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The Retargeting Playbook Adam Berke,Gregory Fulton,Lauren Vaccarello,2014-03-04 How to reach the 98 percent of people who leave your website without converting sales The Retargeting Playbook is a complete guide for digital marketers about how to reach the 95 to 98 percent of people who leave a brand s website without converting Retargeting gives advertisers the ability to stay in front of those people to bring them back and close the deal For that reason retargeting has emerged as a must have marketing channel yet there is a lack of content that explains how the technology actually works and best practices for using it Even marketing managers at large sophisticated brands and agencies don t have a strong grasp of this evolving channel and there are few good neutral sources on the topic Meanwhile retargeting is the cornerstone of any holistic digital advertising strategy since it improves the results of every other channel if implemented correctly Unfortunately most marketers are only utilizing the most rudimentary retargeting tactics and barely scratch the surface of its potential Explains how to stay in front of potential customers and convince them to come back and close the deal This book will be required reading for media buyers at digital agencies in house marketing managers at companies in any vertical performance marketers and ecommerce managers

Electronic Commerce Efraim Turban,David King,Jae Kyu Lee,Ting-Peng Liang,Deborrah C. Turban,2015-01-29 Throughout the book theoretical foundations necessary for understanding Electronic Commerce EC are presented ranging from consumer behavior to the economic theory of competition Furthermore this book presents the most current topics relating to EC as described by a diversified team of experts in a variety of fields including a senior vice president of an e commerce related company The authors provide website resources numerous exercises and extensive references to supplement the theoretical presentations At the end of each chapter a list of online resources with links to the websites is also provided Additionally extensive vivid examples from large corporations small businesses from different industries and services governments and nonprofit agencies from all over the world make concepts come alive in Electronic Commerce These examples which were collected by both academicians and practitioners show the reader the capabilities of EC its cost and justification and the innovative ways corporations are using EC in their operations In this edition previous editions published by Pearson Prentice Hall the authors bring forth the latest trends in e commerce including social businesses social networking social collaboration innovations and mobility

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E-Mail Marketing Dave Chaffey, 2012-05-04 Total E Mail Marketing shows how to run effective e mail campaigns aimed at both customer acquisition and retention The book covers much more than simply guidelines on e mail creative It explains how to plan and execute e mail campaigns which integrate with other online and offline communications The author draws on expertise and examples from leading European practitioners to detail practical tips to improve campaign results Packed with case studies from UK companies and checklists to get you started or improve on past campaigns the book covers the following topics Planning effective integrated e mail campaigns How to rapidly build a quality house list Sourcing opt in B2C and B2B lists Ethical and legal constraints Tools for managing inbound and outbound e mail Designing HTML and text format e mails for maximum response Writing engaging copy Key issues in planning e newsletters Measuring and improving e mail campaigns Highly structured and designed for maximum accessibility the book incorporates E mail Marketing Insights boxes which highlight critical factors for success E Mail Marketing Excellence boxes giving real world examples of best practice and Campaign Checklists to help you devise and check campaign plans A vital supplement to the author s book entitled eMarketing eXcellence this e mail marketing handbook is relevant to all marketers whether they specialise in e marketing or not as it offers an integrated campaign perspective Dave Chaffey has written many articles and books on e marketing and is a columnist for the What s New in Marketing E newsletter He has delivered E marketing workshops for the Chartered Institute of Marketing since 1997 Dave is Managing Director of Marketing Insights Limited The company specialises in devising e marketing metrics programmes to support e marketing strategy and execution Clients include 3M HSBC and NCH He is also an examiner for the CIM E Marketing award

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