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Akin Adesokan



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The Secret Strategies of Marketing Shah Mohammed, 2023-09-22 Unveiling the Psychology Behind Brand Success Exploring Cognitive Biases in Marketing Are you ready to discover the hidden keys to crafting irresistible marketing campaigns and decoding consumer decisions Dive into the world of cognitive biases and their profound impact on branding and advertising with The Secret Strategies of Marketing How Brands Harness Cognitive Biases to Capture Hearts and Wallets Why This Book Matters In a world bombarded by marketing messages understanding the psychology that underpins consumer behaviour is the ultimate game changer Whether you're a marketer entrepreneur business owner or an inquisitive consumer this book unravels the mysteries behind why certain brands resonate deeply while others remain forgettable Your Guide to Cognitive Biases This comprehensive guide explores a treasure trove of cognitive biases from the well known to the lesser explored offering profound insights into their applications and impact From the allure of familiarity to the power of scarcity you'll journey through a spectrum of biases that influence every purchase decision What's in Store Get ready to dive into the fascinating world of cognitive biases and marketing Explore a rich array of biases including but not limited to The Zeigarnik Effect How unfinished experiences captivate attention The Decoy Effect How an irrelevant option can shape choices Confirmation Bias Why consumers seek information that confirms their beliefs Reciprocity Bias How giving creates lasting brand loyalty And many more that shape consumer perceptions choices and loyalties Empower Your Marketing Strategy Armed with these insights you'll wield the power to Craft campaigns that resonate on a deeper emotional level Build brand loyalty that stands the test of time Develop messaging that captivates and converts Navigate the fine line between persuasion and manipulation Innovate marketing strategies that speak to the heart of consumer desires Unlock Brand Success It's time to unlock the hidden doors to brand success With The Secret Strategies of Marketing you'll emerge equipped with the knowledge and techniques to revolutionize your marketing approach resonate deeply with your audience and forge lasting connections that transcend traditional campaigns Empower Yourself Against Manipulation But it's not just about the brands this book empowers you Whether you're a business owner marketer or discerning consumer understanding cognitive biases is your armour against manipulation Develop a sharper eye to discern effective marketing from mere manipulation Order Your Copy Today Prepare to embark on a journey that redefines your understanding of marketing's potential This book is more than just pages It's your guide to unlocking the secrets behind consumer minds paving the way for brand success like never before

You're About to Make a Terrible Mistake! Olivier Sibony, 2020-09-03 A masterful introduction to the state of the art in managerial decision making Surprisingly it is also a pleasure to read Daniel Kahneman author of Thinking Fast and Slow A lively research based tour of nine common decision making traps and practical tools for avoiding them from a professor of strategic thinking We make decisions all the time It's so natural that we hardly stop to think about it Yet even the smartest and most experienced among us make frequent and predictable errors So what makes a

good decision Should we trust our intuitions and if so when How can we avoid being tripped up by cognitive biases when we are not even aware of them You re About to Make a Terrible Mistake offers clear and practical advice that distils the latest developments in behavioural economics and cognitive psychology into actionable tools for making clever effective decisions in business and beyond

Strategic Innovation Allan Afuah,2009-04 Strategic Innovation demonstrates to students how to create and appropriate value using new game strategies to gain competitive advantage The book shows that innovation is not simply about developing new technologies into new products or services but often about finding new models for doing business in the face of change

Superconsumers Eddie Yoon,2016-11-29 Not your average consumer Pork dorks Craftsters American Girl fans Despite their different tastes these eclectic diehards have a lot in common they re obsessed about a specific brand product or category They pursue their passions with fervor and they re extremely knowledgeable about the things they love They aren t average consumers they re superconsumers Although small in number superconsumers can have an outsized impact on a company s bottom line Representing 10% of total consumers they can drive between 30% to 70% of sales and they re usually willing to spend considerably more than the average consumer And because they re so engaged and passionate they can offer invaluable advice to managers looking to improve their products change their business models energize their cultures and attract new customers In *Superconsumers* growth strategy expert Eddie Yoon lays out a simple but extremely effective framework that has helped companies of all types and sizes achieve more sustainable growth he ll show you how to find listen to and engage with your most passionate and profitable consumers and then tailor your decisions to meet their wants and needs Along the way he ll let you into the minds and homes of superconsumers of all kinds revealing what makes them tick and why they re willing to spend so much more than other consumers Rich with data and case studies of companies that have implemented superconsumer strategies with great success *Superconsumers* is a fun practical and inspiring guide for anyone interested in making their best customers even better

