

# The Win Without Pitching Manifesto Blair Enns

**Kevin Daley**

*The Win Without Pitching Manifesto* Blair Enns, 2010

*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.

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**Socratic Selling** Kevin Daley, 1995-08-22 Build a relationship with your customers and close the sale more surely. The Socratic approach respects the power of the customer. The customer has the need, the power, and the decision-making authority. Socratic Selling shows you how to access that power, to cooperate with it, and to make it work for you. Inside you will discover how to: Open a sales dialogue dynamically, so that you and your customer go right to the heart of the matter Guide the dialogue through a discovery of needs and needed decisions Negotiate objections, and close effectively Uncover the motivators that move sales to more predictable closure

**Implementing Value Pricing** Ronald J. Baker, 2010-11-29 Praise for IMPLEMENTING VALUE PRICING A Radical Business Model for Professional Firms Ron Baker is the most prolific and best writer when it comes to pricing services. This is a must-read for executives and partners in small to large firms. Ron provides the basics, the advanced ideas, the workbooks, the case studies everything. This is a must-have and a terrific book. Reed K. Holden founder and CEO, Holden Advisors, Corp., Associate Professor, Columbia University [www.holdenadvisors.com](http://www.holdenadvisors.com) We've known through Ron Baker's earlier books that he's not just an extraordinary thinker and truly brilliant writer he's a mover and a shaker on a mission. This is the End of Time! Brilliant. Paul Dunn Chairman, B1G1® [www.b1g1.com](http://www.b1g1.com) *Implementing Value Pricing* is a powerful blend of theory, strategy, and tactics. Ron Baker's most recent offering is ambitious in scope, exploring topics that include economic theory, customer orientation, value identification, service positioning, and pricing strategy. He weaves all of them together seamlessly, and includes numerous examples to illustrate his primary points. I have applied the knowledge I've gained from his body of work,

and the benefits to me and to my customers have been immediate, significant, and ongoing. Brent Uren Principal, Valuation & Business Modeling Ernst & Young® [www.ey.com](http://www.ey.com) Ron Baker is a revolutionary. He is on a radical crusade to align the interests of service providers with those of their customers by having lawyers, accountants, and consultants charge based on the value they provide, rather than the effort it takes. Implementing Value Pricing is a manifesto that establishes a clear case for the revolution. It provides detailed guidance that includes not only strategies and tactics, but key predictive indicators for success. It is richly illustrated by the successes of firms that have embraced value-based pricing to make their services not only more cost-effective for their customers, but more profitable as well. The hallmark of a manifesto is an unyielding sense of purpose and a call to action. Let the revolution begin. Robert G. Cross, Chairman and CEO, Revenue Analytics, Inc. Author, Revenue Management: Hard-Core Tactics for Market Domination

**Creative Directions** Jason Sperling, 2021-06-01 More and more makers, designers, writers, and artists are in demand as we enter the Age of Creatives. By understanding the new strategies and mindset required to succeed, you can manage other creatives successfully. For creators, getting that promotion to management is exciting but can also be scary. The skills that made them so successful may not translate to the skill required to be a great manager, and this gets even more complicated when managing other creatives who often don't thrive under traditional management procedures. Creative Directions is a management masterclass in which you attend lectures and seminars as you learn from some of the best in the business, including directors Ava DuVernay (When They See Us) and Joe Russo (Avengers: Endgame); two-time Academy Award-winning editor Angus Wall (The Social Network); executive producers from hit TV shows like The Simpsons and GLOW; and creative directors and leaders at businesses like Amazon, Apple, Disney, TikTok, and more. In Creative Directions, you will: Receive essential guidance on how to master the delicate balance required to successfully lead a creative team. Learn from star creative leaders in the entertainment industry on essential lessons they learned on their path to success. Gain insights on how to balance mastering the new skills you need as a leader with finding the time and energy to focus on the creative work you love. All of these lessons are provided in an easily accessible format so that you can open the book to any page and find an actionable, inspirational insight or strategy.

