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Motivational Marketing Robert Imbriale, 2007-06-02 Why Do People Buy Anyway Every businessperson sales professional advertising copywriter should be endlessly exploring this question Sadly few do Instead most stay stubbornly focused on the question of how can we make them buy our thing And sadly most training remains focused on selling We are all better served pondering the psychology of the buyer rather than the techniques and tactics of selling That's what Robert Imbriale has done in *Motivational Marketing* This book is a valuable exercise in being about the customer From the Foreword by bestselling author Dan S Kennedy Building an Effective IoT Ecosystem for Your Business Sudhi R. Sinha, Youngchoon Park, 2017-07-20 This descriptive practical guide explains how to build a commercially impactful operationally effective and technically robust IoT ecosystem that takes advantage of the IoT revolution and drives business growth in the consumer IoT as well as industrial internet spaces With this book executives business managers developers and decision makers are given the tools to make more informed decisions about IoT solution development partner ecosystem design and the monetization of products and services Security and privacy issues are also addressed Readers will explore the design guidelines and technology choices required to build commercially viable IoT solutions but also uncover the various monetization and business modeling for connected products **Efficient Marketing for Agriculture** Theodore Macklin, 1922 Readings in Marketing Principles Ivan Wright, Charles Edward Landon, 1926 *Marketing Principles* Theodore Macklin, 1924

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