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Demand drives supply. When demand rises, growth happens - jobs are created, the economy flourishes and society thrives. So goes the theory. It sounds simple, yet almost no one really understands demand, including the business owners, company leaders and policy makers who try to

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stimulate and satisfy it.

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The book Demand describes a set of keys that Adrian Slywotzky believes create products that will have great demand – from NetFlix to Amazon.com and beyond. Slywotzky believes there are six things all demand creators do: Make it Magnetic – Create an emotional connection to the product or service. Create a product that has some special ...

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