

Scientific Advertising

This volume contains his two landmark books. Scientific Advertising--the classic primer still read by today's top copywriters--was originally written in 1923. Four years later, he finished his autobiography, My Life in Advertising.

Understanding Effective Advertising: How, When, and Why Advertising Works reviews and summarizes an extensive body of research on advertising effectiveness. In particular, it summarizes what we know today on when, how, and why advertising works. The primary focus of the book is on the instantaneous and carryover effects of advertising on consumer choice, sales, and market share. In addition, the book reviews research on the rich variety of ad appeals, and suggests which appeals work, and when, how, and why they work. The first comprehensive book on advertising effectiveness, Understanding Effective Advertising reviews over 50 years of research in the fields of advertising, marketing, consumer behavior, and psychology. It covers all aspects of advertising and its effect on sales, including sales elasticity, carryover effects, content effects, and effects of frequency. Author Gerard J. Tellis distills three decades of academic and professional experience into one volume that successfully dismisses many popular myths about advertising.

All effective modern marketing can be traced to three authors in one time period. If you study the best of the best marketers out there - and then study who they studied - you can eventually find the real basics which make all marketing work. Really work. That is how these books were uncovered. While each separately tells pieces of the puzzle, together they tell the evolution of advertising as it exists today. All the advances made by others since can be directly traced to the breakthroughs made during this time. These five books each tell their own piece to the puzzle. Albert Lasker gave the narrative, telling where he first met John E. Kennedy and Claude Hopkins. When you read those copywriters' works in turn, the lights come on. You'll see where all the new, "modern" breakthroughs have come from and why they get results. All the secrets hidden in plain sight. Just in need of a bit of dusting off... Get Your Copy Today!

This book is not written as a personal history, but as a business story. I have tried to avoid trivialities and to confine myself to matters of instructive interest. The chief object behind every episode is to offer helpful suggestions to those who will follow me. And to save them some of the midnight groping which I did. One night in Los Angeles I told this story to Ben Hampton, writer, publisher, and advertising man. He listened for hours without interruption, because he saw in this career so much of value to beginners. He never rested until he had my promise to set down the story for publication. He was right. Any man who by a lifetime of excessive application learns more about anything than others owes a statement to successors. The results of research should be recorded. Every pioneer should blaze his trail. That is all I have tried to do. When this autobiography was announced as a serial many letters of protest came to me. Some of them came from the heads of big businesses which I had served. Behind them appeared the fear that I would claim excessive credit to the hurt of others' pride. I rewrote some of the chapters to eliminate every possible cause for such apprehensions.

The field of marketing science has a rich history of modeling marketing phenomena using the disciplines of economics, statistics, operations research, and other related fields. Since it is roughly 50 years from its origins, The History of Marketing Science is a timely review of the accomplishments of marketing scientists in a number of research areas. Different research areas of marketing science, such as Pricing, Internet Marketing, Diffusion Models, and Advertising, are treated to a highly readable and easy-to-digest historical analysis by the contributing authors. Each chapter provides a chronological timeline of key historical developments in the area of marketing science covered. Readers of other disciplinary backgrounds outside of economics, statistics, and operations research will be more than able to appreciate the development of marketing science as a field of research and its pioneers through the book. Contents: The History of Marketing Science: Beginnings (Scott A Neslin and Russell S Winer) Methods: Brand Choice Models (Gary J Russell) Conjoint Analysis (Vithala R Rao) Innovation Diffusion (Eitan Muller) Econometric Models (Dominique M Hanssens) Market Structure Research (Steven M Shugan) Stochastic Models of Buyer Behavior (Peter S Fader, Bruce G S Hardie and Subrata Sen) Management: Advertising Effectiveness (Gerard J Tellis) Branding and Brand Equity Models (Tulin Edem and Joffre Swait) Distribution Channels (Richard Staelin and Eunhyu Lee) Customer Relationship Management (CRM) (Scott A Neslin) Digital and Internet Marketing (Wendy W Moe and David A Schweidel) New Products Research (Donald R Lehmann and Peter N Golder) Organizational Buying Behavior (Gary L Lilien) Pricing (Russell S Winer) Sales Force Productivity Models (Murali K Mantrala) Sales Promotions (Kusum L. Ailawadi and Sunil Gupta) Readership: Students of marketing science; researchers in the science of marketing; and general public interested in 50 years of marketing science history. Key Features: Provides a roadmap of the development of 16 areas of marketing science that is useful from a historical perspective and identifies the important gaps in the literature that can provide an impetus for future research A great resource for the main consumers of the academic marketing research literature: doctoral students, faculty, and marketing science practitioners in consulting firms and companies Emphasizes both the role and the importance that pioneers in marketing science have had in the rapid development of the field over the past 50 years Keywords: Marketing; Marketing Science; Marketing Models; Quantitative Analysis; History of Marketing

