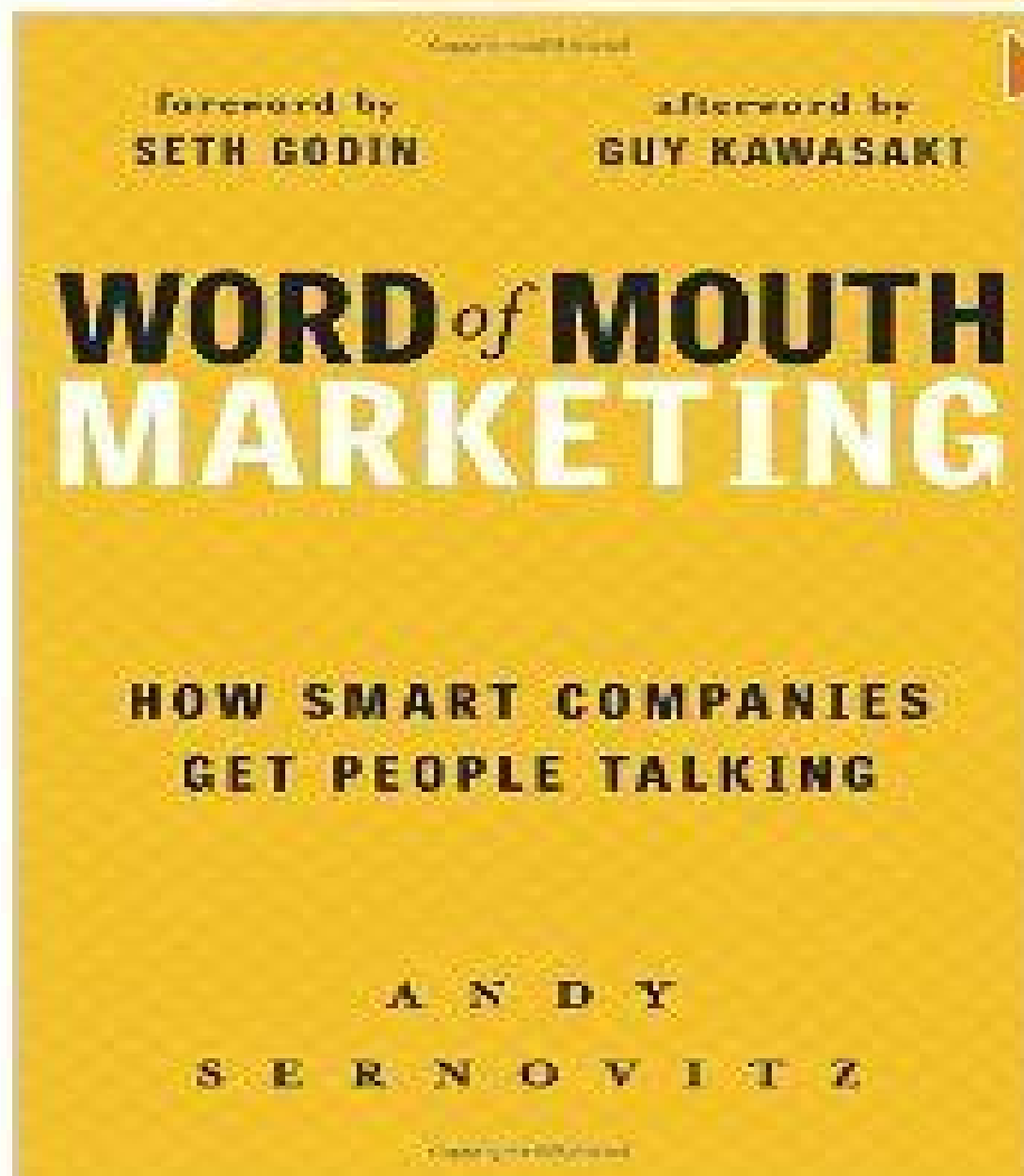


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The Secrets of Word-of-Mouth Marketing George Silverman, 2011-02-23 In the widely well received first edition of The Secrets of Word of Mouth Marketing author George Silverman provided readers step by step guidance with his innovative Decision Matrix for constructing a word of mouth marketing campaign that exponentially increases revenue Now extensively revised to reflect the profound changes in the marketplace from new attitudes and communication methods to new ways of relating to increasingly wary web and social media users the second edition of this groundbreaking book shows readers how they can move beyond traditional approaches to identify potential buyers and compose the kind of message that inspires customers to spread the word about products and services Featuring enlightening case studies and examples The Secrets of Word of Mouth Marketing simplifies the process of choosing your delivery method harnessing the power of influencers and measuring results Whether you're wondering how to navigate the latest digital media or interested in learning what Malcolm Gladwell got wrong this helpful tool is still the ultimate word on word of mouth

Mastering the World of Marketing Eric Taylor, David Riklan, 2011-05-04 The best of the best strategies from leading marketers There are

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Word of Mouth and Social Media Allan J. Kimmel, Philip J. Kitchen, 2016-12-19 This collection examines a key new development in the contemporary marketing landscape the relationship between the informal exchange of information and advice among consumers known as word of mouth WOM and emerging social media Whereas WOM has been around since as long as people have engaged in conversations its transmission is no longer limited to face to face interactions over the clothesline and across backyard fences Today the dissemination of WOM through online channels such as Facebook Twitter LinkedIn YouTube channels blogs and consumer forums has significantly altered the alacrity by which product and service messages are spread across a dramatically expanded consumer audience As marketing practitioners have come to recognize the power of online WOM in terms of its impact on consumer beliefs attitudes and purchasing behavior effective strategies for leveraging the consumer conversation require greater insight and understanding of WOM and social media Towards that end this book offers ground breaking research from an impressive array of internationally renowned marketing researchers on the nature and dynamics of WOM transmitted through social media channels advancing our understanding of consumer influence which to date has largely focused on offline WOM Among the topical issues covered are best practices for marketing practitioners the conversational nature of online WOM the dynamic interplay between online and offline WOM WOM measurement and monitoring and cross cultural influences on WOM This book was originally published as a special issue of the Journal of Marketing Communications

Unveiling the Energy of Verbal Art: An Emotional Sojourn through **Word Of Mouth Marketing How Smart Companies Get People Talking**

In some sort of inundated with monitors and the cacophony of instantaneous conversation, the profound power and psychological resonance of verbal art frequently fade in to obscurity, eclipsed by the regular barrage of noise and distractions. Yet, located within the musical pages of **Word Of Mouth Marketing How Smart Companies Get People Talking**, a captivating perform of fictional splendor that pulses with fresh feelings, lies an unique trip waiting to be embarked upon. Composed by a virtuoso wordsmith, this exciting opus courses viewers on an emotional odyssey, gently exposing the latent potential and profound impact stuck within the intricate web of language. Within the heart-wrenching expanse of the evocative analysis, we will embark upon an introspective exploration of the book is central subjects, dissect their fascinating publishing style, and immerse ourselves in the indelible impact it leaves upon the depths of readers souls.

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