The Content Strategy Toolkit Methods Guidelines And Templates For Getting Content Right Voices That Matter

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Tools for Strategy - Henri Hakala 2020-08-31
This Element discusses the concept and applications of strategy tools. Strategy tools are frameworks, techniques, and methods that help individuals and organizations to create their strategies. After a brief overview of different ideas on strategy and strategic thinking, we move on to define and discuss what strategy tools are and elaborate on the promise and perils of using them to implement strategic management. We review the most commonly used, classic tools and techniques, but also less well-known tools of the strategy trade, as proposed by scholars writing in the leading strategy journals. We conclude by offering suggestions on how to improve strategic design and the effectiveness of the resultant strategy through the selective use of the most appropriate tools. Overall, this Element provides a quick overview of the tools that are available to those tasked with creating organizational strategies and making strategic decisions.

Clout - Colleen Jones 2010-12-03
Results. Everyone wants them, whether to sell more products, spread good ideas, or win more funding. In our busy digital world, the way to results is influencing people on the web. But how? An ad campaign won't cut it. A Twitter account doesn't guarantee it. Manipulative tricks will backfire. Instead, you need quality, compelling web content that attracts people and engages them for the long haul. Clout explains the key principles of influence and how to apply them to web content. Along the way, those principles come to life with lots of practical examples. With this book, you'll: Discover why a technology feature, marketing campaign, SEO effort, or redesign aren't enough to influence online. Understand the business value of compelling web content. Learn 8 principles for influence from the art of rhetoric and the science of psychology. Find out what context is and why it's so important to influence. Jump start your planning for content over time with patterns and diagrams. Learn the basics of evaluation to determine whether your web content is making a difference.

Enterprise Content Strategy - Kevin Nichols 2015-01-02
"This book outlines best practices for conducting and executing content strategy projects. It is a step-by-step guide to building an enterprise content strategy for your organization"--Publisher's description.

Building a Second Brain - Tiago Forte 2022-06-14
A revolutionary approach to enhancing productivity, creating flow, and vastly increasing your ability to capture, remember, and benefit from the unprecedented amount of information all around us. For the first time in history, we have instantaneous access to the world's knowledge. There has never been a better time to learn, to contribute, and to improve ourselves. Yet, rather than feeling empowered, we are often left feeling overwhelmed by this constant influx of information. The very knowledge that was supposed to set us free has instead led to the paralyzing stress of believing we'll never know or remember enough. Now, this eye-opening and accessible guide shows how you can easily create your own personal system for knowledge management, otherwise known as a Second Brain. As a trusted and organized digital repository of your most valued ideas, notes, and creative work synced across all your devices and platforms, a Second Brain gives you the confidence to tackle your most important projects and ambitious goals. Discover the full potential of your ideas and translate what you know into more powerful, more meaningful improvements in your work and life by Building a Second Brain.

Content Strategy at Work - Margot Bloomstein 2012-01-25
Content is king... and the new kingmaker... and your message needs to align with your model and metrics and other mumbo jumbo, right? Whether you're slogging through theory or buzzwords, there's no denying content strategy is coming of age. But what's in it for you? And if you're not a content strategist, why should you care? Because even if content strategy isn't your job, content's probably your problem—and probably more than you think. You or your business has a message you want to deliver, right? You can deliver that message through various channels and content types, from Tweets to testimonials and photo galleries galore, and your audience has just as many ways of engaging with it. So many ways, so much content... so where's the problem? That is the problem. And you can measure it in time, creativity, money, lost opportunity, and the sobs you hear equally from creative directors, project managers, and search engine marketing specialists. The solution is content strategy, and this book offers real-world examples and approaches you can adopt, no matter your role on the team. Put content strategy to work for you by gathering this book into your little hands and gobbling up never-before seen case studies from teams at Johns Hopkins Medicine, MINI, Icebreaker, and more. Content Strategy at Work is a book for designers, information architects, copywriters, project managers, and anyone who works with visual or verbal content. It discusses how you can communicate and forge a plan that will enable you, your company, or your client get that message across and foster better user experiences. Presents a content strategy framework and ways to implement in both in-house marketing departments and consultancies Includes case studies, interviews, and lessons learned from retail, apparel, network television, business-to-business, automotive, non-profit, and higher ed brands Details practical sales techniques to sell content strategy and use content strategy processes to sell other services and larger projects