The Impact Equation Chris Brogan, Julien Stanwell Smith, 2012-10-25 "Anyone can write a blog post, but not everyone can get it liked thirty-five thousand times, and not everyone can get seventy-five thousand subscribers. But the reason we've done these things isn't because we're special. It's because we tried and failed, the same way you learn to ride a bike. We tried again and again, and now we have an idea how to get from point A to point B faster because of it." Three short years ago, when Chris Brogan and Julien Smith wrote their bestseller, Trust Agents, being interesting and human on the Web was enough to build a significant audience. But now, everybody has a platform. The problem is that most of them are just making noise. In The Impact Equation, Brogan and Smith show that to make people truly care about what you have to say, you need

more than just a good idea, trust among your audience, or a certain number of followers. You need a potent mix of all of the above and more. Use the Impact Equation to figure out what you're doing right and wrong. Apply it to a blog, a tweet, a video, or a mainstream-media advertising campaign. Use it to explain why a feature in a national newspaper that reaches millions might have less impact than a blog post that reaches a thousand passionate subscribers. Consider the phenomenally successful British singer Adele. For most musicians, onstage banter basically consists of yelling "Hello, Cleveland!" But Adele connects with her audience, pausing between songs to discuss a falling-out with her friends, or the drama of a break up. Each of these moments comes off as if she were talking directly with you, and you can easily relate. Adele has Impact. As the traditional channels for marketing, selling, and influencing disappear and more people interact mainly online, the very nature of attention is changing. The Impact Equation will give you the tools and metrics that guarantee your message will be heard.

**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-maneuver, 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 Soul of Enterprise Ronald J Baker, Ed Kless, 2015-02-26 The world's economy has been transformed from a twentieth-century materials-based economy to the Age of the Knowledge-Based Economy - and the currency of this realm is ideas, imagination, creativity, and knowledge. According The World Bank, 80% of the developed world's wealth now resides in human capital. Perhaps President Ronald Reagan said it best in his address to Moscow State University on May 31, 1988: Like a chrysalis, we're emerging from the economy of the Industrial Revolution - an economy confined and limited by the Earth's physical resources - into, as one economist titled his book, the economy in mind, in which there are no bounds on human imagination and the freedom to create is the most precious natural resource. Written by Ronald Baker and Ed Kless,

hosts of *The Soul of Enterprise: Business in the Knowledge Economy*, the popular radio show on Voice America's Business Channel, *The Soul of Enterprise: Dialogues on Business in the Knowledge Economy* sounds the clarion call that organizations can no longer ignore this seismic shift that has occurred in the economy since 1959. *The Soul of Enterprise* introduces the three components of Intellectual Capital - human capital, social capital, and structural capital - and how to leverage them to create wealth in today's economy, by revealing: The physical fallacy - why wealth no longer consists of tangible things, but of ideas, imagination and knowledge from human minds The best learning tool ever invented: After Action Reviews Why Frederick Taylor and the Scientific Management movement was a fraud and the wrong focus for knowledge workers The fact that effectiveness always and everywhere trumps efficiency The First Law of Pricing: All value is subjective The Second Law of Pricing: All prices are contextual The Morality of Markets: Doing well and doing good Why your organization - and you - need to be driven by a higher purpose than profit *The Soul of Enterprise* will inspire and challenge readers to unlock the enormous financial and competitive power hidden in the intellectual capital of their organizations and knowledge workers.

*Influence Is Your Superpower* Zoe Chance, 2022-02-01 NATIONAL BESTSELLER • Rediscover the superpower that makes good things happen, from the professor behind Yale School of Management's most popular class “The new rules of persuasion for a better world.”—Charles Duhigg, author of the bestsellers *The Power of Habit* and *Smarter Faster Better* You were born influential. But then you were taught to suppress that power, to follow the rules, to wait your turn, to not make waves. Award-winning Yale professor Zoe Chance will show you how to rediscover the superpower that brings great ideas to life. Influence doesn't work the way you think because you don't think the way you think. Move past common misconceptions—such as the idea that asking for more will make people dislike you—and understand why your go-to negotiation strategies are probably making you less influential. Discover the one thing that influences behavior more than anything else. Learn to cultivate charisma, negotiate comfortably and creatively, and spot manipulators before it's too late. Along the way, you'll meet alligators, skydivers, a mind reader in a gorilla costume, Jennifer Lawrence, Genghis Khan, and the man who saved the world by saying no. *Influence Is Your Superpower* will teach you how to transform your life, your organization, and perhaps even the course of history. It's an ethical approach to influence that will make life better for everyone, starting with you.

