.	North America	Technology	00E700000018IRKEA2	Accounting	00E70000000tQIPEA2							70000001Z7MBAK
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0067000000XJUCW	0017000000iw11tAAA	Pou Chen Corporation	North America	Retail	00E700000018aw4EAA	DB Team - Sales Reps	00E700000018avkEAA							70000001ZSB0AA4
0067000000XGmZ	0017000000iw11uAAA	Chow Tai Fook Jewellery Group Ltd.	North America	Retail	00E700000019CsFEAU	EMEA - Sales Reps	00E700000019AW1EAM							70000002Z93PAAS
0067000000XI2Qrt	0017000000iw11vAAA	Great Wall Motor Company Ltd.	North America	Automotive	00E700000019Aw1EAM	EMEA - Team	00E700000018jH0EA1							70000001Z7HnqAAG
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0067000000XHOR	0017000000iw11xAAA	GOME Electrical Appliances Holding Limited	EMEA	agency	00E700000018vCfEA1	Former Sales Reps	00E700000010C0CEAU							
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0017000000iw12CAAQ	0017000000iw12CAAQ	Petrol Slovenska energetska druzba d.d.	North America	Healthcare	00E700000019Aw1EAM	EMEA - Team	00E700000018jH0EA1							
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0017000000iw12KAAQ	0017000000iw12KAAQ	Opened Joint-Stock Company Company M.video	North America	Consulting										
0017000000iw12LAAQ	0017000000iw12LAAQ	Far Eastern Department Stores Ltd.	North America	Safety										
0017000000iw12MAAQ	0017000000iw12MAAQ	Signet Jewelers Limited	North America											