Value Proposition Design - Alexander Osterwalder 2015-01-28
The authors of the international bestseller Business Model Generation explain how to create value propositions customers can't resist Value Proposition Design helps you tackle the core challenge of every business — creating compelling products and services customers want to buy. This highly practical book, paired with its online companion, will teach you the processes and tools you need to create products that sell. Using the same stunning visual format as the authors' global bestseller, Business Model Generation, this sequel explains how to use the "Value Proposition Canvas" to design, test, create, and manage products and services customers actually want. Value Proposition Design is for anyone who has been frustrated by new product meetings based on hunches and intuitions; it's for anyone who has watched an expensive new product launch fail in the market. The book will help you understand the patterns of great value propositions, get closer to customers, and avoid wasting time with ideas that won't work. You'll learn the simple process of designing and testing value propositions, that perfectly match customers' needs and desires. In addition the book gives you exclusive access to an online companion on Strategyzer.com. You will be able to assess your work, learn from peers, and download pdfs, checklists, and more. Value

Proposition Design is an essential companion to the "Business Model Canvas" from Business Model Generation, a tool embraced globally by startups and large corporations such as MasterCard, 3M, Coca-Cola, GE, Fujitsu, LEGO, Colgate-Palmolive, and many more. Value Proposition Design gives you a proven methodology for success, with value propositions that sell, embedded in profitable business models."

Content Design - Sarah Richards 2017

Trustworthy - Margot Bloomstein 2021-03-02
In today's economy, marketers need a new strategy to earn trust, act with transparency, and help consumers and citizens make confident decisions. But undermining confidence is cynicism: it erodes trust in the media, government, public institutions, and consumer brands. To regain the trust of consumers and citizens, marketers talk about empathy and authenticity. But how do you get beyond those buzzwords? Give more control to your audience--and they'll put more trust in you. It might be a scary proposition, but trading control for confidence fuels a surprising range of high-performing organizations. Airbnb, Zoom, the FBI, TED, the United Kingdom Government Digital Service, The New York Times, America's Test Kitchen, local election commissions, and other organizations have all embraced strategies of content and design that transform their audiences into empowered decision-makers. Smart organizations teach their audiences to evaluate product options, engage in continuous self-education, and make more informed choices. Examining what works among these teams of all stripes and sizes, content strategy expert Margot Bloomstein casts a broad net to capture the experiences of copywriters, designers, creative directors, and CMOs--people who work to build trust through imagery, editorial style, storytelling, and retail design. In an actionable framework focused on voice, volume, and vulnerability, this book will teach you how to employ concrete tactics to help your brand regain trust, respect, and customer loyalty. Lead your organization and audience from cynicism toward something far more productive: hope.

Start with Why - Simon Sinek 2011-12-27
The inspirational bestseller that ignited a movement and asked us to find our WHY Discover the book that is captivating millions on TikTok and that served as the basis for one of the most popular TED Talks of all time—with more than 56 million views and counting. Over a decade ago, Simon Sinek started a movement that inspired millions to demand purpose at work, to ask what was the WHY of their organization. Since then, millions have been touched by the power of his ideas, and these ideas remain as relevant and timely as ever. START WITH WHY asks (and answers) the questions: why are some people and organizations more innovative, more influential, and more profitable than others? Why do some command greater loyalty from customers and employees alike? Even among the successful, why are so few able to repeat their success over and over? People like Martin Luther King Jr., Steve Jobs, and the Wright Brothers had little in common, but they all started with WHY. They realized that people won't truly buy into a product, service, movement, or idea until they understand the WHY behind it. START WITH WHY shows that the leaders who have had the greatest influence in the world all think, act and communicate the same way—and it's the opposite of what everyone else does. Sinek calls this powerful idea The Golden Circle, and it provides a framework upon which organizations can be built, movements can be led, and people can be inspired. And it all starts with WHY.

