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Mel Robbins

New York Times Bestselling Author

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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 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

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creativity TikTok has leveled the playing field making it an indispensable tool for anyone looking to make their mark in the digital age If you're ready to harness TikTok's transformative potential and elevate your marketing game TikTok Marketing Unlocking Viral Success in the Digital Age is the book you've been waiting for Let this guide be your blueprint to building a thriving presence on the platform where trends are born communities flourish and brands grow Get your copy today and start your journey toward TikTok marketing mastery

TikTok for Sales Josué Matos, In the ever evolving digital landscape where trends shift at the speed of a click few platforms have reshaped the sales and marketing game quite like TikTok What initially seemed like a space for fun and creative videos has become a powerful tool for brands seeking authentic connections with their consumers Far from being a passing trend TikTok represents a revolution in how products and services are promoted and sold online This is the second book in a series designed to explore the potential of social media platforms for sales While the first volume Instagram for Sales Strategies to Convert Followers into Customers focused on a well established platform known for its visual and interactive appeal this book dives into a dynamic and opportunity rich terrain TikTok for Sales Viral Strategies for Growth and Conversion is an essential guide for anyone looking to harness the viral power of TikTok transforming creativity into real conversions With over 150 million active users in the United States alone and a global user base exceeding 1 billion TikTok is not just a social network but a global stage where brands can shine by telling their stories in engaging and innovative ways Through trends challenges short videos or live streams TikTok offers endless possibilities for entrepreneurs of all sizes to stand out in today's competitive market In this book I've explored every aspect of the platform from setting up an attractive business profile to advanced sales strategies and performance analysis Organized into 30 chapters the content is tailored for both beginners and seasoned professionals providing valuable and practical insights You'll learn how to navigate TikTok's algorithm create engaging content leverage features like TikTok Shopping and hashtags and build partnerships with creators to maximize your sales As a digital marketing professional inspired by my international journey I bring a global perspective to this work My name is Josu Matos author of over 50 books including Rich Uncle Poor Nephews and The Art of Reinvention With a decade of experience in digital platforms and a Bachelor's degree in Advertising Marketing and Communications underway I have dedicated my career to helping entrepreneurs succeed in the digital world My travels across Northern Ireland Canada and the United States have broadened my outlook and enabled me to develop innovative strategies which I share with you in this book Get ready to discover how to turn creativity into conversions trends into sales and followers into loyal customers Welcome to a new era of sales on TikTok Together let's explore this dynamic platform and take your business to the next level

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Gospel of Wellness Rina Raphael,2022-09-22 An excellent expos of the wellness industry Daily Telegraph Revealing Sunday Times Style Excellent Rina really knows her sh t Jameela Jamil Next level revelatory Sarah Knight internationally bestselling author of The Life Changing Magic of Not Giving a F ck What happens when the cure becomes as bad as the disease Women are pursuing their health like never before Whether it s juicing biohacking clutching crystals or sipping collagen today there is something for everyone as the wellness industry has grown from modest roots into a 4 4 trillion movement promising health and vitality in the most fashionable package So why are we suddenly all feeling so unwell Vividly told and deeply reported The Gospel of Wellness reveals how this obsession is a direct result of gender inequalities and structural sexism within medicine and society And while wellness may have sprung from good intentions we are now relentlessly bombarded

with exploitative offerings questionable ideas and a mounting pressure to maintain an illusion of control Balancing the good with the bad wellness industry journalist Rina Raphael offers a clear eyed exploration of what wellness can actually offer us knocking down the false idols that have taken hold and ultimately showing how we might shape a better future for the movement and for our well being Self Help Success Gabriel Barnes, AI, 2025-02-19 Self Help Success explores the booming self help industry analyzing why some books become bestsellers while others don t It examines the genre s growth the readers it attracts and the market forces at play The book reveals intriguing facts such as how a book s triumph depends not just on its content but on effectively meeting a societal need and smart marketing Did you know that publishing infrastructure and promotional strategies also significantly boost a book s chances This book uniquely uses publishing research and data to understand the industry unlike subjective analyses Starting with the historical roots of self help and moving to reader psychology it then dives into publishing acquisitions and marketing Case studies of both hits and misses offer tangible lessons Overall Self Help Success provides a framework for authors publishers and readers to understand what makes these books succeed offering insights into self improvement and business strategies

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