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Online Marketing Richard Gay, Alan Charlesworth, Rita Esen, 2007-03-15 This exciting user friendly textbook provides a colourful and engaging introduction to online marketing It is suitable for students studying internet marketing e marketing e commerce or e business as part of specialised marketing programmes or mainstream business management programmes From the back cover

Netflixed Gina Keating, 2012-10-11 Netflix has come a long way since 1997 when two Silicon Valley entrepreneurs Marc Randolph and Reed Hastings decided to start an online DVD store before most people owned a DVD player They were surprised and elated when launch day traffic in April 1998 crashed their server and resulted in 150 sales Today Netflix has more than 25 million subscribers and annual revenues above 3 billion Yet long term success or even survival is still far from guaranteed Journalist Gina Keating recounts the absorbing fast paced drama of the company's turbulent rise to the top and its attempt to invent two new kinds of business First it engaged in a grueling war against video store behemoth Blockbuster transforming movie rental forever Then it jumped into an even bigger battle for online video streaming against Google Hulu Amazon and the big cable companies Netflix ushered in such innovations as DVD rental by mail a patented online queue of upcoming rentals and a recommendation algorithm called Cinematch that proved crucial in its struggle against bigger rivals Yet for all its success Netflix is still a polarizing company Hastings is often heralded as a visionary he was named Business Person of the Year in 2010 by Fortune even as he has been called the nation's worst CEO Netflix also faces disgruntled customers after price increases and other stumbles that could tarnish the brand forever The quest to become the world's portal for premium video on demand will determine nothing less than the future of entertainment and the Internet Drawing on extensive new interviews and her years covering Netflix as a financial and entertainment reporter Keating makes this tale as absorbing as it is important

Now . . . Build a Great Business! Mark "Sauce Stache" Thompson, Brian Tracy, 2010-11-19 Don't be daunted by a challenging economy and fierce competition Even in the toughest environment innovative highly profitable businesses abound and yours can be one of them Bestselling business authority Mark Thompson and international success expert Brian Tracy join forces to show you how great leadership great people and great products are the key to building a phenomenally successful business In *Now Build a Great Business* you'll learn how to inspire superior results from everyone around you attract and keep great people develop a business plan that maximizes your resources identify market demands deliver superior customer service craft a standout marketing plan and motivate customers to buy again and again Thompson and Tracy reveal a series of seven principles guaranteed to improve any business in any industry This guide also features real world examples from wildly successful businesses and accessible all encompassing strategies to guide you through the most important facets of any profitable venture including leadership sales and marketing *Now Build a Great Business* will transform your business and help you deliver extraordinary results

Streaming Wheeler Winston Dixon, 2013-05-01 Film stocks are vanishing but the iconic

images of the silver screen remain albeit in new sleeker formats Today viewers can instantly stream movies on televisions computers and smartphones Gone are the days when films could only be seen in theaters or rented at video stores movies are now accessible at the click of a button and there are no reels tapes or discs to store Any film or show worth keeping may be collected in the virtual cloud and accessed at will through services like Netflix Hulu and Amazon Instant The movies have changed and we are changing with them The ways we communicate receive information travel and socialize have all been revolutionized In Streaming Wheeler Winston Dixon reveals the positive and negative consequences of the transition to digital formatting and distribution exploring the ways in which digital cinema has altered contemporary filmmaking and our culture Many industry professionals and audience members feel that the new format fundamentally alters the art while others laud the liberation of the moving image from the imperfect medium of film asserting that it is both inevitable and desirable Dixon argues that the change is neither good nor bad it s simply a fact Hollywood has embraced digital production and distribution because it is easier faster and cheaper but the displacement of older technology will not come without controversy This groundbreaking book illuminates the challenges of preserving media in the digital age and explores what stands to be lost from the rich hues of traditional film stocks to the classic movies that are not profitable enough to offer in streaming formats Dixon also investigates the financial challenges of the new distribution model the incorporation of new content such as webisodes and the issue of ownership in an age when companies have the power to pull purchased items from consumer devices at their own discretion Streaming touches on every aspect of the shift to digital production and distribution It explains not only how the new technology is affecting movies music books and games but also how instant access is permanently changing the habits of viewers and influencing our culture

The Movie Business Book, Third Edition Jason E. Squire, 2005-10-24 Drawing from a variety of experts in an industry that has seen major technological advances since the second edition The Movie Business Book Third Edition offers the most comprehensive authoritative overview of this fascinating global business A must read for industry newcomers film students and movie buffs this new edition features key movers and shakers such as Tom Rothman chairman of Fox Filmed Entertainment Michael Grillo head of Feature Film Production at DreamWorks SKG Sydney Pollack Mel Brooks and many others A definitive sourcebook it covers nuts and bolts details about financing revenue streams marketing DVDs globalization the Internet and new technologies All of this and more is detailed in this new edition of the classic Movie Business Book

