

The book was found

Juicing The Orange: How To Turn Creativity Into A Powerful Business Advantage



Synopsis

Too many companies think creativity means throwing money into marketing efforts and giving lip service to "out of the box" thinking. But such efforts rarely have a positive impact on the bottom line. Pat Fallon and Fred Senn argue that leaders have more creativity within their organizations than they realize but they inadvertently stifle it or channel it in ineffective ways. *Juicing the Orange* outlines a disciplined approach to building creativity actively into the organizational culture and leveraging that creativity into campaigns that deliver measurable results. Drawing from 25 years of successful marketing and acclaimed, award-winning work, the authors show that bankable, creative ideas come from zeroing in on the one key business problem that must be solved and then rigorously unearthing insights that will lead to a spectacular solution. Behind-the-scenes stories of successful and failed campaigns for companies in diverse industries reveal the core secrets of training for creativity: develop a proprietary brand emotion, offer big ideas without a big budget, and get customers to seek out your message. Illustrating the link between creativity and profits, *Juicing the Orange* helps industry players measure their success at the cash register.

Book Information

Hardcover: 228 pages

Publisher: Harvard Business Review Press; 1 edition (July 18, 2006)

Language: English

ISBN-10: 1591399270

ISBN-13: 978-1591399278

Product Dimensions: 6.4 x 1 x 9.2 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 4.2 out of 5 stars [See all reviews](#) (34 customer reviews)

Best Sellers Rank: #388,653 in Books (See Top 100 in Books) #81 in Books > Business & Money > Marketing & Sales > Marketing > Product Management #385 in Books > Health, Fitness & Dieting > Psychology & Counseling > Creativity & Genius #442 in Books > Textbooks > Business & Finance > Marketing

Customer Reviews

Have you ever wondered why some ad campaigns soar and others thud? It's definitely not the amount of money thrown at them. In *Juicing the Orange: How to Turn Creativity into a Powerful Business Advantage* by Pat Fallon and Fred Senn, they argue that it comes down to creatively solving that one key business issue the client has. **Contents:** Redefining Creativity in Today's

Marketing Environment; Outpacing the Commoditization of Your Brand; Fighting for Your Brand's Voice; Establishing and Leveraging a Category Advantage; Overcoming a Serious Branding Problem; Reviving a Mature Consumer Brand; Reenergizing a Mature Business Brand; Choosing the Best Media for the Message; Marketing a Network of Businesses Under One Brand; Rethinking Customer Engagement; Lessons Learned; Notes; Index; About the Authors Fallon and Senn are co-founders of Fallon Worldwide, a global advertising company. They use a number of real-life client examples to show what it takes to run a successful advertising campaign. Much of it starts by listening to the company and also to the people who buy (or don't buy) the products. These insights, coupled with an examination of the industry and competition, often points to the business problem to be solved. It may be an attempt to "uncommoditize" your offering or an effort to re-educate the buying public as to what they should or shouldn't be doing. For instance, Purina Dog Chow was a respected brand, but sales were slumping. After listening to pet owners, vets, breeders, and trainers, it became apparent that the brand wasn't the issue. The buying public had mistakenly assumed that variety was good for a dog's diet, where the professionals knew that consistency is more important.

[Download to continue reading...](#)

Juicing To Lose Weight: Fat Burning Juices & Weight Loss Blender Recipes Juice: Juicing Vegetables, Juicing Fruits, Juicing Alkaline, Juicing Raw & Juicing Paleo Juicing the Orange: How to Turn Creativity into a Powerful Business Advantage Juicing for Health: The Essential Guide To Healing Common Diseases with Proven Juicing Recipes and Staying Healthy For Life (Juicing Recipes, Juicing ... Foods, Cancer Cure, Diabetes Cure, Blending) Juicing for Beginners: The Essential Guide to Juicing Recipes and Juicing for Weight Loss Juicing Recipes for Rapid Weight Loss: 50 Delicious, Quick & Easy Recipes to Help Melt Your Damn Stubborn Fat Away! (Juice Cleanse, Juice Diet, ... Juicing Books, Juicing Recipes) (Volume 1) Juicing for Beginners: Complete Juicing Start Up Guide and Nutrition Book with 100+ Juicing Recipes for Health, Weight Loss, Energy, Detox and More Juicing for Weight Loss: Unlock the Power of Juicing to Lose Massive Weight, Stimulate Healing, and Feel Amazing in Your Body (Juicing, Weight Loss, Alkaline Diet, Anti-Inflammatory Diet) (Volume 1) How to Take Advantage of the People Who Are Trying to Take Advantage of You: 50 Ways to Capitalize on the System (Take the Advantage Book 1) The Joy of Juicing, 3rd Edition: 150 imaginative, healthful juicing recipes for drinks, soups, salads, sauces, entrees, and desserts Juicing for Life: A Guide to the Benefits of Fresh Fruit and Vegetable Juicing A Beginners Guide To Juicing: 50 Recipes To Detox, Lose Weight, Feel Young, Look Great And Age Gracefully (The Juicing Solution) (Volume 1) Juicing: 7-Day Juicing For Weight Loss Recipes:

Cleanse & Detox Your Body Thomas Guide: Los Angeles & Orange Counties (Thomas Guide Streetguide Los Angeles and Orange County) Rules and Guidance for Pharmaceutical Manufacturers and Distributors 2015 (Orange Guide) (The Orange Guide 2015) Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1) My Mueller Spiral-Ultra Vegetable Spiralizer Cookbook: 101 Recipes to Turn Zucchini into Pasta, Cauliflower into Rice, Potatoes into Lasagna, Beets ... (Vegetable Spiralizer Cookbooks) (Volume 4) Swarm Creativity: Competitive Advantage through Collaborative Innovation Networks The Leadership GPS: Your Turn by Turn Guide to Becoming a Successful Leader and Changing Lives Along the Way Predictable Revenue: Turn Your Business Into A Sales Machine with the \$100 Million Best Practices of Salesforce.com The Six Disciplines of Breakthrough Learning: How to Turn Training and Development into Business Results

[Dmca](#)