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EBOOK: Foundations of Marketing, 6e John Fahy, David Jobber, 2019-03-01 Valued by instructors and students alike Foundations of Marketing presents an accessible introduction to Marketing Packed with examples and end of chapter case studies highlighting the real world application of marketing concepts this fully updated Sixth Edition features digital marketing integrated throughout the chapters as well as a dedicate chapter on marketing planning and strategy Discover How marketing adds value to customers and organizations How innovative brand positioning drives commercial success How new digital marketing communication techniques are being used by companies to drive their brand awareness and engagement as well as customer retention and conversion levels How marketing planning and strategy gives direction to an organization's marketing effort and co ordinates its activities Key features Marketing Spotlights showcase the marketing innovations of brands including Adidas Crayola Samsung and KFC Marketing in Action boxes offer varied examples of real companies campaigns in the UK Scandinavia The Netherlands and internationally Critical Marketing Perspective boxes encourage critical thinking of ethical debates to stimulate student discussion about socially responsible practice and encourage critical analysis of these issues 12 brand new end of chapter Case Studies including Fjallraven Primark Uber and BrewDog give in depth analysis of companies marketing strategies with dedicated questions to provoke student enquiry Marketing Showcase videos feature interviews with business leaders and marketing professionals offering insights into how different organisations have successfully harnessed the elements of the marketing mix The Midnight Howl (ebook) Benjamin Read, Laura Trinder, 2020-09-03 Emily needs to work out why magic is leaking from the Midnight Hour but her shape shifting Pooka relatives and a terrifying haunting are standing in her way not to mention she s supposed to be grounded If she can t work out what s going wrong it could mean the end of the midnight world EBOOK: Economics for Business, 6e DAVID BEGG, DAM, 2020-01-21 EBOOK Economics for Business 6e **Black Friday Mastery: Secrets to** Scoring the Best Deals Every Year William Moore, 2024-11-19 Black Friday Mastery Secrets to Scoring the Best Deals Every Year is your ultimate guide to navigating the biggest shopping event of the year with confidence strategy and savings like never before Packed with expert tips proven strategies and insider knowledge this book will transform you into a savvy shopper who knows exactly how to find the best deals every single time In this book you ll discover The Secrets of Success Learn how to prepare for Black Friday like a pro including creating a winning budget tracking price trends and researching deals in advance Smart Shopping Strategies Master the art of timing your purchases navigating doorbusters and scoring exclusive early access discounts Tools of the Trade Get the lowdown on must have apps deal trackers and cashback programs that help you save even more Avoiding Pitfalls Stay protected with tips on spotting scams understanding return policies and dealing with warranties Year Round Savings Take what you learn and apply it to other sales events ensuring you re always getting the best value Whether you re hunting for electronics fashion or holiday gifts this comprehensive guide will help you

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teaches data driven strategies Chapter 5 Chapter 10 to optimize for low CPL 1 3 and high ROAS 3x Ad Fatigue Overexposed ads lose impact tanking CTR and raising costs Chapter 31 You ll learn to refresh creatives and rotate audiences to keep engagement high Policy Rejections Ads violating Meta's rules e g excessive text misleading claims get rejected halting campaigns Chapter 34 The system provides compliance tips and appeal processes to keep ads live Inconsistent Results Sporadic wins without a repeatable process stall growth The book delivers a scalable system Chapter 35 with automated rules and Advantage tools for predictable revenue Scaling Struggles Increasing budgets or audiences can disrupt performance You ll master gradual scaling 20 50% weekly to maintain ROAS Chapter 16 Example A beginner course creator faces rejected ads and a 0.7% CTR Using Meta Ads Demystified they revise creatives to comply with policies target a 3% Lookalike Audience and refresh ads biweekly boosting CTR to 1 8% and generating 50 leads at 2 CPL What You ll Learn in Meta Ads Demystified Meta Ads Demystified is a comprehensive system organized around three pillars Structure Strategy and Scaling each packed with actionable insights to master Meta Ads Structure Building a Campaign Foundation Create a repeatable blueprint with clear objectives e g Lead Generation Conversions multi stage funnels awareness leads sales and budget allocations Chapter 7 Chapter 20 Develop a creative library of videos Carousels and images with compelling copy e g Join 5 000 Students and a testing cadence to ensure consistency Chapter 10 Chapter 21 Example A yoga coach builds a funnel offering a free Stress Relief Planner retargeting leads with a 29 mini course and selling a 97 course with a 500 month budget split 50% top funnel 30% middle 20% bottom Strategy Driving Engagement and Conversions Master precision targeting with Lookalike Audiences interest targeting and retargeting to reach high intent buyers Chapter 5 Chapter 30 Craft compelling creatives using 10 20 second Reels social proof and urgency to boost CTR 1 5% Chapter 29 Optimize funnels with lead magnets email nurturing 5 7 email sequences and upsells to maximize AOV Chapter 27 Use bidding strategies like Lowest Cost and Cost Cap to control costs and scale efficiently Chapter 25 Example An eBook author targets Writing interests with a Carousel ad generating 150 leads at 1 50 CPL and converting 8% to a 49 eBook via email achieving a 4x ROAS Scaling Automating and Growing for Long Term Success Automate optimization with rules e g Pause if CTR 1 5% and CPL

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