# Data from sensors up and down the beach front

Beach Name	Timestamp	Water Temperature	Turbidity	Transducer Depth	Wave Height	Wave Period	Battery Life	Measurement ID
Montrose Beach	8/30/13 8:00	20.3	1.18	0.891	0.08	3	9.4	MontroseBeach201308300800
Ohio Street Beach	5/26/16 13:00	14.4	1.23		0.111	4	12.4	OhioStreetBeach201605261300
Calumet Beach	9/3/13 16:00	23.2	3.63	1.201	0.174	6	9.4	CalumetBeach201309031600
Calumet Beach	5/28/14 12:00	16.2	1.26	1.514	0.147	4	11.7	CalumetBeach201405281200
Montrose Beach	5/28/14 12:00	14.4	3.36	1.388	0.298	4	11.9	MontroseBeach201405281200
Montrose Beach	5/28/14 13:00	14.5	2.72	1.395	0.306	3	11.9	MontroseBeach201405281300
Calumet Beach	5/28/14 13:00	16.3	1.28	1.524	0.162	4	11.7	CalumetBeach201405281300
Montrose Beach	5/28/14 14:00	14.8	2.97	1.386	0.328	3	11.9	MontroseBeach201405281400
Calumet Beach	5/28/14 14:00	16.5	1.32	1.537	0.185	4	11.7	CalumetBeach201405281400
Calumet Beach	5/28/14 15:00	16.8	1.31	1.568	0.196	4	11.7	CalumetBeach201405281500
Montrose Beach	5/28/14 15:00	14.5	4.3	1.377	0.328	3	11.9	MontroseBeach201405281500
Calumet Beach	5/28/14 16:00	17.1	1.37	1.52	0.194	4	11.7	CalumetBeach201405281600
Montrose Beach	5/28/14 16:00	14.4	4.87	1.366	0.341	3	11.9	MontroseBeach201405281600
Calumet Beach	5/28/14 17:00	17.2	1.48	1.525	0.203	4	11.7	CalumetBeach201405281700
Montrose Beach	5/28/14 17:00	14.1	5.06	1.382	0.34	4	11.9	MontroseBeach201405281700
Calumet Beach	5/28/14 18:00	14.2	5.76	1.415	0.356	3	11.9	MontroseBeach201405281800
Montrose Beach	5/28/14 18:00	17.1	1.8	1.501	0.188	4	11.7	CalumetBeach201405281800
Montrose Beach	5/28/14 19:00	17	1.82	1.487	0.194	4	11.7	CalumetBeach201405281900
Calumet Beach	5/28/14 19:00	14.2	6.32	1.386	0.346	3	11.9	MontroseBeach201405281900
Calumet Beach	5/28/14 20:00	14.4	6.89	1.401	0.38	4	11.9	MontroseBeach201405282000
Montrose Beach	5/28/14 20:00	17	1.83	1.488	0.196	4	11.7	CalumetBeach201405282000
Calumet Beach	5/28/14 21:00	14.5	7.11	1.374	0.361	5	11.9	MontroseBeach201405282100
Montrose Beach	5/28/14 21:00	16.8	1.9	1.494	0.181	4	11.7	CalumetBeach201405282100
Montrose Beach	5/28/14 22:00	14.5	6.88	1.413	0.345	4	11.9	MontroseBeach201405282200
Calumet Beach	5/28/14 22:00	16.7	1.83	1.467	0.18	4	11.7	CalumetBeach201405282200
Montrose Beach	5/28/14 23:00	14.3	7.32	1.406	0.331	4	11.9	MontroseBeach201405282300
Calumet Beach	5/28/14 23:00	16.5	1.69	1.548	0.177	4	11.7	CalumetBeach201405282300
Calumet Beach	5/29/14 1:00	16.3	1.62	1.519	0.159	4	11.7	CalumetBeach201405290100
Montrose Beach	5/29/14 1:00	14.2	7.18	1.46	0.305	4	11.9	MontroseBeach201405290100
Montrose Beach	5/29/14 2:00	14.2	6.35	1.45	0.321	3	11.9	MontroseBeach201405290200
Calumet Beach	5/29/14 2:00	16.2	1.57	1.535	0.154	4	11.7	CalumetBeach201405290200
Calumet Beach	5/29/14 3:00	16.1	1.8	1.557	0.163	4	11.7	CalumetBeach201405290300
Montrose Beach	5/29/14 3:00	14.1	6.78	1.468	0.285	4	11.8	MontroseBeach201405290300
Calumet Beach	5/29/14 4:00	16.1	1.82	1.507	0.156	4	11.7	CalumetBeach201405290400
Montrose Beach	5/29/14 4:00	14.1	6.27	1.456	0.306	3	11.8	MontroseBeach201405290400
Montrose Beach	5/29/14 5:00	14	5.63	1.421	0.282	3	11.8	MontroseBeach201405290500

0101000101101001011001001110001C  
 10101000101101001011001001110001  
 0101010001011010010110010C  
 1110101000101101001011001C

