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## EXWHFF - CHEN REED

Class-tested and coherent, this textbook teaches classical and web information retrieval, including web search and the related areas of text classification and text clustering from basic concepts. It gives an up-to-date treatment of all aspects of the design and implementation of systems for gathering, indexing, and searching documents; methods for evaluating systems; and an introduction to the use of machine learning methods on text collections. All the important ideas are explained using examples and figures, making it perfect for introductory courses in information retrieval for advanced undergraduates and graduate students in computer science. Based on feedback from extensive classroom experience, the book has been carefully structured in order to make teaching more natural and effective. Slides and additional exercises (with solutions for lecturers) are also available through the book's supporting website to help course instructors prepare their lectures.

The book 17 million network marketers around the world have been waiting for. Industry expert Randy Gage explains exactly how to build a large network marketing organization. Readers learn the specific, step-by-step strategies they need to create their own residual income, multi-level money machine. A complete nuts-and-bolts manual.

What hidden skill links successful people in all walks of life? The answer is surprisingly simple: they know how to ask the right questions at the right time. Questions help us break down barriers, discover secrets, solve puzzles, and imagine new ways of doing things. The right question can provide for us not only the answer we need right then but also the ones we'll need tomorrow. Emmy award-winning journalist and media expert Frank Sesno wants to teach you how to question others in a methodical, intentional way so that you can find the same success that others have found by mastering this simple skill. In Ask More, you will learn: How the Gates Foundation used strategic questions to plan its battle against malaria How turnaround expert Steve Miller uses diagnostic questions to get to the heart of a company's problems How creative questions animated a couple of techie dreamers to brainstorm Uber How journalist Anderson Cooper uses confrontational questions to hold people accountable Throughout Ask More, you'll explore all different types of inquiries--from questions that cement relationships, to those that will help you plan for the future. By the end, you'll know what to ask and when, what you should listen for, and what you can expect as the outcome.

An introduction to computational complexity theory, its connections and interactions with mathematics, and its central role in the natural and social sciences, technology, and philosophy Mathematics and Computation provides a broad, conceptual overview of computational complexity theory—the mathematical study of efficient computation. With important practical applications to computer science and industry, computational complexity theory has evolved into a highly interdisciplinary field, with strong links to most mathematical areas and to a growing number of scientific endeavors. Avi Wigderson takes a sweeping survey of complexity theory, emphasizing the field's insights and challenges. He explains the ideas and motivations leading to key models, notions, and results. In particular, he looks at algorithms and complexity, computations and proofs, randomness and interaction, quantum and arithmetic computation, and cryptography and learning, all as parts of a cohesive whole with numerous cross-influences. Wigderson illustrates the immense breadth of the field, its beauty and richness, and its diverse and growing interactions with other areas of mathematics. He ends with a comprehensive look at the theory of computation, its methodology and aspirations, and the unique and fundamental ways in which it has shaped and will further shape science, technology, and society. For further reading, an extensive bibliography is provided for all topics covered. Mathematics and Computation is useful for undergraduate and graduate students in mathematics, computer science, and related fields, as well as researchers and teachers in these fields. Many parts require little background, and serve as an invitation to newcomers seeking an introduction to the theory of computation. Comprehensive coverage of computational complexity theory, and beyond High-level, intuitive exposition, which brings conceptual clarity to this central and dynamic scientific discipline Historical accounts of the evolution and motivations of central concepts and models A broad view of the theory of computation's influence on science, technology, and society Extensive bibliography

Presents recipes ranging in difficulty with the science and technology-minded cook in mind, providing the science behind cooking, the physiology of taste, and the techniques of molecular gastronomy.

