

# Contagious Jonah Berger

## Jonah Berger

**Contagious** Jonah Berger, 2016-05-03 Upper Saddle River, N.J. : Creative Homeowner,

**Summary and Analysis of Contagious: Why Things Catch On** Worth Books, 2017-03-21 So much to read, so little time? This brief overview of Contagious tells you what you need to know—before or after you read Jonah Berger's book. Crafted and edited with care, Worth Books set the standard for quality and give you the tools you need to be a well-informed reader. This short summary and analysis of Contagious includes: Historical context Chapter-by-chapter overviews Detailed timeline of key events Important quotes Fascinating trivia Glossary of terms Supporting material to enhance your understanding of the original work About Contagious by Jonah Berger: Contagious: Why Things Catch On examines why certain media goes viral—videos, articles, memes—and others never get shared at all. By looking at popular culture, Wharton professor Jonah Berger analyzes what makes an idea take off. Based on his own research and the insights gleaned from 15 years of studying marketing, Berger's New York Times–bestselling book teaches readers why popular content is popular, and how they can make their own ideas and products truly contagious. The summary and analysis in this ebook are intended to complement your reading experience and bring you closer to a great work of nonfiction.

*SUMMARY* Edition Shortcut (author), 1901

Contagious: by Jonah Berger | Summary & Analysis Elite Summaries, Some things just explode and go viral, while others remain not so popular. “Contagious: Why Things Catch On” provides a clear elaboration of why things go viral, why people talk about certain products or certain ideas, and why are some online contents really booming and infectious. Clue: It is not advertising, because people now seldom listen to advertisements, although they still listen to their friends. “Contagious: Why Things Catch On” teaches the principles of social transmission and word-of-mouth, complete with techniques for helping words to spread. The book written by a Wharton professor of Marketing, Jonah Berger, will definitely help a group of people who want to get their messages across to a huge number of people. Whether it is for business profit, for political career, or for certain campaigns, this book will teach you the basics on how to make your idea infectious. This book does not only incorporate real actions, but it also provides online strategies such as through YouTube videos. All in all, it provides tips that are insightful, impactful but still are practical and manageable to do. Plain interesting, relevant and easily understood, “Contagious: Why Things Catch On” will also catch on like the ideas contained in it. It is influential and provocative, and it

works for people who have almost no budget to begin with. With a very affordable price and free shipping options, you can now start your success and spread words to other people.

The Catalyst Jonah Berger, 2020-03-10 "Jonah Berger is one of those rare thinkers who blends research-based insights with immensely practical guidance. I am grateful to be one of the many who have learned from this master teacher." —Jim Collins, author *Good to Great*, coauthor *Built to Last* From the author of New York Times bestsellers *Contagious* and *Invisible Influence* comes a revolutionary approach to changing anyone's mind. Everyone has something they want to change. Marketers want to change their customers' minds and leaders want to change organizations. Start-ups want to change industries and nonprofits want to change the world. But change is hard. Often, we persuade and pressure and push, but nothing moves. Could there be a better way? This book takes a different approach. Successful change agents know it's not about pushing harder, or providing more information, it's about being a catalyst. Catalysts remove roadblocks and reduce the barriers to change. Instead of asking, "How could I change someone's mind?" they ask a different question: "Why haven't they changed already? What's stopping them?" The Catalyst identifies the key barriers to change and how to mitigate them. You'll learn how catalysts change minds in the toughest of situations: how hostage negotiators get people to come out with their hands up and how marketers get new products to catch on, how leaders transform organizational culture and how activists ignite social movements, how substance abuse counselors get addicts to realize they have a problem, and how political canvassers change deeply rooted political beliefs. This book is designed for anyone who wants to catalyze change. It provides a powerful way of thinking and a range of techniques that can lead to extraordinary results. Whether you're trying to change one person, transform an organization, or shift the way an entire industry does business, this book will teach you how to become a catalyst.

