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Loyalty Management Cristina Ziliani, Marco Ieva, 2025-01-06 In this insightful text Cristina Ziliani and Marco Ieva trace the evolution of thinking contemporary themes and practice in loyalty management Loyalty management is increasingly identified with the design and management of a quality customer experience in the journey across the many touchpoints that connect the customer with the brand Evaluating the research on best practice and offering concrete examples from industry including seven international case studies the authors present a fresh take on the tools strategies and skills from loyalty programs to CRM to CX that underpin loyalty's key significance in marketing New to this 2nd edition readers will find A new chapter exploring the strategic relevance of loyalty management for company long term profitability A new chapter on loyalty and sustainability based on research on 90 case studies of loyalty initiatives worldwide supporting organizations as they strive to meet their ESG requirements and demonstrating how they can use their loyalty programs to do so Coverage of the role of touchpoints in developing loyalty from physical stores to voice assistants drawing from state of the art international scientific research Discussion of metrics and KPIs for measuring loyalty management as well as further exploration of the role of emerging technologies in particular the application of predictive and generative artificial intelligence to loyalty strategies New case studies and examples from a broader range of industries and geographical regions Celebrating 25 years of experience in research consulting and teaching within the Osservatorio Fedeltà UniPR Loyalty Observatory the authors have compiled a unique research based practice oriented text It will guide marketers business leaders and postgraduate students through the changes in marketing thought and practice of loyalty management including omnichannel AI and sustainability as well as offering practical guidance on the skills and capabilities that companies need if they want to be successful at delivering essential loyalty driving customer experiences *Digital Marketing* Dave Chaffey, Fiona Ellis-Chadwick, 2019-02-05 Now in its seventh edition Digital Marketing provides comprehensive practical guidance on how companies can get the most out of digital media and technology to meet their marketing goals American Popular Music and Its Business in the Digital Age Music Licensing Consultant Rick Sanjek, 2024-07-18 As the long awaited sequel to American Popular Music and Its Business the First 400 Years this book offers a detailed and objective history of the evolution and effect of digital technology from 1985 through 2020 on all segments of the popular music business from CDs and stadium tours to TikTok and the effects of the COVID 19 pandemic with particular emphasis on the relationship between the creators the consumers and the business professionals who form the three major axes of the industry Author Rick Sanjek a 50 year industry veteran combines the knowledge acquired during his decades of experience with scholarly research to create a compelling narrative of the events economics and innerworkings of the modern music business *All You Need to Know About the Music Business* Donald S. Passman, 2015-11-10 Through seven editions and twenty years All You Need to Know About the Music Industry has been the essential go to reference for music business pros musicians songwriters