ONE OF WASHINGTON POST'S NOTABLE NONFICTION BOOKS OF THE YEAR "Beautifully written and full of important insights," this is a bracingly honest exploration of why there are still so few women in the hard sciences, mathematics, engineering, and computer science (Washington Post) In 2005, when Lawrence Summers, then president of Harvard, asked why so few women, even today, achieve tenured positions in the hard sciences, Eileen Pollack set out to find the answer. A successful fiction writer, Pollack had grown up in the 1960s and '70s dreaming of a career as a theoretical astrophysicist. Denied the chance to take advanced courses in science and math, she nonetheless made her way to Yale. There, despite finding herself far behind the men in her classes, she went on to graduate summa cum laude, with honors, as one of the university's first two women to earn a bachelor of science degree in physics. And yet, isolated, lacking in confidence, starved for encouragement, she abandoned her ambition to become a physicist. Years later, spurred by the suggestion that innate differences in scientific and mathematical aptitude might account for the dearth of tenured female faculty at Summer's institution, Pollack thought back on her own experiences and wondered what, if anything, had changed in the intervening decades. Based on six years interviewing her former teachers and classmates, as well as dozens of other women who had dropped out before completing their degrees in science or found their careers less rewarding than they had hoped, The Only Woman in the Room is a bracingly honest, no-holds-barred examination of the social, interpersonal,

and institutional barriers confronting women—and minorities—in the STEM fields. This frankly personal and informed book reflects on women's experiences in a way that simple data can't, documenting not only the more blatant bias of another era but all the subtle disincentives women in the sciences still face. *The Only Woman in the Room* shows us the struggles women in the sciences have been hesitant to admit, and provides hope for changing attitudes and behaviors in ways that could bring far more women into fields in which even today they remain seriously underrepresented.

This work has been selected by scholars as being culturally important and is part of the knowledge base of civilization as we know it. This work is in the public domain in the United States of America, and possibly other nations. Within the United States, you may freely copy and distribute this work, as no entity (individual or corporate) has a copyright on the body of the work. Scholars believe, and we concur, that this work is important enough to be preserved, reproduced, and made generally available to the public. To ensure a quality reading experience, this work has been proofread and republished using a format that seamlessly blends the original graphical elements with text in an easy-to-read typeface. We appreciate your support of the preservation process, and thank you for being an important part of keeping this knowledge alive and relevant.

GET 44 YEARS OF ADVERTISING WRITING EXPERIENCE IN THE TIME IT TAKES TO READ THIS BOOK! You can learn to write compelling advertisements that will make people notice them, read them, and act upon them. In fact, you can learn to write such powerful advertisements that people actually go out and demand the product advertised and no other. How can you do this? By using the same elements that have made top copywriters like Victor O. Schwab excel at their craft. *How to Write a Good Advertisement* is a short course in writing powerful, hard-hitting copy that can help you make your products and services irresistible to potential customers. This remarkable book has turned many novice mail order entrepreneurs into expert copywriters and many experienced copywriters into masters of their trade. Whether you are new to the craft or have been writing copy for years, your knowledge and practice of advertising fundamentals will determine the extent of your success. *How to Write a Good Advertisement* presents these fundamentals from the perspective of a 44-year veteran in the copywriting business. Following these proven techniques and tips, anyone can write professional advertisements that create a memorable image, pull in mailboxes full of orders, or attract new customers to their service. LEARN HOW TO: Grab reader attention immediately Write compelling copy that holds attention Write a call to action that's difficult to refuse Design winning layouts Increase the number of orders Convert more inquiries to orders GET ANSWERS TO IMPORTANT TECHNICAL QUESTIONS: Effective advertisement length...use of color...smart media placement...and much more.

Confessions of an Advertising Man is the distillation of all the successful Ogilvy concepts, tactics and techniques that made this book an international bestseller. Regarded as the father of modern advertising, David Ogilvy created some of the most memorable advertising campaigns that set the standard for others to follow. Anyone aspiring to be a good manager in any kind of business should read this.

