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The Voice Catchers Joseph Turow, 2021-05-18 Your voice as biometric data and how marketers are using it to manipulate you Only three decades ago it was inconceivable that virtually entire populations would be carrying around wireless phones wherever they went or that people's exact locations could be tracked by those devices We now take

both for granted Even just a decade ago the idea that individuals voices could be used to identify and draw inferences about them as they shopped or interacted with retailers seemed like something out of a science fiction novel Yet a new business sector is emerging to do exactly that The first in depth examination of the voice intelligence industry The Voice Catchers exposes how artificial intelligence is enabling personalized marketing and discrimination through voice analysis Amazon and Google have numerous patents pertaining to voice profiling and even now their smart speakers are extracting and using voice prints for identification and more Customer service centers are already approaching every caller based on what they conclude a caller s voice reveals about that person s emotions sentiments and personality often in real time In fact many scientists believe that a person s weight height age and race not to mention any illnesses they may have can also be identified from the sound of that individual s voice Ultimately not only marketers but also politicians and governments may use voice profiling to infer personal characteristics for selfish interests and not for the benefit of a citizen or of society as a whole Leading communications scholar Joseph Turow places the voice intelligence industry in historical perspective explores its contemporary developments and offers a clarion call for regulating this rising surveillance regime

Ultimate Guide to Amazon Advertising Timothy P. Seward, 2019-05-21 This timely book is perfect for every brand or product marketer who wants to fully leverage the Amazon platform both for sales and brand exposure Timothy s practical step by step advice is simple to follow and put into practice Steve Fisher team lead retail marketing Lenovo This book should be called the Ultimate Guide to Amazon because it s so much more than just advertising It s really about building your brand on Amazon Timothy is able to walk someone through how to do this step by step It was easy to follow I really enjoyed it Michelle Reed senior vice president Perry Ellis International Expand Your Brand Online and Offline with Amazon Advertising Amazon is where consumers search learn about and shop for your products whether from you or another seller And with 310 million active users and counting this is the ecommerce platform you can t afford to ignore Amazon advertising and customer growth expert Timothy P Seward shares nearly two decades of expertise in retail and ecommerce to lift the veil on doing business on Amazon Seward shows you how to build an aggressive streamlined advertising campaign increase your search visibility consistently capture consumer demand and accelerate new product sales without big budget national ad campaigns You ll learn how to Determine if Vendor Central or Seller Central is right for your brand Capture new customers through Sponsored Product Campaigns Apply the five essential elements of a high quality product detail page Establish metrics evaluate performance against keyword types and perform competitive analyses Add negative keywords that can benefit your advertising campaigns Apply Amazon s secret formula for long term winning

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