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- Write highly findable content, and then make it even more visible
- Start a feedback loop for continually optimizing both tactics and strategy
- Globalize Internet marketing for diverse languages and cultures
- Translate your performance into boardroom-ready reports

CATHERINE JUON, Co-Founder & Catalyst of Pure Visibility, has worked in the Internet space for nearly 20 years. She has extensive experience helping companies develop integrated online marketing strategies that leverage online advertising, search engine marketing, and social media. DUNRIE ALLISON GREILING, Director of Happiness at Pure Visibility, works with analysts to derive actionable recommendations from complex web data and develop strategic Internet marketing plans. She has more than a decade of web content and project-management experience. CATHERINE BUERKLE has 18+ years of experience in usability design, web-based media, technical communication, project management, and marketing. She founded ArborComm, Inc., and co-founded the Digital Design Institute of Michigan. ISBN-13: 978-0-7897-4789-1 ISBN-10: 0-7897-4789-8

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effects as the use of IT expands.

Sales Force Management Mark W. Johnston, Greg W. Marshall, 2016-04-14 In this latest edition of Sales Force Management, Mark Johnston and Greg Marshall continue to build on the tradition of excellence established by Churchill, Ford, and Walker, increasing the book's reputation globally as the leading textbook in the field. The authors have strengthened the focus on managing the modern tools of selling, such as customer relationship management (CRM), social media and technology-enabled selling, and sales analytics. It's a contemporary classic, fully updated for modern sales management practice. Pedagogical features include: Engaging breakout questions designed to spark lively discussion Leadership challenge assignments and mini-cases to help students understand and apply the principles they have learned in the classroom Leadership, Innovation, and Technology boxes that simulate real-world challenges faced by salespeople and their managers New Ethical Moment boxes in each chapter put students on the firing line of making ethical choices in sales Role Plays that enable students to learn by doing A selection of comprehensive sales management cases on the companion website A companion website features an instructor's manual, PowerPoints, and other tools to provide additional support for students and instructors.

Antitrust Analysis of Online Sales Platforms & Copyright Limitations and Exceptions Bruce Kilpatrick, Pierre Kobel, Pranvera Këllezi, 2018-07-03 This book gathers international and national reports from across the globe on key questions in the field of antitrust and intellectual property. The first part discusses the application of competition law to online sales platforms, which is increasingly a focus for anti-trust authorities around the world. A detailed international report explores which are the major challenges for competition law generated by the growth of online platforms. It provides an excellent comparative study of this complex and challenging subject. The second part of the book gathers contributions from various jurisdictions on the topic "To what extent do current exclusions and limitations to copyright strike a fair balance between the rights of owners and fair use by private individuals and others ? This section presents an international report, which offers an unparalleled comparative analysis of this topic, bringing together common themes and contrasting the various national provisions dealing with exceptions to copyright, amongst other things. The book also includes the resolutions passed by the General Assembly of the International League of Competition Law (LIDC) following a debate on each of these topics, which include proposed solutions and recommendations. The LIDC is a long-standing international association that focuses on the interface between competition law and

intellectual property law, including unfair competition issues.

Grow Your Online Sales Greg Jameson, 2014-01-26 The Internet has changed and grown over the past four years since this book was first published. The second edition has been completely updated with the latest information while retaining the original metaphor of growing a plant and comparing it to growing your online sales. There is still a huge misconception is that Google will drive traffic to a web site, and the best way to get noticed online is to be number one on Google. Unfortunately, it doesn't work that way. When you first start out, no one on the Internet knows who you are. They don't know where to find you, and even if they did, they probably aren't going to buy from you. It doesn't matter what shopping cart you have, who your webmaster is, or what SEO firm you use. So contends Jameson in this sometimes controversial, but accurate account of how the Internet works. The way to get people to visit your web site is to do lots and lots of creative marketing to generate word-of-mouth. YouTube videos that become viral, emails that get forwarded, press releases that get picked up and blogged about, social networking links, newsletters and other marketing efforts that provide links back to your site all help to drive traffic. Then, once you have already become popular, Google and the other search engines start to notice you, and your position begins to move up. You don't get to be popular by being number one on Google – you get to be number one by being popular in the first place! In other words, an Internet business is still a business and you are going to have to work at it to be successful. The good news is that small businesses can still compete with large business on the Internet. This book will show you how.

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