# **Upseller**

# FORGET THE MACHINE: Conversational Al is about human-2-human interaction



Sampo Kallunki, CEO, Upseller Finland Oy <a href="https://www.linkedin.com/in/sampokallunki/">https://www.linkedin.com/in/sampokallunki/</a>

Conversational Al is the Combined behind automated messaging and spee mabled applications that of muman-like mactions between computer and humans.

- interactions.com

conversational Al is a find of artificial intelligence that facility is the real-time human-like conversation human and a computer - netomi

Conversation extificial intelligence (AI) is a set of technology that can recognize and respond to specific and text inputs.

- zendesk

Conversational Al converses natural language processing (November 1) with machine learning. These NLP processes flow into a constant feedback loop variable learning processes to correspond to the Al algorithms – IBM

Concepational Al is a solut technologies that he is communication easier between aputers of human beings.

- analyticss

Humans communicate with humans, Conversational AI is a way to convey the message across.



C-3P0

#### **COMMON CUSTOMER SERVICE SCENARIO**



Hi! I want to book a service.

Sure, I can help you with your booking.





Hi! I want to book a service.

Sure, I can help you with your booking.



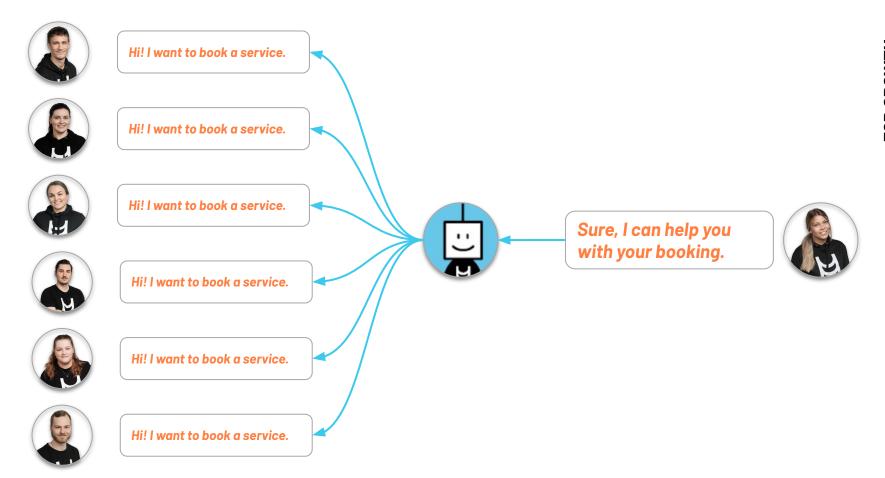


Hi! I want to book a service.

Sure, I can help you with your booking.



#### **CUSTOMER SERVICE SCENARIO WITH CONVERSATIONAL AI**

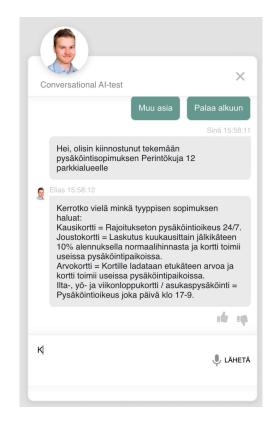




# CONVERSATIONAL AI WITHOUT HUMAN INPUT (AI+DATA ONLY)



## CONVERSATIONAL AI WITH HUMAN INPUT (AI+DATA+PURPOSE)



# What is the benefit of Conversational Al?

## **Chatbot vs. Conversational Al**

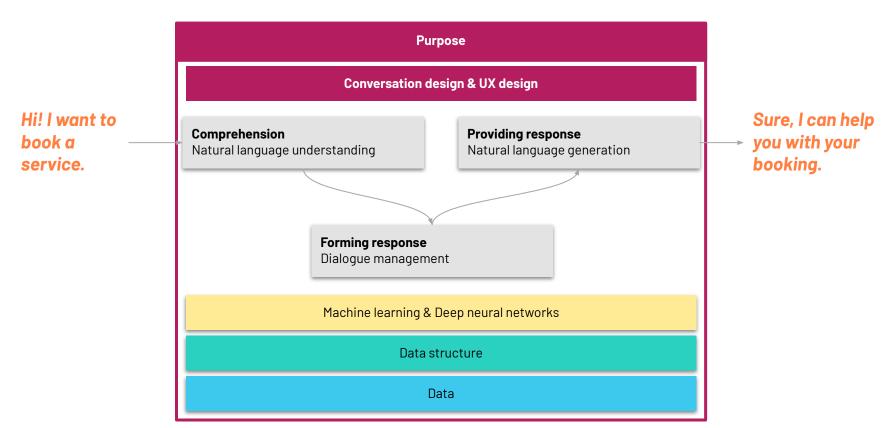
#### Chatbot

- Scripted flow path structure
- Simple, rules-based, machine learning models
- Requires lot of human labour to build & maintain
- Hard to scale

