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forfatter : Bear Burns

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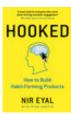
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In Hooked, Nir Eyal reveals how successful companies create products people can't put down - and how you can too Winner of best Marketing book in 800-CEO-READ Business Book Awards 2014 Why do some products capture our attention while others flop? What makes us engage with certain things out of sheer habit? Is there an underlying pattern to how technologies...

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[PDF | ePub | MOBI] The Website Design Playbook: Why Your Website Is A Sales Machine And 6 Strategies To Improve It forfatter Bear Burns



This book gets you thinking at heart about what a website is supposed to do (turn visitors into customers) and how exactly it does it. Websites are more than simply pretty brochures. It's far better to think of them as "sales machines". And of course, you want your sales machine to work well. This book talks about that!

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From the bestselling author of Buyology comes a shocking insider's look at how today's global giants conspire to obscure the truth and manipulate our minds, all in service of persuading us to buy. Marketing visionary Martin Lindstrom has been on the front lines of the branding wars for over twenty years. Here, he turns the spotlight on...

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Der findes en magtelite i Danmark. Denne bog fortæller, hvem den består af, og hvem det dermed er, der styrer Danmark. De 423 mest magtfulde danskere træffer de tungeste beslutninger i politik, erhvervsliv, fagforeninger og kulturliv. Til sammen danner de et lukket netværk i toppen af det danske samfund. Sociologerne Christoph Houman Ellersgaard og...

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New York Times bestselling author and social media expert Gary Vaynerchuk shares hard-won advice on how to connect with customers and beat the competition. A mash-up of the best elements of Crush It! and The Thank You Economy with a fresh spin, Jab, Jab, Right Hook is a blueprint to social media marketing strategies that really works. When...

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How To Become A 30 Second Business Networking SuperStar reveals simple, easy-to-use strategies that will supercharge your elevator speech and your business networking introductions so that prospects will be asking for your business card and wanting to know more about your products or services.

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Most anti-smoking campaigns inadvertently encourage people to smoke. The scent of melons helps sell electronic products. Subliminal advertising may have been banned, but it's being used all the time. Product placement in films rarely works. Many multi-million pound advertising campaigns are a complete waste of time. These are just a few of the findings...

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Jonah Berger, the bestselling author of Contagious, explores the subtle, secret influences that affect the decisions we make—from what we buy, to the careers we choose, to what we eat—in his latest New York Times bestseller that is a "rare business book that's both informative and enough fun to take to the beach" (Fortune.com). If you're like most...

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Summary of the famous Book The 22 Immutable Laws of Marketing by Al Ries and Jack Trout. Al Ries and Jack Trout, two of the world's most successful marketing strategists, call upon over forty years of marketing expertise to identify the definitive rules that govern the world of marketing. Combining a wide-ranging historical overview with a keen eye...

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[PDF | ePub | MOBI] Boost dit brand forfatter Per-Ole Lind & Frank Toft-Nielsen



Ingen kan komme udenom branding. Små og store virksomheder, politikere, erhvervsledere, jobsøgende - alle der ønsker at skille sig ud fra mængden og få en plads i nogens bevidsthed. Med denne håndbog får du mange nyttige råd og eksempler på hvordan succesfuld branding kan foregå, men også hvordan det kan slå fejl. Alt afhænger af situationen. ...

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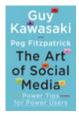
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From Guy Kawasaki, the bestselling author of The Art of the Start and Enchantment , The Art of Social Media is a no-nonsense guide to becoming a social media superstar. By now it's clear that whether you're promoting a business, a product, or yourself, social media is near the top of what will determine your success or failure. And there are countless...

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Salesbooster II "Mødebooking" giver dig en masse konkrete tips til at få flere kunder. Du lærer at booke møde pr. telefon og ved brug af sociale medier. Bogen er ganske kort - og indeholder også en podcast om mødebooking.

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Martin Lindstrom, a modern-day Sherlock Holmes, harnesses the power of "small data" in his quest to discover the next big thing Hired by the world's leading brands to find out what makes their customers tick, Martin Lindstrom spends 300 nights a year in strangers' homes, carefully observing every detail in order to uncover their hidden desires, and,...

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As industries turn increasingly hostile, it is clear that strong brand-building skills are needed to survive and prosper. In David Aaker's pathbreaking book, Managing Brand Equity, managers discovered the value of a brand as a strategic asset and a company's primary source of competitive advantage. Now, in this compelling new work, Aaker uses real brand-building...

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New York Times bestseller W hat makes things popular? If you said advertising, think again. People don't listen to advertisements, they listen to their peers. But why do people talk about certain products and ideas more than others? Why are some stories and rumors more infectious? And what makes online content go viral? Wharton marketing professor Jonah...

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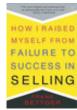
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A business classic endorsed by Dale Carnegie, How I Raised Myself from Failure to Success in Selling is for anyone whose job it is to sell. Whether you are selling houses or mutual funds, advertisements or ideas—or anything else—this book is for you. When SELLING Frank Bettger was twenty-nine he was a failed insurance salesman. By the time he was forty he owned...

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[PDF | ePub | MOBI] Growth Hacker Marketing forfatter Ryan Holiday



A Primer on the Future of PR, Marketing and Advertising it has get megabrands like Facebook, Dropbox, Airbnb, and Twitter haven't spent a dime on traditional marketing. No press releases, no TV commercials, no billboards. Instead, they A Primer on the Future of PR, Marketing and Advertising A new generation of rely on a new strategy—growth hacking—to reach many more people despite modest marketing budgets. Growth...

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Let's face it...content marketing is all the rage. Brands around the world are spending (on average) over 25% of their total marketing budget on content marketing. There have been countless books and resources that have covered all aspects of content marketing ...from the why to the what to the where...but oddly enough, rarely the how. Not until now that...

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The New York Times bestselling author draws from his popular show #AskGaryVee to offer surprising, often outrageous, and imminently useful and honest answers to everything you've ever wanted to know—and more—about navigating the new world. Gary Vaynerchuk—the inspiring and unconventional entrepreneur who introduced us to the concept...

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[PDF | ePub | MOBI] Branding 123: Build a Breakthrough Brand in 3 Proven Steps - Second Edition forfatter Barry Silverstein



This Second Edition of this authoritative eGuide offers small businesses with fledgling brands the opportunity to apply proven strategies and techniques used by the big guys. Branding expert Barry Silverstein, co-author of The Breakaway Brand (McGraw-Hill), provides readers with a comprehensive yet simple plan to follow so they can (1) build a brand...

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