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foundation to understanding this core topic **Integrated Marketing Communications** Tony Yeshin,Chartered Institute of Marketing,1998 Integrated Marketing Communications is a new interpretation of one of the most difficult areas in marketing The author using his extensive teaching experience provides students with an invaluable understanding of marketing communications **Killing Giants** Stephen Denny,2011-03-31 Everyone thought Eric Ryan and Adam Lowry were crazy to start Method a new cleaning products company The category had long been dominated by P G Unilever and Colgate Palmolive Those giants had so much clout with the retail chains that their soaps had barely needed updating for decades But by taking advantage of its underdog position Method carved out a very profitable niche environmentally sound products in stylish innovative packaging Despite having a far smaller marketing budget than their competitors Method connected with a substantial minority of people who wanted to buy green but who also wanted high quality products Marketing expert Stephen Denny argues that like Method any brand can directly challenge the giant of its category and not only survive but thrive While it s inconvenient to be the little guy it can also be a blessing in disguise Giant killers can afford to shake things up and take bold steps They can be faster and nimbler than giants who are too slow and hidebound to make the painful but necessary changes to stay competitive By the time they notice that slingshot they re already keeling over During his two decades in the trenches Denny has taken on quite a few giants And he has interviewed more than seventy other giant killers across industries from software to cosmetics to aviation for their most powerful techniques Our need to work smarter with fewer resources isn t dependent on the state of the economy or on any sense of stability you think you have in your industry Denny s ten powerful strategies will help you overcome stale business thinking and bureaucracy They include Win in the last three feet Leverage someone else s investment just be there the moment the customer grabs their wallet Create thin ice arguments Shift the conversation to places where the competition can t or won t go Fight unfairly Learn how the underdog can turn the tables From the hypercompetitive world of social media to high stakes business to business sales to the trenches of retail Killing Giants is The Art of War for a new era It proves that size does matter the size of the fight in the dog **Improve Your Copywriting: Teach Yourself** Jonathan Gabay,2010-01-29 Fully revised for today s practical copywriting requirements Improve your Copywriting by one of the UK s leading copywriters reveals some of advertising s greatest creative secrets From planning to implementation it will guide you step by step through copywriting skills for a range of disciplines including the internet radio and TV business to business public relations recruitment charities and many more Throughout the book you ll find quick tips and author insights summarizsng what you have read and exercises for you to do A practical glossary with useful addresses will help you to build you skills even further So if you are ready to have fun whilst learning how to succeed in one of the most exciting areas of marketing communications read this book and explore your full copywriting potential NOT GOT MUCH TIME One and five minute introductions to key principles to get you started AUTHOR INSIGHTS Lots of instant help with common problems and quick tips for success based on the

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