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Jeff Shore

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Social Media in Society Jonathon Hutchinson,Fiona Suwana,Cameron McTernan,2024-10-17 This book is about the role that social media plays in the lives of individuals societies economies and polities It therefore takes in a wide view of the emergent and changing impacts of social media platforms and social media practices As a consequence it examines social media use through various intellectual and scholarly traditions psychology sociology cultural studies economics and national and global politics but it is primarily situated in the field of media and communications studies As such it frames its analysis of social media impacts using media studies concepts and terminology and places media texts forms industries and agents

producers audiences and other users at the centre of each thematic chapter **The Cryptopians** Laura Shin,2022-02-22 The story of the idealists technologists and opportunists fighting to bring cryptocurrency to the masses In their short history Bitcoin and other cryptocurrencies have gone through booms busts and internecine wars recently reaching a market valuation of more than 2 trillion The central promise of crypto endures vast fortunes made from decentralized networks not controlled by any single entity and not yet regulated by many governments The recent growth of crypto would have been all but impossible if not for a brilliant young man named Vitalik Buterin and his creation Ethereum In this book Laura Shin takes readers inside the founding of this novel cryptocurrency network which enabled users to launch their own new coins thus creating a new crypto fever She introduces readers to larger than life characters like Buterin the Web3 wunderkind his short lived CEO Charles Hoskinson and Joe Lubin a former Goldman Sachs VP who became one of crypto's most well known billionaires Sparks fly as these outsized personalities fight for their piece of a seemingly limitless new business opportunity This fascinating book shows the crypto market for what it really is a deeply personal struggle to influence the coming revolution in money culture and power

A Research Agenda for Corporate Law Christopher M. Bruner,Marc Moore,2023-11-03 Outlining significant dynamics that may pave the way for future evolution in the field of corporate law this timely Research Agenda explores provocative and cutting edge developments to identify new directions for scholarly inquiry Bringing together a diverse group of scholars the book evaluates doctrinal and normative issues in corporate law from a range of contextual and interdisciplinary viewpoints

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Psychology of Social Networks: How Brands Create Authentic Engagement by Understanding What Motivates Us

Joe Federer,2020-09-15 From the former Head of Brand Strategy at Reddit comes a proven and thought provoking approach to the digital economy and how brands can create authentic engagement that is rooted in the fundamental motivations behind human psychology Leading marketing practitioner and thought leader Joe Federer draws on evolutionary biology anthropology neuroanatomy and psychology as well as more than a decade of hands on experience to explain why people act

so differently in various online spaces and what they are seeking from participating in each one. With a framework based on Freud's Id, Ego, and Superego model of the human psyche, he demonstrates how the internet is a digital reflection of the collective human psyche and how different social networks correspond to different mindsets. Platforms like Reddit to the unfiltered Id, Facebook and Twitter to the managed Ego, and Instagram to the ideal Superego. In the same way you behave differently when you're home alone, out with friends, communicating with family, or interacting with coworkers, people act and express themselves differently in these various online spaces. Context matters. Understanding this will enable you to develop and execute effective engagement strategies to reach your target audiences on each social network. Learn how to create content that drives sharing and word of mouth, how brands can fit natively into different types of social channels, how to balance branded social presences across different networks, why authenticity will only grow in importance to consumers. Fascinating and deeply compelling, *The Hidden Psychology of Social Networks* will equip you to make vastly more efficient use of your media buys, establish more thoughtful strategies, develop better creative, and in the end, deliver more effective marketing that provides value.

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Glastonbury Abbey, Michael (of Ambresbury), 1891 **A dictionary of Roman coins, republican and imperial, commenced by S.W. Stevenson, revised, in part, by C.R. Smith, and completed by F.W. Madden** Seth William Stevenson, 1889 **Follow Up and Close the Sale: Make Easy (and Effective) Follow-Up Your Winning Habit** Jeff Shore, 2020-07-14 Award-winning sales coach Jeff Shore shows sales professionals how to apply buyer psychology to personalize follow-ups, serve customers, and seal the deal faster. What does a sales professional do when the customer says, "Not yet"? Companies have invested thousands and even millions of dollars in CRM technology over the past decade, but frontline salespeople and sales executives alike are still groping for solutions. The problem of drift, a common phenomenon in which a prospect simply forgets about the product offering and goes dark, is persistent and rampant. Technology doesn't change behavior on its own. Behavior is changed by adopting better habits. The fact is, 44 percent of salespeople give up after one follow-up attempt. That sad reality presents a genuine opportunity. In *Follow Up and Close the Sale*, Jeff Shore offers

research based insights into the customer's buying journey to teach sales professionals how to Create and maintain Emotional Altitude for the customer Leverage speed as an advantage Personalize follow up to fulfill customer needs and provide value Overcome the mental barriers that make follow up a difficult task Select the right follow up method Stay in touch without annoying the prospect Wake up tired leads Better yet this results oriented book will make the follow up process one often dreaded as a grueling chore to be genuinely enjoyable Effective follow up is relationship based service driven and emotionally positive It's about rituals and routines rhythms and the right attitude It's about not quitting when others give up Follow up is what separates the good from the great Rerum Britannicarum Medii aevi scriptores; or Chronicles and memorials of Great Britain and Ireland during the Middle Ages Great Britain. Public Record Office, 1965

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