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Global Marketing, 3rd edition, provides students with a truly international treatment of the key principles that every marketing manager should grasp. International markets present different challenges that require a marketer to think strategically and apply tools and techniques creatively in order to respond decisively within a fiercely competitive environment. Alon et al. provide students with everything they need to rise to the challenge: Coverage of small and medium enterprises, as well as multinational corporations, where much of the growth in international trade and global marketing has occurred; A shift toward greater consideration of services marketing as more companies move away from manufacturing; A shift from developed markets to emerging markets with more dynamic environments; A focus on emerging markets to equip students with the skills necessary to take advantage of the opportunities that these rapidly growing regions present; Chapters on social media, innovation, and technology teaching students how to incorporate these new tools into their marketing strategy; New material on sustainability, ethics, and corporate social responsibility—key values for any modern business; Short and long cases and examples throughout the text show students how these principles and techniques are applied in the real world. Covering key topics not found in competing books, Global Marketing will equip today's students with the knowledge and confidence they need to become leading marketing managers. A companion website features an instructor's manual with test questions, as well as additional exercises and examples for in-class use. SUMMARY: ATOMIC HABITS: An Easy & Proven Way to Build Good Habits & Break Bad Ones. This book is not meant to replace the original book but to serve as a companion to it. ABOUT ORIGINAL BOOK: Atomic Habits can help you improve every day, no matter what your goals are. As one of the world's leading experts on habit formation, James Clear reveals practical strategies that will help you form good habits, break bad ones, and master tiny behaviors that lead to big changes. If you're having trouble changing your habits, the problem isn't you. Instead, the issue is with your system. There is a reason bad habits repeat themselves over and over again, it's not that you are not willing to change, but that you have the wrong system for changing. "You do not rise to the level of your goals. You fall to the level of your systems" - James Clear I'm a huge fan of this book, and as soon as I read it I knew it was going to make a big difference in my life, so I couldn't wait to make a video on this book and share my ideas. Here is a link to James Clear's website, where I found he uploads a tonne of useful posts on motivation, habit formation and human psychology. DISCLAIMER: This is an UNOFFICIAL summary and not the original book. It designed to record all the key points of the original book. Each title in The Applause Libretto Library Series presents a Broadway musical with fresh packaging in a 6 x 9 trade paperback format. Each Complete Book and Lyrics is approved by the writers and attractively designed with color photo inserts from the Broadway production. All titles include introduction and foreword by renowned Broadway musical experts. Long before Dorothy dropped in, two other girls meet in the Land of Oz. One, born with emerald green skin, is smart, fiery, and misunderstood. The other is beautiful, ambitious, and very popular. The story of how these two unlikely friends end up as the Wicked Witch of the West and Glinda the Good Witch makes for the most

spellbinding new musical in years. From the 1880s to the 1940s, an upsurge of explosive pogroms caused much pain and suffering across the eastern borderlands of Europe. Rioters attacked Jewish property and caused physical harm to women and children. During World War I and the Russian Civil War, pogrom violence turned into full-blown military actions. In some cases, pogroms wiped out of existence entire Jewish communities. More generally, they were part of a larger story of destruction, ethnic purification, and coexistence that played out in the region over a span of some six decades. *Pogroms: A Documentary History* surveys the complex history of anti-Jewish violence by bringing together archival and published sources--many appearing for the first time in English translation. The documents assembled here include eyewitness testimony, oral histories, diary excerpts, literary works, trial records, and press coverage. They also include memos and field reports authored by army officials, investigative commissions, humanitarian organizations, and government officials. This landmark volume and its distinguished roster of scholars provides an unprecedented view of the history of pogroms. Since its rapid imperial expansion in the seventeenth century, Russia's politics, society, and culture have exerted a profound influence on movement throughout Eurasia. The circulation of people, information, and things across Russian space transformed populations, restructured collective and individual identities, and created enduring legacies. This volume represents the latest discoveries of scholars attempting to rediscover this experience, and to understand its lasting meaning for today. These gathered essays tell a broad range of stories, involving a remarkable cross-section of historical actors: imperial visionaries, stage-coach entrepreneurs, religious pilgrims, tourists, disability activists and metropolitan police, among others. The book illuminates three major themes: the role of human mobility in Russian governance; the processes by which people decide where and how to move; and the political and cultural power of different kinds of movement. A strong contribution to our understanding of the history of Russia and the Soviet Union, this volume offers new models of research for historians, sociologists, political scientists, and others who are seeking to integrate the study of human mobility into their work. Contributors are Eugene M. Avrutin, Alexandra Bekasova, Faith Hillis, Gijs Kessler, Diane P. Koenker, Chia Yin Hsu, Eileen Kane, Anne Lounsbury, Matthew Light, Sarah D. Phillips, John Randolph, Anatolyi Remnev, Jeff Sahadeo, Frithjof Benjamin Schenk, Charles Steinwedel, Willard Sunderland, and Elena Tyuryukanova.

