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Value Propositions that SELL Lisa Dennis,2018-08-29 In today s hyper competitive markets it s hard to get your message heard by the right buyers Without a rock solid relevant value proposition attracting and closing new customers is just plain hard Most value propositions are inside out more focused on product and service features than they are on the buyers needs Today you need a whole lot more than an elevator speech a unique selling proposition or even the one or two line statement of value from a seller to a buyer Get the road map for a Value Proposition Platform that helps you create highly relevant value based messaging for use in both marketing content and conversations with buyers Get ready to create a value proposition that SELLS Includes Development Success Tools 1 Primary research conducted with B2B buyers 2 Two in depth case studies that demonstrate how to build a value proposition platform from start to finish 3 Seven downloadable templates to guide your work step by step

Business Models For Dummies Jim Muehlhausen,2013-05-20 Write a business model Easy Business Models For Dummies helps you write a solid business model to further define your company s goals and increase attractiveness to customers Inside you ll discover how to make a value proposition define a market segment locate your company s position in the value chain create a revenue generation statement identify competitors complementors and other network effects develop a competitive strategy and much more Shows you how to define the purpose of a business and its profitability to customers Serves as a thorough guide to business modeling techniques Helps to ensure that your business has the very best business model possible If you need to update a business model due to changes in the market or maturation of your company Business Models For Dummies has you covered

Reducing Oral Health Disparities: What Can We Learn from Social, Environmental and Cultural Factors? Tamanna Tiwari,Sarah R. Baker,Judith Albino,2017-12-05 Oral health disparities are profound worldwide and they affect the quality of life of individuals of all age groups Disparities in oral health are seen in racial and ethnic minorities at different socioeconomic levels and due to differences in environment and cultural factors Several determinants of oral health have been identified at the population community family and individual levels These determinants represent a complex interplay of the social biological cultural and economic factors that in turn affect the oral health behaviors environmental exposures health care utilization To date biological factors related to oral diseases have received much attention in oral health research whilst social and cultural determinants have just started to receive recognition for their role in oral disease development and progression This research highlights that interventions designed to reduce disparities should adopt a multi level approach in order to identify the modifiable mechanisms and target all determinants of oral health disparities In this Research Topic we will focus on the role of social environmental and cultural factors in the development and progression of oral diseases their role in oral health disparities and interventions focusing on these factors to improve oral health and reduce disparities

Adaptive Innovation: An Entrepreneur's Guide To Technology Innovation Charles Cooney,Howard Califano,Virginia Cha,Uday Deshpande,Krishna Kumar Nallur,2022-11-02

This book provides a framework for translating ideas from the academic laboratory to commercial ventures. The book is designed for academic researchers, advanced PhD students, postdoctoral fellows, university faculty, and staff who believe their research ideas could be the basis for a commercial venture. The book contains a complete program to create their entrepreneurial ecosystem by enabling scientist entrepreneurs to drive their discoveries to commercial impact. The authors from MIT and SMART have been working with academic researchers in Singapore for over ten years to help them de-risk an idea for an early stage technology based venture to prepare them to raise capital and initiate a NewCo. We developed a set of best practices during this work by teaching over 300 scientists, researchers, and postdocs in our Bootcamp for academic researchers and providing them with the tools to be scientist entrepreneurs. These teams have gone on to start over 44 companies. Through our real time experience in working with academic researchers, supplemented with our personal experience in technology start-ups, we developed the Adaptive Innovation Framework. It is a must read for any researcher, scientist, or engineer in the deep tech area who wants to drive their discovery to commercial success and achieve societal impact.

