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Il copywriting, ovvero l'arte di scrivere testi persuasivi per vendere, è un aspetto fondamentale del marketing, e non solo sul web. Saper scegliere le giuste parole fa veramente la differenza in termini di fatturato e vendite. Il bravo copywriter sa confezionare il migliore messaggio per superare le barriere psicologiche del lettore/ascoltatore e suscitare in lui emozioni tali da creare un bisogno reale verso il prodotto o il servizio proposto dal messaggio stesso. Approccio esperienziale e innovativo al copywriting classico è il Copywriting Quantistico, tecnica basata sui "quanti di informazioni" (il minimo numero di parole per comporre il migliore messaggio possibile) e sui "quanti di attenzione" (il tempo minimo che una persona riesce a concederti prima di distrarsi). Grazie al libro Copywriting Quantistico, sarai in grado di acquisire velocemente la più efficace strategia di copywriting per la composizione di testi seducenti e persuasivi allo scopo di "convertire" in clienti il maggior numero di persone.

With over 1 million copies sold worldwide and translated into 29 languages, Dr. Alex Loyd's international bestselling book is a life-changing program that uses energy medicine to heal mental and physical challenges. The Healing Code is your healing kit for life-to recover from the issues you know about, and repair the ones you don't. The book also includes: The Seven Secrets of life, health, and prosperity The 10-second Instant Impact technique for defusing daily stress The Heart Issues Finder, the only test that identifies your source issues in a succinct personalized report Dr. Alex Loyd discovered how to activate a physical function built into the body that consistently and predictably removes the source of 95% of all illness and disease. His findings were validated by tests and by the thousands of people from all over the world who have used The Healing Code's system to heal virtually any physical, emotional, or relational issue. His testing also revealed that there is a "Universal Healing Code" that will

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heal most issues for most people. In this book you will get that Universal Healing Code, which takes only minutes to do.

Many people train in graphic design and typography, but writing copy is often assumed to be a natural talent. However, there are simple techniques you can employ to craft strong written content with ease. Using a series of exercises and illustrated examples of award-winning campaigns and communication, Copywriting takes you through step-by-step processes that can help you to write content quickly and effectively. With insightful interviews from leading copywriters, as well as illustrated case studies of major brands that explore the challenges involved in creating cutting-edge copy, this book will provide you with all the tools you need to become a confident and versatile creative copywriter. With chapters devoted to each specific medium, the book teaches the art of writing great copy for advertising and direct marketing, retailing, catalogues, company magazines, websites, branding and more.

The New York Times bestselling author of *The 4-Hour Body* shows readers how to live more and work less, now with more than 100 pages of new, cutting-edge content. Forget the old concept of retirement and the rest of the deferred-life plan—there is no need to wait and every reason not to, especially in unpredictable economic times. Whether your dream is escaping the rat race, experiencing high-end world travel, or earning a monthly five-figure income with zero management, *The 4-Hour Workweek* is the blueprint. This step-by-step guide to luxury lifestyle design teaches:

- How Tim went from \$40,000 per year and 80 hours per week to \$40,000 per month and 4 hours per week
- How to outsource your life to overseas virtual assistants for \$5 per hour and do whatever you want
- How blue-chip escape artists travel the world without quitting their jobs
- How to eliminate 50% of your work in 48 hours using the

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principles of a forgotten Italian economist • How to trade a long-haul career for short work bursts and frequent “mini-retirements” The new expanded edition of Tim Ferriss’ The 4-Hour Workweek includes:

- More than 50 practical tips and case studies from readers (including families) who have doubled income, overcome common sticking points, and reinvented themselves using the original book as a starting point
- Real-world templates you can copy for eliminating e-mail, negotiating with bosses and clients, or getting a private chef for less than \$8 a meal
- How Lifestyle Design principles can be suited to unpredictable economic times
- The latest tools and tricks, as well as high-tech shortcuts, for living like a diplomat or millionaire without being either

'Excellent, exactly how good science fiction should be- gripping story, beautifully told, while at the same time being scientifically well-informed.' tweeted RICHARD DAWKINS. 'Reminiscent of vintage Arthur C. Clarke . . . has a chilling, nail-biting authenticity' said JAMES LOVEGROVE in the Financial Times. From renowned theoretical physicist, broadcaster and author Jim Al-Khalili, comes this thrilling debut novel drawing on cutting-edge science and set in a near-future full of dazzling technologies. 2041 and the world as we know it grinds to a halt. Our planet seems to be turning against itself - it would appear that the magnetic field, that protects life on Earth from deadly radiation from space, is failing . . . Desperate to quell the mass hysteria that would surely follow, world governments have concealed this rapidly emerging Armageddon. But a young Iranian hacktivist stumbles across the truth, and it becomes a race against time to reactivate the earth's core using beams of dark matter. As a small team of brave and brilliant scientists battle to find a way of transforming theory into practice, they face a fanatical

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group intent on pursuing their own endgame agenda- for they believe mankind to be a plague upon this earth and will do anything, commit any crime, to ensure that the project fails . . . And so bring about humanity's end.

The Lieutenant of Kouta is the first novel in Massa Makan Diabaté's award-winning trilogy. Featuring an introduction by leading Diabaté scholar Cheick M. Chérif Keïta and Shane Auerbach, it tells the story, part tragicomic and part hagiographic, of an African lieutenant in the French Army who returns as a decorated hero from the battlefields of Europe to Kouta, a fictionalized version of the author's own birthplace, the Malian town of Kita. Upon his return, Siriman Keita finds it difficult to adjust to village life as he navigates traditional customs in his attempts to create his place in the predominantly Muslim Kouta. The novel offers a rich and nuanced representation of Mali on the brink of independence; it is a tapestry of traditional Mandinka society and the French colonial apparatus, illustrating the dynamic interplay between the two. This text is, ultimately, a story of one man's transformation coinciding with that of his country.

A groundbreaking work that reveals how Marlon Brando shaped his legacy in art and life. When people think about Marlon Brando, they think of the movie star, the hunk, the scandals. In *Brando's Smile*, Susan L. Mizruchi reveals the Brando others have missed: the man who collected four thousand books; the man who rewrote scripts, trimming his lines to make them sharper; the man who consciously used his body and employed the objects around him to create believable characters; the man who loved Emily Dickinson's poetry. To write this biography, Mizruchi gained unprecedented access to a vast number of annotated books from Brando's library, hand-edited copies of screenplays, private letters, and recorded

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interviews that have never before been quoted in a biography. Original interviews with some of the still-living players from Brando's life, including Ellen Adler, his one-time girlfriend and the daughter of his acting teacher Stella Adler, provide even deeper insight into the complex person whose intelligence belied the high-school dropout. Mizruchi shows how Brando's embrace of foreign cultures and social outsiders led to his brilliant performances in unusual roles—a gay man, an Asian, a German soldier—to test himself and to foster empathy on a global scale. We also meet the political Brando: the civil rights activist, the close friend of James Baldwin, the actor who declined his Oscar to support Indian rights. More than seventy stunning—and many rare—photographs of Marlon Brando illuminate this portrait of the man who has left an astounding cultural legacy.

This book is an honor to the many important contributions of Herbert Krugman, past president of APA, The Division of Consumer Psychology and The Association for Public Opinions Research. This reader contains his selected works in Consumer Behavior and Advertising which combine insights from Cognitive Psychology, Social Psychology and Survey Methodology. William Wells, University of Minnesota, has provided the foreword and section overviews for the book which will help it appeal to all academics and students of consumer research.

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