entertainment lawyers agents concert promoters music publishers record company execs and music managers as they try to navigate the rapid transformation of their industry From publisher description Music Business and the Experience Economy Peter Tschmuck, Philip L. Pearce, Steven Campbell, 2013-04-16 Music Business and the Experience Economy is the first book on the music business in Australasia from an academic perspective In a cross disciplinary approach the contributions deal with a wide range of topics concerning the production distribution and consumption of music in the digital age The interrelationship of legal aesthetic and economic aspects in the production of music in Australasia is also highlighted as well as the emergence of new business models the role of P2P file sharing and the live music sector In addition the impact of the digital revolution on music experience and valuation the role of music for tourism and for branding and last but not least the developments of higher music education are discussed from different perspectives *MARKETING LESSONS* Makarand Upadhyaya , Binod Mishra, , Saveeta Pawar, 2021-05-29 Solving a marketing case study doesn't only mean understanding one company You need to focus on the entire market associated with that company Without a market the company cannot have a business to focus on And that's why companies create market segments to categorize where the business would be more successful Why do companies make it to the top ranks Because of the stronger foundation and thorough understanding of the market When you choose a case to study you choose a whole bunch of related cases in it As mentioned in the first chapter there are six ways to write a case study Your objective should be clear and your research should be focused on the specified factors of the companies Marketing case studies are different Your focus is not only on the specifications of the case but rather on the promotional and marketing strategies applied by the case to gain recognition Today the market has changed a lot companies are evolving and naturally the marketing strategies are changing with time Social media is making more impact than television or news marketing However traditional marketing ways are still alive and some companies are still using them For example Casper uses banners and posters in public areas yet plans social media campaigns Spotify uses television ads in some countries to target different sets of audiences *Cross-Selling and Upselling: Maximizing Revenue from Every Customer* Ajah Excel , 2025-01-22 The key to sustainable growth isn't just acquiring new customers it's maximizing the value of the ones you already have Cross Selling and Upselling Maximizing Revenue from Every Customer is your ultimate guide to increasing revenue and strengthening customer relationships through smarter selling strategies This book explores how businesses of all sizes can effectively introduce additional products or upgrades to customers in a way that feels natural valuable and beneficial From building trust to leveraging data this guide equips you with the tools to turn every interaction into a growth opportunity Inside you'll learn how to Identify the best opportunities for cross selling and upselling in your business Craft tailored offers that enhance customer satisfaction and loyalty Use data and customer insights to make personalized relevant recommendations Train your team to recognize and seize sales opportunities in real time Measure the impact of cross selling and upselling on your bottom line Packed with case studies

actionable frameworks and proven techniques Cross Selling and Upselling helps you strike the perfect balance between maximizing revenue and providing exceptional customer experiences If you re ready to grow your revenue without chasing new leads this book will show you how to unlock the full potential of your existing customers Turn every sale into a bigger win and take your business to the next level

With Amusement for All LeRoy Ashby, 2006-05-12 Popular culture is a central part of everyday life to many Americans Personalities such as Elvis Presley Oprah Winfrey and Michael Jordan are more recognizable to many people than are most elected officials With Amusement for All is the first comprehensive history of two centuries of mass entertainment in the United States covering everything from the penny press to Playboy the NBA to NASCAR big band to hip hop and other topics including film comics television sports dance and music Paying careful attention to matters of race gender class technology economics and politics LeRoy Ashby emphasizes the complex ways in which popular culture simultaneously reflects and transforms American culture revealing that the world of entertainment constantly evolves as it tries to meet the demands of a diverse audience Trends in popular entertainment often reveal the tensions between competing ideologies appetites and values in American society For example in the late nineteenth century Americans embraced self made men such as John D Rockefeller and Andrew Carnegie the celebrities of the day were circus tycoons P T Barnum and James A Bailey Wild West star Buffalo Bill Cody professional baseball organizer Albert Spalding and prizefighter John L Sullivan At the same time however several female performers challenged traditional notions of weak frail Victorian women Adah Isaacs Menken astonished crowds by wearing tights that made her appear nude while performing dangerous stunts on horseback and the shows of the voluptuous burlesque group British Blondes often centered on provocative images of female sexual power and dominance Ashby describes how history and politics frequently influence mainstream entertainment When Native Americans blacks and other non whites appeared in the nineteenth century circuses and Wild West shows it was often to perpetuate demeaning racial stereotypes crowds jeered Sitting Bull at Cody s shows By the early twentieth century however black minstrel acts reveled in racial tensions reinforcing stereotypes while at the same time satirizing them and mocking racist attitudes before a predominantly white audience Decades later Red Foxx and Richard Pryor s profane comedy routines changed American entertainment The raw ethnic material of Pryor s short lived television show led to a series of African American sitcoms in the 1980s that presented common American experiences from family life to college life with black casts Mainstream entertainment has often co opted and sanitized fringe amusements in an ongoing process of redefining the cultural center and its boundaries Social control and respectability vied with the bold erotic sensational and surprising as entrepreneurs sought to manipulate the vagaries of the market control shifting public appetites and capitalize on campaigns to protect public morals Rock n Roll was one such fringe culture in the 1950s Elvis blurred gender norms with his androgynous style and challenged conventions of public decency with his sexually charged performances By the end of the 1960s Bob Dylan introduced the social consciousness of folk music into the rock scene and