Temperature  
 Time and Date  
 Wave Height  
 Turbidity





And then there is Elizabeth

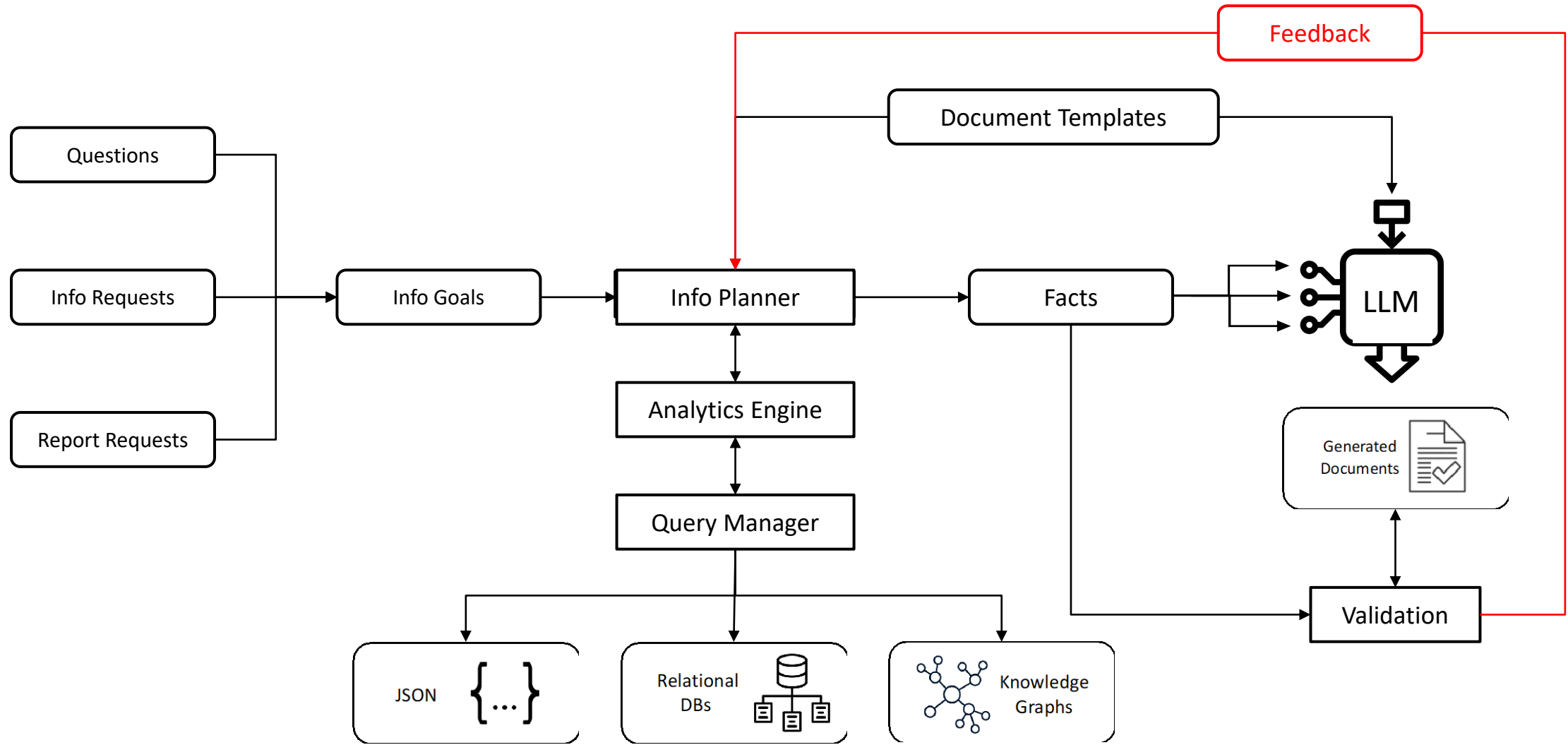
Everything you are about to see  
was generated in real time by  
machine\*