**How to Make Your Advertising Make Money** by John Caples In this remarkable reference, John Caples, a man who has won countless awards and made millions of dollars for some of the largest companies in the United States, draws upon more than 50 years of experience to show you how to write advertising copy that sells anything and everything... write headlines that command instant attention...save thousands of dollars in expenses each year...and much more. Containing hundreds of true stories, checklists, and guidelines, this sourcebook is for every copywriter, creative director, and business executive who wants to learn how to write copy that sells--from the master who most say did it better than anyone. You'll get: 1. Secrets of Successful Advertising 2. Twelve Ways to Find Advertising Ideas 3. Three Famous Case Histories 4. How to Get Ideas from Brainstorming 5. 303 Words and Phrases that Sell 6. How to Write Sentences that Sell 7. Sales Appeals that Last Forever 8. How to Write Headlines that Make Money 9. How to Use Stories to Sell Products 10. Tips on Copywriting 11. How Editorial Style Ads Can Bring Increased Sales 12. How to Write Sales Letters that Make Money 13. How Direct Response Can Help Advertisers Make Money 14. Ways to Improve Your Copy 15. How to Write Radio Commercials that Get Action 16. How to Apply Mail Order Know-How in Writing TV Commercials 17. Summing Up My Success Secrets I Have Learned in 50 Years Meet the Author John Caples was Vice President of BBDO, Inc. when he retired after 40 years of service with the nation's third largest advertising agency. The creator of such classic ads as "They Laughed When I Sat Down at the Piano" and "They Grinned When the Waiter Spoke to Me in French," and a member of the Copywriters's Halls of Fame, Mr. Caples built a nationwide reputation for his research and scientific methods of testing advertising effectiveness. The time has come when advertising has in some hands reached the status of a science. It is based on fixed principles and is reasonably exact. The causes and effects have been analyzed until they are well understood. The correct methods of procedure have been proved and established. We know what is most effective, and we act on basic laws. Advertising, once a gamble, has thus become, under able direction, one of the safest business ventures. Certainly, no other enterprise with comparable possibilities need involve so little risk. Therefore, this book deals, not with theories and opinions, but with well-proved principles and facts. It is written as a text book for students and a safe guide for advertisers. Every statement has been weighed. The book is confined to established fundamentals. If we enter any realms of uncertainty we shall carefully denote them. The present status of advertising is due to many reasons. Much national advertising has long been handled by large organizations known as advertising agencies. Some of these agencies, in their hundreds of campaigns, have tested and compared the thousands of plans and ideas. The results have been watched and recorded, so no lessons have been lost. Such agencies employ a high grade of talent. None but able and experienced men can meet the requirements in national advertising. Working in cooperation, learning from each other and from each new undertaking, some of these men develop into masters. Individuals may come and go, but they leave their records and ideas behind them. These become a part of the organization's equipment, and a guide to all who follow. Thus, in the course of decades, such agencies become storehouses of advertising experiences, proved principles, and methods. The larger agencies also come into intimate contact with experts in every department of business. Their clients are usually dominating concerns. So they see the results of countless methods and policies. They become a clearing house for everything pertaining to merchandising. Nearly every selling question which arises in business is accurately answered by many experiences. Under these conditions, where they long exist, advertising and merchandising become exact sciences. Every course is charted. The compass of accurate knowledge directs the shortest, safest, cheapest course to any destination. We learn the principles and prove them by repeated tests. This is done through keyed advertising, by traced returns, largely by the use of coupons. We compare one way with many others, backward and forward, and record the results. When one method invariably proves best, that method becomes a fixed principle. Author of cult classics *The Pumpkin Plan* and *The Toilet Paper Entrepreneur* offers a simple, counterintuitive cash management solution that will help small businesses break out of the doom spiral and achieve instant profitability. Conventional accounting uses the logical (albeit, flawed) formula: Sales - Expenses = Profit. The problem is, businesses are run by humans, and humans aren't always logical. Serial entrepreneur Mike Michalowicz has developed a behavioral approach to accounting to flip the formula: Sales - Profit = Expenses. Just as the most effective weight loss strategy is to limit portions by using smaller plates, Michalowicz shows that by taking profit first and apportioning only what remains for expenses, entrepreneurs will transform their businesses from cash-eating monsters to profitable cash cows. Using Michalowicz's Profit First system, readers will learn that: · Following 4 simple principles can simplify accounting and make it easier to manage a profitable business by looking at bank account balances. · A small, profitable business can be worth much more than a large business surviving on its top line. · Businesses that attain early and sustained profitability have a better shot at achieving long-term growth. With dozens of case studies, practical, step-by-step advice, and his signature sense of humor, Michalowicz has the game-changing roadmap for any entrepreneur to make money they always dreamed of. Robert Collier was decades ahead of his time in writing down ways for man to improve his lot in life. He wrote "Secret of the Ages" during an active and successful life developed upon basic ideas which opened up new vistas of living for countless multitudes of people. Brought up to be a priest, he worked as a mining engineer, an advertising executive and a prolific writer and publisher. The Robert Collier Letter Book earned Robert Collier the distinction of being one of the greatest marketing minds in history. Robert Collier sales letters were successful because he wrote to his readers' needs. As an expert in marketing, his sales savvy and writing expertise placed hundreds of millions of dollars in his clients' pockets. There was one copywriter who made millionaires from people who read his book, although they never wrote an ad. Eugene Schwartz wrote a classic on copywriting that is probably one of the most powerful, and profitable, books on copywriting and marketing ever written. That book has been kept available only as a rare hardback gift edition. Generations of copywriters haven't had access to this material. And the world would be a poorer place, except... Fortunately Schwartz was also prolific as a speaker. So we are able to bring notes of his lectures and a review of his classic text to life again. You can learn: - How to create ads which sell your products at the expense of your competition - Find which roles your customer really wants to play and align these to your product - Discover how to get a product to sell no matter how people have already heard about it or how many products like it are already out there. - Learn how to control your audience by being their friend. **Get Your Copy Now.** One of the most successful public relations campaigns in history, featuring heroic astronauts, press-savvy rocket scientists, enthusiastic reporters, deep-pocketed defense contractors, and Tang. In July 1969, ninety-four percent of American televisions were tuned to coverage of Apollo 11's mission to the moon. How did space exploration, once the purview of rocket scientists, reach a larger audience than My

Three Sons? Why did a government program whose standard operating procedure had been secrecy turn its greatest achievement into a communal experience? In *Marketing the Moon*, David Meerman Scott and Richard Jurek tell the story of one of the most successful marketing and public relations campaigns in history: the selling of the Apollo program. Primed by science fiction, magazine articles, and appearances by Wernher von Braun on the "Tomorrowland" segments of the Disneyland prime time television show, Americans were a receptive audience for NASA's pioneering "brand journalism." Scott and Jurek describe sophisticated efforts by NASA and its many contractors to market the facts about space travel—through press releases, bylined articles, lavishly detailed background materials, and fully produced radio and television features—rather than push an agenda. American astronauts, who signed exclusive agreements with *Life* magazine, became the heroic and patriotic faces of the program. And there was some judicious product placement: Hasselblad was the "first camera on the moon"; Sony cassette recorders and supplies of Tang were on board the capsule; and astronauts were equipped with the Exer-Genie personal exerciser. Everyone wanted a place on the bandwagon. Generously illustrated with vintage photographs, artwork, and advertisements, many never published before, *Marketing the Moon* shows that when Neil Armstrong took that giant leap for mankind, it was a triumph not just for American engineering and rocketry but