**Summary, Analysis & Review of Jonah Berger's *Contagious* by Instaread** Instaread, 2017-01-28 Summary, Analysis & Review of Jonah Berger's *Contagious* by Instaread Preview *Contagious: Why Things Catch On* is a playbook for marketing in the internet age, when products and ideas live or die based on whether or not they can go viral. Author Jonah Berger describes six principles that, when applied together, can often predict whether an idea or product will spread. Any product or idea can go viral. It doesn't take a big advertising budget or a celebrity endorsement to raise awareness. Instead, the six principles of contagiousness can be turned into the helpful mnemonic acronym STEPPS. These are Social Currency, Triggers, Emotion, Public, Practical Value, and Stories. For a product or idea to spread, it must use each of these steps. While STEPPS can help guarantee that an idea or product will go viral, some concepts are more likely to spread successfully than others. For example, a well-priced television is more likely to lure buyers than a poor-quality television with ... PLEASE NOTE: This is a Summary, Analysis & Review of the book and NOT the original book. Inside this Summary, Analysis & Review of Jonah Berger's *Contagious* by Instaread: Overview of the Book Important People Key Takeaways Analysis of Key Takeaways About

the Author With Instaread, you can get the key takeaways and analysis of a book in 15 minutes. We read every chapter, identify the key takeaways and analyze them for your convenience. Visit our website at [instaread.co](http://instaread.co).

**Guide to Jonah Berger's Contagious** Eureka,2017-02-25 PLEASE NOTE: THIS IS A COMPANION TO THE BOOK AND NOT THE ORIGINAL BOOK. Guide to Jonah Berger's Contagious Preview: Contagious: Why Things Catch On is a playbook for marketing in the internet age, when products and ideas live or die based on whether or not they can go viral. Author Jonah Berger describes six principles that, when applied together, can often predict whether an idea or product will spread... Inside this companion: -Overview of the book -Important People -Key Takeaways -Analysis of Key Takeaways -and much more!

**Magic Words** Jonah Berger,2023-03-07 A NEXT BIG IDEA CLUB 'MUST-READ' New York Times bestselling author Jonah Berger's cutting-edge research reveals how six types of words can increase your impact in every area of life: from persuading others and building stronger relationships, to boosting creativity and motivating teams. Almost everything we do involves words. Words are how we persuade, communicate, and connect. They're how leaders lead, salespeople sell, and parents parent. They're how teachers teach, policymakers govern, and doctors explain. Even our private thoughts rely on language. But certain words are more impactful than others. They're better at changing minds, engaging audiences, and driving action. What are these magic words, and how can we take advantage of their power? In Magic Words, internationally bestselling author Jonah Berger gives you an inside look at the new science of language and how you can use it. Technological advances in machine learning, computational linguistics, and natural language processing, combined with the digitization of everything from cover letters to conversations, have yielded unprecedented insights. Learn how salespeople convince clients, lawyers persuade juries, and storytellers captivate audiences; how teachers get kids to help and service representatives increase customer satisfaction; how startup founders secure funding, musicians make hits, and psychologists identified a Shakespearean manuscript without ever reading a play. This book is designed for anyone who wants to increase their impact. It provides a powerful toolkit and actionable techniques that can lead to extraordinary results. Whether you're trying to persuade a client, motivate a team, or get a whole organization to see things differently, this book will show you how to leverage the power of magic words.

**SUMMARY - Contagious: Why Things Catch On By Jonah Berger** Shortcut Edition,2021-05-31 \* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. \*By reading this summary, you will learn how to take advantage of word-of-mouth to create a fashion effect and create a buzz. \*You will also learn : how word of mouth is 10 times more effective than advertising; why the potential to get people talking depends not on the subject but on the message; how to launch immediate word of mouth; how to maintain impact over time. \*Most trends are born from word of mouth. We then speak of social contagion. \*But what does it depend on? At first glance, on the product or service offered, its quality, its price and its usefulness or fun. However, thanks to the research and studies of Professor Jonah

Berger, you will see that this is not the case. The most important element is social influence: word of mouth. \*Buy now the summary of this book for the modest price of a cup of coffee!

**Summary: Contagious** BusinessNews Publishing,2014-11-12 The must-read summary of Jonah Berger's book: *Contagious: Why Things Catch On*. This complete summary of the ideas from Jonah Berger's book *Contagious: Why Things Catch On* reveals the six key principles that make a product or an idea contagious. As well as sharing stories of real-life companies from his extensive research, the author provides a set of specialised techniques that you can use to spread information and get your message across to as many people as possible. Added-value of this summary: • Save time • Understand the essential techniques • Expand your communication skills To learn more, read “*Contagious: Why Things Catch On* and find out how you can make your information as contagious as possible!

