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The Dark Social Toija Cinque, Alexia Maddox, Robert W. Gehl, 2023-11-07 This book explores how people interact online through anonymous communication in encrypted hidden or otherwise obscured online spaces Beyond the Dark Web itself this book examines how the concept of dark social broadens the possibilities for examining notions of darkness and sociality in the age of digitality and datafied life The authors take into account technical moral ethical and pragmatic responses to ourselves and communities seeking to belong in of the dark Scholarship on the Darknet and Dark Social Spaces tends to focus on the uses of encryption and other privacy enhancing technologies to engender resistance acts Such understandings of the dark social are naturally in tension with social and political theories which argue that for politics and acts to matter they must appear in the public light They are also in tension with popular narratives of the dark recesses of the web which are disparaged by structural powers who seek to keep their subjects knowable and locatable on the clear web The binary of dark versus light is challenged in this book The authors provocation is that practices of dark resistance motility and power are enacted by emerging data cultures This book draws together scholarship activism and creativity to push past conceptual binary positions and create new approaches to darknet and dark social studies The Dark Social Online Practices of Resistance Motility and Power will be a key resource for academics researchers and advanced students of media studies cultural studies communication studies research methods and sociology This book was originally published as a special issue of Continuum Journal of Media Cultural Studies

Pitching and Closing: Everything You Need to Know About Business Development, Partnerships, and Making Deals that Matter Alexander Taub, Ellen DaSilva, 2014-08-29 EVERYTHING YOU NEED TO BUILD REVENUE GENERATING PARTNERSHIPS Corporations have profited from strong business development strategies for years So it s no surprise that of the half million new businesses created each year the most successful ones are driven by business development Now savvy professionals on the business side of a startup have a reliable guide to perfecting the partnership strategies that will quickly add value to any company Pitching Closing gives you concrete action steps for mastering the specific skill set today s business development professionals need to define their roles and meet revenue expectations Written in practical terms by playmakers at Twitter and SocialRank this A to Z guide walks you through forging relationships pitching a company s product building a network sourcing deals making rejection positive and staying cool while closing large deals Firsthand accounts from business development executives across many industries from tech to television to finance bring to life such topics as How to consistently identify and land the best strategic alliances for your business Why people say yes and why they say no Etiquette

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The Psychology of Persuasive Copy: Advanced Strategies for Crafting Copy That Sells Lana Burke, 2026-02-03 Unlock the secrets behind the psychology of persuasive copywriting with The Psychology of Persuasive Copy Advanced Strategies for Crafting Copy That Sells Whether you re an aspiring copywriter a seasoned marketer or a business owner looking to boost conversions this book is your ultimate guide to mastering the art of persuasion through powerful words that ignite action Imagine this what if you could write copy that doesn t just speak to your audience but deeply connects with their emotions taps into their desires and compels them to take action right now What if you could craft messages that drive sales spark interest and keep your audience coming back for more That s exactly what this book will teach you Packed with advanced techniques and backed by psychological strategies this book reveals how human behavior influences buying decisions and how you can leverage it to sell smarter not harder You ll discover The science behind persuasive language and how it affects the subconscious mind Proven strategies for using emotional triggers and psychological biases to make your copy irresistible Real world examples of successful copywriting and ads that have skyrocketed conversion rates The secrets to writing headlines CTAs and sales pages that make readers click buy and act Actionable exercises to help you implement everything you learn and see real results But here s the kicker this book isn t just theory It s a hands on playbook By the time you finish you ll know exactly how to craft powerful messages for your audience

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The Human Factor of Cybercrime Rutger Leukfeldt, Thomas J. Holt, 2019-10-11. Cybercrimes are often viewed as technical offenses that require technical solutions such as antivirus programs or automated intrusion detection tools. However, these crimes are committed by individuals or networks of people which prey upon human victims and are detected and prosecuted by criminal justice personnel. As a result, human decision making plays a substantial role in the course of an offense, the justice response, and policymakers' attempts to legislate against these crimes. This book focuses on the human factor in cybercrime: its offenders, victims, and parties involved in tackling cybercrime. The distinct nature of cybercrime has consequences for the entire spectrum of crime and raises myriad questions about the nature of offending and victimization. For example, are cybercriminals the same as traditional offenders, or are there new offender types with distinct characteristics and motives? What foreground and situational characteristics influence the decision-making process of offenders? Which personal and situational characteristics provide an increased or decreased risk of cybercrime victimization? This book brings together leading criminologists from around the world to consider these questions and examine all facets of victimization, offending, offender networks, and policy responses. Chapter 13 of this book is freely available as a downloadable Open Access PDF at <http://www.taylorfrancis.com> under a Creative Commons Attribution-NonCommercial-NoDerivatives (CC BY-NC-ND) 4.0 license.

Global Media Giants Benjamin Birkinbine, Rodrigo Gomez, Janet Wasko, 2016-07-01. *Global Media Giants* takes an in-depth look at how media corporate power works globally, regionally, and nationally, investigating the ways in which the largest and most powerful media corporations in the world wield power. Case studies examine not only some of the largest media corporations, News Corp, The Microsoft Corporation, in terms of revenues, but also media corporations that hold considerable power within national, regional, or geolinguistic contexts: Televisa, The Bertelsmann Group, Sony Corporation. Each chapter approaches a different corporation through the lens of economy, politics, and culture, giving students and

scholars a thoughtful and data driven guide with which to interrogate contemporary media industry power **Zero to One Million: How I Built My Company to \$1 Million in Sales . . . and How You Can, Too** Ryan P. Allis,2008-01-16 Do You Want to Become a Multi Millionaire Entrepreneur Here s How By the time Ryan Allis had reached the age of twenty one he had achieved the financial goal most people just dream about He built his company to one million in sales Allis has since grown his company iContact Corp a provider of Web based email marketing and online communication software to 10 million per year in sales and has helped numerous clients increase their sales dramatically Now Allis shares the secrets of his lightning fast success with you In Zero to One Million he details his simple yet innovative evaluation system of Market Advantages Return to help you determine if your business idea is viable Once you have a solid foundation you can apply his advice for successfully running your business from initial planning to managing high speed growth Evaluate your business idea using the innovative MAR system Write a business plan sure to excite your investors Launch your company with minimal expenditure Boost online sales using cutting edge marketing strategies Watch all your hard work transform into millions Did you know that eighty one percent of millionaires are entrepreneurs Join the pantheon of successful businessmen and women with Zero to One Million Tobacco ,1927 Telecommunications Reports ,1991 Corpus Juris ... Annotations ,1934 Board of Trade Journal of Tariff and Trade Notices ,1950 The Commercial Motor ,1980 **Fluid Power Incorporating Compressed Air & Hydraulics** ,1960 **Canadian Civil Aircraft Register** Canada. Civil Aviation Branch,1975 *The Magazine Antiques* ,1935 **Indiana Farmer's Guide** ,1935 **Motor Cycling and Motoring** ,1963-02 Security Owner's Stock Guide ,1993-07 **New Statesman Society** ,1993-07 Mason's United States Code Annotated ,1926 United States,1934

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