for American marketing and public relations. This book might well have carried the subtitle *Or 44 Years in the Copy Department* instead of its present one. Even a copywriter, whose breed is not noteworthy for arithmetical prowess, could not escape arriving at the conclusion that the number of years from 1917 to 1961 totals forty-four. And, Heaven help me!, for that seeming aeon of time the major interest of the author has been advertising copy—good, bad, and indifferent. That a large measure of this past experience has been associated with a particularly demanding kind of advertising copy may, as will be explained, be an advantageous circumstance for the reader of this book, regardless of what type of copywriting job confronts him. For the subject of the book is not the writing of mail-order copy. Its sole purpose is to lend a hand to any copywriter (or student of copy-writing) whose ambition is to create advertisements which are more resultful, no matter what the product is or how and where it is sold. As to why the author's background of experience may represent an advantageous circumstance for such copywriters, I will leave to an infinitely more capable pen than mine—that of no less an authority than Claude G. Hopkins, one of the greatest copywriters of "general" advertising who ever lived: "Mail-order advertising is difficult. But it is educational. It keeps one on his mettle. It fixes one's viewpoint on cost and result. The advertising-writer learns more from mail-order advertising than from any other." Therefore, if you are looking for guidance specifically concerned with the writing of mail-order advertising, this is not your book. On the other hand, if in the writing of any type of advertising you want more of your copy to achieve the selling effectiveness imperative for any mail-order man who wants to continue eating heartily, this book may prove helpful to you. At any rate, you are the person for whom it was written. Much of its information will probably recall to your mind the aphorism, "We need not so much to be instructed as to be reminded." And that's all to the good. Finally, and appertaining to the passages which are reminiscent in nature, the author has tried to avoid any necessity for later having to admit, like Mark Twain, that "When I was very young I could remember anything, whether it happened or not. But now I am older and I can only remember the latter." Victor O. Schwab

Now beyond its eleventh printing and translated into twelve languages, Michael Porter's *The Competitive Advantage of Nations* has changed completely our conception of how prosperity is created and sustained in the modern global economy. Porter's groundbreaking study of international competitiveness has shaped national policy in countries around the world. It has also transformed thinking and action in states, cities, companies, and even entire regions such as Central America. Based on research in ten leading trading nations, *The Competitive Advantage of Nations* offers the first theory of competitiveness based on the causes of the productivity with which companies compete. Porter shows how traditional comparative advantages such as natural resources and pools of labor have been superseded as sources of prosperity, and how broad macroeconomic accounts of competitiveness are insufficient. The book introduces Porter's "diamond," a whole new way to understand the competitive position of a nation (or other locations) in global competition that is now an integral part of international business thinking. Porter's concept of "clusters," or groups of interconnected firms, suppliers, related industries, and institutions that arise in particular locations, has become a new way for companies and governments to think about economies, assess the competitive advantage of locations, and set public policy. Even before publication of the book, Porter's theory had guided national reassessments in New Zealand and elsewhere. His ideas and personal involvement have shaped strategy in countries as diverse as the Netherlands, Portugal, Taiwan, Costa Rica, and India, and regions such as Massachusetts, California, and the Basque country. Hundreds of cluster initiatives have flourished throughout the world. In an era of intensifying global competition, this pathbreaking book on the new wealth of nations has become the standard by which all future work must be measured. There was one copywriter who made millionaires from people who read his book, but never wrote an ad. You may or may not have heard of Eugene M. Schwartz - one of the most successful copywriters in advertising history. He worked three hours a day and you couldn't pay him any amount to write your copy. Seriously. At one point he wrote up just how he did it. And never wrote about that subject ever again. Eugene Schwartz wrote a