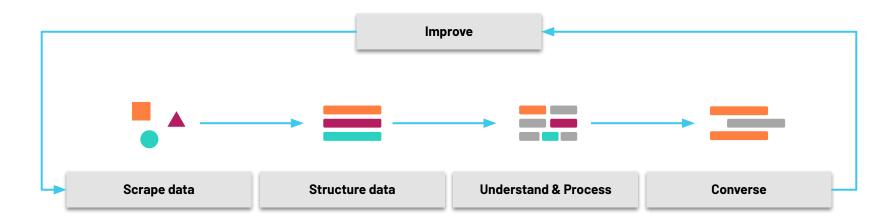
#### **Conversational Al**

- Utilizes NLP and advanced ML to facilitate conversational flow
- Al algorithms able to self learning
- Requires less human labour to teach and maintain
- Highly scalable

## **How does Conversational AI work?**



## Fully autonomous Conversational AI?



#### Human input is needed to:

- Establish the purpose and function of the Al
- 2) Point the data sources
- 3) Monitor and adjust the learning over time

## Automatic learning. Does it exist?

Yes, but you cannot rely on it to function without human monitoring and adjusting

Can I change the due date of my payment that is due tomorrow?

You may make changes to your payment schedule by logging into the portal.

Was this helpful?

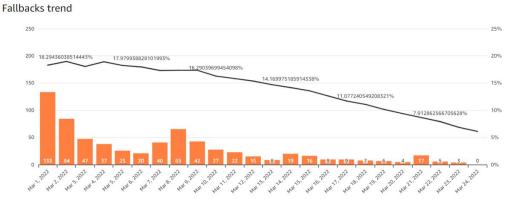
Yes

No

## Al learning curve - human assisted

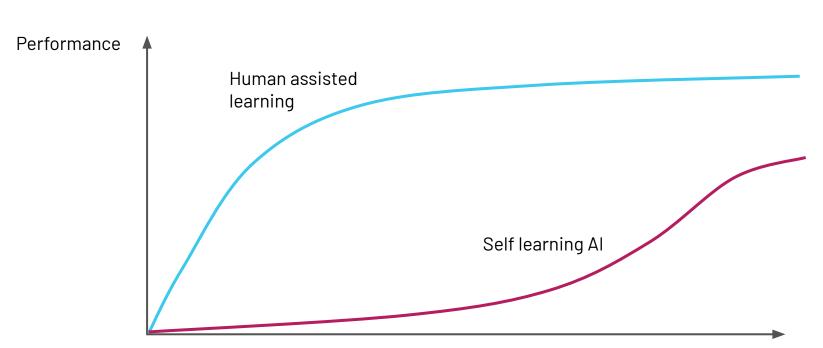


Confidence up from 27% to 69%



Fallbacks down to zero from 18%

## Al learning curve



Time

## Purpose & design

Help locating product information

Automate reservations and bookings

Automate customer service enquiries

Reduce queues and waiting times

Provide help along selfservice

Improve lead generation

Create personal assistants

Improve recruitment & interview process

Generate tourism information

### What is a human needed for?

- . UX design
- 2. Conversation design
- 3. Data input
- 4. Structuring, labelling & validating data
- 5. Assigning goals
- Monitoring and adjusting the learning processes (teaching the AI)

**Conversational AI** is to utilise NLP and machine learning algorithms to **convey human to human interactions** without requiring real time human presence on the other side of the conversation.

Conversational AI + conversation design =

Meaningful communication at scale



# **THANK YOU!**

Sampo Kallunki

sampo.kallunki@upseller.fi

+358 400 99 33 10

https://www.linkedin.com/in/sampokallunki/

