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thought leader Joe Federer draws on evolutionary biology anthropology neuroanatomy and psychology as well as more than a decade of hands on experience to explain why people act so differently in various online spaces and what they are seeking from participating in each one With a framework based on Freud's Id Ego and Superego model of the human psyche he demonstrates how the internet is a digital reflection of the collective human psyche and how different social networks correspond to different mindsets platforms like Reddit to the unfiltered Id Facebook and Twitter to the managed Ego and Instagram to the ideal Superego In the same way you behave differently when you re home alone out with friends communicating with family or interacting with coworkers people act and express themselves differently in these various online spaces Context matters Understanding this will enable you to develop and execute effective engagement strategies to reach your target audiences on each social network Learn how to create content that drives sharing and word of mouth how brands can fit natively into different types of social channels how to balance branded social presences across different networks why authenticity will only grow in importance to consumers Fascinating and deeply compelling The Hidden Psychology of Social Networks will equip you to make vastly more efficient use of your media buys establish more thoughtful strategies develop better creative and in the end deliver more effective marketing that provides value The Power of Scarcity: Leveraging Urgency and Demand to Influence Customer Decisions Mindy Weinstein, 2022-11-08 Drive revenue and grow your business by using the powerful concept of scarcity Scarcity isn t just one of the key principles of influence it s arguably the most powerful invoking the kind of primal instincts that were essential to our ancestors survival It s also the explanation for why in the mid 1990 s 29 99 Tickle Me Elmo dolls were being scalped for 7 000 apiece And yet for all its power scarcity is a principle that s little understood even as it s frequently employed in sales and marketing campaigns Research on scarcity is published mainly in academic journals not easily accessible to the mainstream public and often written from an economic rather than psychological point of view In The Power of Scarcity Dr Mindy Weinstein leverages her deep expertise in both marketing and psychology to reveal how this influence principle can be used to boost sales win negotiations spark action develop community build customer loyalty and more As a digital marketer and doctor of philosophy in psychology she brings both practical and academic insights to explain the psychology behind scarcity why it has such an immense impact on decision making and how used correctly and ethically it can influence the people who buy your products or services In these pages you ll gain a deeper understanding of why and how scarcity works in business and specifically how different types of scarcity messages supply related demand related time related or limited edition affect our brains You ll see it in action from multiple perspectives through case studies research findings and eye opening interviews with current and former executives from brands that include McDonald's Harry David and 1 800 Flowers as well as real life customers firsthand experiences For anyone involved in sales and marketing today The Power of Scarcity is a rare find combining the best research on the subject as well as hands on tactical ways to apply the psychology behind it to knowledgeably harness

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