Television's Streaming Wars Arienne Ferchaud,Jennifer M. Proffitt,2023-11-03 This volume addresses contemporary debates and trends regarding the production and distribution content and audience engagement with the television streaming industry The book interrogates the economics and structure of the industry questions the types and diversity of content perpetuated on streaming services and addresses how audiences engage with content from US and global perspectives and within various research paradigms Chapters address the television streaming wars including the debates and trends in terms of its production and competition diversity and growth of programming and audience consumption focusing on multiple platforms content and users This timely and creative volume will interest students and scholars working in television studies media industry studies popular culture studies audience studies media psychology critical cultural studies and media economics

Mass Communication and Journalism in the Digital Age Chandak Somayaji,2025-01-03 *Mass Communication and Journalism in the Digital Age* explores the process of sending messages to large audiences simultaneously We delve into various forms of mass

communication communication models their evolution marketing strategies OTT platforms and media industries Our book covers media and communication both at individual and collective levels We also examine journalism the fourth pillar of democracy discussing its forms origins evolution and the impact of technology on it Surrounded by information this book helps you understand how it is dispersed and channeled Whether you re a media enthusiast or a professional in the field this book provides valuable insights into the dynamics of mass communication and journalism in today s digital landscape

Last Week in End Times Cinema A. S. Hamrah, 2025-11-25 An almanac of every bad thing that happened in the film industry from March 2024 to March 2025 From A S Hamrah the film critic at n 1 and the author of The Earth Dies Streaming Film Writing 2002 2018 comes this unique archive of unfortunate movie bulletins compiled for his weekly newsletter Last Week in End Times Cinema and presented here in digest form These customized batches of misfortune and upheaval record a full year of wrong thinking bad decisions and man made disasters from the world of filmmaking Set against the backdrop of the crazed push for AI the wildfires in Los Angeles and the reelection of Donald Trump the general disaster of current commercial cinema in the age of streaming platforms theater closures and the dead end reliance on IP franchising becomes apparent As the Hollywood film industry plunged into near irrelevance these weekly roundups tracked every passing mistake every easily avoided blunder every up to the minute example of unnecessary garbage as it emerged from the content mills of our newly tech based movie business Presented without commentary footnotes or links inspired by Flix F'n on s Novels in Three Lines and the Coffee News this compilation lists filmland items in naked form stripped of any ameliorating showbiz happy talk As Fred Allen once wrote about Hollywood beneath all that phony tinsel there is real tinsel Here it is all the shiny nothingness of an industry gone astray

Business Model Innovation Allan Afuah, 2014-03-26 Rooted in strategic management research Business Model Innovation explores the concepts tools and techniques that enable organizations to gain and or maintain a competitive advantage in the face of technological innovation globalization and an increasingly knowledge intensive economy The book investigates how organizations can use innovations in business models to take advantage of entrepreneurial opportunities from Crowdsourcing and open innovation Long Tails Social media Disruptive technologies Less is more innovations Network effects Scarcity of complementary capabilities The book also looks at the ways firms can use innovations in business models to exploit or defend against threats With twelve supplementary cases to help readers apply the concepts and techniques this book is a must have for anyone looking to understand the fundamentals of business model innovation

Experiential Marketing Wided Batat, 2020-12-27 Experiential marketing has become an indispensable tool for all types of businesses across multiple sectors This book provides an all encompassing practical and conceptual map of contemporary experiential case studies which together offer insights into this exciting approach to customer experience Experiential Marketing incorporates 36 international case studies from 12 key sectors from technology consumer goods and B2B to luxury events and tourism sectors With a selection of case studies from leading brands such as

Coca Cola Nutella Chanel NASA The New York Times Pfizer and Amtrak the reader will learn and practice the experiential marketing tools and strategies through these examples Expert testimonials practical applied exercises and the author's online videos provide both theoretical foundations and concrete application This is a must read for advanced undergraduate and postgraduate Marketing and Customer Experience students and an excellent teaching resource It should also be of great use to practitioners particularly those studying for professional qualifications who are interested in learning experiential marketing strategies and developing knowledge about the way big brands in different sectors are designing the customer experience online and offline Online material includes lecture slides a test bank of questions an instructor's manual and explanatory videos