Scientific Advertising is a book written by Claude C Hopkins in 1923 and is cited by many advertising and marketing personalities (such as David Ogilvy, Gary Halbert and Jay Abraham) as a "must-read" book. David Ogilvy is widely quoted as saying that "Nobody, at any level, should be allowed to have anything to do with advertising until he has read this book seven times". The book is cited as being the original description of the process of split testing and of coupon based customer tracking and loyalty schemes. In the book, Hopkins outlines an advertising approach based on testing and measuring. In this way losses from unsuccessful ads are kept to a safe level while gains from profitable ads are multiplied. Or, as Hopkins wrote, the advertiser is "playing on the safe side of a hundred to one shot". "The book also contains information on how to write advertising that sells: Salesmanship in print."

The 16-Word Sales Letter(tm) is a copy system that has generated over \$120 million dollars for Agora Financial in the last two years alone. It's a simple formula that could help you generate millions in online sales... No matter how competitive your niche is....No matter what kind of product or service you're selling...And no matter your level of experience.That's because it can not only help you identify a new big idea for your market, but also help you structure your sales message for maximum emotional impact. If you're a copywriter, marketer or entrepreneur, you're about to discover a secret that could help you dominate your market, crush your competitors, and potentially add millions to your business and personal bank accounts.Advanced Praise for The 16-Word Sales Letter(tm) "This is the book I've been waiting for. For years, I've been asking myself: How can a guy whose native language is not even English be one of the best U.S. copywriters in history? Now I have the answer... nicely reduced to a simple, understandable formula. And the best thing is that it's a usable formula. Anyone seriously interested in copywriting should discover Evaldo's secret." --Bill Bonner, Founder of Agora. "It's not often that I come upon a copywriting strategy that feels new to me. And even less frequently do I encounter one that is both new and exciting. Evaldo Albuquerque's "16 Word Sales Letter(tm)" is such a strategy. I'm going to recommend this as a must-read to all my copywriting proteges." --Mark Ford, best-selling author and chief growth strategist for Agora."Evaldo is the world's greatest copywriter you've never heard of. Why haven't you heard of him? Because while others are selfpromoting ... heck, while they're eating, sleeping and relaxing... he's cranking out the next blockbuster. He never stops. He's a 9-figure sales machine and our business's secret weapon. This book is your blueprint to how the machine dominates. Read it and put it into action. Your royalty check will thank you." --Peter Coyne, founder of Paradigm Press, Agora Financial's largest imprint. "I'm recommending this book to everyone in my company, and making it required reading for all new hires. When it comes to books on "writing" I try to read everything new, and no matter how many books I pick up, I rarely find any ideas that are innovative (or even useful), but this book shattered my expectations--I found page after page packed with fresh ideas. It's engaging to read, and very easy to implement the writing techniques. Evaldo has uncovered a new way to write sales copy that is perfect for today's buyers; I really love this book, and after you turn the first two pages, you'll see exactly why. It's a must-read primer for anyone who writes sales copy.... Read this book--and learn from one of the

best." --Oren Klaff, best-selling author of Pitch Anything and Flip the Script "Few people know his name. Yet, those at the highest levels of direct response advertising consider Evaldo Albuquerque the Michael Jordan of modern financial copywriting. His new book, The 16 Word Sales Letter(tm), reveals for the first time the secret to his astonishing success. In split tests, the selling formula Evaldo reveals in his book has won, repeatedly, against ad copy written by the world's top copywriters. When asked at a recent seminar I gave what are the two best books I've ever read on copywriting, my answer was Breakthrough Advertising by Eugene Schwartz and The 16 Word Sales Letter(tm) by Evaldo Albuquerque." --Caleb O'Dowd, www.roitips.com

Fotoboek met close-up foto's van libellen.

The hidden brain is the voice in our ear when we make the most important decisions in our lives—but we're never aware of it. The hidden brain decides whom we fall in love with and whom we hate. It tells us to vote for the white candidate and convict the dark-skinned defendant, to hire the thin woman but pay her less than the man doing the same job. It can direct us to safety when disaster strikes and move us to extraordinary acts of altruism. But it can also be manipulated to turn an ordinary person into a suicide terrorist or a group of bystanders into a mob. In a series of compulsively readable narratives, Shankar Vedantam journeys through the latest discoveries in neuroscience, psychology, and behavioral science to uncover the darkest corner of our minds and its decisive impact on the choices we make as individuals and as a society. Filled with fascinating characters, dramatic storytelling, and cutting-edge science, this is an engrossing exploration of the secrets our brains keep from us—and how they are revealed.

