

# The Brand Gap Revised Edition Book

**Douglas Davis**

**The Brand Gap** Marty Neumeier, 2005-08-04 THE BRAND GAP is the first book to present a unified theory of brand-building. Whereas most books on branding are weighted toward either a strategic or creative approach, this book shows how both ways of thinking can unite to produce a “charismatic brand”—a brand that customers feel is essential to their lives. In an entertaining two-hour read you’ll learn: • the new definition of brand • the five essential disciplines of brand-building • how branding is changing the dynamics of competition • the three most powerful questions to ask about any brand • why collaboration is the key to brand-building • how design determines a customer’s experience • how to test brand concepts quickly and cheaply • the importance of managing brands from the inside • 220-word brand glossary From the back cover: Not since McLuhan’s THE MEDIUM IS THE MESSAGE has a book compressed so many ideas into so few pages. Using the visual language of the boardroom, Neumeier presents the first unified theory of branding—a set of five disciplines to help companies bridge the gap between brand strategy and customer experience. Those with a grasp of branding will be inspired by the new perspectives they find here, and those who would like to understand it better will suddenly “get it.” This deceptively simple book offers everyone in the company access to “the most powerful business tool since the spreadsheet.”

**The Brand Gap** Marty Neumeier, 2006 Using the visual language of the boardroom, Marty Neumeier presents the first unified theory of branding - a set of five disciplines to help companies bridge the gap between brand strategy and brand execution. Those with a grasp of branding will be inspired by what they find here, and those who would like to understand it better will suddenly get it.

*The Brand Gap, Revised Edition* Marty Neumeier, 2005

**ZAG** Marty Neumeier, 2006-09-20 When everybody zigs, zag, says Marty Neumeier in this fresh view of brand strategy. ZAG follows the ultra-clear whiteboard overview style of the author’s first book, THE BRAND GAP, but drills deeper into the question of how brands can harness the power of differentiation. The author argues that in an extremely cluttered marketplace, traditional differentiation is no longer enough—today companies need “radical differentiation” to create lasting value for their shareholders and customers. In an entertaining 3-hour read you’ll learn: - why me-too brands are doomed to fail - how to read customer feedback on new products and messages - the 17 steps for designing “difference” into your brand - how to turn your brand’s “onliness” into a “trueline” to drive synergy - the secrets of naming products, services, and

companies - the four deadly dangers faced by brand portfolios - how to “stretch” your brand without breaking it - how to succeed at all three stages of the competition cycle From the back cover: In an age of me-too products and instant communications, keeping up with the competition is no longer a winning strategy. Today you have to out-position, out-manuever, and out-design the competition. The new rule? When everybody zigs, zag. In his first book, THE BRAND GAP, Neumeier showed companies how to bridge the distance between business strategy and design. In ZAG, he illustrates the number-one strategy of high-performance brands—radical differentiation. ZAG is an AIGA Design Press book, published under Peachpit's New Riders imprint in partnership with AIGA. For a quick peek inside ZAG, go to [www.zagbook.com](http://www.zagbook.com).

**The Brand Flip** Marty Neumeier,2015-07-24 Best-selling brand expert Marty Neumeier shows you how to make the leap from a company-driven past to the consumer-driven future. You’ll learn how to flip your brand from offering products to offering meaning, from value protection to value creation, from cost-based pricing to relationship pricing, from market segments to brand tribes, and from customer satisfaction to customer empowerment. In the 13 years since Neumeier wrote *The Brand Gap*, the influence of social media has proven his core theory: “A brand isn’t what you say it is - it’s what they say it is.” People are no longer consumers or market segments or tiny blips in big data. They don’t buy brands. They join brands. They want a vote in what gets produced and how it gets delivered. They’re willing to roll up their sleeves and help out - not only by promoting the brand to their friends, but by contributing content, volunteering ideas, and even selling products or services. At the center of the book is the Brand Commitment Matrix, a simple tool for organizing the six primary components of a brand. Your brand community is your tribe. How will you lead it?

