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edited by richard ohmann

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Making And Selling Culture

Richard Malin Ohmann



Making And Selling Culture:

Making and Selling Culture Richard Ohmann, 1996-11-25 An inside look at cultural industries featuring interviews with key players from such companies as Twentieth Century Fox National Public Radio and Coca Cola To what extent do moviemakers television and radio producers advertising executives and marketers merely reflect trends beliefs and desires that already exist in our culture and to what extent do they consciously shape our culture to their own ends In depth interviews with ten executives from the culture industry and five scholarly analyses examine that question and address the issues of power and authority meaning and identity that arise when cultural producers define and react to audiences In their own words leaders from companies like Twentieth Century Fox National Public Radio and Warner Bros Television describe their perception of the sometimes paradoxical relationship between culture and what influences it For example while the former president of Coca Cola North America claims the company has never tried to create a trend he notes that we market in more countries than belong to the United Nations a product that has insinuated itself into the lives of the people to a point where it has become you know it s there These reflections by key players provide an unprecedented view as editor Richard Ohmann writes into the ways cultural producers imagine or know markets and how such knowledge figures in their decisions about what events experiences and products to make

Selling Culture Richard Malin Ohmann, 1996 Surveys the new practices of advertising mass distribution of goods and the birth of the inexpensive mass audience magazine at the end of the 19th century and their role in the creation of the American professional managerial class Focuses on magazine publishing careers of key personalities in the publishing world and the role of fiction in the magazines For students and general readers Annotation copyright by Book News Inc Portland OR

Ambassadors of Culture Kirsten Silva Gruesz, 2002 This polished literary history argues forcefully that Latinos are not newcomers in the United States by documenting a vast network of Spanish language cultural activity in the nineteenth century Juxtaposing poems and essays by both powerful and peripheral writers Kirsten Silva Gruesz proposes a major revision of the nineteenth century U S canon and its historical contexts Drawing on previously unpublished archival materials and building on an innovative interpretation of poetry s cultural role *Ambassadors of Culture* brings together scattered writings from the borderlands of California and the Southwest as well as the cosmopolitan exile centers of New York New Orleans and San Francisco It reads these productions in light of broader patterns of relations between the U S and Latin America moving from the fraternal rhetoric of the Monroe Doctrine through the expansionist crisis of 1848 to the proto imperialist 1880s It shows how ambassadors of culture such as Whitman Longfellow and Bryant propagated ideas about Latin America and Latinos through their translations travel writings and poems In addition to these well known figures and their counterparts in the work of nation building in Cuba Mexico and Central and South America this book also introduces unremembered women writers and local poets writing in both Spanish and English In telling the almost forgotten early history of travels and translations between U S and Latin American writers

Gruesz shows that Anglo and Latino traditions in the New World were from the beginning deeply intertwined and mutually necessary

The Art of Expanding Sales: Mastering Cross-Selling and Upselling Rich Montes, This exceptional guide unravels the hidden techniques employed by successful sales professionals to effectively cross sell and upsell products or services Through a blend of theoretical frameworks real life case studies and practical tips readers will gain a profound understanding of this intricate art Discover how to seamlessly identify and seize cross selling opportunities leverage customer preferences and optimize the upselling process to propel your sales figures to unprecedented heights [Making Crime Television](#) Anita Lam,2013-10-15 This book employs actor network theory in order to examine how representations of crime are produced for contemporary prime time television dramas As a unique examination of the production of contemporary crime television dramas particularly their writing process Making Crime Television Producing Entertaining Representations of Crime for Television Broadcast examines not only the semiotic relations between ideas about crime but the material conditions under which those meanings are formulated Using ethnographic and interview data Anita Lam considers how textual representations of crime are assembled by various people including writers directors technical consultants and network executives technologies screenwriting software and whiteboards and texts newspaper articles and rival crime dramas The emerging analysis does not project but instead concretely examines what and how television writers and producers know about crime law and policing An adequate understanding of the representation of crime it is maintained cannot be limited to a content analysis that treats the representation as a final product Rather a television representation of crime must be seen as the result of a particular assemblage of logics people creative ideas commercial interests legal requirements and broadcasting networks A fascinating investigation into the relationship between television production crime and the law this book is an accessible and well researched resource for students and scholars of Law Media and Criminology *Building a Winning Sales Force* Andris A. ZOLTNER,Prabhakant SINHA,Sally E. LORIMER,2009-02-11 Sales force effectiveness drives every company s success but keeping a sales organization at the top of its game is a constant challenge As experts in the field Andy Zoltners and Prabha Sinha have helped sales leaders around the world perfect their sales strategy operations and execution Combining strategic insight with pragmatic advice Building a Winning Sales Force provides current and aspiring sales leaders with innovative yet practical solutions to many of the most common issues faced by today s sales organizations The book shows readers how to assess how good their sales force really is identify sales force improvement opportunities implement tools and processes that have immediate impact on sales effectiveness attract and retain the best salespeople design incentive compensation plans set goals manage sales performance motivate the sales force With practical advice and case studies of companies that have conquered even the most challenging obstacles Building a Winning Sales Force will enable every company to drive sales and stay competitive [The Ultimate Guide to Selling Your Original World Language Resources](#) Erin E. H. Austin,2021-06-21 Anyone can open an online curriculum store but how many