From the creator of Product Launch Formula: A new edition of the #1 New York Times best-selling guide that's redefined online marketing and helped countless entrepreneurs make millions. The revised and updated edition of the #1 New York Times bestseller Launch will build your business - fast. Whether you've already got an online business or you're itching to start one, this is a recipe for getting more traction and a fast start. Think about it: What if you could launch like Apple or the big Hollywood studios? What if your prospects eagerly counted down the days until they could buy your product? And you could do it no matter how humble your business or budget? Since 1996, Jeff Walker has been creating hugely successful online launches. After bootstrapping his first Internet business from his basement, he quickly developed a process for launching new products and businesses with unprecedented success. And once he started teaching his formula to other entrepreneurs, the results were simply breathtaking. Tiny, home-based businesses started doing launches that brought in tens of thousands, hundreds of thousands, and even millions of dollars. Whether you have an existing business or you're starting from scratch, this is how you start fast. This formula is how you engineer massive success. Now the question is this: Do you want to start slow, and fade away from there? Or are you ready for a launch that will change the future of your business and your life?

Brian Kurtz is the bridge connecting the bedrock fundamentals of direct response marketing to the state-of-the-art strategies, tactics, and channels of today. Overdeliver distills his expertise from working in the trenches over almost four decades to help readers build a business that maximizes both revenue and relationships. Marketing isn't everything, according to Brian Kurtz. It's the only thing. If you have a vision or a mission in life, why not share it with millions instead of dozens? And while you are sharing it with as many people as possible and creating maximum impact, why not measure everything and make all of your marketing accountable? That's what this book is all about. In the world

of direct marketing, Brian Kurtz has seen it all and done it all over almost four decades. And he lives by the philosophy, "Those who did it have a responsibility to teach it." Here's a small sample of what you'll learn: • The 4 Pillars of Being Extraordinary • The 5 Principles of why "Original Source" matters • The 7 Characteristics that are present in every world class copywriter • Multiple ways to track the metrics that matter in every campaign and every medium, online and offline • Why customer service and fulfillment are marketing functions • That the most important capital you own has nothing to do with money • And much more Whether you're new to marketing or a seasoned pro, this book gives you a crystal-clear road map to grow your business, make more money, maximize your impact in your market, and love what you're doing while you're doing it. Kurtz takes you inside the craft to help you use all the tools at your disposal—from the intricate relationship between lists, offers, and copy, to continuity and creating lifetime value, to the critical importance of multichannel marketing and more--so you can succeed wildly, exceed all your expectations, and overdeliver every time. Courseology takes you through a 3-day, proven, step-by-step system that transforms your idea into a sellable online course using real life examples and allowing you to replicate the process behind other successful courses, proving you that you can earn a steady, passive income online.

New and classical results in computational complexity, including interactive proofs, PCP, derandomization, and quantum computation. Ideal for graduate students.

"Few of us really appreciate the full power of math--the extent to which its influence is not only in every office and every home, but also in every courtroom and hospital ward. In this ... book, Kit Yates explores the true stories of life-changing events in which the application--or misapplication--of mathematics has played a critical role: patients crippled by faulty genes and entrepreneurs bankrupted by faulty algorithms; innocent victims of miscarriages of justice; and the unwitting victims of software glitches"--Publisher marketing.

No matter how much repeat business you get from loyal customers, the lifeblood of your business is a constant flow of new accounts. Packed with tested strategies and anecdotes, New Sales. Simplified. offers a proven formula for prospecting, developing, and closing deals. With refreshing honesty and some much-needed humor, sales expert Mike Weinberg examines the critical mistakes made by most salespeople and executives, then provides tips to help you achieve the opposite results. In New Sales. Simplified., you will learn how to: Identify a strategic list of genuine prospects Draft a compelling, customer focused "sales story" Perfect the proactive telephone call to get face to face with more prospects Use email, voicemail, and social media to your advantage Prepare for and structure a winning sales call Make time in your calendar for business development activities New Sales. Simplified. is about overcoming and even preventing buyers' anti salesperson reflex by establishing trust. This book will help you choose the right targets and build a winning plan to pursue them. Named by Hubpot as a Top 20 Sales Book of All Time, this easy-to-follow guide will remove the mystery surrounding prospecting and have you ramping up for new business.