\*Except me



Communication at scale  
with fluency and accuracy

# Integration





On the other



Northwestern | McCORMICK SCHOOL OF  
**ENGINEERING**

Professor, Computer Science

narrative  science

Co-Founder, Chief Scientist







## Problems

Bias

Fairness

Accountability

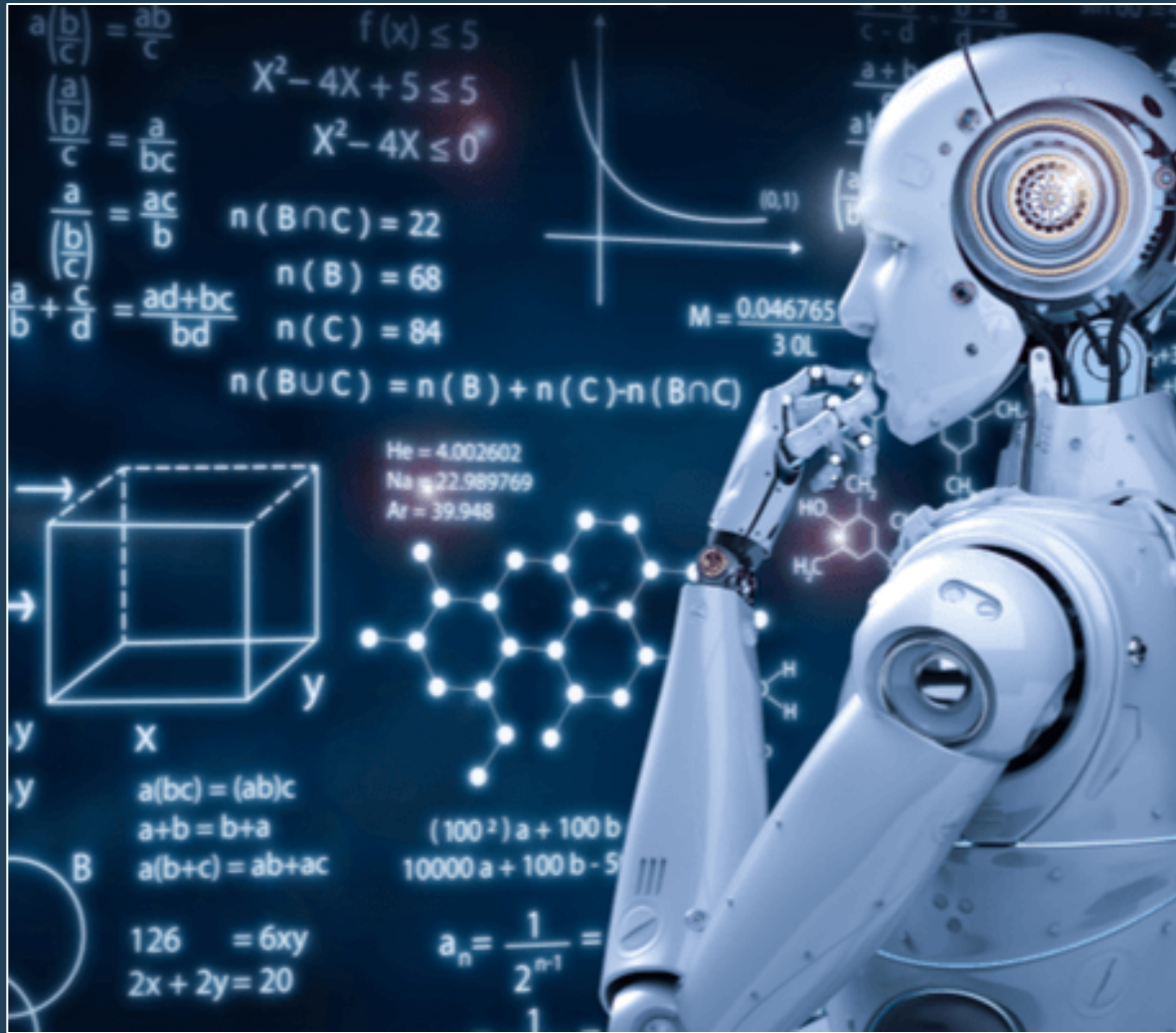
Transparency

Explainability

