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Streaming Culture David Ardit, 2021-04-15 Encouraging us to look beyond the seemingly limitless supply of multimedia content David Ardit calls attention to the underlying dynamics of instant viewing in which our access to our favourite binge worthy show blockbuster movie or hot new album release depends on any given service s willingness and ability to license it

Point of Sale Daniel Herbert, Derek Johnson, 2019-12-13 Point of Sale examines media retail as a vital component in the study of popular culture It brings together fifteen essays by top media scholars that show how retail matters as a site of significance to culture industries as well as a crucial locus of meaning and participation for consumers

Buyology 2.0: The Psychology of the Modern Customer

Jessica Frank, Why do customers really buy and why do they stop In a world shaped by algorithms influencers and endless choice the traditional rules of marketing no longer apply In *Buyology 2.0* Jessica Frank reveals the hidden forces driving today's consumer decisions blending cutting edge behavioral science with real world case studies from leading brands From subconscious biases and emotional triggers to the rise of digital trust and community driven loyalty this book uncovers the psychology behind modern buying behavior and shows you how to harness it to create authentic lasting connections with your customers Whether you're a marketer entrepreneur or business leader *Buyology 2.0* is your blueprint for thriving in the new era of customer psychology

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Digital Business and E-commerce Management Dave Chaffey, David Edmundson-Bird, Tanya Hemphill, 2019 Written in an engaging and informative style *Digital Business and E-Commerce Management* will give you the

knowledge and skills to be able to handle the speed of change faced by organisations in the digital world In this seventh edition of the book Chaffey Hemphill and Edmundson Bird bring together the most recent academic and practitioner thinking covering all aspects of digital business including strategy digital comms and transformation **Breaking Down the Subscription-Based Business Model** Ahmed Musa,2024-12-25 Subscription based businesses are booming but what makes this model so successful This book takes a deep dive into the mechanics of subscription businesses from customer acquisition and retention strategies to pricing and scalability Learn how companies like Netflix Spotify and Dollar Shave Club mastered the subscription model and turned loyal customers into recurring revenue Packed with practical tips and case studies this book is a must read for anyone looking to start or improve a subscription based business Master the Lean Startup Approach : How to Build a Profitable Business with Limited Resources Silas Mary,2025-02-12 Master the Lean Startup Approach How to Build a Profitable Business with Limited Resources is your step by step guide to launching growing and scaling a successful business without wasting time money or energy on things that don t work In today s fast moving market traditional business plans are outdated before they re even finished The key to success is agility rapid testing and customer driven decision making This book teaches you how to embrace lean startup principles to validate ideas minimize risk and build a profitable business with limited resources Inside you ll learn how to Test your business idea without wasting money Find your first paying customers fast Pivot and adapt based on real data not guesswork Scale smartly without overextending yourself Build systems that drive sustainable growth Whether you re a first time entrepreneur or an experienced business owner looking to reduce waste and increase profits this book provides the battle tested strategies you need If you re ready to stop guessing and start building Master the Lean Startup Approach is your roadmap to profitable risk free business success

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or otherwise Find and share tunes on Facebook Twitter Google and beyond **Monetization Tactics** Lucas

Morgan, AI, 2025-02-28 Monetization Tactics offers a comprehensive guide to maximizing profits by strategically monetizing services products and digital platforms It emphasizes that effective monetization is crucial for business survival and growth in today's competitive environment The book delves into key areas such as innovative pricing models platform monetization strategies and value added service offerings revealing how businesses can manipulate these levers to enhance revenue streams For example understanding customer behavior can lead to more effective value based pricing similar to how streaming services offer tiered subscriptions based on usage The book progresses from fundamental monetization concepts and revenue models to analyzing pricing strategies like dynamic and subscription models followed by platform monetization through advertising and data It culminates in a discussion on value added services exploring strategies to bundle offerings and personalize customer experiences A key insight is that a deliberate approach to monetization grounded in value creation and customer behavior is essential for sustainable profitability This approach challenges the idea that revenue is solely the result of sales volume instead emphasizing optimizing revenue per customer Throughout the book uses real world case studies and data driven insights to illustrate key principles and demonstrate practical applications It stands out by providing actionable frameworks and step by step guides enabling readers to immediately apply the concepts learned and emphasizes ethical considerations in monetization strategies Artificial Intelligence Enabled Businesses Sweta Dixit, Vishal Jain, Mohit