The Persuasion Code Capture, convince, and close—scientifically Most of your attempts to persuade are doomed to fail because the brains of your audience automatically reject messages that disrupt their attention. This book makes the complex science of persuasion simple. Learn to develop better marketing and sales messages based on a scientific model; NeuroMap™. Regardless of your level of expertise in marketing, neuromarketing, neuroscience or psychology: The Persuasion Code: How Neuromarketing Can Help You Persuade Anyone, Anywhere, Anytime will make your personal and business lives more successful by unveiling a credible and practical approach towards creating a breakthrough persuasion strategy. This book will satisfy your interest in neuromarketing, scientific persuasion, sales, advertising effectiveness, website conversion, marketing strategy and sales presentations. It'll teach you the value of the award-winning persuasion model NeuroMap™ : the only model based on the science of how your customers use their brain to make any decision including a buying decision. You will appreciate why this scientific approach has helped hundreds of companies and thousands of executives achieve remarkable results. Written by the founders of SalesBrain who pioneered the field of neuromarketing SalesBrain has trained more than 100,000 executives worldwide including over 15,000 CEO Includes guidance for creating your own neuromarketing plan Advance your business or career by creating persuasive messages based on the working principle of the brain.

American advertising pioneer CLAUDE C. HOPKINS (1866-1932) is still renowned today for developing such marketing innovations as coded coupons that could be used to track the success of varying offers. His methods are still prized for their efficacy today. In this groundbreaking 1923 work, written after he retired as president and chairman of one of the world's biggest ad agencies, Hopkins shares the secrets of successful marketing that are just as relevant today as they were almost a century ago. Learn: . how advertising laws are established . the importance of just salesmanship . why businesses must offer service . mail order advertising: what it teaches . what makes headlines effective . understanding customer psychology . how to use art in advertising . how to use samples . the best way to test campaigns . the impact of negative advertising . and much more.

The global pharmaceutical industry is currently estimated to be worth \$1 trillion. Contributors chart the rise of scientific marketing within the industry from 1920-1980. This is the first comprehensive study into pharmaceutical marketing, demonstrating that many new techniques were actually developed in Europe before being exported to America.

In this groundbreaking 1923 work, written after he retired as president and chairman of one of the world's biggest ad agencies, Hopkins shares the secrets of successful marketing that are just as relevant today as they were almost a century ago. Learn: how advertising laws are established the importance of just salesmanship why businesses must offer service mail order advertising: what it teaches what makes headlines effective understanding customer psychology how to use art in advertising how to use samples the best way to test campaigns the impact of negative advertising and much more. American advertising pioneer Claude C. Hopkins (1866-1932) is still renowned today for developing such marketing innovations as coded coupons that could be used to track the success of varying offers. His methods are still prized for their efficacy today.

Scientific AdvertisingCosimo, Inc.

A candid and indispensable primer on all aspects of advertising from the man Time has called "the most sought after wizard in the business." Told with brutal candor and prodigal generosity, David Ogilvy reveals: • How to get a job in advertising • How to choose an agency for your product • The secrets behind advertising that works • How to write successful copy—and get people to read it • Eighteen miracles of research • What advertising can do for charities And much, much more.

Gain a lifetime of experience from the inventor of test marketing and coupon sampling -- Claude C. Hopkins. Here, you'll get two landmark works in one easy-to-carry volume and discover his fixed principles and basic fundamentals that still prevail today.

The classic guide to copywriting, now in an entirely updated fourth edition This is a book for everyone who writes or approves copy: copywriters, multichannel marketers, creative directors, freelance writers, marketing managers . . . even small business owners and information marketers. It reveals dozens of copywriting techniques that can help you write both print and online ads, emails, and websites that are clear, persuasive, and get more attention—and sell more products. Among the tips revealed: * 8 headlines that work--and how to use them * The 5-step "Motivating Sequence" for generating more sales and profits * 10 tips for boosting landing page conversion rates * 15 techniques to ensure your emails get high open and click-through rates *

Read Book Scientific Advertising

How to create powerful "lead magnets" that double response rates * The "4 S" formula for making your copy clear, concise, and compelling This thoroughly revised fourth edition includes all new essential information for mastering copywriting in the digital age, including advice on content marketing, online videos, and high-conversion landing pages, as well as entirely updated resources. Now more indispensable than ever, Robert W. Bly's *The Copywriter's Handbook* remains the ultimate guide for people who write or work with copy.

