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Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for student success in this course and beyond. 104968, 104969 The Brand Story® process guides the launch of your small business - whether you plan to walk dogs, solicit major donations, or build a multi-million-dollar tech company. Dozens of Fortune 500 initiatives, non-profit campaigns, and shoestring startups have successfully launched using this approach. Most startups flounder from the belief that customers and donors make rational decisions based on the features of a product or service when in reality, customer respond to emotionally-engaging, customer-aligned brands. Bruce Miller, author and a former principal of an Atlanta creative agency, saw his younger friends and older empty-nesters starting new businesses, but without

the brand positioning needed to gain traction in the marketplace. Miller reverse-engineered his high-dollar agency process into a series of simple, low-cost steps - 1) identifying the target customer, 2) building a Brand Story, and 3) telling the world - that anyone can take to create an engaging brand. By following the steps, you will build a credible Brand Story - a love relationship with customers, prospects, and donors - that aligns your brand to their needs and desires. Table of Contents: INTRODUCTION: The improbable path by which the author became a successful brand strategist. IN THE MOOD FOR COFFEE? How successful brands pull you off the freeway through the power of association for a cup of java. BRAND POSITIONING: A BRIEF HISTORY: Fifty years ago, David Ogilvy, a door-to-door stove salesman changed the advertising industry forever by introducing the art of brand positioning. REVERSING SPACE: Learn to connect with your customers: We can still learn from Steve Jobs on how to put the customer experience first. THE BRAND STORY WORKSHOP: The step-by-step process to successfully position your nascent brand to successfully differentiate itself in the market. THE NAME GAME: More science than art - how to select the perfect name when every domain name is taken. ON YOUR MARKS, TRADEMARK! When to apply for a trademark and step-by-step, how to do it without a lawyer. CREATE A LOVE RELATIONSHIP WITH CUSTOMERS: Learn what a hip new food truck

in LA can teach us how to connect with customers. Create a 10-step Brand Platform that makes it plug-and-play easy to go to market with a consistent brand story. THE ELEVATOR PITCH: How a game-changing pitch in the men's room launched a career in clean technology. Create a 3-minute pitch that will guide your Website, sales collateral, advertising, and brand messaging LOOK AND FEEL: Let's make a logo. Create a fail-safe creative brief to leverage overseas design talent. POSITIONING NON-PROFITS: Pitching to major donors is no different than to consumers. How to position your non-profit brand. TOUCHPOINTS: Build a universe of marketing touchpoints (Web, print, social, presence, advertising, etc.) that leverage your brand story for viral impact. BRAND STORIES: Four startup stories behind the brands: We talk to the founders of Thrive Farmers, Sara Anderson, Form Yoga, and Klickly. THE ROLLERCOASTER OF RISK: How to keep your idea moving forward amid the inevitable setbacks and risk of launching a startup. Self-Action Leadership (Volumes 1 and 2) provides the first, and only, books of their kind in the academic world today. This two volume set single-handedly carves out a new and unique scholarly niche by providing the first comprehensive and secular manual to holistically address society's universal need for personal leadership and character education. Its single-minded aim is the global promotion and proliferation of leadership, character, and

life skills education in nations, communities, organizations, schools, homes, and individual lives everywhere. The concept of Self-Action Leadership (SAL) is rooted in 30 years of extensive research spanning the fields of self-leadership, leadership, action research, character education, and autoethnography. In addition to drawing on the scholarship of these extant fields, SAL simultaneously builds upon them by introducing an original theory and model that executives, administrators, scholars, teachers, and practitioners alike can universally utilize to their own advantages and to the benefit of their colleagues, subordinates, and students. Volume I—The Self-Action Leadership Theory—contains prefacing material for the combined texts. It also includes the first four book sections of the two volume set. 71 Northern Mariana Islands Investment and Business Profile - Basic Information and Contacts for Successful investment and Business Activity In times of recession, the library is more critical than ever for those who want to start a business and need to do research, and libraries are at the heart of a growing need to research business questions.

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