Maurya, Geetha Subramaniam, 2025-01-22 This book has a multidimensional perspective on AI solutions for business innovation and real life case studies to achieve competitive advantage and drive growth in the evolving digital landscape Artificial Intelligence Enabled Businesses demonstrates how AI is a catalyst for change in business functional areas Though still in the experimental phase AI is instrumental in redefining the workforce predicting consumer behavior solving real life marketing dynamics and modifications recommending products and content foreseeing demand analyzing costs strategizing managing big data enabling collaboration of cross entities and sparking new ethical social and regulatory implications for business Thus AI can effectively guide the future of financial services trading mobile banking last mile delivery logistics and supply chain with a solution oriented focus on discrete business problems Furthermore it is expected to educate leaders to act in an ever more accurate complex and sophisticated business environment with the combination of human and machine intelligence The book offers effective efficient and strategically competent suggestions for handling new challenges and responsibilities and is aimed at leaders who wish to be more innovative It covers the early stages of AI adoption by organizations across their functional areas and provides insightful guidance for practitioners in the suitable and timely adoption of AI This book will greatly help to scale up AI by leveraging interdisciplinary collaboration with cross functional skill diverse teams and result in a competitive advantage Audience This book is for marketing professionals organizational leaders and researchers to leverage AI and new technologies across various business functions It also fits the needs of

academics students and trainers providing insights case studies and practical strategies for driving growth in the rapidly evolving digital landscape Customer Loyalty Programs in Marketing Cybellium,2024-10-26 Designed for professionals students and enthusiasts alike our comprehensive books empower you to stay ahead in a rapidly evolving digital world Expert Insights Our books provide deep actionable insights that bridge the gap between theory and practical application Up to Date Content Stay current with the latest advancements trends and best practices in IT AI Cybersecurity Business Economics and Science Each guide is regularly updated to reflect the newest developments and challenges Comprehensive Coverage Whether you re a beginner or an advanced learner Cybellium books cover a wide range of topics from foundational principles to specialized knowledge tailored to your level of expertise Become part of a global network of learners and professionals who trust Cybellium to guide their educational journey www.cybellium.com Love for Sale David Hajdu,2016-10-18 Named a Must Read by Vanity Fair and BBC One of our sharpest music critics recounts a life immersed in pop music An engaging history The Wall Street Journal In Love for Sale David Hajdu one of the most respected critics and music historians of our time draws on a lifetime of listening playing and writing about music to show how pop has done much more than peddle fantasies of love and sex to teenagers From vaudeville singer Eva Tanguay the I Don t Care Girl who upended Victorian conceptions of feminine propriety to become one of the biggest stars of her day to the scandal of Blondie playing disco at CBGB Hajdu presents an incisive and idiosyncratic history of a form that has repeatedly upset social and cultural expectations Exhaustively researched and rich with fresh insights Love for Sale is unbound by the usual tropes of pop music history Hajdu for instance gives a star turn to Bessie Smith and the blues queens of the 1920s who brought wildly transgressive sexuality to American audience decades before rock and roll And there is Jimmie Rodgers a former blackface minstrel performer who created country music from the songs of rural whites and blacks entwined with the sound of the Swiss yodel And then there are today s practitioners of Electronic Dance Music who Hajdu celebrates for carrying the pop revolution to heretofore unimaginable frontiers At every turn Hajdu surprises and challenges readers to think about our most familiar art in unexpected ways Masterly and impassioned authoritative and at times deeply personal Love for Sale is a book of critical history informed by its writer s own unique history as a besotted fan and lifelong student of pop *Making it in Music* Max French, The music industry is a vibrant and ever evolving ecosystem pulsating with creativity talent and ambition For those who crave the power of music to touch hearts inspire minds and move souls it s a world that promises both exhilarating rewards and formidable challenges Making it in music requires more than just talent it demands a strategic approach a persistent spirit and a willingness to navigate the complex landscape of business technology and human connection This book serves as your guide offering practical advice and actionable strategies to empower you to navigate the industry s complexities and build a rewarding career Throughout this journey we ll explore essential aspects such as building a strong personal brand leveraging the power of networking mastering the art of financial management securing gigs and

understanding the intricacies of music licensing and publishing This book is not a quick fix or a shortcut to instant success It is a roadmap for growth a compass for navigating the uncharted territories of your musical aspirations It is a testament to the belief that with dedication passion and the right knowledge you can turn your dream into a reality Prepare to be challenged inspired and empowered as we embark on this adventure together The music industry awaits are you ready to make your mark *The Institutional Development of Podcasting* Aske Kammer,Thomas Spejlborg Sejersen,2024-11-26

Referring back to the early 2000s this book traces the development of podcasting from a do it yourself medium by amateurs into its current environment where a wide variety of individuals organizations and platforms operate in an increasingly crowded and competitive market Through original case studies of shows and platforms including The Daily and Spotify the authors explore the processes and effects of commercialization platformization and datafication in the industry Drawing on institutional theory and the growing body of scholarly literature about podcasting they examine the shifts and reorientations in institutional logics that characterize podcasting and present the different types of actors that operate in the commercial and noncommercial podcast markets The Institutional Development of Podcasting will be of interest to advanced students and researchers of audio media journalism and media industries *Chokepoint Capitalism* Rebecca Giblin,Cory