In a future where most people have computer implants in their heads to control their environment, a boy meets an unusual girl who is in serious trouble.

A revealing and provocative look at the current state of global science We take the advance of science as given. But how does science really work? Is it truly as healthy as we tend to think? How does the system itself shape what scientists do? *The Secret Life of Science* takes a clear-eyed and provocative look at the current state of global science, shedding light on a cutthroat and tightly tensioned enterprise that even scientists themselves often don't fully understand. *The Secret Life of Science* is a dispatch from the front lines of modern science. It paints a startling picture of a complex scientific ecosystem that has become the most competitive free-market environment on the planet. It reveals how big this ecosystem really is, what motivates its participants, and who reaps the rewards. Are there too few scientists in the world or too many? Are some fields expanding at the expense of others? What science is shared or published, and who determines what the public gets to hear about? What is the future of science? Answering these and other questions, this controversial book explains why globalization is not necessarily good for science, nor is the continued growth in the number of scientists. It portrays a scientific community engaged in a race for limited resources that determines whether careers are lost or won, whose research visions become the mainstream, and whose vested interests end up in control. *The Secret Life of Science* explains why this hypercompetitive environment is stifling the diversity of research and the resiliency of science itself, and why new ideas are needed to ensure that the scientific enterprise remains healthy and vibrant.

Great copy is the heart and soul of the advertising business. In this practical guide, legendary copywriter Joe Sugarman provides proven guidelines and expert advice on what it takes to write copy that will entice, motivate, and move customers to buy. For anyone who wants to break into the business, this is the ultimate companion resource for unlimited success.

Understand and use the concepts of successful advertising Whether you are considering a career in advertising or trying to find the best way to market your product, start with Hopkins and then move onto the rest. In this powerful book he explains the process to get (and measure) results from your advertising. Claude Hopkins wrote 'Scientific Advertising' in 1923, but his insight into consumer behaviour still holds. The aim was to explain the rules of advertising and what makes consumers buy, so that advertising returns would become a certainty and not a guess.

Learn how to use his techniques to write adverts which sell with certainty. Hopkins clearly shows how to write copy, provides methods for testing it and shows how evidence based advertising gets results in a measurable and cost effective way. A must read if you are in business, sales or advertising. Hopkins shows what makes us buy and how you can make it happen. This edition also includes examples of adverts produced by Claude Hopkins through his career. Nobody should be allowed to have anything to do with advertising until he has read this book seven times.

It changed the course of my life. David Ogilvy Within this book Hopkins shows a variety of tested techniques which he had used through his successful career in advertising, including: How advertising laws are established - What the professionals in advertising already know and how we can use this knowledge to develop better ads. Just salesmanship - What is advertising and how is it best used? Offer service - The best ways to offer service to increase sales. Mail order advertising - What it teaches us and how we can apply it to our own adverts. Headlines -A lot of headlines get a poor response in email marketing, websites and adverts. Learn how to increase your response rate. Psychology - Use Hopkins experience to direct people to buy and use your product. Being specific - Are you being specific enough in your advertising? Hopkins shows that by using specific facts you can increase sales and out perform your competitors. Tell your full story - How telling your story is important and why some advertisers make the mistake of missing out on this. Art in advertising - Should we use bespoke artwork or tried and tested visuals? Things too costly - What strategies are too costly to attempt in advertising. Information - How to give the consumer the best information to help them buy. Strategy - Rules for directing a campaign. Use of samples - How getting samples into peoples hands can increase sales. Getting distribution - Hopkins lays out how to get national distribution by starting small. Test campaigns - How to test different campaigns on the same audience. Leaning on dealers - Ways to get dealers to help your campaign Individuality - Set yourself apart from competitors and what your tone should be. Negative advertising - Will it help your sales? Letter writing - Hopkins shows how to write a sales letter. A name that helps - How does a product name impact sales? Good business - See how good business impacts on consumer behaviour. Excerpts from the book The only purpose of advertising is to make sales. It is profitable or unprofitable according to its actual sales. I never ask people to buy. The ads all offer service, perhaps a free sample. They sound altruistic. But they get a reading and action. No selfish appeal can do that. I set down these findings solely for the purpose of aiding others to start far up the heights I scaled.