Social Commerce Efraim Turban, Judy Strauss, Linda Lai, 2015-11-17 This is a multidisciplinary textbook on social commerce by leading authors of e commerce and e marketing textbooks with contributions by several industry experts It is effectively the first true textbook on this topic and can be used in one of the following ways Textbook for a standalone elective course at the undergraduate or graduate levels including MBA and executive MBA programs Supplementary text in marketing management or Information Systems disciplines Training courses in industry Support resources for researchers and practitioners in the fields of marketing

management and information management The book examines the latest trends in e commerce including social businesses social networking social collaboration innovations and mobility Individual chapters cover tools and platforms for social commerce supporting theories and concepts marketing communications customer engagement and metrics social shopping social customer service and CRM contents the social enterprise innovative applications strategy and performance management and implementing social commerce systems Each chapter also includes a real world example as an opening case application cases and examples exhibits a chapter summary review questions and end of chapter exercises The book also includes a glossary and key terms as well as supplementary materials that include PowerPoint lecture notes an Instructor s Manual a test bank and five online tutorials

The Korean Wave in a Post-Pandemic World Geon-Cheol Shin, Mark D. Whitaker, 2023-11-02 This book presents an analysis of how the economic Korean Miracle spread into the cultural Korean Wave Hallyu First only in Asian countries and then around the world the rising popularity of the Korean Wave continued within the pandemic despite or even because of policies of digital lockdowns Partially this has been by design as Korea for decades has had a very strong fast development drive in telecommunications and that aided the growth of its cultural wave Partially however this became exclusively by default how the Korean Wave had to spread increasingly in a digital manner after 2020 globally in response to many countries rules regarding the COVID 19 pandemic in their attempts to enforce a decline in face to face content consumption In retrospect this has meant only more digital growth and innovation for the Korean Wave in past years compared to other cultures entertainment complexes that suffered more Korea s earlier digital readiness combined with later lockdown conditions and pushed the Korean Wave further ahead Despite the ending of COVID 19 lockdowns in many countries a greater digital aftermath will continue in the cultural industry and in the economy in general This is due to changes created in cultural preferences in organizational investments and in communication technologies due to those lockdowns Thus the authors examine how the Korean Wave coped actively with a pronounced digital shift by default in all aspects of media including production distribution and consumption In turn they examine how the greater digital shift in the world s culture and economy influenced the Korean Wave s entertainment performances TV dramas and cosmetics among other areas The authors analyze general trends in the Korean Wave s economics culture and technology along with specific strong cases of the K pop boy group BTS the cosmetics manufacturer Cosmax and the television series Squid Game Since the Korean Wave continues to grow in popularity within a more exclusive digital socialization future implications of such a competitive digital world economy and multi polar digital world culture are discussed for all countries as well

Online TV Catherine Johnson, 2019-01-04 With growth in access to high speed broadband and 4G and increased ownership of smartphones tablets and internet connected television sets the internet has simultaneously begun to compete with and transform television Online TV argues that these changes create the conditions for an emergent internet era that challenges the language and concepts that we have to talk about television as a medium In

a wide ranging analysis Catherine Johnson sets out a series of conceptual frameworks designed to provide a clearer language with which to analyse the changes to television in the internet era and to bring into focus the power dynamics of the online TV industry From providing definitions of online TV and the online TV industry to examining the ways in which technology rights interfaces and algorithms are used to control and constrain access to audiovisual content Online TV is a timely intervention into debates about contemporary internet and television cultures A must read for any students scholars and practitioners who want to understand and analyse the ways in which television is intertwining with and being transformed by the internet

Contemporary Issues in Luxury Brand Management Sylvie Studente, Eleonora Cattaneo, 2023-03-31 This book provides a comprehensive overview of the key themes surrounding luxury brand management and the core issues faced by luxury firms today The luxury industry has undergone a series of dynamic changes in the past twenty years Economic trends digital transformation and changing consumer habits are creating a new competitive landscape where traditional strategies will not necessarily provide continued growth and profitability Approaching luxury from a realistic brand management perspective this book works step by step through a typical luxury course structure covering sustainability heritage emerging brands digital marketing and analytics curation intellectual property and start ups Each chapter is illustrated by a relevant international case study and further examples as well as reflective questions to help gain insight from contemporary practice With additional PowerPoint slides and a test bank of questions available online this comprehensive textbook should be core reading for postgraduate students studying luxury brand management or luxury strategy

Principles of Marketing Philip Kotler, Gary Armstrong, 2010 A comprehensive classic principles text organized around an innovative customer value framework Students learn how to create customer value target the correct market and build customer relationships