The Content Strategist's Toolkit - Meghan Casey 2015-06-01
A simple truth has become apparent at all levels of businesses and organizations: Content is, in fact, everything. Content is a business asset that deserves strategic attention. Today, people who never thought much about content are being asked to tackle it and all its complexities. People want a one-stop handbook for doing content work. And that just doesn't exist today. What's clear from reading reviews of the current books available on content strategy is that customers are frustrated by the lack of detailed information and concrete examples of how to write content and communicate their strategy. People are clamoring for information that goes beyond the theoretical and illustrates practical application. This book will offer exactly that. It will provide an abundance of examples along with concrete suggestions and action plans for how to implement strategies. In the end, readers will be able to * Tell a cohesive story, which translates into conversions * Stop wasting time and money re-writing the same or similar content over and over * Give customers one clear message that's consistent in all mediums * Determine whether their content is

boosting their brand and the bottom line * Develop guidelines that let them say no to unnecessary content that's not on-brand * Keep content up-to-date by improving organization and making the task less time-consuming

Medill on Media Engagement - Abe Peck 2011
Medill on Media Engagement illuminates how content creators can systematically provide engaging journalism for today's empowered audiences. Drawing on nearly a decade of significant research at Northwestern University's Media Management Center, 17 contributors analyse a lexicon of how people define their media experiences. They then offer best practices and case studies for how a dozen of these rich experiences - from Civic to Timeout, Inspiration to Community-Connection- can make today's media brands relevant and important.

Strategic Writing for UX - Torrey Podmajersky 2019-06-12
When you depend on users to perform specific actions—like buying tickets, playing a game, or riding public transit—well-placed words are most effective. But how do you choose the right words? And how do you know if they work? With this practical book, you'll learn how to write strategically for UX, using tools to build foundational pieces for UI text and UX voice strategy. UX content strategist Torrey Podmajersky provides strategies for converting, engaging, supporting, and re-attracting users. You'll use frameworks and patterns for content, methods to measure the content's effectiveness, and processes to create the collaboration necessary for success. You'll also structure your voice throughout so that the brand is easily recognizable to its audience. Learn how UX content works with the software development lifecycle Use a framework to align the UX content with product principles Explore content-first design to root UX text in conversation Learn how UX text patterns work with different voices Produce text that's purposeful, concise, conversational, and clear

The Elements of Content Strategy - Erin Kissane 2011
Content strategy is the web's hottest new thing. But where did it come from? Why does it matter? And what does the content renaissance mean for you? This brief guide explores content strategy's roots, and quickly and expertly demonstrates not only how it's done, but how you can do it well. A compelling read for both experienced content strategists and those making the transition from other fields.--Back cover.

Why You Need a Content Team and How to Build One - Rachel McConnell 2018
Imagine a world without Lorem Ipsum.Imagine a world where content was so widely recognised as an integral part of any digital experience, that content experts sat within all areas of a business.It's not too far away, particularly as we move towards chat, voice UI and conversational interfaces.Great content is at the heart of any seamless user experience -- it's no longer enough to rely on visual design alone. This book helps you to understand your content maturity and how to increase it. It explains the different content roles, including the nuances between them and the overlaps. It'll help you recruit the right content experts -- explaining what to look for and how to interview them -- experts who'll take your digital journeys to the next level...and beyond.

Improving Healthcare Quality in Europe Characteristics, Effectiveness and Implementation of Different Strategies - OECD 2019-10-17
This volume, developed by the Observatory together with OECD, provides an overall conceptual framework for understanding and applying strategies aimed at improving quality of care. Crucially, it summarizes available evidence on different quality strategies and provides recommendations for their implementation. This book is intended to help policy-makers to understand concepts of quality and to support them to evaluate single strategies and combinations of strategies.

Communication Strategy Handbook - Betteke vanRuler 2018
Developing effective strategies can put you on the path to becoming a trusted advisor and a valued employee. The Communication Strategy Framework that is introduced in this handbook has been designed to help professionals make targeted choices toward strategic communication.