classic on copywriting almost 50 years ago that is probably one of the most powerful, and profitable, books on copywriting and marketing ever written. That book has been kept available only as a rare hardback gift edition. Generations of copywriters haven't had access to this material. And the world would be a poorer place, except... Fortunately, Schwartz was also prolific as a speaker. So we are able to bring notes of his lectures and a precise analysis of his classic text to you to make your own millions with. In this short review guide, you can learn: How to create ads which sell your products at the expense of your competition Find which roles your customer really wants to play - and will pay anything to get - and align these to your product Discover how to get a product to sell no matter how people have already heard about it or how many products like it are already out there. Learn how to control your ad-copy viewers by being their honest, trusted friend. This tribute to his genius is also a guidebook so you can duplicate his success with your own copywriting. Please enjoy this journey to greater ease and profit. The genius of Eugene Schwartz can teach you, starting immediately. Scroll Up and Get Your Copy Now. A collection of aphorisms, fragments, and observations on philosophy and pessimism. Composed of aphorisms, fragments, and observations both philosophical and personal, Eugene Thacker's *Infinite Resignation* traces the contours of pessimism, caught as it is between a philosophical position and a bad attitude. By turns melancholic, misanthropic, and tinged with gallows humor, Thacker's writing tenuously hovers over that point at which the thought of futility becomes the futility of thought. There was one copywriter who made millionaires from people who read his book, but never wrote an ad. You may or may not have heard of Eugene M. Schwartz - one of the most successful copywriters in advertising history. He worked three hours a day and you couldn't pay him any amount to write your copy. Seriously. At one point he wrote up just how he did it. And never wrote about that subject ever again. Eugene Schwartz wrote a classic on copywriting almost 50 years ago that is probably one of the most powerful, and profitable, books on copywriting and marketing ever written. That book has been kept available only as a rare hardback gift edition. Generations of copywriters haven't had access to this material. And the world would be a poorer place, except... Fortunately, Schwartz was also prolific as a speaker. So we are able to bring notes of his lectures and a precise analysis of his classic text to you to make your own millions with. In this short review guide, you can learn: How to create ads which sell your products at the expense of your competition Find which roles your customer really wants to play - and will pay anything to get - and align these to your product Discover how to get a product to sell no matter how people have already heard about it or how many products like it are already out there. Learn how to control your ad-copy viewers by being their honest, trusted friend. This tribute to his genius is also a guidebook so you can duplicate his success with your own copywriting. Please enjoy this journey to greater ease and profit. The genius of Eugene Schwartz can teach you, starting immediately. Scroll Up and Get Your Copy Now. Abraham--trusted advisor to America's top corporations--has written his first major book for anyone seeking fresh ideas on supercharging personal or business success. My name is Amber Reynolds. There are three things you should know about me: 1. I'm in a coma. 2. My husband doesn't love me anymore. 3. Sometimes I lie. Amber wakes up in a hospital. She can't move. She can't speak. She can't open her eyes. She can hear everyone around her, but they have no idea. Amber doesn't remember what happened, but she has a suspicion her husband had something to do with it. Alternating between her paralyzed present, the week before her accident, and a series of childhood diaries from twenty years ago, this brilliant psychological thriller asks: Is something really a lie if you believe it's the truth? Devoted to local and global analysis of weakly connected systems with applications to neurosciences, this book uses bifurcation theory and canonical models as the major tools of analysis. It presents a systematic and well motivated development of both weakly connected system theory and mathematical neuroscience, addressing bifurcations in neuron and brain dynamics, synaptic organisations of the brain,

and the nature of neural codes. The authors present classical results together with the most recent developments in the field, making this a useful reference for researchers and graduate students in various branches of mathematical neuroscience.