Trustworthiness

Privacy

Future of work



## Specifically

Social media/depression

Digital Addiction

Dark Patterns

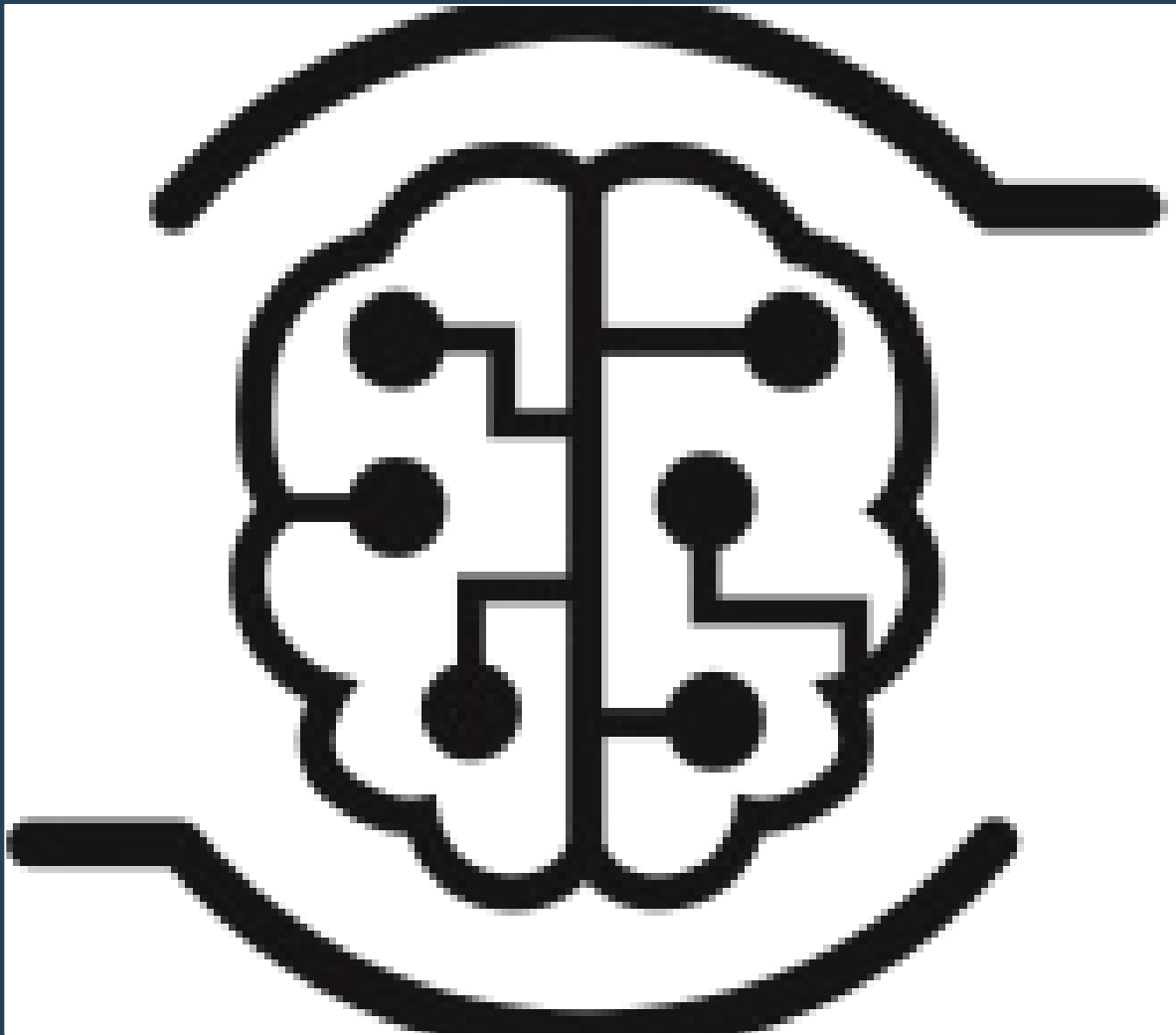
Job Recommendation

Resume Review

Parole Bias

Information Balkanization

Erosion of agency



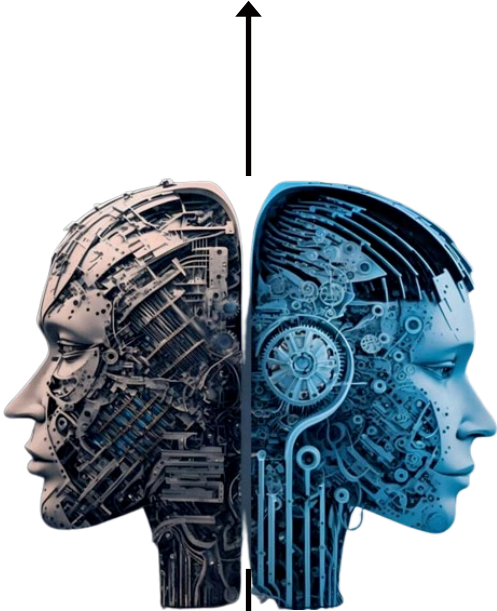
## **Center for Advancing the Safety of Machine Intelligence**