Distills key concepts from linear algebra, geometry, matrices, calculus, optimization, probability and statistics that are used in machine learning.

A consultant to some of America's leading corporations shares key insights and ideas on how to supercharge one's business and career, explaining how to create and develop new opportunities for wealth in any business, enterprise, or venture. Reprint. 50,000 first printing.

How a nightclub comedian turned a simple joke formula into a million dollar sales hook... and how you can use the same easy 4-sentence formula to stand out from the crowd and connect more deeply with your best customers and prospects.

A holistic approach to conversion rate optimization that encompasses an entire business—online and offline—to drive more sales and referrals, and increase bottom-line profits In order for your business to survive, you must convert anonymous traffic into sales. The better you do that, the more money you make. The science of tweaking and testing webpages to convert the maximum number of people is known as conversion rate optimization (CRO). Convert Every Click introduces an expanded vision of CRO that the author, Benji Rabhan, calls "holistic conversion rate optimization." Internet technology and innovation have changed the way you should be optimizing your business, your marketing, and your websites. The book looks at the psychology behind this new way of optimizing an entire business for more profits. It examines how your website plays a role in your overall business strategy, and details how to use CRO psychology and strategies to increase profits. Teaches proven strategies for increasing conversions across your entire business Details various split testing and data gathering methods and when to use each one Unveils a holistic approach to conversion rate optimization, using technology to create a more customer-centric experience that not only increases conversions, but also improves customer engagement and satisfaction With guidance from Convert Every Click, you'll learn how to boost conversions and consumption across your entire business by maximizing every bit of your hard-earned traffic before, during, and after a sale.

At the heart of Born to Run lies a mysterious tribe of Mexican Indians, the Tarahumara, who live quietly in canyons and are reputed to be the best distance runners in the world; in 1993, one of them, aged 57, came first in a prestigious 100-mile race wearing a toga and sandals. A small group of the world's top ultra-runners (and the awe-inspiring author) make the treacherous journey into the canyons to try to learn the tribe's secrets and then take them on over a course 50 miles long. With incredible energy and smart observation, McDougall tells this story while asking what the secrets are to being an incredible runner. Travelling to labs at Harvard, Nike, and elsewhere, he comes across an incredible cast of characters, including the woman who recently broke the world record for 100 miles and for her encore ran a 2:50 marathon in a bikini, pausing to down a beer at the 20 mile mark.

How Today's Marketing Leaders Have Bypassed the "Experts" to Craft Effective, Inexpensive Customer Loyalty Programs Database marketing is today's most powerful tool for designing cost-effective, resource-efficient marketing and operations programs. The Customer Loyalty Solution cuts through theory and guesswork to examine how leading marketers from Land's End to IBM are using today's new breed of database marketing tools to compute lifetime value, cut costs in every area,