*The Brand Gap* Marty Neumeier,2005

The Designful Company Marty Neumeier,2009-03-30 Part manifesto, part handbook, THE DESIGNFUL COMPANY provides a lively overview of a growing trend in management-design thinking as a business competence. According to the author, traditional managers have relied on a two-step process to make decisions, which he calls “knowing” and “doing.” Yet in today’s innovation-driven marketplace, managers need to insert a middle step, called “making.” Making is a phase in which assumptions are questioned, futures are imagined, and prototypes are tested, producing a wide range of options that didn’t exist before. The reader is challenged to consider the author’s bold assertion: There can be no real innovation without design. Those who are new to Marty Neumeier’s “whiteboard” series may want to ramp up with the first two books, THE BRAND GAP and ZAG. Both are easy reads. Covered in THE DESIGNFUL COMPANY: - the top 10 “wicked problems” that only design can solve - a new, broader definition of design - why designing trumps deciding in an era of change - how to harness the “organic drivetrain” of value creation - how aesthetics add nuance to managing - 16 levers to transform your company - why you should bring design management inside - how to assemble an innovation metateam - how to recognize and reward talent From the back cover: The complex business problems we face today can’t be solved with the same thinking

that created them. Instead, we need to start from a place outside traditional management. Forget total quality. Forget top-down strategy. In an era of fast-moving markets and leap-frogging innovations, we can no longer “decide” the way forward. Today we have to “design” the way forward—or risk ending up in the fossil layers of history. Marty Neumeier, author of *THE BRAND GAP* and *ZAG*, presents the new management engine that can transform your company into a powerhouse of nonstop innovation.

*Traversing the Traction Gap* Bruce Cleveland, Wildcat Venture Partners, 2019-02-21 Traction. Startups Need It. Learn How To Get It. Vision, groundbreaking ideas, total commitment, and boundless enthusiasm characterize most startups, but they require capital to go from promising product to scalable business. More than 80 percent of all early-stage startups fail. Most of them can build a product, but the vast majority stumble when it comes time to take those products to market due to poor “market engineering” skills. *Traversing the Traction Gap* exposes the reasons behind that scary failure rate and provides a prescriptive how-to guide, focused specifically on market engineering techniques, so startups can succeed. The go-to-market hurdle is insurmountable to many startups. Just when they most need to establish a foothold in the market, they run short on time and money. This is the Traction Gap, that period of time introducing a new product into the marketplace and being able to scale it during a rapidly closing window of opportunity. *Traversing the Traction Gap* is a practical guidebook for navigating the tumultuous early life of a startup. Based on real-life examples, the advice from Cleveland and the members of the Wildcat Venture Partners team provides a roadmap and metrics for succeeding where others have failed.

*Emotional Branding* Marc Gobe, 2010-02-09 Emotional Branding is the best selling revolutionary business book that has created a movement in branding circles by shifting the focus from products to people. The “10 Commandments of Emotional Branding” have become a new benchmark for marketing and creative professionals, emotional branding has become a coined term by many top industry experts to express the new dynamic that exists now between brands and people. The emergence of social media, consumer empowerment and interaction were all clearly predicted in this book 10 years ago around the new concept of a consumer democracy. In this updated edition, Marc Gobé covers how social media helped elect Barack Obama to the White House, how the idea behind Twitter is transforming our civilization, and why new generations are re-inventing business, commerce, and management as we know it by leveraging the power of the web. In studying the role of women as shoppers in chief, and defining the need to look at the marketplace by recognizing differences in origins, cultures, and choices, Emotional Branding foresaw the break up of mass media to more targeted and culturally sensitive modes of communications. As the first marketing book ever to study the role of the LGBTQ community as powerful influencers for many brands, Emotional Branding opened the door to a renewed sensitivity toward traditional research that privilege individuality and the power of the margins to be at the center of any marketing strategy. A whole segment in the book looks at the role of the senses in branding and design. The opportunity that exists in understanding how we feel about a brand

determines how much we want to buy. By exploring the 5 senses, Emotional Branding shows how some brands have built up their businesses by engaging in a sensory interaction with their consumers. Emotional Branding explores how effective consumer interaction needs to be about senses and feelings, emotions and sentiments. Not unlike the Greek culture that used philosophy, poetry, music, and the art of discussion and debate to stimulate the imagination, the concept of emotional branding establishes the forum in which people can convene and push the limits of their creativity. Through poetry the Greeks invented mathematics, the basis of science, sculpture, and drama. Unless we focus on humanizing the branding process we will lose the powerful emotional connection people have with brands. Critics hailed Emotional Branding as a breakthrough and a fresh approach to building brands. Design in this book is considered a new media, the web a place where people will share information and communicate, architecture a part of the brand building process, and people as the most powerful element of any branding strategy. Most importantly, it emphasizes the need to transcend the traditional language of marketing--from one based on statistics and data to a visually compelling new form of communication that fosters creativity and innovation. Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

