



# AUTHOR'S GUIDE TO BOOK MARKETING

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More Readers, and Make More Sales.



**Book Cave and Cátia Shattuck**  
With Contributions from Sarah Mecham  
and Teyla Rachel Branton

# Advanced Methods For New Ebook Marketing Guide

**LM Reder**



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Advanced Customer Analytics Mike Grigsby, 2016-10-03 Advanced Customer Analytics provides a clear guide to the specific analytical challenges faced by the retail sector The book covers the nature and scale of data obtained in transactions relative proximity to the consumer and the need to monitor customer behaviour across multiple channels The book advocates a category management approach taking into account the need to understand the consumer mindset through elasticity modelling and discount strategies as well as targeted marketing and loyalty design A practical no nonsense approach to complex scenarios is taken throughout breaking down tasks into easily digestible steps The use of a fictional retail analyst Scott helps to provide accessible examples of practice Advanced Customer Analytics does not skirt around the complexities of this subject but offers conceptual support to steer retail marketers towards making the right choices for analysing their data Online resources include a selection of datasets to support specific chapters

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eBook Marketing Research Joseph F. Hair, Jr., Bryan Lukas, 2014-07-16 Marketing Research provides a contemporary and managerially relevant discussion of the key principles in the dynamic field of marketing research The authors take an application oriented approach providing students with the tools and skills necessary to solve business challenges and exploit business opportunities It strikes the right balance between quantitative and qualitative data discussions encouraging an understanding of best practice in data collection and analysis supported by strong theoretical discussion and relevant case studies The fourth edition has a new industry voice with insights

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