The Library Marketing Toolkit - Ned Potter 2012-06-23
This Toolkit provides you with everything you need to successfully market any library. As libraries continue to fight for their survival amid growing expectations, competition from online sources and wavering public perceptions, effective marketing is increasingly becoming a critical tool to ensure the continued support of

users, stakeholders and society as a whole. This unique practical guide offers expert coverage of every element of library marketing and branding for all sectors including archives and academic, public and special libraries, providing innovative and easy-to-implement techniques and ideas. The book is packed with case studies highlighting best practice and offering expert advice from thought-leaders including David Lee King and Alison Circle (US), Terry Kendrick and Rosemary Stamp (UK), Alison Wallbutton (New Zealand) and Rebecca Jones (Canada), plus institutions at the cutting-edge of library marketing including the British Library, New York Public Library, the National Archive, Cambridge University, JISC, the National Library of Singapore and the State Library of New South Wales. The key topics covered in the text are: • Seven key concepts for marketing libraries • Strategic marketing • The library brand • Marketing and the library building • An introduction to marketing online • Marketing with social media • Marketing with new technologies • Marketing and people • Internal marketing • Library advocacy as marketing • Marketing Special Collections and archives. Readership: The book is supplemented by a companion website and is essential reading for anyone involved in promoting their library or information service, whether at an academic, public or special library or in archives or records management. It's also a useful guide for LIS students internationally who need to understand the practice of library marketing.

Research Methods in Human-Computer Interaction - Jonathan Lazar 2017-04-28
Research Methods in Human-Computer Interaction is a comprehensive guide to performing research and is essential reading for both quantitative and qualitative methods. Since the first edition was published in 2009, the book has been adopted for use at leading universities around the world, including Harvard University, Carnegie-Mellon University, the University of Washington, the University of Toronto, HiOA (Norway), KTH (Sweden), Tel Aviv University (Israel), and many others. Chapters cover a broad range of topics relevant to the collection and analysis of HCI data, going beyond experimental design and surveys, to cover ethnography, diaries, physiological measurements, case studies, crowdsourcing, and other essential elements in the well-informed HCI researcher's toolkit. Continual technological evolution has led to an explosion of new techniques and a need for this updated 2nd edition, to reflect the most recent research in the field and newer trends in research methodology. This Research Methods in HCI revision contains updates throughout, including more detail on statistical tests, coding qualitative data, and data collection via mobile devices and sensors. Other new material covers performing research with children, older adults, and people with cognitive impairments. Comprehensive and updated guide to the latest research methodologies and approaches, and now available in EPUB3 format (choose any of the ePub or Mobi formats after purchase of the eBook). Expanded discussions of online datasets, crowdsourcing, statistical tests, coding qualitative data, laws and regulations relating to the use of human participants, and data collection via mobile devices and sensors New material on performing research with children, older adults, and people with cognitive impairments, two new case studies from Google and Yahoo!, and techniques for expanding the influence of your research to reach non-researcher audiences, including software developers and policymakers

Creative Content Kit - Ana Bender 2020

Designing Connected Content - Carrie Hane 2017-12-06
With digital content published across more channels than ever before, how can you make yours easy to find, use, and share? Is your content ready for the next wave of content platforms and devices? In Designing Connected Content, Mike Atherton and Carrie Hane share an end-to-end process for building a structured content framework. They show you how to research and model your subject area based on a shared understanding of the important concepts, and how to plan and design interfaces for mobile, desktop, voice, and beyond. You will learn to reuse and remix your valuable content assets to meet the needs of today and the opportunities of tomorrow. Discover a design method that starts with content, not pixels. Master the interplay of content strategy, content design, and content management as you bring your product team closer together and encourage them to think content first. Learn how to Model your content and its underlying subject domain Design digital products that scale without getting messy Bring a cross-functional team together to create content that can be efficiently managed and effectively delivered Create a framework for tackling content overload, a multitude of devices, constantly changing design trends, and