CASMI's mission is to develop best practices for safety in the design and development of machine intelligence

**Northwestern Medicine\***  
Feinberg School of Medicine

**Northwestern**  
PRITZKER SCHOOL OF LAW

**Northwestern**  
MEDILL SCHOOL OF JOURNALISM, MEDIA,  
INTEGRATED MARKETING COMMUNICATIONS

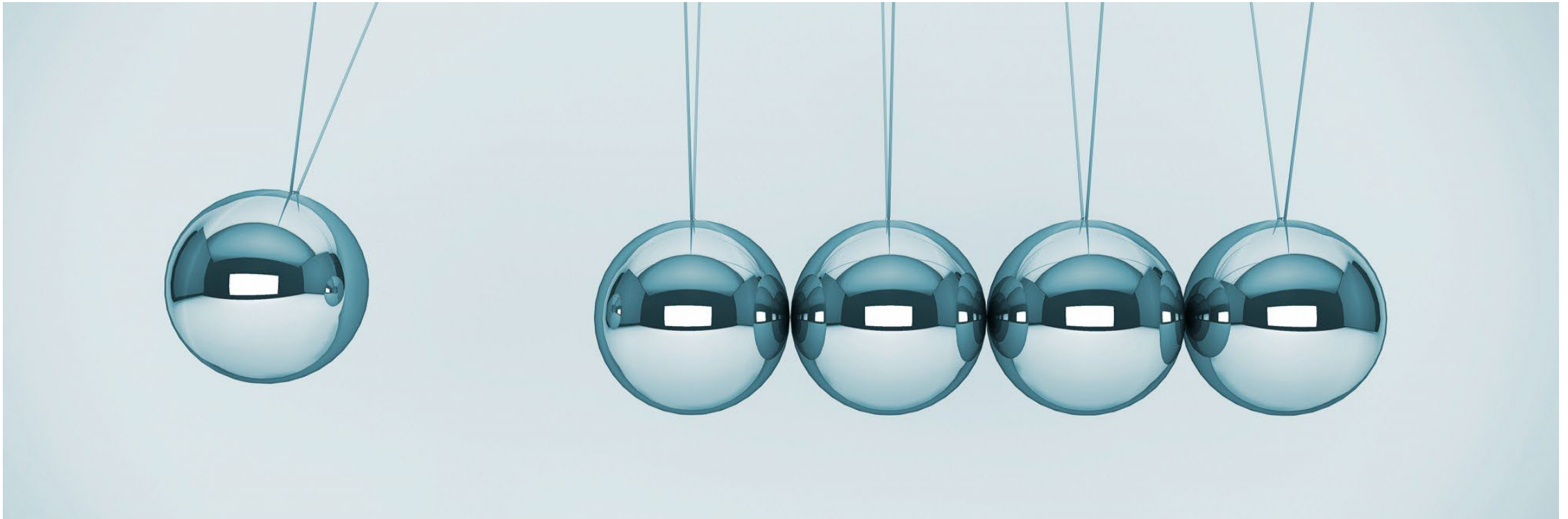


**Northwestern**  
SCHOOL OF EDUCATION  
AND SOCIAL POLICY

**Northwestern**  
SCHOOL OF  
COMMUNICATION



# The science of Impact





- Responsibility
- Opportunity
- Community

# Exploiting the possibilities

Don't focus on the technology

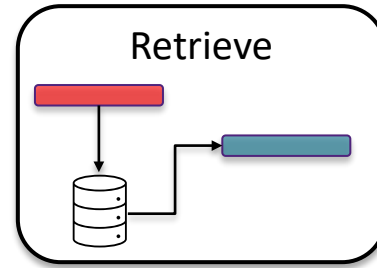
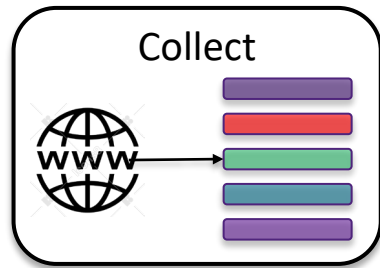