and make databases easier to access and utilize from anywhere on the globe. Praise for The Customer Loyalty Solution: "The Customer Loyalty Solution combines the best of traditional practice with contemporary market factors in terms that inspire and cut across industries. Straightforward enough for the upcoming 1-1 marketer as well as a great catch-up for the seasoned practitioner."--Joe Rapolla, VP, Consumer Marketing Services, Universal Music Group/CLO "Delivers practical solutions instead of hyperbole and theory. Hughes makes this book fun to read, and he gets his point across--clearly."--Robert McKim, CEO, msdbm "Well written and easy to understand. Hughes imparts his wisdom to set realistic expectations and provides case studies adding real-world application."--J.C. Johnson, VP, Database Marketing, Fairfield Resorts "Hughes distills the jargon and complexity of database marketing into a refreshingly straightforward and practical guide. The Customer Loyalty Solution should be required reading for anyone serious about making database marketing work."--Jonathan Huth, VP, Relationship Database Marketing, Scotiabank New technologies like the Web have brought unprecedented change to database marketing. But some things never change. Successful marketers have learned that to understand their customers they must still think like their customers, who continue to ignore one-time discounts to ask, "Why would I want to be that company's customer? What's in it for me?" The Customer Loyalty Solution goes straight to the source, revealing how marketers today are leveraging their database marketing programs to identify and attract the most profitable new customers, increase current customer retention and repurchase, and identify and reward their most loyal and profitable customers. More than 40 detailed case studies and dozens of examples reveal success stories including Verizon's "best in class" datamart that realized a 1681 percent return on marketing investment Isuzu's database project that targeted only their best prospects--and cut industry-standard per-unit sales costs in half Weekly Standard's variable headline strategy that increased direct mail response rates by nearly 25 percent Author and database marketing pioneer Arthur Hughes doesn't hide behind incomprehensible formulas and impossible-to-navigate layouts. Each easy-to-follow chapter clearly addresses and explains a different piece of the database-marketing puzzle. Case studies are clearly marked and detail what went right-or wrong. Chapter-ending synopses summarize the lessons to be learned in each chapter and clearly review what worked and what didn't. These features and others combine with innovative charts and quizzes to ensure hands-on understanding of material covered and make the book a timely, practical guide. The Customer Loyalty Solution reveals how database marketing and customer relationship management initiatives are making a difference, today, for the world's leading marketers. It provides you with step-by-step techniques for benchmarking their efforts to develop intelligent strategies of your own, understanding how and why they work, and monitoring their results to continually adjust and modify for changing market conditions. The result will be far stronger customer loyalty, more consistent repeat sales, and a database-marketing program that is enjoyable and successful--for both you and your most profitable customers.

The go-to guide for small-business owners and entrepreneurs to discover exactly what consumers want to buy and how to get it to them. As a small-business owner, entrepreneur, or marketer, are you absolutely certain that you know what your customer wants? And even if you know what your customer wants, are you sure that you are able to clearly communicate that you offer the exact thing that they are seeking? In this best-selling book, Ryan Levesque lays out his proven, repeatable, yet slightly counterintuitive, methodology for understanding the core wants and motivations of your customer. Levesque's Ask Method provides a way to discover what customers want to buy by guiding them through a series of questions and customizing a solution from them so they are more likely to purchase from you. And all through a completely automated process that does not require one-on-one conversations with every single customer. The Ask method has generated over \$100 million in online sales across 23 different industries and counting. Now it is your turn to use it to create a funnel, skyrocket your online income, and create a mass of dedicated fans for you and your company in the process.

Already have a home service business but just scraping by? Don't know how to grow because you can't possibly work any more hours? This book aims to change that with actionable advice you can use to immediately improve every aspect of your home service business so you can make more money and work less.

What type of business should you start? For the past 10 years, Inc. 500 CEO and #1 national best-selling author, Ryan Levesque--featured for his work in the Wall Street Journal, USA Today, Forbes, and Entrepreneur--has guided thousands of entrepreneurs through the journey of answering this question. One of the biggest reasons why so many new businesses fail is because in the quest to decide what business to start, most of the conventional wisdom is wrong. Instead of obsessing over what--as in what should you sell or what should you build--you should first be asking who. As in who should you serve? The what is a logical question that will come soon enough. But choosing your who is the foundation from which all other things are built. That is what this book is all about. If you've ever had the dream to start your own business, become your own boss, or do your own thing--but have been afraid to take the leap and screw up your already good life--this book is for you. You will find the meticulously tested, step-by-step process outlined in the book is easy to follow, despite being the result of a decade of research and experience. This process, designed to minimize your risk of failure and losing money up front, coupled with the inspiring stories of everyday people who have used this process to launch successful businesses, will not only give you clarity on what type of business to start, but also the confidence to finally take that leap and get started.