What Algorithms Want Ed Finn, 2018-10-09 The gap between theoretical ideas and messy reality as seen in Neal Stephenson Adam Smith and Star Trek We depend on we believe in algorithms to help us get a ride choose which book to buy execute a mathematical proof It's as if we think of code as a magic spell an incantation to reveal what we need to know and even what we want Humans have always believed that certain invocations the marriage vow the shaman's curse do not merely describe the world but make it Computation casts a cultural shadow that is shaped by this long tradition of magical thinking In this book Ed Finn considers how the algorithm in practical terms a method for solving a problem has its roots not only in mathematical logic but also in cybernetics philosophy and magical thinking Finn argues that the algorithm deploys concepts from the idealized space of computation in a messy reality with unpredictable and sometimes fascinating results Drawing on sources that range from Neal Stephenson's Snow Crash to Diderot's Encyclopédie from Adam Smith to the Star Trek computer Finn explores the gap between theoretical ideas and pragmatic instructions He examines the development of intelligent assistants like Siri the rise of algorithmic aesthetics at Netflix Ian Bogost's satiric Facebook game Cow Clicker and the revolutionary economics of Bitcoin He describes Google's goal of anticipating our questions Uber's cartoon maps and black box accounting and what Facebook tells us about programmable value among other things If we want to understand the gap between abstraction and messy reality Finn argues we need to build a model of algorithmic reading and scholarship that attends to process spearheading a new experimental humanities

Inventing the Movies Scott Kirsner, 2008 From Edison to the iPod from the Warner Brothers to George Lucas the story of how the movies became America's favorite form of escapist entertainment and retained their hold on our imaginations for more than a century is a story of innovators prevailing again and again over skeptics who prefer to preserve the status quo Inventing the Movies unspools the never before told story of the innovators who shaped Hollywood how a chance meeting at the Saratoga Race Track led to the end of black and white movies how Bing Crosby brought you the VCR how Walt Disney tamed television how a shotgun blast signaled the end of hand made models and the beginning of digital special effects and how even the almighty Morgan Freeman had trouble persuading theater owners that the Internet wasn't their mortal enemy Inventing the Movies is an important read not just for fans of Hollywood's history but for innovators trying to make change happen in any industry

Radical Business Model Transformation Carsten Linz, Günter Müller-Stewens, Alexander Zimmermann, 2017-01-03 Many companies are relying on a business model that is fundamentally suited to a different era. Now organizations are under pressure from new trends such as digitization and servitization. Trying to adapt to a new environment they risk relying on improvements that only scratch the surface of developing a radically different value proposition. Based on rigorous research into companies that have successfully and radically redesigned their business models, *Radical Business Model Transformation* shows why they made the leap, what they had to do to achieve it, and how it has transformed the potential for their organizations. This book is a step by step guide for leaders who want to seize the opportunity of new business models and gain a competitive advantage. It explains how to assess the status quo, identify the value of future business models, and develop a transformation path. It also provides advice on how to involve both the leadership team and all other employees in order to implement successful business model transformation. Illustrative case studies of organizations that have crossed the line to a more transformative business range from exponential growth companies like Netflix and global players like Xerox, SAP, and Daimler to mid-sized hidden champions like Knorr-Bremse and LEGIC. *Radical Business Model Transformation* is essential reading for business leaders, transformation experts, and MBA students interested in ensuring that their business model is future proof and can withstand the new proliferation of innovations that are set to transform the business landscape. Online supporting resources include a business model transformation calculator to help design your transformation path.

The FIRED Leader Paul McCarthy, 2023-11-27 Business Book Awards 2024 Finalist To survive disruption, organizations need disruptive leaders. So they hire them. And then they fire them. It's the open secret everyone in the leadership industry knows, but nobody is addressing. Leadership culture is toxic, and leadership systems have failed. Publicly, organizations say they want leaders to be innovative thinkers who challenge the status quo. Privately, conventional leadership culture wants nothing of the sort. Leaders deemed as a bad culture fit quickly find themselves marginalized, ostracized, and even exorcised. The qualities that get them hired are the ones that get them fired. Yet these rebels and nonconformists often embody the very leadership qualities that organizations so desperately need to navigate disruption and adapt to the new normal of constant change. Radically refreshing and practical, this book identifies five leadership qualities, FIRED Leadership™, that are key to tomorrow's leadership success and offers a step by step blueprint to show organizations how to integrate these five crucial qualities into their current leadership identification, recruitment, onboarding, and development processes. Exactly what we need to fix our broken leaders. Whitney Johnson: A necessary read for anyone wanting to lead bravely. John Spence: Leadership maverick. Paul McCarthy shows organizations how to reframe how they view their troublemakers, agitators, rebels, oddballs, and shit stirrers to see the hidden leadership qualities driving those behaviors and why they need them so desperately.