Great copy is the heart and soul of the advertising business. In this practical guide, legendary copywriter Joe Sugarman provides proven guidelines and expert advice on what it takes to write copy that will entice, motivate, and move customers to buy. For anyone who wants to break into the business, this is the ultimate companion resource for unlimited success. The old economy is shattered, and GONE FOREVER. It's never coming back as it was, and in its place a generally tougher, more demanding marketplace is emerging. HOWEVER, when it comes to wealth, one instrumental reality is unchanged: No matter the economic conditions—booms or recessions, including the fast-emerging New Economy—there is wealth. And who better to show you how to lure, bait, attract, and become a magnet for it than “Millionaire Maker” Dan S. Kennedy? Kennedy covers: • How to experience The Phenomenon --- attract more wealth in the next 12 months than in the previous 12 years! • Wealth Inhibition—do you suffer from it? • Why Positive Thinking alone is worthless • Your #1 Entrepreneurial Responsibility • Is there a ‘dirty little secret’ behind many wealthy entrepreneurs? • The worst of all wealth-defeating habits • Are you an ‘opportunity thinker’ --- or are you guilty of ‘outcome thinking’? • “ Do what you love and the money will follow” B.S. that’s hazardous to your wealth • How to Stop playing Blind Archery • 12 Ways To Increase Your ‘Personal Value’ • Why you must STOP thinking about Income! • The 90 Day Experiment that may change your life forever With more than 5,000 works cited, Handbook of Avian Hybrids of the World is the greatest compendium of information ever published on hybridization in birds. Worldwide in scope, it provides information on all reported avian crosses, not only those occurring in captivity, but also in a natural setting (approximately 4,000 crosses are covered). This book is a basic reference, intended both for the serious birder and the professional biologist. McCarthy's work fills a need for reference material that takes into account the last half century of data. It will be of interest to workers in a wide variety of fields, ranging from animal behavior to genetics, ecology, zoology, and systematics. In fact, it will make fascinating reading for anyone interested in birds and the natural world. Distilling the wisdom of the world’s greatest advertisers, direct marketing expert Craig Simpson delivers an education on direct marketing and advertising copy that creates brand awareness, sells products, and keeps customers engaged. Walks readers through time-tested methods of creating effective ad copy that increases profits. Dissects the principles of legendary marketers like Robert Collier, Claude Hopkins, John Caples, and David Ogilvy. Maximize learning and strengthen study skills. This book is a powerful resource for students, teachers, and parents. Use the step-by-step procedures for improving organizational skills, time management, problem solving, power reading, test taking, memory skills, and more! Over 170 amazing photographs of Jewish life in the Pale of Settlement, from S. An-sky's ethnographic expeditions Rarely has a book about advertising created such a commotion as this brilliant account of the principles of successful advertising. Published in 1961, Reality in Advertising was listed for weeks on the general best-seller lists, and is today acknowledged to be advertising's greatest classic. It has been translated into twelve languages and has been published in twenty-one separate editions in fifteen countries. Leading business executives, and the advertising cognoscenti, hail it as "the best book for professionals that has ever come out of Madison Avenue." Rosser Reeves says: "The book attempts to formulate certain theories of advertising, many quite new, and all based on 30 years of intensive research." These theories, whose value has been proved in the marketplace, all revolve around the central concept that success in selling a product is the key criterion of advertising. Get Your Copy Now Dieser praktische Leitfaden macht Anleger mit dem Economic Moat Konzept vertraut, der "Zauberformel" des Morningstar, mit der sich erstklassige Investmentchancen aufspüren lassen. Das Konzept ist keineswegs neu: Es wurde zunächst durch Benjamin Graham und Warren Buffett populär, wurde dann aber lange vernachlässigt. "The Little Book that Builds Wealth" erklärt ganz genau, wie man den Economic Moat, d.h. die Wettbewerbsbarriere bzw. den Wettbewerbsvorteil (wie z.B. geringe Produktionskosten, ausgebautes Vertriebsnetz, gutes Markenimage etc.) ermittelt, durch den sich ein Unternehmen deutlich von Konkurrenzunternehmen