Influence And Income Online: Three Millennial Millionaires Share Their Secrets Only six to eight years ago, most people who wanted to take a message or product to the world had to ask permission (from the authorities, associations, and governing bodies that centralized content distribution). But now, because of technology (particularly social media and video), decentralization is everywhere (technology inherently decentralizes). This has empowered everyone with a phone to reach the masses without ever worrying about asking for permission again. This book reveals how three millennial influencers did just that and took their message to hundreds of thousands (and sometimes millions) of followers--all without ever asking for "permission." This is the day when kids make \$1000s doing things adults once mocked with statements like: "keep making that face and it will become permanent!" "when are you going to stop dancing and go get a job!" "stop playing those video games, like someone's really going to pay you for that!" As more Fortune 500 brands fall by the waste side, people like Steve Larsen, Josh Forti, me, and many other entrepreneurs, many of which are featured in this book, are taking up the baton and running without looking back. We are the ones Steve Jobs envisioned when he ran the most famous technology commercial of all-time in 1997: Here's to the crazy ones. The misfits. The rebels. The troublemakers. The round pegs in the square holes. The ones who see things differently. They're not fond of rules. And they have no respect for the status quo. You can quote them, disagree with them, glorify or vilify them. About the only thing you can't do is ignore them. Because they change things. They push the human race forward. While some may see them as the crazy ones, we see genius. Because the people who are crazy enough to think they can change the world, are the ones who do. Thank you Mr. Jobs, and now to the crazy ones, let's go get it! James Smiley (and remember, it's all about attitude!)

Mo Bunnell's comprehensive system will help you win more clients, build stronger relationships, and bring in more business. If you're good at doing something, and you need to connect with paying clients in order to keep doing it, this book is for you. There are more of us out there than you might

think -- from professionals like lawyers and consultants to big company account managers and freelancers of all stripes. And this book will teach you how to sell yourself without selling your soul. In The Snowball System, Mo Bunnell offers powerful and proven tools for business development. Whether you are gregarious or introverted, whether you are a part of a small startup or a massive multinational, Bunnell's science-based system is effective and efficient, and easily adapted into your day-to-day work. With The Snowball System, you will not only succeed at growing your business, you'll learn to enjoy doing the activities that drive that growth. You'll be happier, and so will your clients.

Why does an entrepreneur struggling through 80 hours a week only make half as much as another working no more than 40? What actions determine whether you end up with a small business pulling in five figures a year or a billion-dollar behemoth blazing a path to market dominance? As an entrepreneur, you're told the secret to success is working hard and fighting your way to the top. But what if this advice came from all the wrong people and places? What if there was more to the success stories you read in magazines, watch on TV or hear on the radio? Uncovering the true secret to success is marketing expert Charles E. Gaudet II's obsession. Gaudet discovered nearly every great organization - whether Apple, Nordstrom, Zappos, FedEx or Disney - follows a stunningly similar formula. And surprisingly, this approach defies the principles followed by most entrepreneurs running businesses today. Gaudet finally reveals why some businesses find growth opportunities in any economic situation and others balance on the edge of failure. His research shows many small business owners seek out success strategies from other small business owners and, for this reason, most remain small. Fortunately, today's advances in technology and media level the playing field, allowing small businesses to compete using a "big-business playbook," even when they don't have a big-business marketing budget. Inside The Predictable Profits Playbook, you'll learn time-tested lessons from leading small business owners and discover how to: Succeed in a down economy Become the preferred provider sought by only the best customers Swipe market share from your competitors Increase margins while growing demand Multiply your prospect-to-sales ratio Boost customer loyalty and build a raving fan base Create predictable and rising profits from one month to the next Become known as a business of excellence The Predictable Profits methodology avoids gimmicks, schemes or stunts - and you won't need to outspend your competitors. Instead, you'll focus on optimizing your existing marketing dollars and delivering the greatest advantages to your customers. Some entrepreneurs want to experience growth and others just wish for it. This book is for the motivated entrepreneur committed to making growth happen."

