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Thomas N. Ingram, Raymond W. LaForge, Ramon A. Avila, Charles H. Schwepker Jr., Michael R. Williams

Tourism and Culture in the Age of Innovation Vicky Katsoni, Anastasia Stratigea, 2016-03-03 This book focuses on cultural tourism as it develops into the second decade of the new millennium. It presents recent hospitality and tourism research findings from various sources, including academic researchers and scholars, industry professionals, government and quasi-government officials, and other key industry practitioners. It discusses the latest tourism industry trends and identifies gaps in the research from a pragmatic and applied perspective. It includes specific chapters on innovation in tourism, the virtual visitor, cross-cultural visions of digital collections, heritage and museum management in the digital era, cultural and digital tourism policy, marketing and governance, social media, emerging technologies and e-tourism and many other topics of contemporary significance in global hospitality and tourism. The book is edited in collaboration with the International Association of Cultural and Digital Tourism (IACuDiT) and includes the proceedings of the Second International Conference on Cultural and Digital Tourism.

The SaaS Email Marketing Playbook Étienne Garbugli, 2020-04-23 "A great no-BS resource where you are guaranteed to pick up useful tips and approaches, whether you're an email pro or just starting out." - Andrus Purde, Founder & CEO, Outfunnel - - No matter how great your product is, it's very likely that 40-60% of free trials never see your product a second time. This means that you stand to lose up to 60% of your hard-earned signups. Do you just let them go? Email marketing is one of the highest leverage activities in a SaaS business. It can help: • increase onboarding and trial conversions; • reduce churn; and • grow monthly recurring revenue (MRR). By introducing a single campaign today, you could significantly increase your conversions, and get the benefits of that increase predictably and repeatedly, week after week. That's the beauty of automation. It's also how we created an upsell program at LANDR that was generating up to 42% of weekly subscription conversions. When I joined LANDR, we were only sending 3 automated emails (and only 1 of those was performing). By focusing on sending the right email to the right user at the right time, performance jumped up, with increases in: • product onboarding completion; • engagement; • sales; and • upgrades to annual subscriptions. We made a lot of mistakes along the way (including sending 85,000 emails to the wrong users). It took a lot of trial and error, long hours, and exhaustive internet searches, but the results were obvious. Email was more effective at generating revenue than: • Investing in more ads; • Building new features hoping they'll drive engagement; • Redesigning at the cost of trial and error. You can learn SaaS email marketing the way we did (through hard work), or jump to the front of the line. The SaaS Email Marketing Playbook includes everything I would have loved to know about email before I got started at LANDR: • how and when to create new emails or In-App messages to influence your users' behaviors and purchase decisions; • how to double, triple, or quadruple the performance of every single email you send; • how to stand out in an increasingly more crowded inbox; and • how to create processes and structure to systematically grow the performance of an email marketing program. The book also includes seven deep dives to help you implement your onboarding, upsell, retention, referral, and behavioral sequences, among others. You don't need to be a master copywriter (or have one on your team) to send effective emails. You just need the right processes and knowledge to start growing your business with email. The SaaS Email Marketing Playbook contains everything you need to plan, build, and optimize your email marketing program. - - The SaaS Email Marketing Playbook was written for businesses with clear signs of Product-Market Fit, that are: • selling to consumers or businesses; • charging monthly or yearly subscription fees; • generating more than \$2k MRR; and • adding at least 200 email signups per week.