The Crux Richard Rumelt, 2022-04-28 A FINANCIAL TIMES BUSINESS BOOK OF THE YEAR A straight talking guide to corporate strategy and how to frame and pursue it. Financial Times: The most important part of a leader's job is to set in

motion the actions today that will build a better future tomorrow in other words strategy But how do leaders become strategists In this ground breaking book Richard Rumelt the world s leading authority on strategy shows how finding the crux of a challenge is the essence of the strategist s skill The crux is the key issue where action will best pay off and Rumelt reveals how to pinpoint it so you can focus energy on what really matters Drawing on decades of professional and academic experience and through vivid storytelling of some of the most important business decisions of recent times Rumelt illuminates how leaders can overcome obstacles navigate uncertainty and determine the best path forward Strategy is not about setting financial targets statements of desired outcomes or performance goals it is about finding the crux and taking decisive coherent action *Smart Data Pricing* Soumya Sen,Carlee Joe-Wong,Sangtae Ha,Mung Chiang,2014-09-09 A

comprehensive text addressing the high demand for network cloud and content services through cutting edge research on data pricing and business strategies *Smart Data Pricing* tackles the timely issue of surging demand for network cloud and content services and corresponding innovations in pricing these services to benefit consumers operators and content providers The pricing of data traffic and other services is central to the core challenges of network monetization growth sustainability and bridging the digital divide In this book experts from both academia and industry discuss all aspects of smart data pricing research and development including economic analyses system development user behavior evaluation and business strategies *Smart Data Pricing* Presents the analysis of leading researchers from industry and academia surrounding the pricing of network services and content Discusses current trends in mobile and wired data usage and their economic implications for content providers network operators end users government regulators and other players in the Internet ecosystem Includes new concepts and background technical knowledge that will help researchers and managers effectively monetize their networks and improve user quality of experience Provides cutting edge research on business strategies and initiatives through a diverse collection of perspectives Combines academic and industry expertise from multiple disciplines and business organizations The ideas and background of the technologies and economic principles discussed within these chapters are of real value to practitioners researchers and managers in identifying trends and deploying new pricing and network management technologies and will help support managers in identifying new business directions and innovating solutions to challenging business problems *Transformation in Times of Crisis* Nitin Rakesh, Jerry Wind,2020-11-26

Winner of the International Business Book of the Year Award 2021 Winner of the Silver Stevie for Best Business Book I wish I had written this book Philip Kotler Father of Modern Marketing This urgent and timely book by a visionary business practitioner Nitin Rakesh CEO Mphasis and award winning academic Jerry Wind Lauder Professor Emeritus Wharton bridges the worlds of industry and academia to bring you the knowledge that can help your business thrive even in a crisis This book is a gamechanger for businesses large and small enabling them to customize and implement a winning strategy by using the book s eight principles and tools to seek out opportunities for long term value creation in a post pandemic world I am sure

other leaders will find their book as relevant as I did Keith A Grossman President Time Magazine Businesses either need to seize the opportunities created by that disruption or risk being left behind Rakesh and Wind provide a smart guide to the first option Alan Murray CEO Fortune The authors of Transformation in Times of Crisis provide a smart tangible approach to help companies emerge from crises not only intact but stronger Manny Maceda Worldwide Managing Partner Bain Co The eight principles in this book form a great framework to change our mindset and focus on the right implementation strategy to survive and succeed in the next normal Debjani Ghosh President NASSCOM **The Value Line Investment Survey**, 2008

