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covers strategic planning and market opportunity offering a clear and accessible guide to navigating the complex world of digital product management in today s fast changing environment Chapters explore key topics including understanding digital transformation identifying market dynamics and developing a comprehensive product strategy Readers will learn how to conduct market research build strong business cases and define product positioning The book also covers practical methods for selecting pricing and packaging strategies as well as crafting a go to market plan Real world examples such as the growth of Grab in Southeast Asia the rise of Zoom during the global pandemic and Shopify's role in empowering small businesses globally provide insight into how companies leverage strategic planning and market insights to thrive The content reflects both current and future trends making it relevant for global markets and today s digitally driven economy This book is especially useful for product managers entrepreneurs and business leaders who are keen to refine their strategic planning skills It offers actionable advice and frameworks that can be applied across various industries empowering readers to successfully manage digital products and drive business growth 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

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