*Building a StoryBrand* Donald Miller, 2017-10-10 More than half-a-million business leaders have discovered the power of the StoryBrand Framework, created by New York Times best-selling author and marketing expert Donald Miller. And they are making millions. If you use the wrong words to talk about your product, nobody will buy it. Marketers and business owners struggle to effectively connect with their customers, costing them and their companies millions in lost revenue. In a world filled with constant, on-demand distractions, it has become near-impossible for business owners to effectively cut through the noise to reach their customers, something Donald Miller knows first-hand. In this book, he shares the proven system he has created to help you engage and truly influence customers. The StoryBrand process is a proven solution to the struggle business leaders face when talking about their companies. Without a clear, distinct message, customers will not understand what you can do for them and are unwilling to engage, causing you to lose potential sales, opportunities for customer engagement, and much more. In *Building a StoryBrand*, Donald Miller teaches marketers and business owners to use the seven universal elements of powerful stories to dramatically improve how they connect with customers and grow their businesses. His proven process has helped thousands of companies engage with their existing customers, giving them the ultimate competitive advantage. *Building a StoryBrand* does this by teaching you: The seven universal story points all

humans respond to; The real reason customers make purchases; How to simplify a brand message so people understand it; and How to create the most effective messaging for websites, brochures, and social media. Whether you are the marketing director of a multibillion-dollar company, the owner of a small business, a politician running for office, or the lead singer of a rock band, *Building a StoryBrand* will forever transform the way you talk about who you are, what you do, and the unique value you bring to your customers.

**The Widening Gap** Jody Heymann, 2001-11-08 This hard-hitting book draws on the first systematic national research on how the need to meet family obligations is affecting working Americans of all social classes and ethnic groups. What happens when kids get sick? When an elderly parent is hospitalized? How do poor families cope with work-family demands? Jody Heymann's research points to a widening gap between working families and the health and development of children. Outdated labor policy and practice must be brought into the twenty-first century, argues Heymann. To do less is to abandon the precepts of equal opportunity on which America is founded.

The 46 Rules of Genius Marty Neumeier, 2014 Marty Neumeier, acclaimed author of *The Brand Gap* and other books on business creativity, has compressed decades of practical experience into *The 46 Rules of Genius*--46 glittering gems that will light students path to creative brilliance. This is an essential handbook for students in graphic design, branding, marketing, business, Journalism and writing courses, and more. The rules in this book are timeless. None of them are new, yet they can help students create something new. Michelangelo didn't invent the hammer and chisel, but by using these tools he sculpted the Pietá. And just as you can't shape a block of marble with your bare hands, you can't shape ideas with your bare mind. You need rules. Rules are the tools of genius. Use them when they help, put them aside when they don't. Most creative people are focused on their projects, and reading a long book is a luxury they can ill afford. So here's a slim volume with bite-size advice. Students can reach into it randomly, underline its salient points, and return to its rules as needed. Neumeier starts with advice on strategy--or how to get the right idea. He continues with practical tips on execution--how to get the idea right. From there, he moves on to building creative skills over time, and finally to putting your brilliance to work in the larger world.

**Strategy That Works** Paul Leinwand, Cesare R. Mainardi, 2016-01-12 How to close the gap between strategy and execution Two-thirds of executives say their organizations don't have the capabilities to support their strategy. In *Strategy That Works*, Paul Leinwand and Cesare Mainardi explain why. They identify conventional business practices that unintentionally create a gap between strategy and execution. And they show how some of the best companies in the world consistently leap ahead of their competitors. Based on new research, the authors reveal five practices for connecting strategy and execution used by highly successful enterprises such as IKEA, Natura, Danaher, Haier, and Lego. These companies:

- Commit to what they do best instead of chasing multiple opportunities
- Build their own unique winning capabilities instead

of copying others • Put their culture to work instead of struggling to change it • Invest where it matters instead of going lean across the board • Shape the future instead of reacting to it Packed with tools you can use for building these five practices into your organization and supported by in-depth profiles of companies that are known for making their strategy work, this is your guide for reconnecting strategy to execution.

