Record Nr. UNINA9910820943203321 Autore Diana David P Titolo Marketing for the mental health professional: an innovative guide for practitioners / / David P. Diana Hoboken, N.J., : Wiley, c2010 Pubbl/distr/stampa **ISBN** 1-282-68751-4 9786612687518 1-118-26969-1 0-470-60911-7 Descrizione fisica 1 online resource (211 p.) Disciplina 616.890068/8 Soggetti Mental health services - Marketing Managed mental health care Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Marketing for the Mental Health Professional: An Innovative Guide for Practitioners; Contents; Preface; Acknowledgments; Part One: New Beginnings: Chapter One: Introduction: Chapter Two: Marketing and the Mental Health Profession: A Powerful Combination; Chapter Three: How to Sell Mental Health Services Five Elements of Success; Part Two: The Psychology of Success: Chapter Four: Finding Your Power: The Social Dynamics of Power, Influence, and Persuasion; Chapter Five: Finding Your Place in the Field: Effective Strategies for Building Credibility and Earning Authority Chapter Six: Understanding Buying Motives in Behavioral Health CareChapter Seven: Sales and Marketing for Mental Health Organizations; Part Three: The Future of Success; Chapter Eight: Social Networking in the Mental Health Profession; Chapter Nine: Selling Yourself in Today's Job Market; Chapter Ten: Build a Better Web site: Web Site Essentials for Mental Health Professionals; Chapter Eleven: Service Trends within Our Changing Industry; Chapter Twelve:

Conclusion; Appendix: Business Development Worksheets and Exercises; MARKETING ACTIVITIES LIST; IDEAS AT THE EDGES;

MARKETING PLAN COMPONENTS

## CHANGE THE WAY YOU WORKBibliography; Index

## Sommario/riassunto

Praise for Marketing for the Mental Health Professional: An Innovative Guide for Practitioners ""This book is packed with useful strategies that have worked for years and years in the business world. People who follow the advice here are going to go places.""-Dr. Thomas Phelan, Psychologist and bestselling author of 1-2-3 Magic ""David's book is brilliant! He guides us through our own resistance and the unquestioned beliefs we have held around marketing, money, and our profession. Not only have I received a long-overdue education, David has inspired in me th