*Agencynomics* Peter Hoole, Spencer Gallagher, 2021-08-24 Agencynomics. This is the fully revised and updated second edition. Agency and Economics. It's that simple. Most Creative, Design, Technical, Digital, Marketing and Advertising type Agency owners face constant daily challenges when trying to scale their Agency business. Spencer Gallagher and Peter Hoole guide you through the growth journey with their intimate experience having over the last 13 years helped in excess of 1,000 agencies scale. Having been involved at every possible stage of the Agency growth journey they are confident that this book has all the information you need to help build a best in class Agency. With 50% of agency owners having never worked in an

agency before starting their own, this book is full of insights and tips for anyone with or without agency experience, on the journey from agency start-up through to a team size of 50. The book also contains the 40 different ways you can scale your agency to suit all types of agency leader.

**Agencynomics** Peter Hoole, Spencer Gallagher, 2018-10-23 This is the UK only edition of Agencynomics in GBP(

*The Decision Book* Mikael Krogerus, Roman Tschappeler, 2023-02-02 Most of us face the same questions every day: What do I want? How can I get it? How can I live more happily and work more efficiently? This updated edition of the international bestseller distills into a single volume the fifty best decision-making models used on MBA courses, and elsewhere, that will help you tackle these important questions - from the well known (the Eisenhower matrix for time management) to the less familiar but equally useful (the Swiss Cheese model). It will even show you how to remember everything you'll have learned by the end of it. Stylish and compact, this little book is a powerful asset. Whether you need to plot a presentation, assess someone's business idea or get to know yourself better, this unique guide will help you simplify any problem and take steps towards the right decision.

Scramble Zach Gajewski, 2018-10

**Contagious You: Unlock Your Power to Influence, Lead, and Create the Impact You Want** Anese

Cavanaugh, 2019-11-06 The much-anticipated follow-up to *Contagious Culture* shows aspiring leaders how to embody the qualities they wish to cultivate in their organizations. In *Contagious Culture*, Anese Cavanaugh proved that it's possible to create an energized and engaged organizational culture that spreads from person to person. Now, in *Contagious You*, she hones in on the individual, showing us how each of us is contagious in our own way and stressing the importance of leading with intention to achieve positive results. For anyone who's sought to create change, or felt sucked into the drama and chaos of a toxic work environment, this book will advance the notion that everyone at an organization is a leader - for good or for bad - and that leaders have tremendous power to influence those who follow their example. The quality of our leadership is based upon our intentions, energy, and presence. By emphasizing authorship, self-care, and response-ability (not responsibility) as leadership skills and therefore cultural amplifiers, *Contagious You* shows you how to walk the path of more effective leadership while navigating the road blocks in your way. Whether these road blocks are working with negative co-workers with secret agendas and unrealistic expectations, or just the general "busyness" of life and its excessive demands, this book will take you on a journey to create more space, more courageous leadership, and stronger collaboration to influence others and create the impact you desire. The common denominator is YOU. No matter what level you're on, your intentions, energy, and presence impact your ability to do anything within your life. *Contagious You* is an invitation to UNLOCK your own power. YOU set the tone. YOU are the culture. So show up, lead, and intentionally become the change you wish to see.

**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.

*Coaching Football's Wing-Bone Offense* Johnny Mallatt, 1999-06 A complete offensive football manual for those coaches and teams interested in employing an effective option-oriented offense. Includes the wing bone foundation, option attack, power attack, counter attack, passing attack and more.

