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35 SIZZLING Ways to Heat up Your Business and Ignite Your Sales

Lisbeth Calandrino

"An absolute must-read for all progressive thinking sales and customer service reps."

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Sizzling Customer Service

Shasha Hu

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Nesheim, 2005-05-31 A Silicon Valley veteran and author of the bestsellerHigh Tech Start Upreveals the nature of unfair advantage that holy grail for every company the mysterious quality that separates successful businesses from the nine out of ten that fail and then shows how to create an unfair advantage build it into a business plan and use it to maximum effect Nesheim's first book originally self published during Silicon Valley's wild west days in the 1990s quickly moved from underground hit to business bestseller He witnessed the incredible highs and lows of the Internet bubble and he got an intimate look at why some companies weathered the storm while others went under Now in The Power of Unfair Advantage Nesheim shows you how to bring the pioneer spirit to your new enterprise whether you are starting a new company or trying to breathe new life into an old dog Unfair advantage is an enduring but often overlooked dynamic and a crucial aspect of any successful business endeavor To show you how to attain unfair advantage over your competitors he begins with a clear model Outsource everything you are not good at concentrate on those things that can be differentiated and strive for a unique consistent difference that cannot be copied Integrating these maxims with other essential elements he demonstrates with dozens of case studies how to orchestrate unfair advantage

through marketing sales engineering and operations Unfair advantage can take many forms Pager maker RIM rocketed to the top of the mobile wireless email market with Blackberry by employing an unfair advantage that it alone possessed pager technology and pager infrastructure Alternately an unfair advantage can come from a unique relationship with a strategic alliance partner as when Flextronics pulled Handspring out of a life threatening crisis The Power of Unfair Advantageis an essential handbook for every manager who is responsible for introducing a new product or service and every entrepreneur and would be who plans to start a company Unfair advantage is here to stay learn how to lasso its power rise above the Digital Marketing Excellence Dave Chaffev, PR competition and build a flourishing long lasting business Smith, 2017-03-31 Now in its fifth edition the hugely popular Digital Marketing Excellence Planning Optimizing and Integrating Online Marketing is fully updated keeping you in line with the changes in this dynamic and exciting field and helping you create effective and up to date customer centric digital marketing plans A practical guide to creating and executing digital marketing plans it combines established approaches to marketing planning with the creative use of new digital models and digital tools It is designed to support both marketers and digital marketers and students of business or marketing who want a thorough yet practical grounding in digital marketing Written by two highly experienced digital marketing consultants the book shows you how to Draw up an outline digital marketing plan Evaluate and apply digital marketing principles and models Integrate online and offline communications Implement customer driven digital marketing Reduce costly trial and error Measure and enhance your digital marketing Learn best practices for reaching and engaging your audiences using the key digital marketing platforms like Apple Facebook Google and Twitter This new edition seamlessly integrates the latest changes in social media technology including expanded coverage of mobile technology demonstrating how these new ways to reach customers can be integrated into your marketing plans It also includes new sections on data analytics clearly demonstrating how marketers can leverage data to their advantage Offering a highly structured and accessible guide to a critical and far reaching subject Digital Marketing Excellence Fifth Edition provides a vital reference point for all students and managers involved in marketing strategy and implementation Digital Selling & Storytelling in Sales Box Set Matt Le Tris, Targus Hitsen, 2025-07-01 Own this Box Set comprising two Master Class Sales books based on successfully tried and tested techniques across professional settings 1 DIGITAL SELLING How to Improve Your Conversions and Build Greater Relationships Online with FREE Download Material The modern era has seen Digital Selling increase with meeting both booked and conducted online However many sales people and organizations are experiencing a decline in sales conversions This book is also about EXCELLING helping you perfect sales efforts and KPI results way above quota and targets expected allowing you to capitalize Digital Selling has its benefits Limitations of travel saving time expense and environmental costs It also reduces Sales Team burnout although burnout can still occur Either way with an increasing number of Sales Team Execs and Sales Management alike reporting lower than expected Sales

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