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IWEMB workshop within the electronic and mobile business are studies on business model innovations customer and user behavior new concepts for entrepreneurship and leadership user centered design and lean startup methods as well as the impact on existing market structures Within this scope the aim of IWEMB is to offer a platform for researchers in this emerging research field in order to generate relevant new insights and international exchange of ideas The third workshop was held in Vestfold Norway as a two days event in September 2019 The proceedings of this workshop cover a wide range of innovative scientific work in the fields of electronic and mobile business from young and experienced researchers from all **Electronic Commerce** Efraim Turban, David King, Jae Kyu Lee, Ting-Peng Liang, Deborrah C. Turban, 2015-01-29 Throughout the book theoretical foundations necessary for understanding Electronic Commerce EC are presented ranging from consumer behavior to the economic theory of competition Furthermore this book presents the most current topics relating to EC as described by a diversified team of experts in a variety of fields including a senior vice president of an e commerce related company The authors provide website resources numerous exercises and extensive references to supplement the theoretical presentations At the end of each chapter a list of online resources with links to the websites is also provided Additionally extensive vivid examples from large corporations small businesses from different industries and services governments and nonprofit agencies from all over the world make concepts come alive in Electronic Commerce These examples which were collected by both academicians and practitioners show the reader the capabilities of EC its cost and justification and the innovative ways corporations are using EC in their operations In this edition previous editions published by Pearson Prentice Hall the authors bring forth the latest trends in e commerce including social businesses social networking social collaboration innovations and mobility **Irresistible Offers, Unstoppable Growth** Jessica Frank, Behind every successful business lies one simple truth great growth starts with a great offer In Irresistible Offers Unstoppable Growth Jessica Frank shows you how to craft offers that customers can t ignore and how to use them to fuel lasting business success Inside you ll discover how to Pinpoint what your audience truly values and is willing to pay for Design offers that trigger desire urgency and trust Combine pricing positioning and packaging into a winning formula Create upsells bundles and bonuses that multiply revenue Scale your offers without losing authenticity or customer loyalty With practical tools and inspiring case studies this book is your roadmap to creating offers so powerful they don t just sell they drive unstoppable business growth Because the right offer changes everything **Mastering AI for Strategic Business** Success Jonas Debrulle, Loïc Plé, Elliroma Gardiner, 2025-10-14 In the rapidly evolving landscape of modern business artificial intelligence AI has emerged as a transformative force redefining how organizations operate compete and thrive The advent of AI has introduced unprecedented opportunities and challenges compelling business leaders to navigate a complex intersection of technology and strategy This book provides readers with the tools and perspectives necessary to harness the power of AI responsibly ethically and effectively ultimately driving strategic business success It is an indispensable and

comprehensive resource for anyone seeking to understand the strategic implications of AI its role in shaping the future of business and how to leverage AI for strategic advantage Key Features Designed with alternating strategy and technology focused chapters that are tightly interwoven the text provides A clear integrated framework that links AI technologies directly to core strategic business decisions and operational actions Cutting edge case studies and examples illustrating how organizations across sectors are deploying AI to gain a competitive edge Companies discussed include amongst others Netflix Amazon Spotify Ocado the Adecco Group 9altitudes NatWest Group and AlterEos Pedagogical tools such as learning objectives real world examples and applications of AI and in depth discussions of technical aspects of AI support comprehension critical thinking and classroom discussion Digital support via McGraw Hill's Connect platform offering data driven simulations videos case studies and a wide bank of test questions for enhanced learning and engagement Dr Jonas Debrulle is an Associate Professor at I SEG School of Management in France and the Faculty of Economics and Business at KU Leuven in Belgium Previously he was Director of Programs at I SEG overseeing undergraduate and postgraduate programs He currently teaches international strategic management technology entrepreneurship and the impact of AI on business development Dr Lo c Pl is a Professor of Strategic Management and Director of Teaching and Learning at IESEG School of Management He has a Ph D in Management Sciences from University Paris Dauphine PSL He created I SEG Center for Educational and Technological Innovation CETI in 2009 promoting the use of technology to benefit teaching and learning Dr Elliroma Gardiner is an Organisational Psychologist and Associate Professor at QUT Business School in Australia With over 18 years of experience teaching and researching across Australia Asia and Europe she has held academic positions at the London School of Economics I SEG School of Management and Griffith University The Secret Strategies of Marketing Shah Mohammed, 2023-09-22 Unveiling the Psychology Behind Brand Success Exploring Cognitive Biases in Marketing Are you ready to discover the hidden keys to crafting irresistible marketing campaigns and decoding consumer decisions Dive into the world of cognitive biases and their profound impact on branding and advertising with The Secret Strategies of Marketing How Brands Harness Cognitive Biases to Capture Hearts and Wallets Why This Book Matters In a world bombarded by marketing messages understanding the psychology that underpins consumer behaviour is the ultimate game changer Whether you re a marketer entrepreneur business owner or an inquisitive consumer this book unravels the mysteries behind why certain brands resonate deeply while others remain forgettable Your Guide to Cognitive Biases This comprehensive guide explores a treasure trove of cognitive biases from the well known to the lesser explored offering profound insights into their applications and impact From the allure of familiarity to the power of scarcity you ll journey through a spectrum of biases that influence every purchase decision What s in Store Get ready to dive into the fascinating world of cognitive biases and marketing Explore a rich array of biases including but not limited to The Zeigarnik Effect How unfinished experiences captivate attention The Decoy Effect How an irrelevant option can shape choices Confirmation Bias

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