*Contagious* Jonah Berger,2013-03-14 The New York Times bestseller that explains why certain products and ideas become popular. “Jonah Berger knows more about what makes information ‘go viral’ than anyone in the world.” —Daniel Gilbert, author of the bestseller *Stumbling on Happiness* What makes things popular? If you said advertising, think again. People don’t listen to advertisements, they listen to their peers. But why do people talk about certain products and ideas more than others? Why are some stories and rumors more infectious? And what makes online content go viral? Wharton marketing professor Jonah Berger has spent the last decade answering these questions. He’s studied why New York Times articles make the paper’s own Most E-mailed list, why products get word of mouth, and how social influence shapes everything from the cars we buy to the clothes we wear to the names we give our children. In *Contagious*, Berger reveals the secret science behind word-of-mouth and social transmission. Discover how six basic principles drive all sorts of things to become contagious, from consumer products and policy initiatives to workplace rumors and YouTube videos. Learn how a luxury steakhouse found popularity through the lowly cheesesteak, why anti-drug commercials might have actually increased drug use, and why more than 200 million consumers shared a video about one of the most boring products there is: a blender. *Contagious* provides specific, actionable techniques for helping information spread—for designing messages, advertisements, and content that people will share. Whether you’re a manager at a big company, a small business owner trying to boost awareness, a politician running for office, or a health official trying to get the word out, *Contagious* will show you how to make your product or idea catch on.

*Summary, Analysis & Review of Jonah Berger's Contagious by Instaread* Instaread,2017-01-30 Summary, Analysis & Review of Jonah Berger's *Contagious* by Instaread Preview: *Contagious: Why Things Catch On* is a playbook for marketing in the internet age, when products and ideas live or die based on whether or not they can go viral. Author Jonah Berger describes six principles that, when applied together, can often predict whether an idea or product will spread. Any product or idea can go viral. It doesn’t take a big advertising budget or a celebrity endorsement to raise awareness. Instead, the six

principles of contagiousness can be turned into the helpful mnemonic acronym STEPPS. These are Social Currency, Triggers, Emotion, Public, Practical Value, and Stories. For a product or idea to spread, it must use each of these steps. While STEPPS can help guarantee that an idea or product will go viral, some concepts are more likely to spread successfully than others. For example, a well-priced television is more likely to lure buyers than a poor-quality television with ... PLEASE NOTE: This is a Summary, Analysis & Review of the book and NOT the original book. Inside this Summary, Analysis & Review of Jonah Berger's Contagious by Instaread: · Overview of the Book · Important People · Key Takeaways · Analysis of Key Takeaways About the Author With Instaread, you can get the key takeaways and analysis of a book in 15 minutes. We read every chapter, identify the key takeaways and analyze them for your convenience. Visit our website at [instaread.co](http://instaread.co).

**Invisible Influence** Jonah Berger, 2017-06-20 You think that your choices and behaviors are driven by your individual, personal tastes, and opinions. Our own personal thoughts and opinions is patently obvious. Right? Wrong. Other people's behavior has a huge influence on everything we do, from the mundane to the momentous. Berger integrates research and thinking from business, psychology, and social science to focus on the subtle, invisible influences behind our choices as individuals

Summary of Contagious Elite Summaries, 2016-07-23 Contagious: by Jonah Berger | Summary & Analysis A Smarter You In 15 Minutes... What is your time worth? Some things just explode and go viral, while others remain not so popular. Contagious: Why Things Catch On provides a clear elaboration of why things go viral, why people talk about certain products or certain ideas, and why are some online contents really booming and infectious. Clue: It is not advertising, because people now seldom listen to advertisements, although they still listen to their friends. Contagious: Why Things Catch On teaches the principles of social transmission and word-of-mouth, complete with techniques for helping words to spread. The book written by a Wharton professor of Marketing, Jonah Berger, will definitely help a group of people who want to get their messages across to a huge number of people. Whether it is for business profit, for political career, or for certain campaigns, this book will teach you the basics on how to make your idea infectious. This book does not only incorporate real actions, but it also provides online strategies such as through YouTube videos. All in all, it provides tips that are insightful, impactful but still are practical and manageable to do. Plain interesting, relevant and easily understood, Contagious: Why Things Catch On will also catch on like the ideas contained in it. It is influential and provocative, and it works for people who have almost no budget to begin with. You can now start your success and spread words to other people, get your copy on Amazon now. Detailed overview of the book Most valuable lessons and information Key Takeaways and Analysis Take action today and grab this best selling book for a limited time discount of only \$6.99! Written by Elite Summaries Please note: This is a detailed summary and analysis of the book and not the original book. keyword: Contagious, Contagious book, Contagious kindle, Jonah Berger, Contagious Jonah Berger, Contagious paperback, Contagious Berger, Contagious audiobook, Contagious