Marketing Implant Dentistry Marcus Hines, 2015-08-24. A large percentage of skilled dental professionals lack the tools and comfort level required to market themselves and their dental implant practices effectively. As a consequence, these dental professionals miss several opportunities to help patients and grow their business. Even those who recognize the need for marketing often don't have the experience or training to do so effectively. Marketing Implant Dentistry meets this need by giving dentists the tools to better market and promote their practices and to gain case acceptance. Marketing Implant Dentistry presents proven approaches for attracting dental implant patients and demonstrates the use of successful communication skills, including verbal and visual aids. This book details multiple examples of patient friendly and professional letters for use in targeting both new implant patients and professional referral sources. Readers will learn the benefits of adopting non-traditional approaches such as hosting patient education seminars, as well as cultivating professional relationships with the medical community physicians for the purposes of generating untapped referral relationships. Best practices in internet and social media marketing specific to implant dentistry are also demonstrated so practices can make the most out of these low cost opportunities.

Accelerants Michael A. Boylan, 2006-12-28. Many sales processes don't work anymore, period. But companies don't know exactly what's not working or why or what needs fixing. What's worse, many companies are in denial that their processes are broken and will not support what they need to do going forward. Today it's tougher than ever for sales, marketing, and business development organizations to keep improving their revenue and profits. Potential clients want to see salespeople less, and less real decision makers hide behind skilled gatekeepers, and even when you actually reach them, they have impossibly short attention spans. Sales and closing cycles get longer, margins get thinner, and customers keep raising the bar, demanding more value, cheaper prices, and better service. Michael Boylan's Accelerants offers a powerful solution to these impediments to growth. Giving business leaders the tools to diagnose what is hindering

revenue growth Boylan first identifies twelve constraints that apply consistent downward pressure on companies making them less efficient effective and profitable He then prescribes the Accelerant Principles twelve field proven tools Boylan has perfected over twenty years that can help any organization overcome minimize or dissolve the constraints to business growth Together the Accelerant principles offer a cohesive framework that can help any business target new revenue opportunities more effectively connect with the real decision makers faster craft more persuasive value propositions deliver better pitches in less time weed out prospects who are just kicking the tires shorten closing cycles by up to 25 percent You ll read how a magazine start up used the Accelerant Principles to create such a compelling value proposition that advertisers were competing with each other to participate And how a large multinational technology firm employed these techniques to meet with top executives from day one and close unprecedented deals faster than they thought possible With ideas that are relevant timely and applicable Accelerants provides a program that will foster empowerment cohesion and clarity of purpose within any sales marketing or business development organization **You Should Test That** Chris Goward,2012-12-21

Learn how to convert website visitors into customers Part science and part art conversion optimization is designed to turn visitors into customers Carefully developed testing procedures are necessary to help you fine tune images headlines navigation colors buttons and every other element creating a website that encourages visitors to take the action you seek This book guides you through creating an optimization strategy that supports your business goals using appropriate analytics tools generating quality testing ideas running online experiments and making the adjustments that work Conversion optimization is part science and part art this guide provides step by step guidance to help you optimize your website for maximum conversion rates Explains how to analyze data prioritize experiment opportunities and choose the right testing methods Helps you learn what to adjust how to do it and how to analyze the results Features hands on exercises case studies and a full color insert reinforcing key tactics Author has used these techniques to assist Fortune 500 clients You Should Test That explains both the why and the how of conversion optimization helping you maximize the value of your website

Computational Thinking for the Modern Problem Solver David D. Riley,Kenny A. Hunt,2014-03-27 Through examples and analogies Computational Thinking for the Modern Problem Solver introduces computational thinking as part of an introductory computing course and shows how computer science concepts are applicable to other fields It keeps the material accessible and relevant to noncomputer science majors With numerous color figures this classroom tested book focuses on both foundational computer science concepts and engineering topics It covers abstraction algorithms logic graph theory social issues of software and numeric modeling as well as execution control problem solving strategies testing and data encoding and organizing The text also discusses fundamental concepts of programming including variables and assignment sequential execution selection repetition control abstraction data organization and concurrency The authors present the algorithms using language independent notation **Business Planning for Nerds Guide Book: Business for**

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