know how to do it effectively and in a way that maximizes earning potential Based on years of experience research pitfalls and triumphs this essential guidebook supports the World Language teacher author in navigating the exciting world of selling curriculum on an online platform With this guide there is no more sifting through boring content trying to figure out how it translates to your content area as the World Language specific examples in Section 1 Opening Your Store Section 2 Filling Your Store and Section 3 Growing a Successful Store cut to the chase with real world examples for language teachers Each section provides critical tips all designed to boost sales The guided workspace pages organize planning and content strategies and serve as markers for your store s growth Whether you are just starting out or already have a store established this guide is the 1 tool to level up your online curriculum store If you are a World Language teacher who enjoys making money while you sleep this is for you

B2B Social Selling Strategy Julie Atherton,2022-11-03 Social media when deployed strategically and effectively in B2B channels offers a uniquely personal long term networking opportunity for sales teams and business professionals For many this has supercharged their sales performance with empowered teams faster results and higher revenues For others the challenges of navigating social channels for business can be daunting Concerns over social media confidence personal and professional conflicts of interest and a loss of management control can lead to a lack of action or ineffective modes of engagement B2B Social Selling Strategy provides a clear framework for identifying the right social channels connecting with potential and existing customers and measuring success against objectives and KPIs Featuring original research case studies and interviews with industry professionals the book also shows how to generate content to attract attention and gain trust work with B2B influencers and create a social selling culture Exploring how to build your personal brand in synergy with your business and integrate social selling with other sales and marketing channels it is supported by online interactive tools and templates to be used to create and execute your own social selling strategy Written by a recognized social media expert B2B Social Selling Strategy is an indispensable guide for B2B sales marketing and social media professionals

Producing Bollywood Tejaswini Ganti,2012-03-07 These efforts have been enabled by the neoliberal restructuring of the Indian state and economy since 1991

Creating Consumers Carolyn M. Goldstein,2012 Home economics emerged at the turn of the twentieth century as a movement to train women to be more efficient household managers At the same moment American families began to consume many more goods and services than they produced To guide women in th

Production of Culture/Cultures of Production Paul du Gay,1997 The contributors examine the emergence of truly global cultural products and the strategies of global cultural players analyse how culture is circulated and consider why culture has become a crucial concern in business and organisations

The Routledge Companion to the History of Advertising Robert Crawford,Jackie Dickenson,2025-08-18 With expansive global coverage from an international range of experts this unique volume critically examines the stakeholders and influences on the production dissemination and consumption of advertising from its early history via the development of mass advertising to