Blogging All-in-One For Dummies Amy Lupold Bair, 2023-04-04 Blog with the best of 'em! If you're looking for a complete guide to creating and solidifying your place in the blogosphere, you've come to the right place! With 8 books in one, *Blogging All-in-One For Dummies* is the only resource you'll need to get started or to improve your existing blog. Learn about the most popular blogging platforms, creating content worth reading, and methods for driving traffic to your blog. Cut through the confusion and find the facts about monetizing your blog, using the best blogging tools for you, and increasing reader engagement to become an active, successful member of the blogging

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Proceedings of The 10th MAC 2017 Group of Authors,2017-05-25 The 10th Multidisciplinary Academic Conference in Prague 2017, Czech Republic (The 10th MAC 2017 in Prague)

Handbook of Research on Pathways and Opportunities Into the Business of Esports Andrews, Sharon,Crawford, Caroline M.,2021-06-25 Esports have attracted considerable attention over the past few years and become an industry that is projected to continue to increase rapidly. Intersecting with the esports industry are organizations and businesses that develop and support the esports game experience. Included is the entrepreneurial spirit of gamers, who are interested in creating their own career paths through capturing and posting gaming microassists on different public venues that are driven by advertising dollars, invitational competition monetary winnings, and other forms of marketing their expertise for financial gain. All these organizations and industries form satellites of career opportunities as well as opportunities for research and enhanced forward-leaning study. Such career opportunities can be explicitly addressed within the structure of university degree and micro-credential certificate programs, some of which have begun to offer esports-directed degrees, but most of which have not yet moved from esports clubs into a recognition of the business and industry monetization of esports. The Handbook of Research on Pathways and Opportunities Into the Business of Esports addresses the intersection of esports gaming and the business and industry of esports, rather than an exploration of the video games themselves. It is the supporting and intersecting industry driven by esports and the vast opportunities this brings that are the foci of this book. Covering topics including digital learning, esport marketing curriculum, and gaming culture, this text is essential for business professionals, industry analysts, entrepreneurs, managers, coaches, marketers, advertisers, brand managers, university and college administrators, faculty and researchers, students, professors, and academicians.

Tax Rates, Orange County Orange County (Calif.),1978

Sales Force Management Joseph F. Hair, Jr.,Rolph Anderson,Rajiv Mehta,Barry Babin,2020-09-16 The second edition of Sales Force Management prepares students for professional success in the field. Focused on the areas of customer loyalty, customer relationship management, and sales technology, this practical resource integrates selling and sales management while highlighting the importance of teamwork in any sales and marketing organization. The text presents core concepts using a comprehensive pedagogical framework—featuring real-world case studies, illustrative examples, and innovative exercises designed to facilitate a deeper understanding of sales management challenges and to develop stronger sales management skills. Supported with a variety of essential ancillary resources for instructors and students, Sales Force Management, 2nd Edition includes digital multimedia PowerPoints for each chapter equipped with voice-over recordings ideal for both distance and in-person learning. Additional assets include the instructor's manual, computerized and printable test banks, and a student companion site filled with glossaries, flash cards, crossword puzzles for reviewing key terms, and more. Integrating theoretical, analytical, and pragmatic approaches to sales management, the text offers balanced coverage of a diverse range of sales concepts, issues, and activities. This fully-updated edition addresses the responsibilities central to managing sales people across multiple channels and through a variety of methods. Organized into four parts, the text provides an overview of personal selling and sales management, discusses planning, organizing, and developing the sales force, examines managing and directing sales force activities, and explains effective methods for controlling and evaluating sales force performance.

A Research Agenda for Sales Fernando Jaramillo,Jay P. Mulki,2021-01-29 A Research Agenda for Sales presents a roadmap of the future of sales. Eight recognized sales scholars discuss ideas that scholars are exploring and that firms can use for success in hypercompetitive markets with demanding customers. Featuring original research and current developments in the field, the

chapters focus on critical topics and provide answers to important questions by company leaders and sales scholars.

Advances in Web-Based Learning -- ICWL 2014 Elvira Popescu, Rynson W. H. Lau, Kai Pata, Howard Leung, Mart Laanpere, 2014-07-31 This book constitutes the refereed proceedings of the 13th International Conference on Web-Based Learning, ICWL 2014, held in Tallinn, Estonia, in August 2014. The 18 revised full papers presented together with 9 short papers were carefully reviewed and selected from about 78 submissions. The papers are organized in topical sections on computer supported collaborative learning, Web 2.0 and social learning environments; personal learning environments; game-based learning; learner modeling and learning analytics; personalized and adaptive learning; design, model and implementation of e-learning platforms and tools; and pedagogical issues, practice and experience sharing.

