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Explained- Macro Topic 1.4

(Micro Topic 2.1) **Demand**

Creating What People Love

The subtitle--"creating what people love before they know they want it"--is a

paraphrase of Steve Jobs.

But the book doesn't focus

so much on high-tech

wunderkinds or high-touch

products. That wouldn't

necessarily resonate with

the rest of the world. The

book focuses on prosaic

products, like rental cars,

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Demand: Creating what people love, before they know they want it by Adrian Slywotzky is a decent book regarding creation of demand of a product. The book gives good account of the demand creation strategies of products like Amazon-kindle, Netflix, through vivid and insightful background stories.

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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 stimulate and satisfy it.

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economy by creating products and services that strike an emotional chord with people, that give people a chance to change the way they've always done things, that assert a magnetic pull. The subtitle--"creating what people love before they know they want it"--is a paraphrase of Steve Jobs.

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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

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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 ...

Book Review: Demand: Creating What People Love - Thor ...

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What this book seems to be designed to do is to get the reader thinking about his or her own situation and what factors are relevant to creating demand - creating what people love. Now perhaps the full title is a bit misleading because it says "creating what people love before they know they want it."

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