**Pricing on Purpose** Ronald J. Baker, 2006-04-26 —Reed Holden, founder, Holden Advisors Corp., [www.holdenadvisors.com](http://www.holdenadvisors.com) coauthor, *The Strategy and Tactics of Pricing: A Guide to Profitable Decision Making*, Third Edition With *Pricing on Purpose*, Ron Baker had made an enormous contribution to the better understanding of pricing that will be accessible to anyone who wants to learn. People are intrigued by instances of what they see as idiosyncratic pricing. Sometimes it is idiosyncratic, but oft-times it is fiendishly clever and well researched. So is this book. There are examples that at first sight seem to have nothing to do with the subject at hand, but the learning points are all made and explained in any number of interesting and memorable ways. *Pricing on Purpose* is a welcome and valuable addition to the learning on pricing and I recommend it to professional pricers, marketers, and anyone interested in capturing the value their business creates. —Eric G. Mitchell, President, Professional Pricing Society, [www.pricingsociety.com](http://www.pricingsociety.com) Ron Baker is what I'd call a 'thought giant.' In his first two books he literally began a revolution in the accounting and legal professions. Thousands of professionals in public practice now lead far better, more rewarding lives thanks to him. Now he's broadened his impact in a huge way. Read this book, implement the ideas and you'll never look at your prices or your pricing policies in the same way again. You'll be richer in many ways because of it. —Paul Dunn, founder and CEO, ResultsNet Australia, coauthor, *The Firm of the Future: A Guide for Accountants, Lawyers, and Other Professional Services*, [www.resultsnetaustralia.com](http://www.resultsnetaustralia.com) As a reader of hundreds of business books, I am thrilled when I come across one that has something new to say. *Pricing on Purpose* does just that. Instead of presenting a set of feel-good items to check off a list, Ron Baker encourages us 'to think with him, not like him.' He methodically builds his argument leading us through the labyrinth of pricing theory and encourages us to look at pricing as the strategic tool that it is rather than taking the lazy cost-based tactical approach of most businesses. To paraphrase Karl Marx in terms of Baker's book, 'Cost-based pricing is the opium of business.' —Ed Kless, Director, Partner Development and Recruitment, Sage Software Baker has done it again! Building on the core principles that he advanced in *Professional's Guide to Value Pricing* and *The Firm of the Future*, Ron Baker has again evolved thought leadership on the critical dynamics of value and pricing. Baker's latest work, *Pricing on Purpose: Creating and Capturing Value*, provides real-world examples and practical strategies that provide a framework for pricing optimization. His clarity of purpose and

passionate call to action resonates in today's intellectual capital economy. —Thomas Finneran, Executive Vice President, American Association of Advertising Agencies We love this book! With detailed research, thorough references, and recommendations for further reading, this could be considered a textbook. That it is so readable and engaging is a triumph. The chapter providing the epitaph for cost-plus pricing is worth many times the price of this book. 'Got price-sensitive customers? Wonder why? Read and stop weeping. Who's in charge of value in your company?' Baker asks. If you can't immediately answer, you'd better read this book. Bravo, Baker! —Paul O'Byrne and Paul Kennedy, partners, O'Byrne and Kennedy LLP, Chartered Accountants, United Kingdom, [www.obk.co.uk](http://www.obk.co.uk) Ron Baker is nothing short of brilliant, and his enthusiasm for pricing is contagious. Pricing on Purpose will add more value to your firm than anything else you could do. As usual in Ron's books, he presents cutting-edge ideas. There is no greater value to your company than to read Pricing on Purpose and implement its ideas. —Scott Abbott, entrepreneur, former regional business development, manager, BDO Dunwoody, LLP, Manitoba, Canada

**The Brand Flip** Marty Neumeier, 2015 The rise of branding, now fueled by social media, has placed the future of companies firmly in the hands of customers. This is the brand flip, a pan-industry judo throw that's taking down some companies and raising others to the status of superstars ... Neumeier shows you how to make the leap to a consumer-driven future using a mixture of advice and tools presented in a lively graphic format. You'll learn how to make the flip from selling features to selling experience, from cost-based pricing to relationship-based pricing, from value protection to value creation, and from satisfaction to empowerment--Publisher's description.

*How to Launch a Brand (2nd Edition)* Fabian Geyrhalt, 2015-12 This book will guide you through the steps necessary to build a brand from the ground up. Each of the key phases of preparing for a brand launch are broken down into practical guidelines designed to help you make the right branding decisions along the way.

**Story 10x** Michael Margolis, 2019

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