A Beginner's Guide to Blogging & Making Money Online Priya Kanwar & Varinder Taprial, 2010-01-01 This book teaches people how to start Blogging and earning money on the Internet. It will be helpful for those who have not yet started using the Internet as a medium of expression through Blogging and social networking, and also for those who have been Blogging but not leveraging their efforts to earn money. This book will help a layman to: Start using email, Create and maintain a Blog, Learn Blogging etiquettes and writing tips, Earn revenue from a Blog, Know about handy tools to review performance, Use Revenue Sharing Websites to make money online, Use Social Networking Sites to expand reach, Promote Blog or content online, Use Affiliate Networks and Programs to generate money.

EU Competition Law, Data Protection and Online Platforms: Data as Essential Facility Inge Graef, 2016-10-17 All are agreed that the digital economy contributes to a dynamic evolution of markets and competition. Nonetheless, concerns are increasingly raised about the market dominance of a few key players. Because these companies hold the power to drive rivals out of business, regulators have begun to seek scope for competition enforcement in cases where companies claim that withholding data is needed to satisfy customers and cut costs. This book is the first focus on how competition law enforcement tools can be applied to refusals of dominant firms to give access data on online platforms such as search engines, social networks, and e-commerce platforms – commonly referred to as the ‘gatekeepers’ of the Internet. The question arises whether the denial of a dominant firm to grant competitors access to its data could constitute a ‘refusal to deal’ and lead to competition law liability under the so-called ‘essential facilities doctrine’, according to which firms need access to shared knowledge in order to be able to compete. A possible duty to share data with rivals also brings to the forefront the interaction of competition law with data protection legislation considering that the required information may include personal data of individuals. Building on the refusal to deal concept, and using a multidisciplinary approach, the analysis covers such issues and topics as the following: – data portability; – interoperability; – data as a competitive advantage or entry barrier in digital markets; – market definition and dominance with respect to data; – disruptive versus sustaining innovation; – role of intellectual property regimes; – economic trade-off in essential facilities cases; – relationship of competition enforcement with data protection law and – data-related competition concerns in merger cases. The author draws on a wealth of relevant material, including EU and US decision-making practice, case law, and policy documents, as well as economic and empirical literature on the link between competition and innovation. The book concludes with a proposed framework for the application of the essential facilities doctrine to potential forms of abuse of dominance relating to data. In addition, it makes suggestions as to how data protection interests can be integrated into competition policy. An invaluable contribution to ongoing academic and policy discussions about how data-related competition concerns should be addressed under competition law, the analysis clearly demonstrates how existing competition tools for market definition and assessment of dominance can be applied to online platforms. It will be of immeasurable value to the many jurists, business persons, and academics concerned with this very timely subject.

The Affirmative Discomforts of Black Female Authorship Nahum N. Welang, 2022-10-17 In *The Affirmative Discomforts of Black Female Authorship*, the author examines how three popular

black female authors (Roxane Gay, Beyoncé and Issa Rae) simultaneously complement and complicate hegemonic notions of race, identity and gender in contemporary American culture.

Fashion Journalism Julie Bradford, 2014-08-27 Fashion Journalism presents a comprehensive overview of how fashion journalism operates and how to report on fashion. Encompassing skills for print and online media, the book includes many case studies and interviews with fashion journalists working for newspapers, magazines, broadcasting and websites, as well as with stylists, PR executives, photographers and bloggers. The first hand explanations of these roles and practical tips and advice are accompanied by analysis of examples from their work. The business of fashion and fashion PR is explained for the trainee journalist, offering practical guidance on how to report effectively on fashion – from sources and research to writing and layout., with chapter including suggested exercises and further reading. Covering a broad range of subject areas, from law and ethics and using social media to fashion theory and reporting the catwalk, this text offers everything a student or trainee needs to know to excel in fashion journalism.