siloed content creation
The Web Project Guide - Corey Vilhauer 2021-06-05

Content Strategy for the Web - Kristina Halvorson 2012-02-28
FROM CONSTANT CRISIS TO SUSTAINABLE SUCCESS BETTER CONTENT MEANS BETTER BUSINESS. Your content is a mess: the website redesigns didn't help, and the new CMS just made things worse. Or, maybe your content is full of potential: you know new revenue and cost-savings opportunities exist, but you're not sure where to start. How can you realize the value of content while planning for its long-term success? For organizations all over the world, Content Strategy for the Web is the go-to content strategy handbook. Read it to: Understand content strategy and its business value Discover the processes and people behind a successful content strategy Make smarter, achievable decisions about what content to create and how Find out how to build a business case for content strategy With all-new chapters, updated material, case studies, and more, the second edition of Content Strategy for the Web is an essential guide for anyone who works with content.

Design a Better Business - Patrick Van Der Pijl 2016-09-20
This book stitches together a complete design journey from beginning to end in a way that you've likely never seen before, guiding readers (you) step-by-step in a practical way from the initial spark of an idea all the way to scaling it into a better business. Design a Better Business includes a comprehensive set of tools (over 20 total!) and skills that will help you harness opportunity from uncertainty by building the right team(s) and balancing your point of view against new findings from the outside world. This book also features over 50 case studies and real life examples from large corporations such as ING Bank, Audi, Autodesk, and Toyota Financial Services, to small startups, incubators, and social impact organizations, providing a behind the scenes look at the best practices and pitfalls to avoid. Also included are personal insights from thought leaders such as Steve Blank on innovation, Alex Osterwalder on business models, Nancy Duarte on storytelling, and Rob Fitzpatrick on questioning, among others.

Content Mapping - Henry Adaso 2020-12-26
The world is too noisy to pump out generic content. Content Mapping shows you how to turn your content into your greatest competitive advantage. In this book, you'll discover: How to map content to the intent of your potential buyers and get them to say "yes" How to increase your revenue by using relevant, personalized content How to transform your marketing by customizing the flow and sequence of your content How to create a framework for repeatable, predictable marketing success BONUS: Key action items at the end of each chapter to help you practice what you learn In today's crowded marketplace, Content Mapping helps you rise above the noise-not by raising the volume, but by raising the value of your content.

Testing Business Ideas - David J. Bland 2019-11-06
A practical guide to effective business model testing 7 out of 10 new products fail to deliver on expectations. Testing Business Ideas aims to reverse that statistic. In the tradition of Alex Osterwalder's global bestseller Business Model Generation, this practical guide contains a library of hands-on techniques for rapidly testing new business ideas. Testing Business Ideas explains how systematically testing business ideas dramatically reduces the risk and increases the likelihood of success for any new venture or business project. It builds on the internationally popular Business Model Canvas and Value Proposition Canvas by integrating Assumptions Mapping and other powerful lean startup-style experiments. Testing Business Ideas uses an engaging 4-color format to: Increase the success of any venture and decrease the risk of wasting time, money, and resources on bad ideas Close the knowledge gap between strategy and experimentation/validation Identify and test your key business assumptions with the Business Model Canvas and Value Proposition Canvas A definitive field guide to business model testing, this book features practical tips for making major decisions that are not based on intuition and guesses. Testing Business Ideas shows leaders how to encourage an experimentation mindset within their organization and make experimentation a continuous, repeatable process.

Managing Enterprise Content - Ann Rockley 2012-02-14
Smartphones, eBook readers, and tablet computers like the Apple iPad have forever changed the way

people access and interact with content. Your customers expect the content you provide them to be adaptive --responding to the device, their location, their situation, and their personalized needs. Authors Ann Rockley and Charles Cooper provide insights and guidelines that will help you develop a unified content strategy—a repeatable, systematic plan that can help you reach your customers, anytime, anywhere, on any device. This up-to-date new edition of Managing Enterprise Content helps you: Determine business requirements Build your vision Design content that adapts to any device Develop content models, metadata, and workflow Put content governance in place Adapt to new and changed roles Identify tools requirements With this book you'll learn to design adaptable content that frees you from the tyranny of an ever increasing array of devices.