The Beatles embraced hippie counter culture Don McLean's 1971 anthem American Pie served as an epitaph for rock's political core which had been replaced by the spectacle of hard rock acts such as Kiss and Alice Cooper While Rock n Roll did not lose its ability to shock in less than three decades it became part of the established order that it had originally sought to challenge With Amusement for All provides the context to what Americans have done for fun since 1830 showing the reciprocal nature of the relationships between social political economic and cultural forces and the way in which the entertainment world has reflected refracted or reinforced the values those forces represent in America

Strategic Social Media L. Meghan Mahoney,Tang Tang,2024-04-09 Learn to utilize social media strategies that inspire behavior change in any landscape Strategic Social Media From Marketing to Social Change Second Edition combines best social media marketing practices with the application of traditional communication behavior change and marketing theories More than a basic how to guide this innovative resource balances social media theory and real world practice in a variety of areas including advocacy public health entertainment and education With a clear and readable style the authors explain the power and possibilities of social media to influence personal relationships and social change The media environment of today is more mobile visual and personalized than ever before In the second edition of Strategic Social Media the authors incorporate advances in the field such as enhanced visual communication digital experience sharing omnichannel marketing IoT artificial intelligence mass personalization and social e commerce An entirely new chapter on utilizing social media for personal branding efforts is accompanied by new and updated examples action plans business models and international case studies throughout Covers all key aspects of strategic social media landscape messages marketing and business models social change and the future Highlights opportunities to break down barriers with institutions of power achieve greater transparency and mobilize users through social media Contains social media strategies readers can apply to any past present or future social media platform Helps practitioners make better decisions about brand objectives and evaluate and monitor social media marketing efforts Provides clear guidance on crafting social media messages that reach intended audiences and ignite dialogue and behavior change Offering comprehensive coverage of both the theory and practice of facilitating behavior change in social media audiences Strategic Social Media From Marketing to Social Change Second Edition is essential reading for undergraduate and graduate students in digital and social media marketing courses social media practitioners entrepreneurs digital content creators journalists activists and marketing and public relations professionals

Music Business Handbook and Career Guide David Baskerville,Tim Baskerville,Serona Elton,2022-11-16 The Thirteenth Edition of this powerhouse best selling text maintains its tradition as the most comprehensive up to date guide to the music industry in all of its diversity Readers new to the music business and seasoned professionals alike will find David Baskerville Tim Baskerville and Serona Elton's handbook the go to source regardless of their specialty within the music field Music Business Handbook and Career Guide is ideal for introductory courses such as Introduction to the Music Business Music and Media

and other survey courses as well as more specialized courses such as the Record Industry Music Careers Artist Management and more The fully updated Thirteenth Edition includes a comprehensive discussion of the streaming revolution where this predominant form of music consumption stands today and is heading in the future Rapid changes in music licensing are addressed and how they impact creators musical work performance licensing compulsory and negotiated mechanicals and sound recording licenses The new edition also analyzes the changing picture of music video and shows how music video has been upended by on demand streaming Lastly there is all new coverage of COVID 19 and how the concert industry has been impacted as well as digital advances that have been made

