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List Building Blueprint



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presidential campaign Henry F De Sio Jr was positioned to view this historic campaign as few others could In this fascinating behind the scenes account he whisks readers into Obama s national election headquarters in Chicago to glimpse the decision making processes and myriad details critical to running a successful and innovative presidential campaign From the campaign s early chaos to the jubilation and drama of winning the Iowa caucus to the drawn out Democratic nomination process to Obama s eventual election as president of the United States De Sio guides readers through the challenges faced by the Obama for America campaign in its brief twenty one month lifespan De Sio shows readers that Obama himself was direct about his vision for the campaign when he instructed his staff to run it like a business Thus this is less the story of Barack Obama candidate and more the story of Barack Obama CEO Because campaigns are launched from scratch during every election cycle they are the ultimate entrepreneurial experience In the course of the election the Obama campaign scaled up from a scrappy start up to a nearly 1 billion operation becoming a hothouse environment on which the glare of the media spotlight was permanently trained Campaign Inc allows readers to peek behind the curtain at the underdog organization that brought down the Clinton campaign and later went on to defeat the Republican machine while offering lessons in leadership and organization to innovators executives and entrepreneurs [Introduction to Information Systems](#)

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