If you're an entrepreneur, business owner, or sales professional, Gravitational Marketing offers a simple method for attracting customers without the hassle of traditional manual sales labor. If you want to sell more and work less, this book exposes the principles of easily and effortlessly attracting customers without cold calling, prospecting, or begging for business. With Gravitational Marketing, you can finally stop chasing customers and let them come to you.

THE MIND-READING SYSTEM THAT IS REVOLUTIONIZING ONLINE BUSINESS Do you know how to find out what people "really" want to buy? (Not what you "think" they want, not what they "say" they want, but what they "really" want?) The "secret" is asking the right questions and the right questions are "not" what you might expect. "Ask" is based on the compelling premise that you should NEVER have to guess what your prospects and customers are thinking. The "Ask Formula" revealed in this book has been used to help build multi-million dollar businesses in 23 different industries, generating over \$100 million dollars in sales in the process. You'll discover why the "Ask Formula" is arguably THE most powerful way to discover EXACTLY what people want to buy and how to give it to them and in a way that makes people fall in love with you and your company. In this tell-all book, expert online marketer Ryan Levesque (featured in CNBC, Yahoo Finance, "The Miami Herald," "The San Francisco Chronicle," "Mass Market Retailer," "Bloomberg Businessweek" and more) turns everything you know about customer surveys on its head. You'll discover how Ryan Levesque developed his proven system for creating survey-based, customized sales funnels. And you'll also learn how YOU can implement the same system in your own business no matter your market. The "Ask Formula" blueprint is laid out in clear and detailed steps for anyone to use and adapt. Whether you're an aspiring Internet entrepreneur, advanced online marketer, or established business owner, this book will both "inspire" you and "show" you how to skyrocket your online income while creating a mass of raving fans in the process simply by asking the "right" questions in a surprisingly different way. For people looking to scale up their business, "Ask" will utterly transform how you think about consumer behavior and selling online. For example, you'll learn: How to increase your income by 36% by asking potential customers this slightly unusual 4 word question. Why most businesses are doing surveys all wrong (and the one question you should NEVER be asking your prospects) And much, much more "

WARNING: Do Not Read This Book If You Hate Money To build a successful business, you need to stop doing random acts of marketing and start following a reliable plan for rapid business growth. Traditionally, creating a marketing plan has been a difficult and time-consuming process, which is why it often doesn't get done. In The 1-Page Marketing Plan, serial entrepreneur and rebellious marketer Allan Dib reveals a marketing implementation breakthrough that makes creating a marketing plan simple and fast. It's literally a single page, divided up into nine squares. With it, you'll be able to map out your own sophisticated marketing plan and go from zero to marketing hero. Whether you're just starting out or are an experienced entrepreneur, The 1-Page Marketing Plan is the easiest and fastest way to create a marketing plan that will propel your business growth. In this groundbreaking new book you'll discover: - How to get new customers, clients or patients and how to make more profit from existing ones. - Why "big business" style marketing could kill your business and strategies that actually work for small and medium-sized businesses. - How to close sales without being pushy, needy, or obnoxious while turning the tables and having prospects begging you to take their money. - A simple step-by-step process for creating your own personalized marketing plan that is literally one page. Simply follow along and fill in each of the nine squares that make up your own 1-Page Marketing Plan. - How to annihilate competitors and make yourself the only logical choice. - How to get amazing results on a small budget using the secrets of direct response marketing. - How to charge high prices for your products and services and have customers actually thank you for it.

\* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. As you read this summary, you will discover the Ask method, a process that allows us to respond as closely as possible to customer needs "via" a series of surveys. You will also discover: the art and the way to use surveys to get concrete information and make sales; the importance of asking potential customers about their current habits and problems, not their desires; the crucial aspect of personalizing messages and offers; the process to be put in place to build a real relationship between prospect and company and to transform a maximum number of visits into purchases. In today's swarm of advertising messages that fills up the everyday life, it can be very difficult to attract the attention of customers. The secret: differentiate yourself by the relevance of your offer, thanks to a precise diagnosis of their needs. To do this, entrepreneur Ryan Levesque has developed an in-depth process, based on a series of surveys: the Ask method. It allows him to transform the elements of Web traffic into loyal customers. \*Buy now the summary of this book for the modest price of a cup of coffee!