the emergence of the digital age Advertising has been and remains one of the most visible and influential forms of communication globally and the advertising industry is valued in the hundreds of billions worldwide While its size reach and influence have attracted considerable scholarly attention the insights from its historical growth and development are less well understood yet provide invaluable insights This authoritative reference volume provides not only a critical overview of the state of current knowledge and research in advertising history but also a global overview of the industry s growth and development This Companion is a comprehensive source of current scholarship and debate on the history of advertising for advanced students educators and researchers in advertising marketing communication and media studies and will provide an invaluable one stop literature resource for academics and informed professionals alike ProActive Sales Management William Miller,2009-07-15 As the president of a major sales company and experienced sales management trainer author William Miller provides sales managers a proven method for successfully managing both sales processes and salespeople Packed with specific field tested techniques ProActive Sales Management teaches you how to motivate a sales team get your sales team to prospect and qualify create a proactive sales culture effectively coach and counsel up and down the sales organization reduce reports to one sheet of paper and 10 minutes a week forecast with up to 90 percent accuracy and take A players to A levels Today s sales managers have to be quicker than ever being more proactive about hiring the best performers and retaining them while multitasking with managing complex sales processes in order to close more deals Filled with all new metrics and tactics for making the numbers in today s sales environment ProActive Sales Management is an invaluable resource for this brand of highly in demand leaders *Farmstead and Artisan Cheeses* Barbara Reed,Leslie James Butler,Ellen L. Rilla,2011 A resource for those interested in starting a small scale creamery Making Rain Chris Batten,2019-11-13 Don t let the negative spiral get in the way You have control of your destiny use it A personal message to you I want to finish with a personal message to you I have been selling all my life I just didn t recognise it until I started to take myself more seriously in business Once you understand that all communication is selling and all selling is communication you ll start to want to be better and more successful at this must have skill As you get better you ll also begin to recognise that great businesses focus on sustainable and exceptional results and these results all depend on communication I should say great communication So learn the skills of selling in this book and adopt the habits mentioned within these pages to If you do you ll be well on the way to being the best you can be for yourself your family your business or any business you work with Reading the book was the easy part Now you need to separate yourself from the rest by doing the tough bit putting it into practise Join the Rainmakers Club to take full advantage of more material and online help Join to connect with others set up and join conversations start your own discussions and support groups to help you and others to bridge the gap I am on the site so do connect with me and join the group that is in support of this book Or you can call me if you want a nudge to get you going Enough said let s go All the very best Chris Batten **The Complete Guide to**

Accelerating Sales Force Performance Andris A. Zoltners, Prabhakant Sinha, Greggor A. Zoltners, 2001 To boost your sales group's performance give your salespeople very specific assessments and instructions as per authors Andris A Zoltners Prabhakant Sinha and Greggor A Zoltners The trouble here is that the instructions are not only detailed they are highly technical You have to see sales as a science to make the best use of the graphs charts lists diagrams and formulas If you can make your way through the academic writing you'll find some useful hard data such as statistical evidence that backs the need for precise sales performance assessments Despite its lengthy retelling of some very basic sales principles getAbstract.com recommends this manual to the audience its authors suggest sales managers top managers salespeople who want to advance professionally divisional presidents and business owners plus business school students If you're going to be academic you might as well learn something

Production Culture John Thornton Caldwell, 2008-03-25 An investigation of the cultural practices and belief systems of Los Angeles-based film and video production workers

Cross-Cultural Selling For Dummies Michael Soon Lee, Ralph R. Roberts, 2008-11-24 Want to reach out to multicultural customers *Cross Cultural Selling For Dummies* is packed with everything you need to know to tap into multicultural markets from establishing solid relationships to adapting your advertising to meeting the needs of your new clientele You'll acquire key cross cultural skills and build a coordinated effort that engages all aspects of your business This practical easy to understand guide shows you how to measure the purchasing power of other cultures and change the way you market to them You'll learn how to do multicultural research develop a marketing campaign with wide appeal pick the right media tune your materials to the market and establish a presence in the community You'll find tips on identifying generational differences within a culture pronouncing names correctly and determining customer motivation Discover how to Reach out to multicultural customers Develop strong relationships Adapt your sales presentations and techniques Clear language barriers Boost your street cred Present appealing financing options Create a foundation for long term success Handle negotiations with skilled hagglers Recognize and overcome objections Adopt techniques to close the sale Create a strong referral base Avoid cultural conflicts Maintain a diverse sales team You can realize the incredible untapped potential of the multicultural market to send your sales soaring and your profits off the charts *Cross Cultural Selling For Dummies* shows you how

Sales Excellence Christian Homburg, Heiko Schäfer, Janna Schneider, 2012-10-24 This book presents a very novel and strategic approach to Sales Management an area that has suffered from a lack of sophistication in practice This content rich and thought provoking book has a very unique positioning It considers the sales performance of an organization at a very high strategic level and offers specific guidance in managing not just a few direct reports but an entire organization's sales function The book includes many useful tools and guidelines and is enhanced with numerous examples that help bring the concepts to life and make them very approachable for the trade market A checklist based scoring system that is utilized throughout the book allows readers to specifically evaluate their own company as well as to track its progress as concepts are applied over time

This work is an essential resource and thought provoking read for ambitious Sales Managers including CEO level executives

Sport Promotion and Sales Management Richard L. Irwin, William Anthony Sutton, Larry M. McCarthy, 2008 This is a guide to promotion and sales in the sport industry Experts from the classroom and sports field offer insights and experiential data on the skills needed to succeed in sports promotion and sales

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