Closing the Execution Gap Richard Lepsinger, 2010-05-11 CLOSING THE EXECUTION GAP Once upon a time strategy was king. Leaders immersed themselves in the matter of planning how best to achieve their company's goals. The subject dominated the attention of senior executives and the writings of consultants and management gurus. Experts of various stripes weighed in on how to put strategic planning processes in place and transform employees at all levels into strategic thinkers. Naturally, leaders assumed all this strategizing would pay off. And yet, for too many organizations the promised results never came to pass. Quite simply, they couldn't execute. Now, the business world has shifted its focus to the consistent delivery of results. If an organization can't execute its plans and initiatives, nothing else matters: not the most solid, well thought-out strategy, not the most innovative business model, not even technological breakthroughs that could transform an industry. As it turns out, the conventional wisdom about what it takes to implement strategy and deliver results isn't all that wise. So what really differentiates the companies that are able to get things done day-to-day and deliver consistent results? The answer is found in the pages of Richard Lepsinger's ground-breaking book, Closing the Execution Gap. Based on extensive research and years of practical experience, the book outlines five prerequisites for effective execution and five Bridges that differentiate companies that do it best. It also describes six Bridge Builders leaders at all levels can use to close the execution gap in their company or team and help people get things done. Specifically, it addresses: What really gets in the way of getting things done—for individuals, teams and entire companies What leaders can do to enhance their organization's ability to close the execution gap and achieve solid business results What it takes to consistently execute plans and initiatives at a day-to-day operational level The book features many case studies of companies that have a track record of effective execution (Hewlett-Packard, Costco, Procter & Gamble) and those who have struggled with closing the gap between creating a vision and delivering results (Dell, American Airlines, GM). As the business world becomes more competitive and less forgiving, execution matters more than ever. This is a book for the times we live in—and one that for many companies could mean the difference between success and failure.

The Knowing-doing Gap Jeffrey Pfeffer, Robert I. Sutton, 2000 The market for business knowledge is booming as companies looking to improve their performance pour millions of pounds into training programmes, consultants, and executive education. Why then, are there so many gaps between what firms know they should do and what they actual do? This volume confronts the challenge of turning knowledge about how to improve performance into actions that produce measurable results. The authors identify the causes of this gap and explain how to close it.

*A Drive Into the Gap* Kevin Guilfoile,2012-07-14 A story about baseball. About fathers and sons. It's about memory and identity, and an insidious illness that can rob a person of both.--T.p. 4

**Learning Gap** Harold Stevenson,James W. Stigler,1994-01-26 Compares United States elementary education practices with those in Asia and comes to some surprising conclusions.

*Bridging the Values Gap* R. Edward Freeman,Ellen R. Auster,2015-08-17 Bridging the Values Gap Business has a values problem. It's not just spectacular public scandals like Enron (which, incidentally, had a great corporate values statement). Many companies fail to live up to the standards they set for themselves, alienating the public and leaving employees cynical and disengaged—resulting in lower productivity, less innovation, and sometimes outright corruption. The reason, argue top scholars and consultants Edward Freeman and Ellen Auster, is that all too often values are handed down from on high, with little employee input, discussion, or connection to the challenges and opportunities facing the organization. Although the words may be well-intentioned, they aren't reflected in the everyday practices, policies, and processes of the organization. This practically invites disconnects between intention and reality. To bridge this gap between the “talk” and the “walk”, Freeman and Auster provide a process through which organizations can collectively surface deeply held values that truly resonate with everyone, from top to bottom. Their Values Through Conversation (VTC) process focuses on four key types of values conversations: introspective (reflecting on ourselves and how we do things in the organization), historical (exploring our understanding of our past and how it impacts us), connectedness (creating a strong community where we work well together), and aspirational (sharing our hopes and dreams). By developing values through discussions—casual or formal, one-on-one or in groups—VTC ensures that values are dynamic and evolving, not static words on a wall or a website. Freeman and Auster offer advice, real-world examples, and sample questions to help you create values that are authentic and embraced because they are rooted in the lived experience of the organization.

Creating a Brand Identity: A Guide for Designers Catharine Slade-Brooking,2016-01-18 Creating a brand identity is a fascinating and complex challenge for the graphic designer. It requires practical design skills and creative drive as well as an understanding of marketing and consumer behaviour. This practical handbook is a comprehensive introduction to this multifaceted process. Exercises and examples highlight the key activities undertaken by designers to create a successful brand identity, including defining the audience, analyzing competitors, creating mood boards, naming brands, designing logos, presenting to clients, rebranding and launching the new identity. Case studies throughout the book are illustrated with brand identities from around the world, including a diverse range of industries - digital media, fashion, advertising, product design, packaging, retail and more.

*Creative Strategy and the Business of Design* Douglas Davis,2016-06-14 The Business Skills Every Creative Needs! Remaining relevant as a creative professional takes more than creativity--you need to understand the language of business.

The problem is that design school doesn't teach the strategic language that is now essential to getting your job done. Creative Strategy and the Business of Design fills that void and teaches left-brain business skills to right-brain creative thinkers. Inside, you'll learn about the business objectives and marketing decisions that drive your creative work. You already have the creativity; now it's time to gain the business insight. Once you understand what the people across the table are thinking, you'll be able to think how they think to do what we do. -- Provided by publisher.

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