Sales Management Thomas N. Ingram, Raymond W. LaForge, Ramon A. Avila, Charles H. Schwepker Jr., Michael R. Williams, 2024-01-22 This 11th edition of Sales Management continues the tradition of blending the most recent sales management research with the real-life best practices of leading sales organizations and sales professionals. Reflecting today's emphasis on analytics and customer experience (CX), this edition focuses on the importance of employing different data-based selling strategies for different customer groups, as well as integrating corporate, business, marketing, and sales-level strategies and plans. Sales Management includes coverage of the current trends and issues in sales management, along with real-world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions. The new 11th edition includes: Emphasis on data-driven decision making, ethics, the use of artificial intelligence, the customer experience, leadership, sales enablement technology, and new communication technologies; Updated end-of-chapter cases with application questions and role plays, along with skill-building experiential exercises with discovery investigations and focused role plays, which place students in the role of sales manager; Updated ethical dilemmas for students to practice ethical decision making; Revised 'Sales Management in Action' boxes; Multiple vignettes embedded in each chapter featuring sales management professionals and well-known companies discussing key topics from that chapter. This text is core reading for postgraduate, MBA, and executive education students studying sales management. An updated online instructor's manual with solutions to cases and exercises, a revised test bank, and updated PowerPoints is available to adopters.

Language for Specific Purposes Giuliana Elena Garzone, Dermot Heaney, Giorgia Riboni, 2017-01-06 This volume brings together work by both well-known scholars and emerging researchers in the various areas of Language for Specific Purposes (LSP), such as political, legal, medical, and business discourse. The volume is divided into three parts in order to align rather than separate three different but related aspects of LSP: namely, translation, linguistic research, and domain specific communication on the web. Underlying all the contributions here is the growing awareness of the ever-increasing multiformity of specialised communication and the ever-wider social implications of the communicative situations in which it is embedded, especially where it involves the need to move across languages, cultures and modes, as in translation and interpreting. The contributions consistently bear witness to the need to review received notions, pose new questions, and explore fresh perspectives. The picture that emerges is one of extreme complexity, in which researchers into specifically linguistic aspects of LSPs and their translation across languages and media declare their awareness of the pressing need to come to terms with a wide range of social, pragmatic, intercultural and political factors, above and beyond socio-technical knowledge of the domains under investigation.

The State and Civil Society Nicole Bolleyer, 2018-10-18 State regulation of civil society is expanding yet widely contested, often portrayed as illegitimate intrusion. Despite ongoing debates about the nature of state-voluntary relations in various disciplines, we know surprisingly little about why long-lived democracies adopt more or less constraining legal approaches in this sphere, in which

state intervention is generally considered contentious. Drawing on insights from political science, sociology, comparative law as well as public administration research, this book addresses this important question, conceptually, theoretically, and empirically. It addresses the conceptual and methodological challenges related to developing systematic, comparative insights into the nature of complex legal environments affecting voluntary membership organizations, when simultaneously covering a wide range of democracies and the regulation applicable to different types of voluntary organizations. Proposing the analytical tools to tackle those challenges, it studies in-depth the intertwining and overlapping legal environments of political parties, interest groups, and public benefit organizations across 19 long-lived democracies. After presenting an innovative interdisciplinary theoretical framework theorizing democratic states' legal disposition towards, or their disinclination against, regulating voluntary membership organizations in a constraining or permissive fashion, this framework is empirically tested. Applying Qualitative Comparative Analysis (QCA), the comparative analysis identifies three main 'paths' accounting for the relative constraints in the legal environments democracies have created for organized civil society, defined by different configurations of political systems' democratic history, their legal family, and voluntary sector traditions. Providing the foundation for a mixed-methods design, three ideal-typical representatives of each path - Sweden, the UK, and France - are selected for the in-depth study of these legal environments' long-term evolution, to capture reform dynamics and their drivers that have shaped group and party regulation over many decades.