The Ultimate Digital Music Guide Michael Miller, 2012-06-24

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Confessions of the Pricing Man Hermann Simon, 2015-10-20 The world's foremost expert on pricing strategy shows how this mysterious process works and how to maximize value through pricing to company and customer In all walks of life we constantly make decisions about whether something is worth our money or our time or try to convince others to part with their money or their time Price is the place where value and money meet From the global release of the latest electronic gadget to the bewildering gyrations of oil futures to markdowns at the bargain store price is the most powerful and pervasive economic force in our day to day lives and one of the least understood The recipe for successful pricing often sounds like an exotic cocktail with equal parts psychology economics strategy tools and incentives stirred up together usually with just enough math to sour the taste That leads managers to water down the drink with hunches and rules of thumb or leave out the parts with which they don't feel comfortable While this makes for a sweeter drink it often lacks the punch to have an impact on the customer or on the business It doesn't have to be that way though as Hermann Simon illustrates through dozens of stories collected over four decades in the trenches and behind the scenes A

world renowned speaker on pricing and a trusted advisor to Fortune 500 executives Simon's lifelong journey has taken him from rural farmers markets to a distinguished academic career to a long second career as an entrepreneur and management consultant to companies large and small throughout the world Along the way he has learned from Nobel Prize winners and leading management gurus and helped countless managers and executives use pricing as a way to create new markets grow their businesses and gain a sustained competitive advantage He also learned some tough personal lessons about value how people perceive it and how people profit from it In this engaging and practical narrative Simon leaves nothing out of the pricing cocktail but still makes it go down smoothly and leaves you wanting to learn more and do more as a consumer or as a business person You will never look at pricing the same way again

Hip-Hop Authenticity and the London Scene

Laura Speers, 2017-02-17 This book explores the highly valued and often highly charged ideal of authenticity in hip hop what it is why it is important and how it affects the day to day life of rap artists By analyzing the practices identities and struggles that shape the lives of rappers in the London scene the study exposes the strategies and tactics that hip hop practitioners engage in to negotiate authenticity on an everyday basis In depth interviews and fieldwork provide insight into the nature of authenticity in global hip hop and the dynamics of cultural appropriation globalization marketization and digitization through a combined set of ethnographic theoretical and cultural analysis Despite growing attention to authenticity in popular music this book is the first to offer a comprehensive theoretical model explaining the reflexive approaches hip hop artists adopt to live out authenticity in everyday life This model will act as a blueprint for new studies in global hip hop and be generative in other authenticity research and for other music genres such as punk rock and roll country and blues that share similar issues surrounding contested artist authenticity

Billboard, 2009-08-01 In its 114th year Billboard remains the world's premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends

OECD Information Technology Outlook 2010 OECD, 2010-11-22 The 2010 edition of the OECD Information Technology Outlook analyses the economic crisis and recovery and suggests that the outlook for IT goods and services industries is good after weathering a turbulent economic period better than during the crisis at the beginning of the 2000s

Key Changes Howie Singer, Bill Rosenblatt, 2023 Tells a new story about the history of the music business and the ten technological advances that disrupted it over the last century In recent years narratives about the music industry tend to hew to a common theme it was humming along for decades until the Internet and Napster came along and disrupted it Key Changes shows that this view is incorrect the industry was actually shaken up not once in the 1990s but ten times over more than 100 years These ten disruptions came with the introduction of new formats for enjoying recorded music starting with the cylinders and discs played on early phonographs then moving through radio LPs tapes CDs television digital downloads streaming and streaming video and then into Artificial Intelligence AI which enables a wide range of new capabilities with

profound impacts upon the business This book devotes a chapter to each of these formats illustrating how such innovations beget shifts in creativity consumer behavior economics and law Each of the technological innovations covered in this book not only disrupted the music business but also fundamentally altered the industry s character And while the technologies themselves have evolved in unique and varied ways over the decades the changes within the business follow a clear pattern Veteran music industry professionals and music technology experts Howie Singer and Bill Rosenblatt illuminate this pattern through a framework they term the 6 Cs cutting edge technology channels of distribution creators consumers cash copyright This framework provides insight into how such disparate innovations similarly disrupted and transformed the music business in each era Extensively researched and supplemented by interviews with Grammy winning artists producers and executives the book provides an insightful perspective on the ways technology has fundamentally altered the music industry throughout history and into the present era