The Public Relations Strategic Toolkit - Alison Theaker 2012-08-21
The Public Relations Strategic Toolkit provides a structured approach to understanding public relations and corporate communications. The focus is on professional skills development as well as approaches that are widely recognised as 'best practice'. Original methods are considered alongside well established procedures to ensure the changing requirements of contemporary practice are reflected. Split into four parts covering the public relations profession, campaign planning, corporate communication and stakeholder engagement, this textbook covers everything involved in the critical practice of public relations in an accessible manner. Features include: definitions of key terms contemporary case studies insight from practitioners handy checklists practical activities and assignments Covering the practicalities of using traditional and social media as well as international considerations, ethics, and PR within contexts from politics to charities, this guide gives you all the critical and practical skills you need to introduce you to a career in public relations.

Content Audits and Inventories - Paula Ladenburg Land 2014-10-04
Successful content strategy projects start with a thorough assessment of the current state of all content assets: their quantity, type, and quality. Beginning with a data-rich content inventory and layering in a qualitative assessment, the audit process allows content owners and business stakeholders to make informed decisions. Content Audits and Inventories, by veteran content strategist Paula Land, shows you how to begin with an inventory, scope and plan an audit, evaluate content against business and user goals, and move forward with a set of useful, actionable insights. This practical, tactic-filled handbook walks you through setting up and running an inventory using an automated tool, setting the stage for a successful audit. Specific audit tactics addressed include auditing for content quality, performance, global considerations, and legal and regulatory issues. You will also learn how to do a competitive audit and incorporate personas into an audit. Tips on presenting audit results to stakeholders will help you deliver effective strategies.

Master Content Strategy - Pamela Wilson 2018-10-25
A masterclass in content marketing strategy for content creators at every stage of the journey
Practical Content Strategy & Marketing - Julia McCoy 2017-11-27
Finally: a real-life, practical industry guide on content strategy and marketing. Practical Content Strategy & Marketing is your go-to guide on a practical content strategy and marketing education, created by author Julia McCoy as a written accompaniment to her new course, the Content Strategy & Marketing Course (www.contentstrategycourse.com). If you run a business, or if you're trying to break into a top-dollar content marketing career, you need to know the practical concepts involved in content strategy and marketing. The "how," the "why," the "where" of content. Content marketing itself involves so many platforms, formats, content types, strategies, tools—and to get the most ROI from your approach to content marketing and strategy, you have to know how to do the most important content marketing practices. Forget FOMO and trying to figure out too many things. This guide will teach you the most important foundations and skills you actually need in order to get far in our booming industry of content marketing. For the first time in the industry, Practical Content Strategy & Marketing lays the "hows" of content marketing and strategy out, in a step-by-step approach, book form. Each section has written exercises built to solidify what you're reading and learning—you'll be able to fill these out with a pen. Don't be afraid to mark up this book! Why is this book different? You're not going to find corporate, birds-eye, mumbo-jumbo fluff in this content marketing guide. Quite the opposite. The author, Julia McCoy, won her way to the top

(awarded as the top 33rd content marketer in 2016) the hard-knocks way. She dropped out of college and built a content agency, Express Writers, on nothing but $75 and the tenacity to go and follow her dream and see it through. Five years later, Julia's business has served over 5,000 clients and employs over 40 team members, and her content consistently ranks at the top of Google and among the highest-shared for guest publications. Her go-to marketing strategy? A practical, hands-on content marketing approach that has ended up bringing her 99% of the clients her agency currently works with. With Julia as your guide, learn the principles and physical "how-to" behind these six key cores of effective content marketing: Module 1: Core Foundations of an ROI-Based Content Strategy Module 2: Audience Persona Discovery, Sales Funnel Content Mapping, & Style Guidelines Module 3: Understanding Keywords, SEO Opportunities, & Creating Keyword Reports Module 4: How to Build Content Cores (Your Content House) for an Authority Presence Online Module 5: Practical Content Creation (Your Site & Guest Blogging) Module 6: Content Promotion, Setting a Budget, Preparing Your Editorial Calendar, & Maintenance Along the way, you'll get to build a working content strategy from the ground up, using the Brand Strategy Exercises in each module. Have your pen and thinking cap ready—and a brand you want to build an entire working strategy for! Practical Content Strategy & Marketing is a field guide for the smartest content marketers who know that strategy is the key to thriving in our world of new marketing through content. Bonus: leading business marketing expert Mark Schaefer joins Julia to write the foreword, and guests Sujan Patel, Michele Linn, Steve Rayson and more appear in guest lessons throughout the book.

