DIGITAL HABITS

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Designing Digital Habits That Engage Distracted Customers

ADRIAN C. OTT

Award-Winning Author, *The 24-Hour Customer* Best Business Book of the Year

Cara Wrigley, Karla Straker

Exponential Influence? Adrian Ott, 2014-07-24 Exponential Influence® Adrian C. Ott, 2015-07-01 Everyone knows that repetition forms habits But did you know that repetition KILLS digital habits Digital Habits are powerful and different They also create a unique competitive advantage for market leaders like Google Your customers are more distracted and less loyal than ever in today s time starved always connected economy Digital Habits integrate human neuroscience with the latest technology to gain more traction throughout the customer journey This book provides fresh ideas for CMOs customer experience strategy and digital marketing executives who seek to apply the latest marketing and technology approaches to win more business You will discover Five Triggers based on neuroscience that engage every prospective buyer How Amazon Disney and Apple put customer loyalty on steroids by designing Digital Habit Ecosystems Frameworks that help you apply Digital Habit techniques to grow your business and gain a competitive edge The Exponential Influence r Book Series Exponential Influence r is a series of fast reading books that enable executives and organizations to rapidly learn about leading edge neuroscience motivation marketing leadership and technology strategies used in the Silicon Valley and beyond Filled with practical case studies and ideas the series helps you to apply the latest techniques to increase your business and Affected Cara Wrigley, Karla Straker, 2019-02-19 How can you create meaningful connections with customers in the digital space The rapid emergence of new technologies has revolutionized the way companies build relationships and interact with their customers Today it s more important than ever to have an emotional understanding of customers and how they feel about a product service or business even when your primary interactions are via digital channels Affected goes beyond influencing behaviors to understanding cognition and emotion as a way to better connect with customers in the digital space In it Wrigley and Straker offer a new approach one that examines channel relationships and useful concepts for clarifying and refining the emotional meaning behind company strategy and their relationship to corresponding channels Using case study examples from and over a decade of primary research in the area they discuss the process and impact of such emotionally aware channel designs Spanning entrepreneurial start up techniques of wunderkind artist Cj Hendry through to the lucrative retail sector of luxury brand Burberry this seminal book offers multi channel design approach that can show companies how to select design and maintain digital engagements based on their strategy and industry needs Shows businesses how they can better understand and engage with customers digitally Demonstrates how to gain competitive advantage by integrating design methods into corporate strategy Provides multi channel approaches for how businesses can select design and maintain digital engagements Establishes a clear framework for analysing and applying the right strategy for your digital engagement Connecting and engaging with customers is pivotal to business success but in the digital space the old methods just won t cut it With Affected you ll find the tools and techniques you need to find your customers where they are

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