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it by Adrian Slywotzky is a decent
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demand of a product. The book

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demand rises, growth happens -
jobs are created, the economy
flourishes and society thrives. So

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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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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

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of keys that Adrian Slywotzky believes create products that will have great demand – from NetFlix to Amazon.com and beyond.

Slywotzky believes there are six things all demand creators do:
Make it Magnetic – Create an emotional connection to the

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product or service. Create a
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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

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"creating what people love before they know they want it."

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