Content Everywhere - Sara Wachter-Boettcher 2012-12-12
Care about content? Better copy isn't enough. As devices and channels multiply—and as users expect to relate, share, and shift information quickly—we need content that can go more places, more easily. Content Everywhere will help you stop creating fixed, single-purpose content and start making it more future-ready, flexible, reusable, manageable, and meaningful wherever it needs to go.

UX Strategy - Jaime Levy 2015-05-20
User experience (UX) strategy requires a careful blend of business strategy and UX design, but until now, there hasn't been an easy-to-apply framework for executing it. This hands-on guide introduces lightweight strategy tools and techniques to help you and your team craft innovative multi-device products that people want to use. Whether you're an entrepreneur, UX/UI designer, product manager, or part of an intrapreneurial team, this book teaches simple-to-advanced strategies that you can use in your work right away. Along with business cases, historical context, and real-world examples throughout, you'll also gain different perspectives on the subject through interviews with top strategists. Define and validate your target users through provisional personas and customer discovery techniques Conduct competitive research and analysis to explore a crowded marketplace or an opportunity to create unique value Focus your team on the primary utility and business model of your product by running structured experiments using prototypes Devise UX funnels that increase customer engagement by mapping desired user actions to meaningful metrics

The Digital Crown - Ahava Leibtag 2013-09-17
In 1997, Bill Gates famously said "Content is king." Since then, the digital marketing world has been scrambling to fulfill this promise, as we finally shift our focus to what consumers really want from our brands: a conversation.The Digital Crown walks you through the essentials of crafting great content: the fundamentals of branding, messaging, business goal alignment, and creating portable, mobile content that is future-ready. Systems create freedom, and within this book you'll learn the seven critical rules to align your internal and external content processes, including putting your audience first, involving stakeholders early and often, and creating multidisciplinary content teams. Complete with case studies and experience drawn directly from global content projects, you are invited to observe the inner workings of successful content engagements. You'll learn how to juggle the demands of IT, design, and content teams, while acquiring all the practical tools you need to devise a roadmap for connecting and engaging with your customers. This is your next step on the journey to creating and managing winning content to engage your audience and keep them coming back for more. Discover easy-to-follow, simple breakdowns of the major ideas behind engaging with your customer Learn both the theoretical and practical applications of content and communication on-line Maximize on the case studies and real-world examples, enabling you to find the

best fit for your own business

A Guide to the Project Management Body of Knowledge (PMBOK® Guide) – Seventh Edition and The Standard for Project Management (BRAZILIAN PORTUGUESE) - Project Management Institute Project Management Institute 2021-08-01

PMBOK&® Guide is the go-to resource for project management practitioners. The project management profession has significantly evolved due to emerging technology, new approaches and rapid market changes. Reflecting this evolution, The Standard for Project Management enumerates 12 principles of project management and the PMBOK&® Guide &– Seventh Edition is structured around eight project performance domains.This edition is designed to address practitioners' current and future needs and to help them be more proactive, innovative and nimble in enabling desired project outcomes.This edition of the PMBOK&® Guide:•Reflects the full range of development approaches (predictive, adaptive, hybrid, etc.);•Provides an entire section devoted to tailoring the development approach and processes;•Includes an expanded list of models, methods, and artifacts;•Focuses on not just delivering project outputs but also enabling outcomes; and• Integrates with PMIstandards+™ for information and standards application content based on project type, development approach, and industry sector.

