Arnie Kuenn + Brad Kuenn

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Content Marketing Works 8 Steps To Transform Your Business

Richard Reeves, John Knell

Content Marketing Works 8 Steps To Transform Your Business:

Data-First Marketing Janet Driscoll Miller, Julia Lim, 2020-09-16 Supercharge your marketing strategy with data analytics In Data First Marketing How to Compete Win in the Age of Analytics distinguished authors Miller and Lim demystify the application of data analytics to marketing in any size business Digital transformation has created a widening gap between what the CEO and business expect marketing to do and what the CMO and the marketing organization actually deliver The key to unlocking the true value of marketing is data from actual buyer behavior to targeting info on social media platforms to marketing s own campaign metrics Data is the next big battlefield for not just marketers but also for the business because the judicious application of data analytics will create competitive advantage in the Age of Analytics Miller and Lim show marketers where to start by leveraging their decades of experience to lay out a step by step process to help businesses transform into data first marketing organizations. The book includes a self assessment which will help to place your organization on the Data First Marketing Maturity Model and serve as a guide for which steps you might need to focus on to complete your own transformation Data First Marketing How to Compete Win in the Age of Analytics should be used by CMOs and heads of marketing to institute a data first approach throughout the marketing organization Marketing staffers can pick up practical tips for incorporating data in their daily tasks using the Data First Marketing Campaign Framework And CEOs or anyone in the C suite can use this book to see what is possible and then help their marketing teams to use data analytics to increase pipeline revenue customer loyalty anything that drives business growth Content Marketing Works Arnie Kuenn, Brad Kuenn, 2015-01-23 The best time to start content marketing was five years ago the second best time is now It s now the time to get ahead of the competition and make content marketing truly work for your business Content Marketing Works 8 Steps to Transform Your Business is a brand new book from Arnie and Brad Kuenn that will teach marketers and organizations a process to grow their business through the convergence of search social and content marketing Content Marketing Works is a robust look at the process of creating implementing and measuring a successful content marketing program It covers the 8 Step Process of content marketing created by the experts at content marketing agency Vertical Measures and how it can be used at any organization large or small to grow traffic leads and business The 8 Steps cover Strategy Development Ideation Content Creation Optimization Promotion Distribution Lead Nurture Measurement Whether you re a small to medium sized businesses or an enterprise organization the steps outlined in this book will help you build content marketing practices from the ground up with real world case studies thoughtful lessons and expert advice packed into 290 pages Readers will learn specific ways to link SEO and content marketing how to create useful content to attract more traffic more leads and more business and how to connect with customers on a human level that encourages trust and loyalty The content in this book also uncovers answers behind questions like What exactly is content marketing How important is search these days How about social media What in the world do I do about mobile How do I set

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view of the subject Grouping the discussion around relevant subjects such as content monetization native advertising visuals vs video and the challenge of measuring results this book allows readers to cherry pick the most useful aspects of each discussion according to their interests and apply it to their own marketing initiatives With a foreword written by Tom Goodwin author of Digital Darwinism and EVP Head of Innovation at Zenith USA and containing contributions from brands such as GE General Motors HSBC Football Association Diageo and Pernod Ricard plus agencies including Oglivy Group UK Havas Zenith Vizeum Accenture this book is a truly unique resource Insight and contributions from A list industry professionals and influencers include Tim Lindsay Bob Garfield Bob Hoffman Faris Yakob Thomas Kolster Rebecca Lieb Tia Castagno Scott Donaton Rober Rose David Berkowitz Professors Mara Einstein Mark Ritson and Douglas Rushkoff Minute MBA Richard Reeves, John Knell, 2018-05-01 The fully revised new edition of the international bestseller is your shortcut to business brilliance The 80 Minute MBA is for those who want to get ahead without going back to school A traditional MBA is for either the time rich very wealthy or lucky few with a generous corporate sponsor So what happens if you want to get a hit of high quality business inspiration without spending two years back at school The 80 Minute MBA is the gateway to fresh thinking in less time than it takes a standard meeting to get past coffee and donuts The MBA in a box book is old hat Managers need the encouragement to think differently not in the same straight lines The 80 Minute MBA is an injection of inspiration creative thinking and dynamic approaches which will help you see the world of business differently Stimulating new material brings this edition right up to date with critical business thinking Including a new chapter on the platform economy and fresh technology and social media examples this book will energize and inspire you in equal measure

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