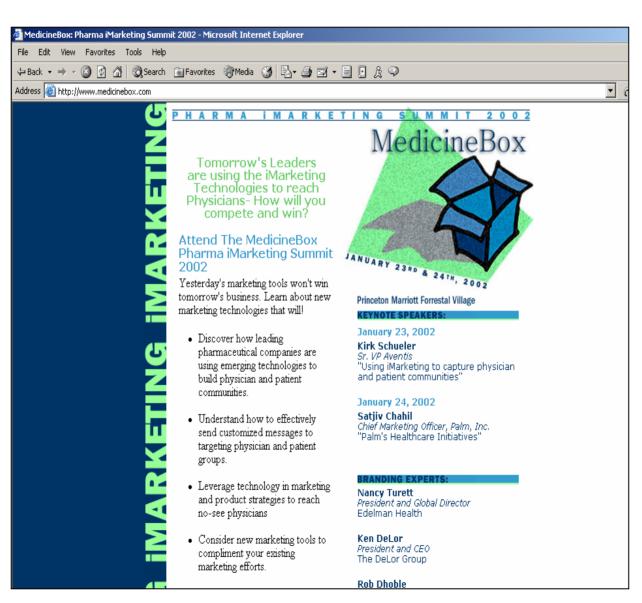
Chapter 10: Links



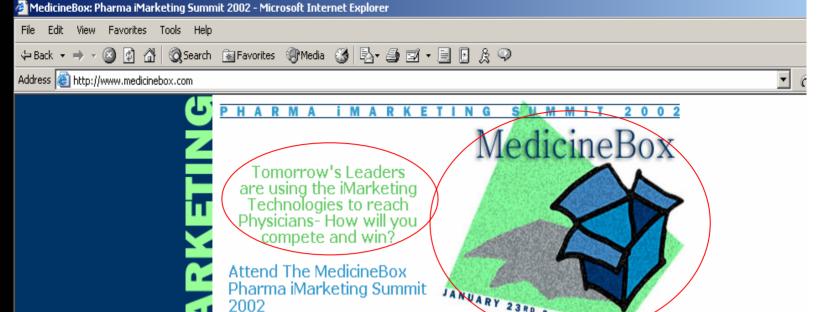
10:1 Provide Consistent Clickability Cues



Sources: 5







tomorrow's business. Learn about new marketing technologies that will! Discover how leading pharmaceutical companies are using emerging technologies to build physician and patient communities.

Yesterday's marketing tools won't win

· Understand how to effectively send customized messages to targeting physician and patient groups.

· Leverage technology in marketing and product strategies to reach no-see physicians

 Consider new marketing tools to compliment your existing marketing efforts.



EYNOTE SPEAKERS

January 23, 2002

Kirk Schueler

Sr. VP Aventis "Using iMarketing to capture physician." and patient communities"

January 24, 2002

Satjiv Chahil

Chief Marketing Officer, Palm, Inc. "Palm's Healthcare Initiatives"

BRANDING EXPERTS:

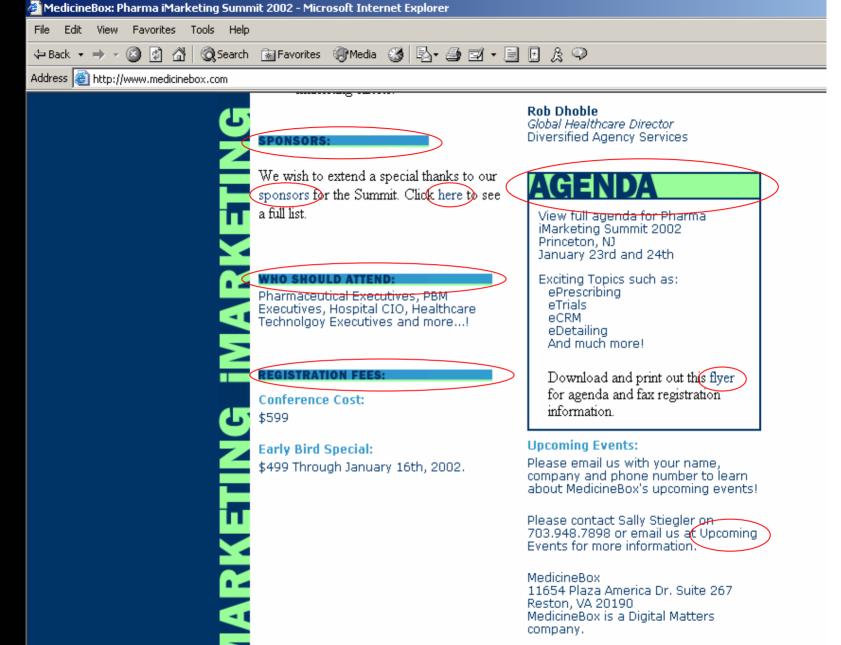
Nancy Turett

President and Global Director. Edelman Health

Ken DeLor President and CEO The DeLor Group

Rob Dhoble







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10:1 Provide Consistent Clickability Cues

Importance Evidence

Sources: 5

□ Health Information

A-Z index of NIH health resources, clinical trials, health hotlines, MEDLINEplus, drug information

■ Grants & Funding Opportunities

Grants news, Applications, grants policy, NIH Guide, award data, research training, research contracts, CRISP database

■ News & Events

In the News, press releases, calendars, radio & video, media contacts, special reports

■ Scientific Resources

Human Embryonic Stem Cell Registry, Intramural research, special interest groups,

□ O&A About NIH

□ Career Opportunities

■ Visitor Information

- Employee Informatio
- Información en espai
- Search the NIH Web:

Right-facing arrows are very strong clickability cues for users.



10:1 Provide Consistent Clickability Cues

Importance Evidence

Sources: 5



