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Defending Your Brand : How Smart Companies Use Defensive Strategy to Deal with Competitive Attacks. [Tim Calkins] -- Competitors take any and every opportunity they can to deride and dominate their opponents in the marketplace.

Defending Your Brand : How Smart Companies Use Defensive ...

Professor Calkins is also author of the books 'Defending Your Brand: How Smart Companies Use Defensive Strategy to Deal with Competitive Attacks' and 'Breakthrough Marketing Plans'. Mr.

Defending Your Brand: How Smart Companies Use Defensive ...

Calkins, T 2012. Defending Your Brand: How Smart Companies use Defensive Strategy to Deal with Competitive Attacks. Palgrave Macmillan.

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Defending Your Brand How Smart Companies Use Defensive ...

Defending Your Brand: How Smart Companies Use Defensive Strategy to Deal with Competitive Attacks (Palgrave Macmillan, 2012), by Tim Calkins Tim Calkins (t-calkins@kellogg.northwestern.edu) is a clinical professor of marketing at Northwestern University's Kellogg School of Management and managing director of Class 5 Consulting , a marketing ...

The Best Defene

Defending Your Brand: How Smart Companies Use Defensive Strategy to Deal with Competitive Attacks (Paperback)

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The TCL has a better picture and better smart HDTV system so it's a superior TV overall, but it's also a couple hundred dollars more expensive. If you can't afford the 6-Series, this Vizio is a ...

Here Calkins shows business how to create and maintain a defensive strategy including: how to understand and get competitive intelligence; how to determine if your brand or company is at risk; how to create a defensive strategy; limiting risk and preventing a trial; understanding your own IP as a weapon - and much more.

Almost every company creates a marketing plan each year, and many spend hundreds of employee hours researching, preparing and presenting their tomes to senior executives. But most marketing plans are a waste of time; they are too long, too complicated and too dense. They end up sitting on a shelf, unread and unrealized. Breakthrough Marketing Plans is an essential tool for people who create marketing plans and people who review them. The book provides simple, clear frameworks that are easy to apply, and highlights why marketing plans matter, where they go wrong and how to create a powerful plan that will help build a strong, profitable business.

In this vivid first-person account, Jim Kilts reveals his system for success that is both cutting-edge and back-to-basics.

In this pithy yet compact book, David Wolf, provides business owners and PR practitioners with a roadmap to corporate credibility in China. Laced with thoughtful advice and braced with illustrative cases, Public Relations in China strips out the jargon and offers something rare: a practical handbook for building and defending a brand in China.

Ten years of research uncover the secret source of growth and profit ... Those who center their business on improving people's lives have a growth rate triple that of competitors and outperform the market by a huge margin. They dominate their categories, create new categories and maximize profit in the long term. Pulling from a unique ten year growth study involving 50,000 brands, Jim Stengel shows how the world's 50 best businesses—as diverse as Method, Red Bull, Lindt, Petrobras, Samsung, Discovery Communications, Visa, Zappos, and Innocent—have a cause and effect relationship between financial performance and their ability to connect with fundamental human emotions, hopes, values and greater purposes. In fact, over the 2000s an investment in these companies—the Stengel 50—would have been 400 percent more profitable than an investment in the S&P 500. Grow is based on unprecedented empirical research, inspired (when Stengel was Global Marketing Officer of Procter & Gamble) by a study of companies growing faster than P&G. After leaving P&G in 2008, Stengel designed a new study, in collaboration with global research firm Millward Brown Optimor. This study tracked the connection over a ten year period between financial performance and customer engagement, loyalty and advocacy. Then, in a further investigation of what goes on in the “black box” of the consumer’s mind, Stengel and his team tapped into neuroscience research to look at customer engagement and measure subconscious attitudes to determine whether the top businesses in the Stengel Study were more associated with higher ideals than were others. Grow thus deftly blends timeless truths about human behavior and values into an action framework – how you discover, build, communicate, deliver and evaluate your ideal. Through colorful stories drawn from his fascinating personal experiences and “deep dives” that bring out the true reasons for such successes as the Pampers, HP, Discovery Channel, Jack Daniels and Zappos, Grow unlocks the code for twenty-first century business success.

