

Making Meaning: How Successful Businesses Deliver Meaningful Customer Experiences

Steve Diller, Nathan Shedroff, and Darrel Rhea. Berkeley, CA: Peachpit Press, 2006. 140 pages.

Reviewed by Marina Lin, Illinois Institute of Technology, Chicago

A BROADBAND COMPANY combines Internet, telecommunications, and cable television to “deliver your world to you.” A home appliances company advertises its new washer and dryer as products beautifully designed not only to carry out their basic uses but also to decorate the home and function with minimal environmental impact. These companies do more than simply mass produce products and make a profit; their intention is to create meaningful experiences for their customers. According to *Making Meaning* by Steve Diller, Nathan Shedroff, and Darrel Rhea, a meaningful experience with a product does not occur when a consumer uses a product; a meaningful experience occurs when a product becomes part of and improves the consumer’s life. For a teenage girl, a meaningful experience might occur when a new service lets her and her friends download and listen to music together, thus developing a sense of community for her. A meaningful experience is apparent when, for example, a man talks about his relationship with a soft drink in the same way he talks about his wife.

Making Meaning establishes that the practice of creating meaningful products and services should be a deeply rooted corporate belief and that the practice should be pervasive throughout all departments of a corporation. In other words, a commitment to making meaning should be real, not just part of an image that is projected to the

Making Meaning How Successful Businesses Deliver Meaningful Customer Experiences

Yicheng Fang



Making Meaning How Successful Businesses Deliver Meaningful Customer Experiences:

Enjoying the Melody of Term: An Psychological Symphony within **Making Meaning How Successful Businesses Deliver Meaningful Customer Experiences**

In some sort of used by monitors and the ceaseless chatter of immediate communication, the melodic beauty and emotional symphony produced by the prepared word usually disappear in to the back ground, eclipsed by the persistent sound and disruptions that permeate our lives. However, nestled within the pages of **Making Meaning How Successful Businesses Deliver Meaningful Customer Experiences** a marvelous fictional value overflowing with fresh feelings, lies an immersive symphony waiting to be embraced. Constructed by an elegant musician of language, this captivating masterpiece conducts viewers on a psychological journey, well unraveling the hidden tunes and profound influence resonating within each carefully constructed phrase. Within the depths with this emotional review, we will explore the book is key harmonies, analyze its enthralling publishing style, and submit ourselves to the profound resonance that echoes in the depths of readers souls.

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