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Victor Yocco

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Design for the Mind Victor Yocco, 2016-06-13 Summary *Design for the Mind* Seven Psychological Principles of Persuasive Design teaches web designers and developers how to create sites and applications that appeal to our innate natural responses as humans. Author Victor Yocco, a researcher on psychology and communication, introduces the most immediately relevant and applicable psychological concepts, breaks down each theory into easily digestible principles, and shows how they can be used to inform better design. Purchase of the print book includes a free eBook in PDF, Kindle, and ePub formats from Manning Publications. About the Technology Designers and design team members need to think about more than just aesthetics. How do you handle short attention spans? How does your design encourage users to engage, browse, or buy? Fortunately, there are psychological principles that you can use in your design to anticipate and benefit from how humans think, behave, and react. About the Book: *Design for the Mind* Seven Psychological Principles of Persuasive Design teaches you to recognize how websites and applications can benefit from an awareness of our innate natural responses as humans and to apply the same principles to your own designs. This approachable book introduces the psychological principles, deconstructs each into easily digestible concepts, and then shows how you can apply them. The idea is to deepen your understanding of why people react in the ways they do. After reading the book, you'll be ready to make your work more psychologically friendly, engaging, and persuasive. What's Inside: Making design persuasive, Encouraging visitors to take action, Creating enduring messages, Meeting the needs of both engaged and disengaged visitors, Becoming a strategic influencer, Applying theory with case studies and real world examples. About the Reader: This book is for web and UX designers and developers, as well as anyone involved in customer-facing digital products. About the Author: Victor Yocco, PhD, is a research director at a Philadelphia-based digital design firm. He received his PhD from The Ohio State University, where his research focused on psychology and communication in informal learning settings. Victor regularly writes and speaks on topics related to the application of psychology to design and addressing the culture of alcohol use in design and technology. He can be found at www.victoryocco.com or [victoryocco](https://twitter.com/victoryocco) on Twitter. Table of Contents: PART 1: INTRODUCING THE APPLICATION OF PSYCHOLOGY TO DESIGN: Meeting users' needs including psychology in design; PART 2: WHY DO FOLKS ACT LIKE THAT? PRINCIPLES OF BEHAVIOR: Designing for regular use, addressing planned behavior, Risky decisions and mental shortcuts, Motivation, ability, and trigger boom; PART 3: PRINCIPLES OF INFLUENCE AND PERSUASION: NOT AS EVIL AS YOU'D THINK: Influence, getting people to like and use your design, Using family, friends, and social networks to influence users; It's not what you say, it's how you say it; Persuasion, the deadliest art; PART 4: USER EXPERIENCE DESIGN: PUTTING IT ALL TOGETHER: Case study, KidTech Design Co's Good Choice app, The next step: getting up and running. **Global Meets Digital** Vinod Jain, 2023-06-02 The world today is at the intersection of two megatrends: Globalization and Digitalization, a business revolution unfolding in real time. **Global Meets Digital** captures the many nuances of this revolution succinctly.

including its impact on our lives and business An immediate implication of this revolution is that the economic principles that underpinned business and strategy for hundreds of years such as diminishing returns to scale and resource scarcity are no longer valid for a large and growing number of products and services The book will challenge you to think differently not just about digital products but also about physical products In the global digital world products are of three kinds physical digital and smart machines products that are both physical and digital and connected to the internet a distinction missed by most books on strategy and global business The economics of each kind of products is distinct from that of the others which has strategic implications for all kinds of businesses implications such as how to compete and how to create and capture value With several mini case studies and over 100 company examples the book covers themes and cutting edge issues like the paradox of globalization digital disruption disruptive business models exponential technologies Internet of Things competition in digital markets winner take all market dynamics Industry 4.0 how to innovate strategizing for the New Normal and value creation and value capture in both B2C and B2B contexts The book derives its underpinnings from the practice of global and digital business while theory remains in the background Intended specifically for an executive professional audience Global Meets Digital should also be of value to business students and professors learning to dip their toes into a digital world Vinod Jain is an expert in global and digital strategy award winning professor Fulbright Scholar and author of an MBA textbook Global Strategy He taught at the Rutgers Business School Newark and New Brunswick and the Robert H Smith School of Business University of Maryland College Park At Maryland he was also the Founding Director of the federally funded Center for International Business Education and Research and Academic Director of Smith School's Executive MBA program in China Since leaving Maryland he has taught in China Denmark Finland Poland and India as a visiting or term professor His opinion pieces have appeared in The Washington Post The Baltimore Sun Mensa Bulletin and Economic Times and Mint India's 1 and 2 business dailies among other media In the past he worked as a middle and senior level executive with American and British multinationals Vinod has a PhD in Strategy and International Business from the University of Maryland College Park MS in Management from UCLA and MS and BS Hons in Statistics from the Indian Statistical Institute Calcutta [How to Make Money with Coupons and Promos](#) Ernest Chesney, 2018-12-27 What you will learn in this book How Amazon Prime Members Can Get Cheap Smartphones How to Save 60% on an Ugly Christmas Sweater on Amazon How to Save a Fortune at Apple Coupons Promo Codes Tricks 42 Brands That Give You Manufacturer's Coupons Just for Asking Nursing Moms Use This Promo Code for Free Bamboobies Nursing Pads How to Make This Bath Body Works Coupon Even Better The Best Coupon Sites That'll Help You Save Money Every Time You Shop Here's How to Get BOGO Movie Tickets Courtesy of Visa Checkout Why You Should Think Twice Before You Buy Coupons Online How Spotify Premium Users Can Save 50% for a Year Here's How to Get 20 Worth of Free Games at Chuck E Cheese's Couping Myths That Stop You From Saving Serious Cash When You Clip Companies That Will Send You More Than 900 in Free Coupons Here's How to Get 10

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