"Originally published in hardcover in the United States by Alfred A. Knopf, a division of Penguin Random House LLC, New York, in 2016."-- Title page verso.

The must-read summary of Claude Hopkins' book: "Scientific Advertising: How to Develop a Superior Advertising Program". This complete summary of the ideas from Claude Hopkins' book "Scientific Advertising" presents the scientific approach to advertising, which involves continually testing and comparing advertising concepts to assess their results. In his book, the author explains that doing this is the best way of ensuring that you apply the optimum advertising approach that will provide the best results. This summary provides readers with an insight into the fundamentals of marketing and advertising and helps them to choose the best approach. Added-value of this summary: • Save time • Understand key concepts • Expand your knowledge To learn more, read "Scientific Advertising" and discover how you can take a methodical approach to advertising and always gain the best results.

Assessing the influence of scientific advice in societies that increasingly questions scientific authority and expertise.

How does advertising work? Does it have to attract conscious attention in order to transmit a 'Unique Selling Proposition'? Or does it insinuate emotional associations into the subconscious mind? Or is it just about being famous... or maybe something else again?

Claude Hopkins was a marketing genius earning \$185,000 in 1907 as an employee of an advertising firm. That's equivalent to over \$25 million today. Claude codified his techniques in 1923 in a book called *Scientific Advertising*. While this book has been recommended and used by many great marketing minds since Claude's day, his principles remain broadly unknown. To ensure Claude's techniques and principles are not forgotten, best-selling author and entrepreneur, Tony Melvin, has taken Claude's original work and revitalized it for today. Tony isolated 114

Profitable Laws of Advertising & Marketing providing a clear set of rules that anyone can follow. These Laws spread across 17 categories including: - 8 Laws for Headlines - 2 Laws for Call-to-Action - 13 Laws for Salesmanship Never before has Claude's work been presented with such clarity, including: - Uncommon words defined. - Example ads referenced by Claude. - Added illustrations to aid understanding. If you learn and apply these laws, you'll never waste money on ineffective advertising or marketing again. That's a promise!

It shook up the world of marketing with all the force of a 20-megaton bomb, and now, two decades later, Positioning is still as fresh and, perhaps, even more relevant, for advertisers in the New Economy. To commemorate the 20th anniversary of the classic book that changed an industry, McGraw-Hill has reunited mavens of marketing Al Ries and Jack Trout to make available to another generation of advertisers the book that forever changed the way advertising is done. The 20th Anniversary Edition features commentary from the authors that offers fresh insight into why positioning a product in a prospective customer's mind is still the most important strategy in business. Ries and Trout look back over two decades of campaigns, offering penetrating analyses of some of the most phenomenal successes and unbelievable failures in advertising history. The first book to deal with the problems of communicating to a skeptical, over-communicated public, Positioning describes a revolutionary approach to creating a position in a prospective customer's mind that reflects a company's own strengths and weaknesses as well as those of its competitors. Writing in their trademark witty, fast-paced style, Ries and Trout explain how to position an industry leader so that it gets into people's minds and stays there, how to position a follower so that it can occupy a space not claimed by the leader, and how to avoid letting a second product ride on the coattails of an established one.

"Surging sea levels are inundating the coasts." "Hurricanes and tornadoes are becoming fiercer and more frequent." "Climate change will be an economic disaster." You've heard all this presented as fact. But according to science, all of these statements are profoundly misleading. When it comes to climate change, the media, politicians, and other prominent voices have declared that "the science is settled." In reality, the long game of telephone from research to reports to the popular media is corrupted by misunderstanding and misinformation. Core questions—about the way the climate is responding to our influence, and what the impacts will be—remain largely unanswered. The climate is changing, but the why and how aren't as clear as you've probably been led to believe. Now, one of America's most distinguished scientists is clearing away the fog to explain what science really says (and doesn't say) about our changing climate. In *Unsettled: What Climate Science Tells Us, What It Doesn't, and Why It Matters*, Steven Koonin draws upon his decades of experience—including as a top science advisor to the Obama administration—to provide up-to-date insights and expert perspective free from political agendas. Fascinating, clear-headed, and full of surprises, this book gives readers the tools to both understand the climate issue and be savvier consumers of science media in general. Koonin takes readers behind the headlines to the more nuanced science itself, showing us where it comes from and guiding us through the implications of the evidence. He dispels popular myths and unveils little-known truths: despite a dramatic rise in greenhouse gas emissions, global temperatures actually decreased from 1940 to 1970. What's more, the models we use to predict the future aren't able to accurately describe the climate of the past, suggesting they are deeply flawed. Koonin also tackles society's response to a changing climate, using data-driven analysis to explain why many proposed "solutions" would be ineffective, and discussing how alternatives like adaptation and, if necessary, geoengineering will ensure humanity continues to prosper. *Unsettled* is a reality check buoyed by hope, offering the truth about climate science that you aren't getting elsewhere—what we know, what we don't, and what it all means for our future.

