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5 SIMPLE KEYS TO
SUCCESS AND INFLUENCE

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BESTSELLING AUTHOR OF **SOCIALNOMICS**

Digital Leader 5 Simple Keys To Success And Influence Erik Qualman

**Prof. Dr. Sadu Wasistiono, M.S.,
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Digital Leadership in Higher Education Josie Ahlquist,2023-07-03 Effective leadership means we must bring our values and mission not just soundbites to our activity in the digital sphere And it s not as hard as you may think thanks to the very practical examples and exercises Josie Ahlquist has given us in this book Brandon Busteed President University Partners Kaplan Inc Often higher education leaders see social media as a burden Digital Leadership in Higher Education should be required reading in any leadership program because it clearly demonstrates how social media can and should extend leadership rather than be a burden for it Russell Lowery Hart President Amarillo CollegeIn this groundbreaking book Josie Ahlquist provides readers with the tools they need to take a strong values based approach to leadership in the various digital spaces vital to the world of higher education today Filled with real world examples and tools to negotiate this ever changing digital landscape the book fills an important niche in the literature A user manual for your digital leadership journey Each chapter includes tools and tactics as well as stories that bridge the gap between technology and connection with community This book doesn t have a recipe for cooking up the next viral video it offers lots of ways to stay true to individual and organizational values while engaging online Whether a college president dean of students associate professor or a program coordinator there is a need for leaders who aren t just early adopters and social media enthusiasts but authentic individuals who back up their technology use with a purposeful philosophy and a values based approach to their role **The Ugly**

Duckling Is a Swan Matthias Ehrhardt,2015-01-30 The ugly duckling is a swan Thus ends the fairy tale of The Ugly Duckling by Hans Christian Andersen However until that beautiful day when it met its fellow swans the little bird had to go through some tough times And the ugly duckling is not the only protagonist that faced difficult moments before seeing a happy ending There are countless fairy tales such as Cinderella and Haensel and Gretel just to name a few Rags to riches plots have been used by leaders and societies at all times throughout history to recount their own stories Interestingly turn around stories have gained more and more scientific interest also in marketing entrepreneurship and most recently even as a leadership tool Apparently we seem to like protagonists which successfully make their way through troubled times But why Is it because they might inspire or encourage us and give us hope for a good ending Or is there anything else we can learn from

the ugly duckling Cinderella and their fellow protagonists To that end the four short essays in the present book examine foundations features and actual applications of turn around stories in various areas The central aim of all of this is that turnaround stories may give entrepreneurs and leaders hope but also advice so that they after all kinds of challenges and crises in their own lives may eventually come to experience that the ugly duckling is a swan Likeable Business: Why Today's Consumers Demand More and How Leaders Can Deliver Dave Kerpen, Theresa Braun, Valerie Pritchard, 2012-10-30 It pays to be LIKEABLE You can have a rock solid business strategy unlimited resources and the most talented people on staff But only one thing is guaranteed in today s hyperconnected society if your business isn t likeable it will fail Dave Kerpen knows how important it is for a business to be liked by customers employees stakeholders and the general public He wrote the book on it His groundbreaking bestseller Likeable Social Media changed the way businesses interact with their customers on a daily basis Likeable Business lays out 11 strategies for organizations of all sizes to spur growth profits and overall success Dave Kerpen reveals the remarkable returns you ll get when you gain the trust of your customers and stakeholders In today s social media world it literally pays to be likeable Likeable Business helps any leader at a smaller mid sized company increase profits and spur growth by applying the 11 principles of business likeability such as LISTENING to customers colleagues shareholders and competitors AUTHENTICITY because today s savvy customer always knows when you re faking it TRANSPARENCY honesty builds trust and any deviation can destroy your reputation ADAPTABILITY managing change and finding new opportunities is critical to success today SIMPLICITY in design in form and in function GRATEFULNESS every thank you is appreciated and generates surprising returns Likeability spreads As a business leader you set the tone Be likeable and your staff will be likeable which in turn creates a more likeable customer experience The blueprint for everlasting business likeability is in your hands Apply Kerpen s basic principles day in and day out and profits and growth are sure to follow Praise for Likeable Business Dave Kerpen has explained why customers expect more and he gives you the tools to deliver on your brand promise Be honest be transparent and be authentic If you want to be likeable in business you must read this book Jeffrey Hayzlett bestselling author of Running the Gauntlet and The Mirror Test Dave Kerpen s manifesto on becoming a likeable leader of a likeable business applies equally well to social entrepreneurs and the nonprofit sector Gratitude is his concluding principle and I sure am grateful to Dave for writing this book Charles Best founder of DonorsChoose.org Kerpen demonstrates how building a likeable culture may be the most vital and rewarding strategy of all John Jantsch author of The Commitment Engine and Duct Tape Marketing This important persuasive book will change the way you think about and operate your business Anyone who hopes to lead successfully in the twenty first century needs to read this book Meg Cadoux Hirshberg author of For Better or For Work A Survival Guide for Entrepreneurs and Their Families From transparency to authenticity to the impact of sharing one s values via story telling Dave Kerpen s blueprints on how to run a business move from Likeable to essential Ben when people understand who you are and where

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