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BA - 325
Jarvez Hall
02.05.2018

Online Marketing at Big Skinny - Case #1

Section one: Summary of the Case

Write a synopsis of the case highlighting key elements of the case (Minimum 200 Words)

Online marketing and capturing an audience is challenging. The wallet company Big Skinny learned that the hard way. With so many options, they didn't know where to begin to gain a following online. Research lead them to multiple options such as Algorithmic Search, Display Ads, Sponsored Search and Social Media. However, the struggle for the brand was the fact that all of their previous marketing was based on interaction and presentation to their customers and future customers at the local fair. This interaction allowed them to gain attention of the fair goers and show them exactly what they would be getting from changing over to a Big Skinny Wallet. This was difficult to replicate online. It is difficult to gain attention of anyone online let alone someone who doesn't even realize they are in need of a new skinnier wallet. Because the brand has a loyal existing customer base, they try to leverage this but sharing on their social media and on their website testimonies of their current customers raving about the wallets. However, people only see these testimonies if they are already currently on their website and or their social media pages. So there dilemma is how to initially capture the potential new consumer.

Section two: Case Questions

1. What should Kiril focus on next? What should be his lowest priority? Why? (Minimum 150 words)

I would suggest focusing on how to obtain new customers and gain more traffic to his website. Even if people aren't looking to be at wallet at that particular time, having the brand recognition to then be able to have people think of them first when they need to buy a wallet for themselves or for someone else in their life, will be very beneficial for them. As a consumer, I find it very annoying when companies blow up my email or obviously are showing me their paid

Case Study Solutions Big Skinny

Terry C. Jones



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Simple Chemical Methods for Thin Film Deposition Babasaheb R. Sankapal,Ahmed Ennaoui,Ram B. Gupta,Chandrakant D. Lokhande,2023-07-02 This book explores chemical methods for thin film deposition with diverse nanostructured morphology and their applications Unlike top down techniques chemical methods offer low cost simplicity and growth of nanostructured surface architecture with ease of small to large scale area deposition The book primarily focuses on innovative twelve chemical methods for thin film deposition on one platform Since each method has its own advantages and disadvantages it is crucial to select the specific method for specific material to be deposited depending upon what type of application is targeted Due to inclusive of diverse chemical deposition methods researcher will have knowledge about best choice of the deposition method to be adopted Inclusive methods discussed in the book are chemical bath deposition successive ionic layer adsorption and reaction ion exchange electroless deposition electrodeposition hydrothermal spray pyrolysis spin coating dip coating doctor blade screen printing and sol gel The selection of the correct procedure for material to be deposited in thin film form depends on its unique process parameters based on the kind of application and its requirement The role of preparative factors necessary for thin film alters properties related to structure and surface morphology electrical conductivity and optical band gap which have been extensively discussed along with the underlying science of film synthesis The book provides a comprehensive overview of the field of chemical methods for thin film synthesis to applications In addition to synthesis the book covers characterization instrumentation and industrial application of thin films As a result concentrated techniques will be of great interest to university college professors students and new engineers as well as postdocs and scientists in the area *InfoWorld* ,1998-08-17 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects *U.S. Traffic Calming Manual* Reid Ewing,2017-11-08 A comprehensive how to manual for traffic calming in the United States Planners and engineers can look to this manual for guidance on the appropriate use design and signing and marking of traffic calming measures For local officials developers and community associations it is an introduction to the goals and tactics of traffic calming Based in part on the first traffic calming manual taken through a formal rule making process and adopted by a state department of transportation as a supplement to its roadway design manual this book catalogs principles that have been modified by many local jurisdictions to match local priorities and preferences Standardization is key to the success of traffic calming initiatives and this book explains the processes tools and design needed to create a standard traffic calming program It also shows how municipalities can build needed flexibility into such programs Signage and markings are also key and a chapter is devoted to these issues This is the book that states and municipalities need to create effective traffic calming programs *Network World* ,1997-12-22 For more than 20 years Network World has been the premier provider of information intelligence and insight for network and IT executives

responsible for the digital nervous systems of large organizations Readers are responsible for designing implementing and managing the voice data and video systems their companies use to support everything from business critical applications to employee collaboration and electronic commerce

Manufacturing Systems and Technologies for the New Frontier Mamoru Mitsuishi,Kanji Ueda,Fumihiko Kimura,2008-05-14 Collected here are 112 papers concerned with all manner of new directions in manufacturing systems given at the 41st CIRP Conference on Manufacturing Systems The high quality material presented in this volume includes reports of work from both scientific and engineering standpoints and several invited and keynote papers addressing the current cutting edge and likely future trends in manufacturing systems The book s subjects include 1 new trends in manufacturing systems design sustainable design ubiquitous manufacturing emergent synthesis service engineering value creation cost engineering human and social aspects of manufacturing etc 2 new applications for manufacturing systems medical life science optics NEMS etc 3 intelligent use of advanced methods and new materials new manufacturing process technologies high hardness materials bio medical materials etc 4 integration and control for new machines compound machine tools rapid prototyping printing process integration etc

Understanding Thin-client/server Computing Joel P. Kanter,1998 This book is an in depth look at a hot new Windows based technology thin clients that reduce total cost of ownership by moving applications and administrative functions from the desktop to the server This radical technology lets machines in the dumb terminal category run sophisticated Windows software minus the costs and headaches of traditional PCs

Collected Case Studies in Engineering Geology, Hydrogeology and Environmental Geology Greg McNally,Michael John Knight,Robert B. Smith,1993

New Trajectories of the Internet Stephen E. Arnold,2001 Discusses technical and market developments on the Internet and what they mean for the information industry and for users Examines Internet tools such as Oracle SilverStream and freeware search engines data mining tools content management peer to peer computing and Application Service providers

American Quarterly of Roentgenology Preston Manasseh Hickey,James Thomas Case,Harry Miles Imboden,Arthur Carlisle Christie,Lawrence Reynolds,1927

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