Robert Collier was decades ahead of his time in writing down ways for man to improve his lot in life. He wrote "Secret of the Ages" during an active and successful life developed upon basic ideas which opened up new vistas of living for countless multitudes of people. Brought up to be a priest, he worked as a mining engineer, an advertising executive and a prolific writer and publisher. The Robert Collier Letter Book earned Robert Collier the distinction of being one of the greatest marketing minds in history. Robert Collier sales letters were successful because he wrote to his readers' needs. As an expert in marketing, his sales savvy and writing expertise placed hundreds of millions of dollars in his clients' pockets.

"From the author of *The Science of Monsters*, this engaging scientific inquiry provides a definitive look into the elements of mystical places and magical objects—from the philosopher's stone, to love potions to the oracles—from ancient history, mythology, and contemporary culture. Can migrations of birds foretell our future? Do phases of the moon hold sway over our lives? Are there sacred springs that cure the ill? What is the best way to brew a love potion? How do we create mutant humans who regenerate like Wolverine? In *Science of the Magical*, noted science journalist Matt Kaplan plumbs the rich, lively, and surprising history of the magical objects, places, and rituals that infuse ancient and contemporary myth. Like Ken Jennings and Mary Roach, Kaplan serves as a friendly armchair guide to the world of the supernatural. From the strengthening powers of Viking mead, to the super soldiers in movies like *Captain America*, Kaplan ranges across cultures and time periods to point out that there is often much more to these enduring magical narratives than mere fantasy. Informative and entertaining, *Science of the Magical* explores our world through the compelling scope of natural and human history and cutting-edge science."--

This book is not written as a personal history, but as a business story. I have tried to avoid trivialities and to confine myself to matters of instructive interest. The chief object behind every episode is to offer helpful suggestions to those who will follow me. And to save them some of the midnight groping which I did. My only claim for credit is that I have probably worked twice as long as anybody else in this field. I have lived for many years in a vortex of advertising. Naturally I learned more from experience than those who had a lesser chance. Now I want that experience, so far as possible, to help others avoid the same difficult climb. Every pioneer should blaze his trail. That is all I have tried to do. I set down these findings solely for the purpose of aiding others to start far up the heights I scaled. Then, with the efforts I here describe, I hope you can now attain some peaks in advertising beyond any of us to date. - Claude C. Hopkins

Distilling the wisdom of the world's greatest advertisers, direct marketing expert Craig Simpson delivers an education on direct marketing and advertising copy that creates brand

awareness, sells products, and keeps customers engaged. Walks readers through time-tested methods of creating effective ad copy that increases profits. Dissects the principles of legendary marketers like Robert Collier, Claude Hopkins, John Caples, and David Ogilvy.

A Sunday Times Bestseller Have you ever had a strange urge to jump from a tall building, or steer your car into oncoming traffic? You are not alone. In this captivating fusion of science, history and personal memoir, writer David Adam explores the weird thoughts that exist within every mind, and how they drive millions of us towards obsessions and compulsions. David has suffered from OCD for twenty years, and *The Man Who Couldn't Stop* is his unflinchingly honest attempt to understand the condition and his experiences. What might lead an Ethiopian schoolgirl to eat a wall of her house, piece by piece; or a pair of brothers to die beneath an avalanche of household junk that they had compulsively hoarded? At what point does a harmless idea, a snowflake in a clear summer sky, become a blinding blizzard of unwanted thoughts? Drawing on the latest research on the brain, as well as historical accounts of patients and their treatments, this is a book that will challenge the way you think about what is normal, and what is mental illness. Told with fierce clarity, humour and urgent lyricism, this extraordinary book is both the haunting story of a personal nightmare, and a fascinating doorway into the darkest corners of our minds.

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