Investing in Movies Joseph N. Cohen, 2017-05-12 Investing in Movies Strategies for Investors and Producers is a useful guide for investors and producers looking for an analytical framework to assess the opportunities and pitfalls of film investments The book traces macroeconomic trends and the globalization of the business as well as the impact these have on potential returns It offers a broad range of guidelines on how to source interesting projects and advice on what kinds of projects to avoid as well as numerous ways to maximize risk adjusted returns While focusing primarily on investments in independent films industry veteran and author Joseph Cohen also provides valuable insights into the studio and independent slate deals that have been marketed to the institutional investment community Features of this book include A guide to the minefield of film investing for the potential investor giving students and aspiring professionals an insider perspective A detailed explanation of the risk and rewards inherent in the film business and how to evaluate projects Thorough coverage of the cast of characters that populate the film space and advice on building relationships to optimize opportunities *The Disruption Dilemma* Joshua Gans, 2017-04-21 An expert in management takes on the conventional wisdom about disruption looking at companies that proved resilient and offering managers tools for survival Disruption is a business buzzword that has gotten out of control Today everything and everyone seem to be characterized as disruptive or if they aren't disruptive yet it's only a matter of time before they become so In this book Joshua Gans cuts through the chatter to focus on disruption in its initial use as a business term identifying new ways to understand it and suggesting new tools to manage it Almost twenty years ago Clayton Christensen popularized the term in his book *The Innovator's Dilemma* writing of disruption as a set of risks that established firms face Since then few have closely examined his account Gans does so in this book He looks at companies that have proven resilient and those that have fallen and explains why some companies have successfully managed disruption Fujifilm and Canon for example and why some like Blockbuster and Encyclopedia Britannica have not Departing from the conventional wisdom Gans identifies two kinds of disruption demand side when successful firms focus on their main customers and underestimate market entrants with innovations that target niche demands and supply side when firms focused on developing existing competencies become incapable of developing new ones Gans describes the full range of actions business leaders can take to deal with each type of disruption from self-disrupting independent internal units to tightly integrated product development But therein lies the disruption dilemma A firm cannot practice both independence

and integration at once Gans shows business leaders how to choose their strategy so their firms can deal with disruption while continuing to innovate

Everything Is Sampled Akin Adesokan, 2023-03-28 Everything Is Sampled examines the shifting modes of production and circulation of African artistic forms since the 1980s focusing on digital culture as the most currently decisive setting for these changes Drawing on works of cinema literature music and visual art Akin Adesokan addresses two main questions First given the various changes that the institutions producing African arts and letters have undergone in the past four decades how have the representational impulses in these forms fared in comparison with those at work in pervasively digital cultures Second how might a long view of these artistic forms across media and in different settings affect our understanding of what counts as art as text as authorship Immersed in digital culture African artists today are acutely aware of the media saturated circumstances in which they work and actively bridge them by making ethical choices to shape those circumstances Through an innovative development and analysis of five modes of creative practice curation composition adaptation platform and remix Everything Is Sampled offers an absorbingly complex yet nuanced approach to appreciating the work of several generations of African writers directors and artists No longer content to just fill a spot in the relay between the conception and distribution of a work these artists are now also quick to view and reconfigure their works through different modes of creative practice

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Table of Contents Netflix This Month Warranty

1. Understanding the eBook Netflix This Month Warranty
 - The Rise of Digital Reading Netflix This Month Warranty
 - Advantages of eBooks Over Traditional Books
2. Identifying Netflix This Month Warranty
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Netflix This Month Warranty
 - User-Friendly Interface
4. Exploring eBook Recommendations from Netflix This Month Warranty
 - Personalized Recommendations
 - Netflix This Month Warranty User Reviews and Ratings
 - Netflix This Month Warranty and Bestseller Lists
5. Accessing Netflix This Month Warranty Free and Paid eBooks

- Netflix This Month Warranty Public Domain eBooks
 - Netflix This Month Warranty eBook Subscription Services
 - Netflix This Month Warranty Budget-Friendly Options
6. Navigating Netflix This Month Warranty eBook Formats
 - ePub, PDF, MOBI, and More
 - Netflix This Month Warranty Compatibility with Devices
 - Netflix This Month Warranty Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Netflix This Month Warranty
 - Highlighting and Note-Taking Netflix This Month Warranty
 - Interactive Elements Netflix This Month Warranty
 8. Staying Engaged with Netflix This Month Warranty
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Netflix This Month Warranty
 9. Balancing eBooks and Physical Books Netflix This Month Warranty
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Netflix This Month Warranty
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Netflix This Month Warranty
 - Setting Reading Goals Netflix This Month Warranty
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Netflix This Month Warranty
 - Fact-Checking eBook Content of Netflix This Month Warranty
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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