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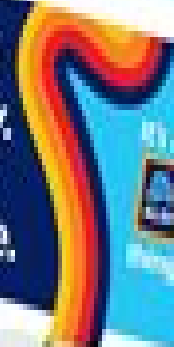


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TikTok for Sales Josué Matos, In the ever evolving digital landscape where trends shift at the speed of a click few platforms have reshaped the sales and marketing game quite like TikTok What initially seemed like a space for fun and creative videos has become a powerful tool for brands seeking authentic connections with their consumers Far from being a passing trend TikTok represents a revolution in how products and services are promoted and sold online This is the second book in a series designed to explore the potential of social media platforms for sales While the first volume Instagram for Sales Strategies to Convert Followers into Customers focused on a well established platform known for its visual and interactive appeal this book dives into a dynamic and opportunity rich terrain TikTok for Sales Viral Strategies for Growth and Conversion is an essential guide for anyone looking to harness the viral power of TikTok transforming creativity into real conversions With over 150 million active users in the United States alone and a global user base exceeding 1 billion TikTok is not just a social network but a global stage where brands can shine by telling their stories in engaging and innovative ways Through trends challenges short videos or live streams TikTok offers endless possibilities for entrepreneurs of all sizes to stand out in today's competitive market In this book I've explored every aspect of the platform from setting up an attractive business profile to advanced sales strategies and performance analysis Organized into 30 chapters the content is tailored for both beginners and seasoned professionals providing valuable and practical insights You'll learn how to navigate TikTok's algorithm create engaging content leverage features like TikTok Shopping and hashtags and build partnerships with creators to maximize your sales As a digital marketing professional inspired by my international journey I bring a global perspective to this work My name is Josu Matos author of over 50 books including Rich Uncle Poor Nephews and The Art of Reinvention With a decade of experience in digital platforms and a Bachelor's degree in Advertising Marketing and Communications underway I have dedicated my career to helping entrepreneurs succeed in the digital world My travels across Northern Ireland Canada and the United States have broadened my outlook and enabled me to develop innovative strategies which I share with you in this book Get ready to discover how to turn creativity into conversions trends into sales and followers into loyal customers Welcome to a new era of sales on TikTok Together let's explore this dynamic platform and take your business to the next level

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Media Selling Charles Warner, William Lederer, Brian Moroz, 2020-08-04 The must have resource for media selling in today s technology driven environment The revised and updated fifth edition of Media Selling is an essential guide to our technology driven programmatic micro targeted mobile multi channel media ecosystem Today digital advertising has surpassed television as the number one ad investment platform and Google and Facebook dominate the digital advertising marketplace The authors highlight the new sales processes and approaches that will give media salespeople a leg up on the competition in our post Internet media era The book explores the automated programmatic buying and selling of digital ad inventory that is disrupting both media buyers and media salespeople In addition to information on disruptive technologies in media sales the book explores sales ethics communication theory and listening emotional intelligence creating value the principles of persuasion sales stage management guides and sample in person phone and email sales scripts Media Selling offers media sellers a customer first and problem solving sales approach The updated fifth edition Contains insight from digital experts into how 82.5% of digital ad inventory is bought and sold programmatically Reveals how to conduct research on Google Analytics Identifies how media

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Dance in US Popular Culture Jennifer Atkins, 2023-07-21 This innovative textbook applies basic dance history and theory to contemporary popular culture examples in order to examine our own ways of moving in and through culture By drawing on material relevant to students Dance in US Popular Culture successfully introduces students to critical thinking around the most personal of terrain our bodies and our identities The book asks readers to think about what embodied knowledge we carry with us and how we can understand history and society through that lens what stereotypes and accompanying expectations are embedded in performance related to gender and or race for instance how such expectations are reinforced negotiated challenged embraced or rescripted by performers and audiences how readers articulate their own sense of complex identity within the constantly shifting landscape of popular culture how this shapes an active sense of their everyday lives and how this can act as a springboard towards dismantling systems of oppression Through readings questions movement analyses and assignment prompts that take students from computer to nightclub and beyond Dance in US Popular Culture readers develop their own cultural sense of dance and the moving body s sociopolitical importance while also determining how dance is fundamentally applicable to their own identity This is the ideal textbook for high school and undergraduate students of dance and dance studies in BA and BFA courses as well as those studying popular culture from interdisciplinary perspectives including cultural studies media studies communication studies theater and performance studies Chapter 11 of this book is freely available as a downloadable Open Access PDF at <http://www.taylorfrancis.com> under a Creative Commons Attribution CC BY 4.0 license

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United States Investor, 1906 *Casebook of Chinese Business Management* Mingyue Fan, Limin Wang, Dragana Ostic, 2022-05-03 This book selects Chinese excellent enterprise management cases integrating into the education system of business schools sharing China s new story to readers and boosting the process of national economic construction and enterprise transformation Chinese enterprises face unprecedented opportunities and challenges under the circumstance of

fast changing technology economy and political environment In the face of various uncertainties they have risen to prominence and constantly summed up enterprise management concepts and practical experience suitable for their own development to reshape their competitive advantages and enhance their market value Based on the investigation this book covers the major theoretical aspects of management principles such as planning organizing leading controlling and innovation The 17 selected cases from manufacturing retailing technology big data service agriculture and other industries cover strategic management entrepreneurial management human oriented management information management and organizational innovation management We hope that readers can get some valuable practical experience and enlightenment from the practices in these fields The book also includes two case study guides which guide readers to form a case study s thinking It also encourages readers to broaden their learning ideas on management

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