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*Services Marketing: People, Technology, Strategy (Eighth Edition)* Jochen Wirtz, Christopher Lovelock, 2016-03-29

Services Marketing: People, Technology, Strategy is the eighth edition of the globally leading textbook for Services Marketing by Jochen Wirtz and Christopher Lovelock, extensively updated to feature the latest academic research, industry trends, and technology, social media and case examples. This textbook takes on a strong managerial approach presented through a coherent and progressive pedagogical framework rooted in solid academic research. Featuring cases and examples from all over the world, Services Marketing: People, Technology, Strategy is suitable for students who want to gain a wider managerial view of Services Marketing.

**Services Marketing: People, Technology, Strategy (Ninth Edition)** Jochen Wirtz, Christopher Lovelock, 2021-10-15

Services Marketing: People, Technology, Strategy is the ninth edition of the globally leading textbook for Services Marketing by Jochen Wirtz and Christopher Lovelock, extensively updated to feature the latest academic research, industry trends, and technology, social media, and case examples. This book takes on a strong managerial approach presented through a coherent and progressive pedagogical framework rooted in solid academic research. It features cases and examples from all over the world and is suitable for students who want to gain a wider managerial view.

Digital Marketing Ira Kaufman, Chris Horton, 2014-10-17 Digital Marketing: Integrating Strategy and Tactics with Values

is an easy-to-understand guidebook that draws on the latest digital tactics and strategic insights to help organizations generate sustainable growth through digital integration. It provides a roadmap to adopt a digital mindset, incorporate digital trends strategically, and integrate the most effective digital tactics and tools with core values to achieve competitive advantage. Bringing the reader through its five-step Path to Digital Integration (Mindset, Model, Strategy, Implementation, and Sustainability), Digital Marketing seeks to Outline the key drivers of change and leading digital marketing trends executives need to understand and incorporate to drive business opportunity. Evaluate the digital channels and technologies management teams can leverage to execute a successful Integrated Digital Marketing strategy. This includes insight into the latest digital tactics (website, social, mobile, search, content, and email marketing; data analytics) and social tools (Facebook, Twitter, YouTube, LinkedIn, Instagram, Pinterest, and Google Plus). Discover the impact of digital transformation on the organization, from the effect of digital tactics on the customer experience (CX) to the value of integrating internal digital strategies to facilitate collaboration and innovation. Guide aspiring leaders on how to combine core values and business goals with progressive digital strategies, tactics, and tools to generate sustainable outcomes for all stakeholders. This interactive guidebook provides a truly Connected Digital Experience (CDE): the Zappar augmented reality mobile app allows the reader to activate the Discover More and Play Video icons found throughout the book, instantly connecting the reader, via their mobile device, to additional content housed on our companion website, Digital Marketing Resource Center

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**A Story is a Deal** Will Storr, 2025-02-20 In this highly anticipated follow-up to the Sunday Times bestseller *The Science of Storytelling*, acclaimed story guru Will Storr shows you how to engage and influence your audience to create irresistible pitches, build passionate brand loyalty, motivate teams and lead with effectiveness and charisma. Using the latest findings from social psychology, evolutionary psychology, organisational psychology and neuroscience, *A Story is a Deal* argues that we won't unlock the true power of story if we treat it merely as something we read on a page, see on a screen or hear in a speech. Storr shows how successful stories shape identities, which changes beliefs, drives action and achieves extraordinary results. With examples ranging from Aztec rituals to Apple's legendary advertising successes (and long-forgotten fails), *A Story is a Deal* lays out a revolutionary new method for creating the most persuasive messaging: by harnessing the power of our storytelling brains.

**Winning In Service Markets: Success Through People, Technology And Strategy** Jochen Wirtz, 2016-12-12 *Winning in Service Markets: Success through People, Technology, and Strategy* is the first practitioner book in the market to cover the key aspects of services marketing and management based on sound academic evidence and knowledge. Derived from the globally leading textbook for Services Marketing by the same author, this book offers a comprehensive overview of extant knowledge on the topic. Accessible and practical, *Winning in Service Markets* bridges the gap between cutting-edge academic research and industry practitioners, and features best practices and latest trends on services marketing and management from around the world.

*A Joosr Guide to ... Contagious by Jonah Berger* Joosr, 2016

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