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5 SIMPLE KEYS TO  
**SUCCESS AND INFLUENCE**

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# Digital Leader 5 Simple Keys To Success And Influence

## Erik Qualman

**Josie Ahlquist**



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**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 Hansel 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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