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Acquisition Workforce Capability in Data Use
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About **me**:

- At UMass, I teach undergraduate computer science (Artificial Intelligence, Predictive Analytics, etc.).
- I also work for the Center for Data Science, where I run programs focused on bringing machine learning and data science to public interest domains.
- In past lives, I have worked in startups, finance, consulting, and politics.

About the **University of Massachusetts Amherst**:

- “Flagship” campus in the UMass system, with ~28k students
- The College of Information and Computer Sciences has ~1,500 undergrad majors and 600 grad students

Data Science Skills

- Data access and storage: databases, online APIs, cloud infrastructure
 - Data wrangling: extracting, transforming, and manipulating data resources with code
 - Exploratory data analysis, data visualization and summarization
 - Machine learning: predictive modeling, clustering
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- Understanding of basic statistics and probability theory
- Familiarity with experimental design, prediction vs. causal reasoning, scientific method
- Understanding of data ethics, fairness, transparency

Industries in Transition ^{UMassAmherst}

- Professional sports have all undergone “moneyballization” in recent years.
- Political campaigns are becoming increasingly data-driven. (Whether this promotes or subverts democracy is an open question!)
- The financial sector, while always quantitative, has mainstreamed methodologies based on machine-learning.
- Modern marketing departments depend on micro-targeting for customer acquisition and conversion.
- Non-profit organizations face increasing pressure to strategize and evaluate progress using hard data.