The Content Advantage (Clout 2.0) - Colleen Jones 2018-07-11

In The Content Advantage (Clout 2.0): The Science of Succeeding at Digital Business Through Effective Content, expert Colleen Jones argues that in the age of digital disruption, your company faces an important choice. The choice is not whether to do content. Every business function–from marketing to sales and from support to recruiting–demands content. The choice is whether to make your approach to content strategic and, consequently, an advantage. This book, which is the second edition of the pioneering content book Clout, offers a modernized and comprehensive approach for planning, creating, delivering, and optimizing content that will make your business thrive. Executives and practitioners alike will find value in this book as they face increasing pressure to deliver the right content to the right customers at the right time. Drawing on her in-the-trenches experience with organizations ranging from the Fortune 50 to small and medium businesses to government and nonprofits, Jones offers: Guidance on creating a content vision A primer on conducting content analysis Techniques for developing a competitive content strategy Elements and principles of effective, influential content A blueprint for developing content intelligence A maturity model for content operations Examples from diverse companies and contexts

The Data Warehouse Toolkit - Ralph Kimball 2011-08-08

This old edition was published in 2002. The current and final edition of this book is The Data Warehouse Toolkit: The Definitive Guide to Dimensional Modeling, 3rd Edition which was published in 2013 under ISBN: 9781118530801. The authors begin with fundamental design recommendations and gradually progress step-by-step through increasingly complex scenarios. Clear-cut guidelines for designing dimensional models are illustrated using real-world data warehouse case studies drawn from a variety of business application areas and industries, including: Retail sales and e-commerce Inventory management Procurement Order management Customer relationship management (CRM) Human resources management Accounting Financial services Telecommunications and utilities Education Transportation

Health care and insurance By the end of the book, you will have mastered the full range of powerful techniques for designing dimensional databases that are easy to understand and provide fast query response. You will also learn how to create an architected framework that integrates the distributed data warehouse using standardized dimensions and facts.

The Content Strategy Toolkit - Meghan Casey 2015-06-06

In this essential guide, Meghan Casey outlines a step-by-step approach for doing content strategy, from planning and creating your content to delivering and managing it. Armed with this book, you can confidently tackle difficult activities like telling your boss or client what's wrong with their content, getting the budget to do content work, and aligning stakeholders on a common vision. Reading The Content Strategy Toolkit is like having your own personal consulting firm on retainer with a complete array of tools and tips for every challenge you'll face. In this practical and relevant guide, you'll learn how to: Identify problems with your content and persuade your bosses it's worth the time and resources to do it right Make sense of your business environment and understand your audience Get stakeholders aligned on business goals and user needs Set your content strategy and decide how to measure success Create, maintain, and govern on-strategy content You'll learn to control your content—and not have it control you.

Content Strategy 101 - Sarah S. O'Keefe 2012-09-01

Technical content is often the last in line for investment and innovation, but poor content has profound effects inside and outside the organization—it damages your reputation, shrinks sales, and causes legal problems. Content Strategy 101 is an invaluable resource for transforming your technical content into a business asset.

Writing Is Designing - Michael J. Metts 2020-01-14

Without words, apps would be an unusable jumble of shapes and icons, while voice interfaces and chatbots wouldn't even exist. Words make software human–centered, and require just as much thought as the branding and code. This book will show you how to give your users clarity, test your words, and collaborate with your team. You'll see that writing is designing.

Content Strategy - Rahel Anne Bailie 2012-12-01

If you've been asked to get funding for a content strategy initiative and need to build a compelling business case, if you've been approached by your staff to implement a content strategy and want to know the business benefits, or if you've been asked to sponsor a content strategy project and don't know what one is, this book is for you. Rahel Anne Bailie and Noz Urbina come from distinctly different backgrounds, but they share a deep understanding of how to help your organization build a content strategy. "Content Strategy: Connecting the dots between business, brand, and benefits" is the first content strategy book that focuses on project managers, department heads, and other decision makers who need to know about content strategy. It provides practical advice on how to sell, create, implement, and maintain a content strategy, including case studies that show both successful and not so successful efforts. Inside the Book Introduction to Content Strategy Why Content Strategy and Why Now The Value and ROI of Content Content Under the Hood Developing a Content Strategy Glossary, Bibliography, and Index