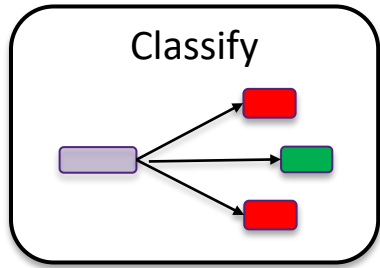
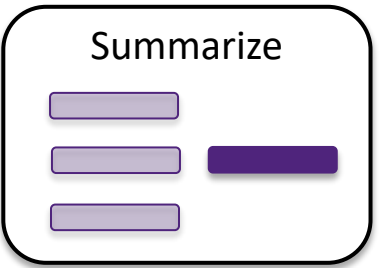
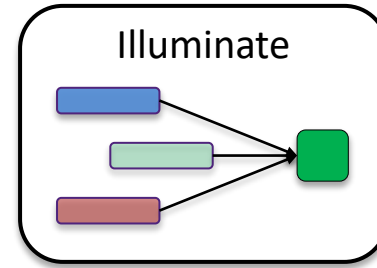
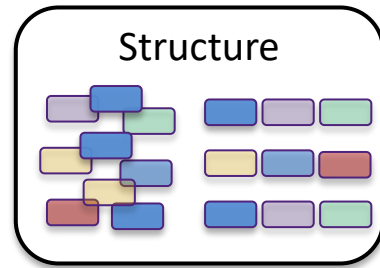
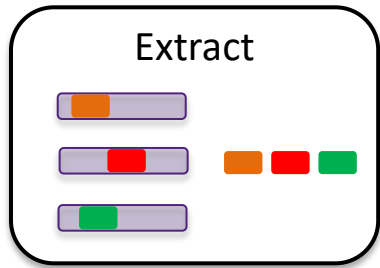
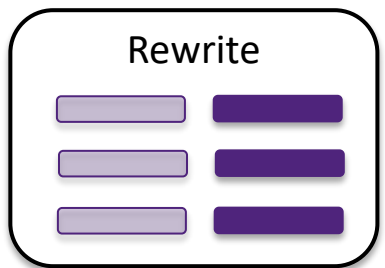
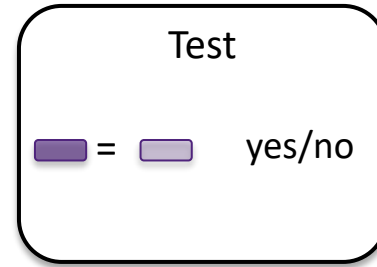
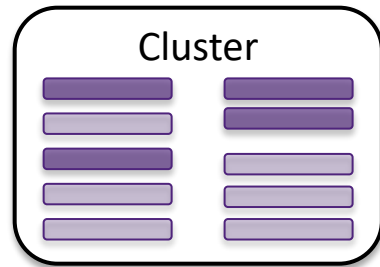
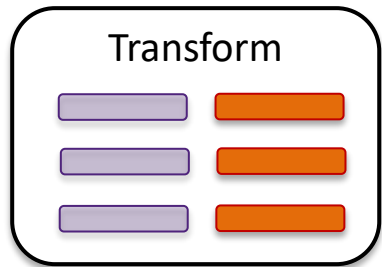
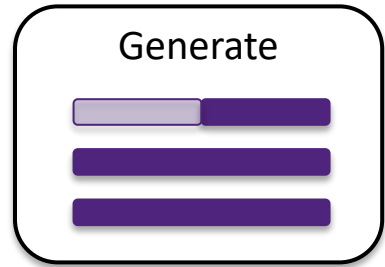
Focus on the functionality

The functionality is driven by business needs

The functionality is supported by algorithms & data

The algorithms are instrumental to business

# By understanding the functionalities at our disposal







# ALTAIR

WEALTH GUIDANCE FOR LIFE