Record Nr. UNINA9910954511103321 Autore Martinez Onaindia Carlos Titolo Designing B2B brands: lessons from Deloitte and 182,000 brand managers / / Carlos Martinez Onaindia & Brian Resnick Hoboken, N.J., : Wiley, c2013 Pubbl/distr/stampa 9781299242470 **ISBN** 1299242472 9781118554432 1118554434 Edizione [1st ed.] Descrizione fisica 1 online resource (225 p.) ResnickBrian <1974-> Altri autori (Persone) Disciplina 658.8/27 Soggetti Branding (Marketing) - Management Brand name products - Management Corporate image Logos (Symbols) - Design Trademarks - Design Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Nota di contenuto Designing B2B Brands: Lessons from Deloitte and 195,000 brand managers; Contents; Section 1: Defining it; What is branding?; What is brand identity?; B2B versus B2C branding; The "brandscape"; Brand strategy; Brand architecture; Brand purpose; Brand positioning; Brand experience; Brand engagement; Brand measurement; Section 2: Building it; Name; Tagline; Tone of voice; Logo; Color; Typography; Imagery; Composition; Iconography; Information graphics; Sound; Section 3: Using it; Business materials; Presentations; Brochureware; Magazines and newspapers; Reviews and reports; Proposals; Packaging One-time materialsAdvertising; Sponsorships; Electronic communications; Websites; Mobile apps; Social Media; Audiovisuals; Office environments: Events and exhibitions: Merchandise: Section 4: Defending it; Brand asset management; Brand compliance; Brand champions; Designers and networks; Rollout strategies; Workshops and

> education; Evolving the system; Image credits; The authors; Index "As an in-depth explanation of one organisation's brand strategy, this

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guide is both fascinating and full of useful insights." - The CA magazine (UK)Get tactical insight from the top business-to-business branding experts-and gain a global presence. This comprehensive manual lays out the steps necessary for creating an iconic global identity. It uses the lessons and inside knowledge of Deloitte, the world's largest professional services organization, to help other business-to-business operations deliver a high-impact, value-added brand experience. This book will