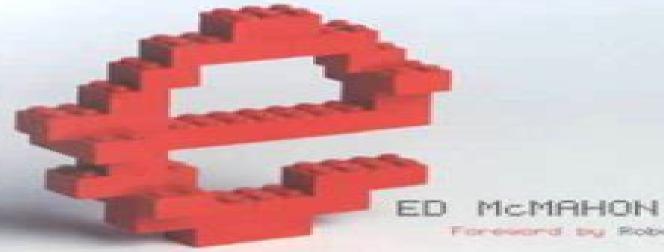
e-strategies that will transform your business

BRICKS TO CLICKS



Foreword by Robert Bernard

Bricks To Clicks E Strategies That Will Transform Your Business

David Feinleib

Bricks To Clicks E Strategies That Will Transform Your Business:

Bricks to Clicks Ed McMahon, 2000 Gone are the days when managers could throw money at the Web in the hope that some of it would stick An unplanned approach is risky Just ask Levi Strauss and Toys R Us and CD Universe Over the past two Christmas sesasons Levi Strauss and Toys R Us each suffered sales losses and brand damage when the seasonal demand overwhelmed their distribution capabilities and they failed to deliver orders taken on line And in January 2000 a security crisis threatened to sink CD Universe when an on line hacker hijacked almost 350 000 credit card numbers and threatened to post them on his Web site unless he was paid a ransom But the Internet is here to stay and many businesses have figured out how to make it work Look at Dell which pioneered the direct sales of personal computers to end consumers in an industry that had until then relied on value added resellers for the distribution of product to retail outlets Dell has proven that selling on line has unlimited potential when the go to market model is planned and executed and is continuously monitored for success Ed McMahon's message is straightforward In order to make your e business transformation successful you need a plan an overview a blueprint You need some way to assess what you have to work with and to get yourself and the other leaders in your organization united around a common purpose You need to understand your company's resources and capabilities your industry and your customer Bricks to Clicks gives you that blueprint With clear explanations and hundreds of real life examples this timely and important book tells you everything you need to know to craft your approach From e business fundamentals to understanding B2B and B2C top line and bottom line opportunities to assessing your company s internal capabilities the answers you need are here from dust jacket The Publishers Weekly ,2001 ,2000 **E-business Innovation and Change Management** Mohini Singh, Dianne Waddell, 2004-01-01 E business is an innovation that brings with it new ways of dealing with customers and business partners new revenue streams new ways of processing information new organization structures new skill sets electronic supply chains new standards and pol

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commerce of the world's leading brands and how to Make the transition from selling in store to selling and winning online Conduct online brand audits to pinpoint opportunities for improvement Increase brand equity through high quality content Maximize onine sales by understanding the key metrics you need to measure and optimize Who This Book Is For Brand managers shopper marketing professionals e commerce managers and sales professionals at brands and manufacturers buyers category managers and merchants at retailers and agency and search engine marketing professionals looking to develop expertise in e commerce so they can expand the work they do with their brand and retailer clients

Business-driven Information Technology David R. Laube, Raymond F. Zammuto, 2003 That every manager needs to know in order to use information technology effectively Business professionals will value the book because it covers a range of important areas that few know completely University students will find the book a valuable source of necessary information for technology and management courses Rarely is so much diverse expertise brought together and focused in a Global E-Commerce Strategies for Small Businesses Eduardo Da Costa, 2003-02-28 How single book Book jacket small businesses can use the Internet and e commerce to succeed in the global marketplace Small companies account for a surprising one third of U S exports and their market share is growing The Internet has played a major role in helping these companies develop an increasingly powerful international presence Global E Commerce Strategies for Small Businesses describes the export opportunities e commerce holds for small to medium size enterprises SMEs all over the world The book is organized in two parts The first uses examples and case studies of small exporting companies from six countries to show how SMEs and new entrepreneurs are not only successful but also often responsible for job creation innovation and economic growth in their regions It also examines common obstacles to exports such as local and international laws cultural differences trade barriers taxation and transport infrastructure. The second part covers the steps in setting up a global business researching business opportunities identifying and reaching out to customers building and keeping an online image closing the deal and maintaining customer support Written in a casual accessible style the book offers an overview of the tools and services available to help smaller companies flourish in the global marketplace **Using Influencer Marketing** as a Digital Business Strategy Teixeira, Sandrina, Teixeira, Sara, Oliveira, Zaila, Souza, Elnivan, 2023-12-08 Using Influencer Marketing as a Digital Business Strategy presents a comprehensive exploration of the burgeoning world of digital influencers whose impact on consumer behavior and brand promotion is rapidly transforming the marketing landscape This book delves into the most relevant topics in the field providing a valuable contribution to both management and academia alike The book delves into the essence of influencer marketing by examining the different types of influencers and their crucial role in reaching a brand s target audience The strategic partnership between influencers and brands is analyzed highlighting how these influential content creators act as powerful intermediaries between companies and potential consumers By examining the intricate relationship between influencers brands and consumers the book sheds light on the

purchase intention process and consumer habits in the digital age Given the recent emergence of influencer marketing as a prominent force this book serves as a critical reference source for researchers business executives marketing professionals influencer marketing agencies and graduate students seeking to expand their understanding of this dynamic field

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Leading the Development of Learning Capacity in Organizations Robert William George Hedley, 2002 Canadian Books in Print 2002 Marian Butler.2002-02 The Handbook of Technology Management, Supply Ouire .2002 Chain Management, Marketing and Advertising, and Global Management Hossein Bidgoli, 2010 The discipline of technology management focuses on the scientific engineering and management issues related to the commercial introduction of new technologies Although more than thirty U S universities offer PhD programs in the subject there has never been a single comprehensive resource dedicated to technology management The Handbook of Technology Management fills that gap with coverage of all the core topics and applications in the field Edited by the renowned Doctor Hossein Bidgoli the three volumes here include all the basics for students educators and practitioners The Internet Encyclopedia, Volume 2 (G - O) Hossein Bidgoli, 2004-04-27 The Internet Encyclopedia in a 3 volume reference work on the internet as a business tool IT platform and communications and commerce medium Forthcoming Books Rose Arny, 2000 Marketing the e-Business Charles Dennis, Lisa Harris, 2002-09-12 Since the much hyped dot com crash treading the e business path can be daunting In these increasingly uncertain and cynical times this useful text unpicks the challenges of e Marketing for many types of business It uses topical case studies and accompanying web material to provide an up to date study of effective marketing strategies Topics in Canadian Books in Print ,2003 **Computerworld**, 2000-02-28 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world's largest global IT media network

Bricks To Clicks E Strategies That Will Transform Your Business Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has be much more apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "Bricks To Clicks E Strategies That Will Transform Your Business," published by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we shall delve to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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