As the recent Tiger Woods scandal illustrates, brand reputation is more precarious than ever before. True and false information spreads like wildfire in the vast and interconnected social media landscape and even the most venerable brands can be leveled in a flash—by disgruntled customers, competing companies, even internal sources. Here, veteran marketing executive Jonathan Copulsky shows companies and individuals how to play brand defense in the twenty-first century. Five Signs that You Need to Pay More Attention to the Possibility of Brand Sabotage: A group of uniformed employees posts embarrassing YouTube videos, in which they display unprofessional attitudes towards their work. One of your senior executives publicly blames a supplier for product defects, even though they predate your relationship with the supplier. Your competitor’s ads trumpet their solution to the performance problems associated with your most recent product. A customer unhappy with changes made to your product design launches a Facebook group, which attracts 5,000 fans. Your outsourcing partner is prominently featured in numerous blogs and websites describing allegations of worker mistreatment and workplace safety hazards.

With virtually nonexistent oversight, the internet can easily become the judge, jury, and executioner for anyone’s reputation. Digital attacks and misinformation can cost you a job, a promotion, your marriage, even your business. Whether you’ve done something foolish yourself, are unfairly linked to another’s misdeeds, or are simply the innocent victim of a third-party attack, most of us have no idea how to protect our online reputation. How to Protect (Or Destroy) Your Reputation Online will show you how to: Remove negative content from search results. React and respond to an online attack. Understand and manage online reviews. Use marketing strategies to both improve your online reputation and bolster your bottom line. How to Protect (or Destroy) Your Reputation Online is an indispensable guidebook for individuals and businesses, offering in-depth information about popular review sites like Yelp, TripAdvisor, and Angie’s List. John also shows you how to deal with revenge porn, hate blogs, Google’s “right to be forgotten” in Europe, the business of online complaint sites, even the covert ops of reputation management.

Apple gets a lot of credit for being an innovative and cool brand. The purity in design, seamless interaction between hardware and software, as well as, the unique user-experience are usually its top-three key success factors highlighted. But, while that might be true, it is not the real secret behind its success: The underestimated and often overlooked truth lies in the way of how Apple protects its innovations. The objective of this work is to examine, why having a defense system in place, for immediate and appropriate response, is crucial for successful companies to sustain their profitability and position in the market at the same time. We will further analyze why leading incumbents fail to respond to offensive threats and lose their right to exist. Moreover, we will discuss the defensive strategies and tactics a company might utilize, when under attack. To visualize the need for and the effectiveness of successful defensive strategies, we will analyze the way how the Cupertino-based company has succeeded in retaining its leading position to become the business world’s most valuable brand of today.

Winner of the Foreword INDIES Book of the Year Award for Business and Economics Winner of the IndieReader Discovery Award for Top Business Book Winner of the Eric Hoffer Award “Clear, practical, thorough and right on the mark. It’s a must-read for people who are new to giving presentations as well as experienced presenters who want to get even better. This book belongs on everyone’s bookshelf.” Jim Lecinski Associate Professor of Marketing, Northwestern University; former Vice-President of US Sales and Service, Google, Inc. How to Wash a Chicken is not a book about public speaking (or chickens), it’s a comprehensive playbook for business leaders and people on their way up to give the best presentations of their lives, and embark on a circle of presentation success. All too often, the best intentions and most innovative ideas get lost in a poorly executed presentation. Author Tim Calkins understands the power of a compelling presentation and the difficulty in accomplishing one. The brand strategist, professor and author has been giving presentations since he was eight, when he delivered his first official presentation with an uncooperative chicken at a 4-H competition. From business updates to project recommendations to marketing plans, Calkins has given more than five thousand presentations to date. With concrete suggestions, helpful tricks, and step-by-step guidance that’s applicable to all industries, Calkins sets out to propel his readers to create and deliver effective business presentations and pitches. When all lessons from How to Wash a Chicken are applied, readers will be empowered throughout the preparation and presentation process. They will be able to present with more confidence and conviction than they ever had before, setting them on a path of professional growth.

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