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and Others Die

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to

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# Made To Stick

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## **Made To Stick:**

Made to Stick Chip Heath, Dan Heath, 2008 Focusing on successful marketing campaigns and undying urban legends this book is written for anyone who strives to craft messages that are memorable and lasting **Made to Stick** Chip Heath, Dan Heath, 2007-01-02 NEW YORK TIMES BESTSELLER The instant classic about why some ideas thrive why others die and how to make your ideas stick Anyone interested in influencing others to buy to vote to learn to diet to give to charity or to start a revolution can learn from this book The Washington Post Mark Twain once observed A lie can get halfway around the world before the truth can even get its boots on His observation rings true Urban legends conspiracy theories and bogus news stories circulate effortlessly Meanwhile people with important ideas entrepreneurs teachers politicians and journalists struggle to make them stick In *Made to Stick* Chip and Dan Heath reveal the anatomy of ideas that stick and explain ways to make ideas stickier such as applying the human scale principle using the Velcro Theory of Memory and creating curiosity gaps Along the way we discover that sticky messages of all kinds from the infamous kidney theft ring hoax to a coach's lessons on sportsmanship to a vision for a new product at Sony draw their power from the same six traits *Made to Stick* will transform the way you communicate It's a fast paced tour of success stories and failures the Nobel Prize winning scientist who drank a glass of bacteria to prove a point about stomach ulcers the charities who make use of the Mother Teresa Effect the elementary school teacher whose simulation actually prevented racial prejudice Provocative eye opening and often surprisingly funny *Made to Stick* shows us the vital principles of winning ideas and tells us how we can apply these rules to making our own messages stick *Summary of Made to Stick - [Review Keypoints and Take-aways]* PenZen Summaries, 2022-11-27 The summary of *Made to Stick* Why Some Ideas Survive and Others Die presented here include a short review of the book at the start followed by quick overview of main points and a list of important take aways at the end of the summary The Summary of *Made to Stick* examines the factors that contribute to the success of certain concepts while downplaying those that fail to catch on This book will teach you the most important aspects of stickiness or what causes ideas to stick in your mind as well as how to make those ideas work for you *Made to Stick* summary includes the key points and important takeaways from the book *Made to Stick* by Chip Heath and Dan Heath Disclaimer 1 This summary is meant to preview and not to substitute the original book 2 We recommend for in depth study purchase the excellent original book 3 In this summary key points are rewritten and recreated and no part text is directly taken or copied from original book 4 If original author/publisher wants us to remove this summary please contact us at support@mocktime.com **Summary of Made to Stick: Why Some Ideas Survive and Others Die by Chip Heath and Dan Heath** BestPrint, 2021-08-25 *Made to Stick* explains why some ideas become popular while others wither and die The book lays out the most important characteristics of stickiness that is what makes ideas stick in the mind and how to make them work for you **Summary: Made to Stick** BusinessNews Publishing, 2013-02-15 The must read summary of Chip and Dan Heath's book *Made to Stick*

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