Ask: The Counterintuitive Online Formula to Discover Exactly What Your Customers Want to Buy...

Create a Mass of Raving Fans... and Take Any Business to the Next Level by Ryan Levesque | Key Takeaways, Analysis & Review Preview: Ask, by Ryan Levesque, details the Ask Formula, including the Survey Funnel Formula, that teaches businesses the best way to connect with current and potential customers by cleverly asking them what they want and creating products and marketing to suit those needs. These formulas are repeatable and may provide predictable outcomes, but it is also dynamic, flexible, and evolves with its implementation for each type of business and market... PLEASE NOTE: This is key takeaways and analysis of the book and NOT the original book. Inside this Instead of Ask: Overview of the book Important People Key Takeaways Analysis of Key Takeaways

This book is about making machine learning models and their decisions interpretable. After exploring the concepts of interpretability, you will learn about simple, interpretable models such as decision trees, decision rules and linear regression. Later chapters focus on general model-agnostic methods for interpreting black box models like feature importance and accumulated local effects and explaining individual predictions with Shapley values and LIME. All interpretation methods are explained in depth and discussed critically. How do they work under the hood? What are their strengths and weaknesses? How can their outputs be interpreted? This book will enable you to select and correctly apply the interpretation method that is most suitable for your machine learning project.

Content Machine outlines a strategy for using content marketing to build a 7-figure business with zero advertising. Whether you are a blogger, content marketer, entrepreneur or marketing manager, Content Machine will help you see the return you deserve from your content marketing efforts.

In The Automatic Customer, John Warrillow provides the essential blueprint for turning your customers into subscribers. The lifeblood of your business is repeat customers. But customers can be fickle, markets shift and competitors are ruthless. So how do you ensure a steady flow of business? The secret - no matter what industry you're in - is finding and keeping automatic customers. These days virtually anything you need can come through a subscription. Far beyond Spotify and Netflix, companies in nearly any industry, from home contractors to florists, can build subscriptions into their business. Subscription is the key to increasing cash flow, igniting growth and boosting the value of your company. Whether you want to transform your entire business into a recurring revenue engine or just pick up an extra 5 per cent of sales growth, The Automatic Customer will be your secret weapon. 'Read, apply and watch your bank deposits grow every month' Chris Guillebeau, best-selling author of The \$100 Startup 'If you have a business, or are thinking about starting one, this book will be the best investment you've ever made' Bo Burlingham, editor-at-large of Inc. and author of Small Giants and Finish Big John Warrillow, the author of Built to Sell, is the founder of The Value Builder System™ where advisors help company owners increase the value of their business. Previously, he founded Warrillow & Co., a subscription-based research business dedicated to helping Fortune 500 companies market to small business owners. A sought-after speaker and popular Inc.com columnist, he lives in Toronto.

How to rewire your brain to improve virtually every aspect of your life based on the latest research in neuroscience and psychology on neuroplasticity and evidence-based practices. Not long ago, it was thought that the brain you were born with was the brain you would die with, and that the brain cells you had at birth were the most you would ever possess. Your brain was thought to be "hardwired" to function in predetermined ways. It turns out that's not true. Your brain is not hardwired, it's "softwired" by experience. This book shows you how you can rewire parts of the brain to feel more positive about your life, remain calm during stressful times, and improve your social relationships. Written by a leader in the field of Brain-Based Therapy, it teaches you how to activate the parts of your brain that have been underactivated and calm down those areas that have been hyperactivated so that you feel positive about your life and remain calm during stressful times. You will also learn to improve your memory, boost your mood, have better relationships, and get a good night sleep. Reveals how cutting-edge developments in neuroscience, and evidence-based practices can be used to improve your everyday life. Other titles by Dr. Arden include: Brain-Based Therapy-Adult, Brain-Based Therapy-Child, Improving Your Memory For Dummies and Heal Your Anxiety Workbook. Dr. Arden is a leader in integrating the new developments in neuroscience with psychotherapy and Director of Training in Mental Health for Kaiser Permanente for the Northern California Region. Explaining exciting new developments in neuroscience and their applications to daily living, Rewire

Your Brain will guide you through the process of changing your brain so you can change your life and be free of self-imposed limitations.

