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money and stand out from the crowd

BrandDIYGroup Book Review: Positioning by Al Ries and Jack Trout

What's the secret to a company's continued growth and prosperity? Internationally known marketing expert Al Ries has the answer: focus. His commonsense approach to business management is founded on the premise that long-lasting success depends on focusing on core products and eschewing the temptation to diversify into unrelated enterprises. Using real-world examples, Ries shows that in industry after industry, it is the companies that resist diversification, and focus instead on owning a category in consumers' minds, that

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dominate their markets. He offers solid guidance on how to get focused and how to stay focused, laying out a workable blueprint for any company's evolution that will increase market share and shareholder value while ensuring future success.

Entrepreneur and bestselling author of *The Lean Startup*, Eric Ries reveals how entrepreneurial principles can be used by businesses of all kinds, ranging from established companies to early-stage startups, to grow revenues, drive innovation, and transform themselves into truly modern organizations, poised to take advantage of the enormous opportunities of the twenty-first century. In *The Lean Startup*, Eric

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Ries laid out the practices of successful startups – building a minimal viable product, customer-focused and scientific testing based on a build-measure-learn method of continuous innovation, and deciding whether to persevere or pivot. In *The Startup Way*, he turns his attention to an entirely new group of organizations: established enterprises like iconic multinationals GE and Toyota, tech titans like Amazon and Facebook, and the next generation of Silicon Valley upstarts like Airbnb and Twilio. Drawing on his experiences over the past five years working with these organizations, as well as nonprofits, NGOs, and governments, Ries lays out a system of entrepreneurial management that leads organizations of all sizes and from every industry to

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sustainable growth and long-term impact. Filled with in-the-field stories, insights, and tools, *The Startup Way* is an essential road map for any organization navigating the uncertain waters of the century ahead.

Examines financial crises of the past and discusses similarities between these events and the current crisis, presenting and comparing historical patterns in bank failures, inflation, debt, currency, housing, employment, and government spending.

Collection of interviews that profiles Wallace's career of twenty years, from 1987 until his suicide in 2008, that provides insight into his development as a writer

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and complicated persona.

Outlines a revisionist approach to management while arguing against common perceptions about the inevitability of startup failures, explaining the importance of providing genuinely needed products and services as well as organizing a business that can adapt to continuous customer feedback.

NOTE: NO FURTHER DISCOUNT FOR THIS PRINT PRODUCT -- OVERSTOCK SALE -- Significantly reduced list price This Surgeon General s Report details the causes and the consequences of tobacco use among youth and young adults by focusing on the

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social, environmental, advertising, and marketing influences that encourage youth and young adults to initiate and sustain tobacco use. This is the first time tobacco data on young adults as a discrete population have been explored in detail. The report also highlights successful strategies to prevent young people from using tobacco. This three volume set includes the following items: A booklet containing highlights from the 2012 Surgeon General s report on tobacco use among youth and teens ages 12 through 17 and young adults ages 18 through 26. This booklet provides an overview of tobacco use within this targeted age group. The second booklet is an Executive Summary with two messages. One message from for Kathleen Sebelius,

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Secretary of Health and Human Services and a second message from Howard Koh, Assistant Secretary of Health and contains a brief introduction to the set and summary and conclusions for each chapter contained in the final volume. The final volume contains over 800 pages of documentation, interwoven with text and data addressing the adverse health consequences of tobacco use by children and young adults. It includes research on a variety of topics, including nicotine addiction, trends in cigarette smoking among young adults, trends in smokeless tobacco use and cigar smoking over time, genetic factors in tobacco use among youth, and mass media influence on smoking to this age group to name a few. This third volume is rich with table data research

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findings to support the Surgeon General s concerns with America s use and tobacco. If you would like to find similiar products, please check out our Alcoholism, Smoking, and Substance Abuse resources collection at this link: <https://bookstore.gpo.gov/catalog/health-benefits/alcoholism-smoking-substance-abuse> "

Assessing Aid determines that the effectiveness of aid is not decided by the amount received but rather the institutional and policy environment into which it is accepted. It examines how development assistance can be more effective at reducing global poverty and gives five main recommendations for making aid more effective: targeting financial aid to poor countries with

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good policies and strong economic management;
providing policy-based aid to demonstrated reformers;
using simpler instruments to transfer resources to
countries with sound management; focusing projects
on creating and transmitting knowledge and capacity;
and rethinking the internal incentives of aid agencies.

How do you develop products that people will actually use and buy? This practical guide shows you how to validate product and company ideas through customer development research—before you waste months and millions on a product or service that no one needs or wants. With a combination of open-ended interviewing and fast and flexible research techniques, you ' ll learn

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how your prospective customers behave, the problems they need to solve, and what frustrates and delights them. These insights may shake your assumptions, but they ' ll help you reach the "ah-ha!" moments that inspire truly great products. Validate or invalidate your hypothesis by talking to the right people Learn how to conduct successful customer interviews play-by-play Detect a customer ' s behaviors, pain points, and constraints Turn interview insights into Minimum Viable Products to validate what customers will use and buy Adapt customer development strategies for large companies, conservative industries, and existing products

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As the first of the nation's 78 million baby boomers begin reaching age 65 in 2011, they will face a health care workforce that is too small and woefully unprepared to meet their specific health needs. Retooling for an Aging America calls for bold initiatives starting immediately to train all health care providers in the basics of geriatric care and to prepare family members and other informal caregivers, who currently receive little or no training in how to tend to their aging loved ones. The book also recommends that Medicare, Medicaid, and other health plans pay higher rates to boost recruitment and retention of geriatric specialists and care aides. Educators and health professional groups can use Retooling for an Aging America to

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institute or increase formal education and training in geriatrics. Consumer groups can use the book to advocate for improving the care for older adults. Health care professional and occupational groups can use it to improve the quality of health care jobs.

First-ever comprehensive introduction to the major new subject of quantum computing and quantum information.

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