B1 Preliminary (PET) 2800 English Vocabulary B1 2800 Version 2021 DAVID YAO,2020-06-04 B1 Preliminary (PET) 2800 English Vocabulary B1 2800 Version 2021 -- Classified English Vocabulary According CEFR (A1, A2, B1, B2, C1, C2) B1 Preliminary (PET) is corresponding with B1 Threshold under CEFR. By referring Cambridge dictionary online and other resource, we collect 2800 Vocabulary for B1 Preliminary. We give the English and Chinese explanations. If there are more than one explanations under each phrase, we choose only the ones under B1 classification. The Common European Framework of Reference for Languages (CEF or CEFR) was put together by the Council of Europe as a way of standardising the levels of language exams in different regions. It is very widely used internationally and all important exams are mapped to the CEFR. There are six levels: A1, A2, B1, B2, C1, C2. B1 Threshold The ability to express oneself in a limited way in familiar situations and to deal in a general way with nonroutine information. B1 Preliminary, formerly known as Cambridge English: Preliminary (PET), is one of our Cambridge English Qualifications. It is the English language exam that shows you have mastered the basics. A B1 Preliminary qualification shows that you have mastered the basics of English and now have practical language skills for everyday use.

Becoming a Screen-Savvy Family PLUGGED IN STAFF.,The Plugged in,2024-03-05 How Do Christian Parents Keep Up with Their Children's Screen Consumption? The expert media staff at Plugged In have compiled a must-read resource to help you understand the media your children consume. Years of researching and analyzing the latest media trends are compiled in Becoming a Screen-Savvy Family. Offering practical advice and strategies to help your children navigate the ever-changing landscape of pop culture, Becoming a Screen Savvy Family includes social media, music, streaming services, video games, movies, and more to help you dialogue with your children about the content that they are exposed to. The effects of technology and media consumption on children are far-reaching, impacting their mental health, sleep patterns, attention spans, and social skills. In Becoming a Screen-Savvy Family, you'll learn the effects on your children's biology, behaviors, and beliefs; traits of engaged parents, creating a game plan, and how to step in when needed; how to screen those screens; and practical strategies for limiting screen time and thinking critically about media. Becoming a Screen-Savvy Family will quickly become an essential tool to guide your family's relationship with media and your child's screen consumption.

Canada ,

The Art of Cyberwarfare Jon DiMaggio,2022-04-26 A practical guide to understanding and analyzing cyber attacks by advanced attackers, such as nation states. Cyber attacks are no longer the

domain of petty criminals. Today, companies find themselves targeted by sophisticated nation state attackers armed with the resources to craft scarily effective campaigns. This book is a detailed guide to understanding the major players in these cyber wars, the techniques they use, and the process of analyzing their advanced attacks. Whether you're an individual researcher or part of a team within a Security Operations Center (SoC), you'll learn to approach, track, and attribute attacks to these advanced actors. The first part of the book is an overview of actual cyber attacks conducted by nation-state actors and other advanced organizations. It explores the geopolitical context in which the attacks took place, the patterns found in the attackers' techniques, and the supporting evidence analysts used to attribute such attacks. Dive into the mechanisms of: North Korea's series of cyber attacks against financial institutions, which resulted in billions of dollars stolen The world of targeted ransomware attacks, which have leveraged nation state tactics to cripple entire corporate enterprises with ransomware Recent cyber attacks aimed at disrupting or influencing national elections globally The book's second part walks through how defenders can track and attribute future attacks. You'll be provided with the tools, methods, and analytical guidance required to dissect and research each stage of an attack campaign. Here, Jon DiMaggio demonstrates some of the real techniques he has employed to uncover crucial information about the 2021 Colonial Pipeline attacks, among many other advanced threats. He now offers his experience to train the next generation of expert analysts.

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