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Semiotics has been making progressively
inroads into marketing research over the
past thirty years. Despite the amply
demonstrated conceptual appeal and
empirical pertinence of semiotic
perspectives in various marketing research
streams, spanning consumer research,
brand communications, branding and
consumer cultural studies, there has been a

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marked deficit in terms of consolidating semiotic brand-related research under a coherent disciplinary umbrella with identifiable boundaries and research agenda. The Handbook of Brand Semiotics furnishes a compass for the perplexed, a set of anchors for the inquisitive and a solid corpus for scholars, while highlighting the conceptual richness and methodological diversity of semiotic perspectives. Written by a team of expert scholars in various semiotics and branding related fields, such as John A. Bateman, David Machin, Xavier Ruiz Collantes, Kay L. O'Halloran, Dario Mangano, George Rossolatos, Merce Oliva, Per Ledin, Gianfranco Marrone, Francesco Mangiapane, Jennie Mazur, Carlos Scolari, Ilaria Ventura, and edited by George Rossolatos, Chief Editor of the International Journal of Marketing Semiotics, the Handbook is intended as a

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point of reference for researchers who wish to enter the 'House of Brand Semiotics' and explore its marvels. The Handbook of Brand Semiotics, actively geared towards an inter-disciplinary dialogue between perspectives from marketing and semiotics, features the state-of-the-art, but also offers directions for future research in key streams, such as:

- Analyzing and designing brand language across media
- Brand image, brand symbols, brand icons vs. iconicity
- The contribution of semiotics to transmedia storytelling
- Narrativity and rhetorical approaches to branding
- Semiotic roadmap for designing brand identity
- Semiotic roadmap for designing logos and packaging
- Comparative readings of structuralist, Peircean and sociosemiotic approaches to brandcomms
- Sociosemiotic accounts of building brand identity online
- Multimodality and Multimodal critical

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discourse analysis Challenging the
omnipotence of cognitivism in brand-
related research Semiotics and
(inter)cultural branding Brand equity
semiotics

The three concepts mentioned in the title of this volume imply the contact between two or more literary phenomena; they are based on similarities that are related to a form of 'travelling' and imitation or adaptation of entire texts, genres, forms or contents. Transfer comprises all sorts of 'travelling', with translation as a major instrument of transferring literature across linguistic and cultural barriers. Transfer aims at the process of communication, starting with the source product and its cultural context and then highlighting the mediation by certain agents and institutions to end up with inclusion in the target culture. Reception lays its focus on

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the receiving culture, especially on criticism, reading, and interpretation. Translation, therefore, forms a major factor in reception with the general aim of reception studies being to reveal the wide spectrum of interpretations each text offers. Moreover, translations are the prime instrument in the distribution of literature across linguistic and cultural borders; thus, they pave the way for gaining prestige in the world of literature. The thirty-eight papers included in this volume and dedicated to research in this area were previously read at the ICLA conference 2016 in Vienna. They are ample proof that the field remains at the center of interest in Comparative Literature.

Lift the flaps to discover the story of Advent.

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Praise for The Secrets of Power Selling
"Finally a book that really does Keep It Simple. The Secrets of Power Selling is for anyone just starting their sales career as well as for seasoned sales professionals who are always looking to improve their skills. This is the reference guide for what it takes to have a successful sales career.

With the changes happening in the workforce, our ability to sell ourselves becomes more and more important; Kelley has given us a tool to give us that edge."

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"If you're a business professional, The Secrets of Power Selling is a must read. The most powerful aspect of this book is that it distills over 17 years of successful sales and business experience into bite-sized chunks of powerful advice that you can read in short time frames. I give it my five-star rating." —David Frey, Author, The Small Business Marketing Bible "Wow!

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101 no B.S. ideas any sales person can use immediately to produce results! Each one is a gem. I wish the people who sell for me did all these." —Michael Hepworth, President, Results Exchange Inc. It's competitive out there and there's a lot expected of you in terms of results. But sales calls can be stressful, closing sales is not always easy, and hitting your sales targets month after month is difficult and frustrating. You don't get much formal training and it's impossible to find the time to improve your sales skills yourself. Besides, where would you even begin? Start with *The Secrets of Power Selling!* Its 101 quick tips are packed with great stories and practical advice that you can immediately put into action to help improve your sales results. Tips range from A to Z (okay, A to W!) on topics such as planning, setting goals, maintaining your health, developing your

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Manual Ling's offers effectively, the importance of your personal appearance, and much, much more. Whether you are new to selling, an experienced veteran, a business owner or entrepreneur, or a sales manager training, supervising, and coaching a team, you will learn valuable tips that will help you increase your sales and earn more money.

Peter Ling's acclaimed biography of Martin Luther King Jr provides a thorough re-examination of both the man and the Civil Rights Movement, showing how King grew into his leadership role and kept his faith as the challenges facing the movement strengthened after 1965. Ling combines a detailed narrative of Martin Luther King's life with the key historiographical debates surrounding him

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and places both within the historical context of the Civil Rights Movement. This fully revised and updated second edition includes an extended look at Black Power and a detailed analysis of the memorialization of King since his death, including President Obama's 50th anniversary address, and how conservative spokesmen have tried to appropriate King as an advocate of colour-blindness. Drawing on the wide-ranging and changing scholarship on the Civil Rights Movement, this volume condenses research previously scattered across a larger literature. Peter Ling's crisp and fluent style captures the drama, irony and pathos of King's life and provides an excellent introduction for students and others interested in King, the Civil Rights movement, and America in the 1960s.

What are the treasures in Benjamin's Box?

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Come along with Benjamin and see. Like all boys and girls, Benjamin is very, very curious. When Jesus comes to Jerusalem, Benjamin decides to follow him and find out who he really is. At first, Benjamin thinks Jesus is a teacher, then a king. At last, he learns the good news—news that every child (and grown-up!) will want to share. Can be used in conjunction with Resurrection Eggs® from Family Life!

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