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The New Relationship Marketing Mari Smith,2011-10-25 A top social media guru shares the secrets to expanding your business through relationships People have always done business with people they know like and trust That s the essence of relationship marketing Today the popularity of online social networking has caused a paradigm shift in relationship marketing This book helps businesspeople and marketers master this crucial new skill set Social marketing expert Mari Smith outlines a step by step plan for building a sizable loyal network comprised of quality relationships that garner leads publicity sales and more If you re a businessman or businesswoman feeling the pressure to shift your approach to using social media marketing to better understand the new soft skills required for success on the social web and to improve your own leadership and relationship skills through emotional and social intelligence this book is for you Outlines how to become a significant center of influence for your customers and prospects Explains the unspoken rules of online etiquette and the common turnoffs that drive customers and potential partners away Details the unique cultures of Facebook Twitter and other popular online platforms Shows exactly what to automate and delegate to build your social media persona yet still retain the personal touch Even if you currently have zero presence online this book will help you see measurable results in a short time

Profit from Mobile Social Media Revolution Laura Maya,2013-05-22 Learn how to Engage Social Media and Triple Your Profits By 2016 Mobile Social Media will be worth about 150 billion Social Media Mobile Marketing Creates Market Opportunities Cloud computing technology mobile devices and social networking will merge to become an even more powerful force that will grow into the biggest commercial platform for many years to come Many corporations have started embracing mobile marketing and social media to help them to

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Entrepreneurship Marc H. Meyer, Frederick G. Crane, 2010-12-09 This book shows students how to

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