

### Brand It Like Barack!: How Barack Obama sold himself to America and what you can learn from this.

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On January 16, 2007, Barack Obama announced to his supporters that he would seek the presidency of the United States. On November 4, 2008 he achieved that dream. Who could have predicted the meteoric rise of the relatively unknown Junior Senator from Illinois to become the first African American elected President of the United States? Entering a crowded Democratic field against entrenched competition, how was Barack Obama able win his party's nomination and dominate the general election? While many are curious as to how Barack Obama was able to accomplish his victory in such short order, the answers are there for the taking. There really is no magic to what he did, but if you don't know what to look for it may seem like that! Barack Obama used classic and modern marketing principles to elevate his brand above the crowd to win. Following these principles, you can as well.

Gary Kaskowitz, MBA, PhD, is an Associate Professor of Management at Moravian College in Bethlehem, PA. Gary's research and teaching focus on marketing principles, both classic and modern. He has created and taught courses on branding and salesmanship. Prior to teaching at Moravian, Gary taught at the University of Maryland and was a Senior Manager of Market Research at Verizon. In his earlier life, Gary was a Sales Engineer for Motorola. He has also worked as a marketing consultant for both large and small organizations with an emphasis on understanding human motivation. Always fascinated by why people make the purchase choices they make, he has spent the last several years studying the use of story structure and internet technology in creating and spreading a brand message. Gary enjoys the outdoors, travel, and soccer whether he is coaching, or attending games. He lives in Allentown, PA with his wife and children.

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