

The logo consists of the letters 'W', 'h', and 'o' in a stylized, overlapping arrangement. The 'W' is orange, the 'h' is green, and the 'o' is blue. They are all in a bold, sans-serif font.

Outline

- **Chapter 8 – WHO: Identifying Markets**
- **Chapter 9 – HOW: Creating Brand Equity**
- **Chapter 10 – WHAT: Crafting the Brand Positioning**

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Michael Szycher Ph.D



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