Doctorow,2022-09-27 A call to action for the creative class and labor movement to rally against the power of Big Tech and Big Media Corporate concentration has breached the stratosphere as have corporate profits An ever expanding constellation of industries are now monopolies where sellers have excessive power over buyers or monopsonies where buyers hold the whip hand over sellers or both In Chokepoint Capitalism scholar Rebecca Giblin and writer and activist Cory Doctorow argue we re in a new era of chokepoint capitalism with exploitative businesses creating insurmountable barriers to competition that enable them to capture value that should rightfully go to others All workers are weakened by this but the problem is especially well illustrated by the plight of creative workers From Amazon s use of digital rights management and bundling to radically change the economics of book publishing to Google and Facebook s siphoning away of ad revenues from news media and the Big Three record labels use of inordinately long contracts to up their own margins at the cost of artists chokepoints are everywhere By analyzing book publishing and news live music and music streaming screenwriting radio and more Giblin and Doctorow deftly show how powerful corporations construct anti competitive flywheels designed to lock in users and suppliers make their markets hostile to new entrants and then force workers and suppliers to accept unfairly low prices In the book s second half Giblin and Doctorow then explain how to batter through those chokepoints with tools ranging from transparency rights to collective action and ownership radical interoperability contract terminations job guarantees and minimum wages for creative work Chokepoint Capitalism is a call to workers of all sectors to unite to help smash these chokepoints and take back the power and profit that s being heisted away before it s too late **30 Sales Techniques**

Every Professional Should Know FinInsight Publishing,2025-03-24 30 Sales Techniques Every Professional Should Know

Sell Smarter Close Faster Win More A Hands On Guide to Proven Sales Strategies for Immediate Results Master the Art of Selling with 30 Powerful Actionable Techniques Success in sales isn't about luck it's about using the right techniques at the right time Whether you're a seasoned sales professional an entrepreneur or just starting out in sales this book is your ultimate practical guide to closing more deals and boosting your sales performance Unlike theoretical sales books filled with abstract ideas this book is hands on straight to the point and packed with real world techniques you can apply immediately Every chapter focuses on a single proven sales strategy explaining it in a clear and simple way with practical examples and business cases to help you implement it in real sales situations What You'll Learn in This Book How to create instant rapport and build trust with customers Proven techniques to overcome objections with confidence How to craft a compelling pitch that speaks directly to your buyer's needs Closing strategies that actually work without being pushy Powerful psychological triggers that influence buying decisions Prospecting and lead generation techniques to find more customers How to handle negotiations and turn hesitant prospects into paying clients Why This Book Stands Out Easy to Read Apply No fluff no unnecessary jargon just practical sales techniques you can use right away Actionable Hands On Each chapter provides real world examples and step by step guidance to help you master every technique Flexible Learning Each technique is covered in its own chapter so you can read the book in order or jump straight to the sections that matter most to you For Salespeople of All Levels Whether you're in B2B B2C retail or consulting these techniques apply to any sales role and any industry Who Should Read This Book Sales professionals looking to sharpen their skills and close more deals Entrepreneurs and business owners who need to sell their products or services more effectively Managers and team leaders who want to train and coach their sales teams for better results Students and aspiring salespeople looking for a practical guide to sales success If you're serious about improving your sales performance this book will give you the skills and confidence to succeed Start selling smarter closing faster and winning more deals today

Popular Music in a Digital Music Economy Tim J.

Anderson, 2013-12-17 In the late 1990s the MP3 became the de facto standard for digital audio files and the networked computer began to claim a significant place in the lives of more and more listeners The dovetailing of these two circumstances is the basis of a new mode of musical production and distribution where new practices emerge This book is not a definitive statement about what the new music industry is Rather it is devoted to what this new industry is becoming by examining these practices as experiments dedicated to negotiating what is replacing an object based industry oriented around the production and exchange of physical recordings In this new economy constant attention is paid to the production and licensing of intellectual property and the rise of the social musician who has been encouraged to become more entrepreneurial Finally every element of the industry now must consider a new type of audience the end user and their productive and distributive capacities around which services and musicians must orient their practices and investments

Billboard, 2009-10-03 In its 114th year *Billboard* remains the world's premier weekly music publication and a diverse

digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends

Reviewing **Early Access Deals Spotify Discount**: Unlocking the Spellbinding Force of Linguistics

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