Competition Law, Regulation and Digital Platforms Ruth Taplin, Kazuhiko Fuchikawa, 2025-05-06 This book confronts and analyses how competition law in its present form is unable to deal with the new advances in digital technology that have made tech giants not subject to national jurisdictions as they straddle the world with a particular focus on Japan China UK EU and USA Demonstrating how the gatekeeping role of digital platforms has broken through the boundaries of national regulation this book highlights examples where companies have broken and infringed antitrust law with impunity pursuing self preferencing and unfair competition practices solely for their own profitability It also identifies how tech giants can open their digital platforms for fair use by consumers small and medium enterprises SMEs and creators while still allowing tech giants to maintain their important role as gatekeepers of digital security that protects users from cyberattacks This is followed by an examination of the similarities between tech giants and big pharma within the competition law and intellectual property context revealing how tech giants are beginning to target the healthcare sector Exploring how intellectual property rights are interwoven through new modernising regulations to curtail the dominance of Big Tech on digital platforms this book will appeal to students scholars and practitioners of Business Ethics Intellectual Property Law and Regulation

The Subscription Playbook Robert Coorey, MBA, 2023-09-12 Are you tired of unpredictable cash flow in your business Do you wish you could have a steady stream of customers that pay every month The Subscription Playbook shows readers how to add subscription revenue to any business and protect from competitive threats The book is a combination of Robert Coorey s personal stories and best practices from large and small companies It teaches how even the most traditional businesses such as doctors offices coffee shops and restaurants can add subscription billing to their business You will learn How almost any small business even on a shoestring budget can get started with adding subscription revenue Exact steps and specific directions to introduce subscription revenue and enjoy predictable cash flow The ten factors to protect a subscription business from the competition and one little known factor that is more powerful than the rest combined Unusual ways to build a subscription business that is difficult to copy and highly

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probability of success in the entertainment industry Entertainment Science is poised to inspire fresh new thinking among managers students of entertainment and scholars alike Thorsten Hennig Thureau and Mark B Houston two of our finest scholars in the area of entertainment marketing have produced a definitive research based compendium that cuts across various branches of the arts to explain the phenomena that provide consumption experiences to capture the hearts and minds of audiences Morris B Holbrook W T Dillard Professor Emeritus of Marketing Columbia University Entertainment Science is a must read for everyone working in the entertainment industry today where the impact of digital and the use of big data can't be ignored anymore Hennig Thureau and Houston are the scientific frontrunners of knowledge that the industry urgently needs Michael K Imel media entrepreneur and Honorary Professor of Media Economics at University of Leipzig Entertainment Science's winning combination of creativity theory and data analytics offers managers in the creative industries and beyond a novel compelling and comprehensive approach to support their decision making This groundbreaking book marks the dawn of a new Golden Age of fruitful conversation between entertainment scholars managers and artists All gre Hadida Associate Professor in Strategy University of Cambridge *Fundamental Concepts of E-Commerce* Sharath Alva Karinka, 2024-11-18 The digital transformation of commerce is a defining aspect of today's business environment reshaping how organizations consumers and even societies interact with goods and services In this evolving landscape an in depth understanding of E Commerce has become essential for aspiring business professionals This textbook titled Fundamental Concepts of E Commerce has been specifically designed for 1st Semester BBA students affiliated with Mangalore University and aligned with the Karnataka State Education Policy SEP The book aims to provide foundational knowledge as well as practical insights into the fast growing field of electronic commerce It covers key concepts including the types of e commerce models online consumer behaviour digital payment systems and the regulatory landscape that governs e commerce operations in India and beyond Additionally the text addresses contemporary trends challenges and ethical considerations ensuring that students gain a well rounded understanding of the subject The structure of this book has been carefully organized to facilitate both teaching and learning It is our hope that students will find this book to be a valuable resource as they embark on their studies in business administration and build the necessary skills to thrive in the digital economy

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