Demand Adrian Slywotzky, Karl Weber, 2011-10-04 In DEMAND Giving People What They Love Before They Know They Want It Crown Business October 2011 Adrian Slywotzky named by Industry Week one of the world's six most influential management thinkers provides a radically new way to think about demand with a big idea and a host of practical applications not just for people in business but also for social activists governments leaders non profit managers and other would be innovators They all need to master such ground breaking concepts as the hassle map and the secrets of fixing it the curse of the incomplete product and how to avoid it why very good magnetic how what you don't see can make or break a product the art of transforming fence sitters into customers why there's no such thing as an average customer and why real demand comes from a 45 degree angle of improvement rather than the five degrees most organizations manage

Selling Through Someone Else Robert Wollan, Naveen Jain, Michael Heald, 2013-01-14 Experience the growth multiplier effect through transforming the distribution and sales network Selling Through Someone Else tackles new opportunities to drive company growth by taking a fresh look at the customer smart distribution and sales process The authors from Accenture one of the world's largest consulting companies explain how companies can be smarter about what their customers truly want and

maximize the return on investment from all available resources for growth opportunities by exploring creative distribution options including leveraging partners online outlets iPads tablets your traditional sales force and more Selling Through Someone Else demonstrates that traditional approaches are no longer effective and how by capitalizing on converging forces companies can transform their sales approaches to grow revenue and enhance customer and brand loyalty Explores how globalization new competitors and low cost threats are reshaping the way sales is happening today and how to prepare your company to be successful in this new dynamic and iterative selling model Shows how analytics the shift to digital selling and mobile sales tools and new approaches to sales operations can reshape the entire sales function Demonstrates how new ecosystems of partners are created managed and incented to drive greater sales and profitability Accenture has helped numerous clients collaborate across IT Sales and Marketing to dramatically grow distribution and adapt to the different playing field of today Selling through Someone Else applies the trends and lessons learned from Fortune 500 and Global 500 companies to mid sized enterprises and small medium businesses owners *PC Mag*, 2000-12-19 PCMag.com is a leading authority on technology delivering Labs based independent reviews of the latest products and services Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology *Creating Business Agility* Rodney Heisterberg, Alakh Verma, 2014-08-27 *Creating Business Agility* How Convergence of Cloud Social Mobile Video and Big Data Enables Competitive Advantage provides a game plan for integrating technology to build a smarter more customer centric business Using a series of case studies as examples throughout the book describes the agility that comes from collaborative commerce and provides key decision makers the implementation roadmap they need to build a successful business ecosystem The focus is on Business Agility Readiness in terms of the five major changes affecting the information technology landscape and how data driven delivery platforms and decision making processes are being reinvented using digital relationships with a social business model as the consumer world of technology drives innovation and collaboration Cloud computing social media next gen mobility streaming video and big data with predictive analytics are major forces now for a competitive advantage and *Creating Business Agility* provides leaders with a roadmap for readiness Business leaders tasked with innovation and strategy will find that *Creating Business Agility* provides important insight from an informed perspective **Post-TV** Michael Strangelove, 2015-01-01 In *Post TV* Michael Strangelove explores the viewing habits and values of the post television generation one that finds new ways to exploit technology to find its entertainment for free rather than for a fee *Policy and Marketing Strategies for Digital Media* Yu-li Liu, Robert G. Picard, 2014-04-16 With digital media becoming ever more prevalent it is essential to study policy and marketing strategies tailored to this new development In this volume contributors examine government policy for a range of media including digital television IPTV mobile TV and OTT TV They also address marketing strategies that can harness the unique nature of digital media's innovation production design and accessibility They draw on case studies in Asia North America and Europe to offer best practices for both policy and

marketing strategies **Kiplinger's Personal Finance** ,2010-04 The most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics

Business Week ,2007 Fashion and Film Peter Bug,2019-09-17 This book aims to explore various aspects of the use of moving images in fashion retail and fashion apparel companies in store or online The use of moving images is growing in numbers and in relevance for consumers Films can be used in various forms by fashion businesses in traditional media like cinema or TV and in modern forms like in social media or moving images in high street stores The book provides a data oriented analysis of the state of the art with certain future outlooks Additional areas of covering fashion in moving images such as fashion company identity films or fashion and music videos are covered in order to get a more complete analysis from a consumer influenced perspective **Watching TV** Harry Castleman,Walter J. Podrazik,2024-12-16 Castleman and Podrazik present a season by season narrative that encompasses the eras of American television from the beginning in broadcast through cable and now streaming They deftly navigate the dizzying array of contemporary choices so that no matter where you start on the media timeline Watching TV provides the context and background to this multi billion dollar enterprise Drawing on decades of research the authors weave together personalities popular shows corporate strategies historical events and changing technologies enhancing the main commentary with additional elements that include fall prime time schedule grids for every season date box timelines highlighted key text and selected photos Full of facts firsts insights and exploits from now back to the earliest days Watching TV is the standard chronology of American television and reading it is akin to channel surfing through history The fourth edition updates the story into the 2020s and looks ahead to the next waves of change This new edition is the first to also be available in a digital format

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