abgrenzt. Dabei geht es aber weder um reines Value Investing, noch um reines Growth Investing, sondern vielmehr darum, erstklassige Nischen-Wachstumswerte zu einem attraktiven Kurs zu kaufen. Das Buch demonstriert anschaulich Schritt für Schritt, was einen Economic Moat ausmacht, wie man ihn ermittelt, wie man verschiedene Moats gegeneinander abwägt, und wie man auf der Basis dieser Daten am besten eine Investmententscheidung trifft. Mit begleitender Website. Sie wird vom Morningstar betrieben und enthält eine Reihe von Tools und Features, mit deren Hilfe der Leser das Gelernte in der Praxis testen kann. Autor Pat Dorsey ist ein renommierter Finanzexperte. Er ist Chef der Morningstar Equity Research und Kolumnist bei Morningstar.com. Ein neuer Band aus der beliebten 'Little Book'-Reihe. Forbes calls The Successful Business Plan one of the best books for small businesses. This new edition offers advice on developing business plans that will succeed in today's business climate. Includes up-to-date information on what's being funded now. Brian Kurtz is the bridge connecting the bedrock fundamentals of direct response marketing to the state-of-the-art strategies, tactics, and channels of today. Overdeliver distills his expertise from working in the trenches over almost four decades to help readers build a business that maximizes both revenue and relationships. Marketing isn't everything, according to Brian Kurtz. It's the only thing. If you have a vision or a mission in life, why not share it with millions instead of dozens? And while you are sharing it with as many people as possible and creating maximum impact, why not measure everything and make all of your marketing accountable? That's what this book is all about. In the world of direct marketing, Brian Kurtz has seen it all and done it all over almost four decades. And he lives by the philosophy, "Those who did it have a responsibility to teach it." Here's a small sample of what you'll learn: \* The 4 Pillars of Being Extraordinary \* The 5 Principles of why "Original Source" matters \* The 7 Characteristics that are present in every world class copywriter \* Multiple ways to track the metrics that matter in every campaign and every medium, online and offline \* Why customer service and fulfillment are marketing functions \* That the most important capital you own has nothing to do with money \* And much more Whether you're new to marketing or a seasoned pro, this book gives you a crystal-clear road map to grow your business, make more money, maximize your impact in your market, and love what you're doing while you're doing it. Kurtz takes you inside the craft to help you use all the tools at your disposal—from the intricate relationship between lists, offers, and copy, to continuity and creating lifetime value, to the critical importance of multichannel marketing and more--so you can succeed wildly, exceed all your expectations, and overdeliver every time. Descriptive and analytical, MODERN MARKETING RESEARCH: CONCEPTS, METHODS, AND CASES, 2E, International Edition is a comprehensive introduction to the practice of marketing research. The book walks you through each step of the marketing research process, from project design and data collection to analyzing findings with statistical methods and preparing the final report. Making sense of complex marketing data, MODERN MARKETING RESEARCH: CONCEPTS, METHODS, AND CASES, 2E, International Edition explains in detail the analytical and statistical approaches essential in marketing research, including standard multivariate methods like Factor, Cluster, and Conjoint Analyses, as well as the latest Hierarchical Bayes, Heterogeneity, and Sample Selection techniques. More than three dozen in-text cases highlight research projects in business and academic settings, while numerous examples and special interviews with industry experts give you an in-depth perspective of marketing research and its applications in the real world. Test marketing. Coupon sampling. Copy research. All are standard practices in today's world of advertising. All were invented by Claude C. Hopkins (1866-1932), who worked for various advertisers including Bissell Carpet Sweeper Company, Swift & Company and Dr. Shoop's patent medicine company until, at the age of 41, he was hired by Albert Lasker to write copy for Lord & Thomas advertising agency (forerunner to today's Foote, Cone & Belding). He stayed for 18 years. Scientific Advertising and My Life in Advertising remain essential, vital guideposts for present and future generations of advertising professionals. - Publisher.

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