Alex Rogo is a harried plant manager working ever more desperately to try and improve performance. His factory is rapidly heading for disaster. So is his marriage. He has ninety days to save his plant - or it will be closed by corporate HQ, with hundreds of job losses. It takes a chance meeting with a colleague from student days - Jonah - to help him break out of conventional ways of thinking to see what needs to be done. Described by Fortune as a 'guru to industry' and by Businessweek as a 'genius', Eliyahu M. Goldratt was an internationally recognized leader in the development of new business management concepts and systems. This 20th anniversary edition includes a series of detailed case study interviews by David Whitford, Editor at Large, Fortune Small Business, which explore how organizations around the world have been transformed by Eli Goldratt's ideas. The story of Alex's fight to save his plant contains a serious message for all managers in industry and explains the ideas which underline the Theory of Constraints (TOC) developed by Eli Goldratt. Written in a fast-paced thriller style, The Goal is the gripping novel which is transforming management thinking throughout the Western world. It is a book to recommend to your friends in industry - even to your bosses - but not to your competitors!

Capturing the important place and power role that culture plays in the decision-making process of migration, this Handbook looks at human movement outside of a vacuum; taking into account the impact of family relationships, access to resources, and security and insecurity at both the points of origin and destination.

What does it take to create the career you want? It's no secret that the world of work has changed, and we're shifting toward an ever more entrepreneurial, self-reliant, work-from-wherever-you-are economy. That can be a liberating force, and many professionals dream of becoming independent, whether by starting their own businesses, becoming consultants or freelancers, or developing a side-line. But there's a major obstacle professionals face when they contemplate taking the leap: how to actually make money doing what they love. You may have incredible talent and novel ideas, but figuring out how to get started, building your reputation in a new realm, developing multiple revenue streams, and bringing in a steady flow of new clients can be a daunting prospect. Dorie Clark, a successful entrepreneur and author, has done it all. And in Entrepreneurial You she provides a blueprint for professional independence, with insights and advice on building your brand, monetizing your expertise, and extending your reach and impact online. In short, engaging chapters she outlines the necessary elements and concrete tactics for entrepreneurial success. She shares the stories of entrepreneurs of all kinds--from consultants and coaches to podcasters, bloggers, and online marketers--who have generated six- and seven-figure incomes. This book will be your hands-on guide to building a portfolio of revenue streams, both traditional and online, so that you can liberate yourself financially and shape your own career destiny.

Scores of talented and dedicated people serve the forensic science community, performing vitally important work. However, they are often constrained by lack of adequate resources, sound policies, and national support. It is clear that change and advancements, both systematic and scientific, are needed in a number of forensic science disciplines to ensure the reliability of work, establish enforceable standards, and promote best practices with consistent application. Strengthening Forensic Science in the United States: A Path Forward provides a detailed plan for addressing these needs and suggests the creation of a new government entity, the National Institute of Forensic Science, to establish and enforce standards within the forensic science community. The benefits of improving and regulating the forensic science disciplines are clear: assisting law enforcement officials, enhancing homeland security, and reducing the risk of wrongful conviction and exoneration. Strengthening Forensic Science in the United States gives a full account of what is needed to advance the forensic science disciplines, including upgrading of systems and organizational structures, better training, widespread adoption of uniform and enforceable best practices, and mandatory certification and accreditation programs. While this book provides an essential call-to-action for congress and policy makers, it also serves as a vital tool for law enforcement agencies, criminal prosecutors and attorneys, and forensic science educators.

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