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Pricing Psychology: Setting Prices That Maximize Profit and Value Favour Emeli ,2025-01-17 Pricing is more than just numbers it s a powerful tool that influences customer perceptions drives purchasing decisions and determines your business s profitability Pricing Psychology is your ultimate guide to understanding the science and art of pricing helping you set prices that maximize profits while delivering undeniable value This book dives into the psychology behind how customers perceive value and make buying decisions Learn how to craft pricing strategies that appeal to your target audience leverage anchoring and framing techniques and use psychological triggers to make your offers irresistible Discover how to test price points create tiered pricing models and balance profitability with customer satisfaction Packed with actionable insights and real world examples Pricing Psychology equips you to overcome common pricing challenges navigate price sensitive markets and confidently position your products or services for success Whether you re an entrepreneur marketer or business leader this book provides the tools to turn pricing into a strategic advantage Because the right price isn t just about covering costs it s about maximizing value and profit Are you ready to unlock the secrets of pricing psychology Let Pricing Psychology show you how to price smarter and profit bigger

Get Customers Before You Launch: Demand-First Validation Made Easy Onyeka Godfrey,2025-08-04 What if you could prove your product will sell before you build it This book gives you a simple replicable system for validating offers before you invest time energy or capital You ll learn how to find hungry audiences test messaging that lands and secure real commitments so you launch with certainty not hope From landing page experiments to pre order strategies and MVP approaches you ll discover lean tactics that get you paid early and often If you want to reduce risk skip guesswork and sell with proof this guide shows you exactly how to get customers first and build what they ve already said yes to

Amazon FBA 2025: Beginner's Full Guide to Launch Your First Product Grant Harrison Wells ,2025-07-02 Launch Your First Amazon FBA Product with Confidence in 2025 Stepping into Amazon s FBA world can feel overwhelming but it doesn t have to be Amazon FBA 2025 empowers beginners with a clear step by step roadmap to launching their first product avoiding rookie mistakes and building a foundation for scalable success What You ll Learn Inside Amazon FBA Fundamentals Made Simple Understand the essentials fulfillment methods account setup and upfront costs explained in a way that s easy to absorb and apply Based on the winning simplicity of top beginner FBA books this guide helps you get to the point fast Winning Product Research Frameworks Discover how to identify profitable low competition products that resonate with real buyers before you spend a dime Supplier Selection Sample Testing Learn how to vet manufacturers request quality samples and negotiate better deals thanks to ready made checklists and red flag avoidance strategies Optimized Listing SEO Techniques Build attention grabbing product pages with effective imagery keyword rich titles and conversion focused bullet points to stand out in search results Smart Launch PPC Advertising Unlock proven strategies to run your first Amazon ads get initial reviews and drive early momentum Profit Management Growth

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Smart Shopping Methods Ethan Rodriguez, AI, 2025-02-22 Smart Shopping Methods unveils the secrets to smart shopping empowering you to maximize your purchasing power and improve your financial well being through informed consumer spending This book dives into strategic price comparison and optimal timing revealing how mastering these areas significantly impacts your financial bottom line Did you know that understanding marketing tactics can help you avoid impulse purchases and make rational buying decisions Or that seasonal sales patterns can lead to substantial savings if you know when to look The book takes a practical approach to transforming your shopping habits blending data driven analysis with actionable advice Starting with value assessment and need identification it progresses to price comparison techniques and the impact of timing Later chapters apply these strategies to specific product categories such as groceries clothing and electronics This book provides a step by step guide to creating a personalized shopping plan aligning your spending with your broader financial goals

The Art of Persuasion in Sales Ahmed Musa ,2024-12-17 Sales is more than just pitching a product or service it s about persuasion understanding human behavior and delivering value The Art of Persuasion in Sales dives deep into the psychology behind successful selling and equips you with the techniques to win over prospects handle objections and close more deals This book explores the science of influence from building rapport to recognizing buying signals and how to leverage these insights to persuade customers effectively Learn how to position your offering in a way that speaks directly to your prospects needs motivations and pain points By understanding the underlying emotional triggers and decision making processes you ll gain a competitive edge that allows you to create trust overcome resistance and ultimately drive conversions Whether you re in B2B or B2C sales this book provides proven methods for optimizing your sales pitch fine tuning your approach and building long lasting relationships that lead to repeat business If you re looking to increase your sales and improve your persuasive abilities this book is an essential guide to mastering the art of influence

Journey to Savings: Navigating Budgeting for Travel and Vacations Glyra Jyxn, 2025-02-26 In this book you will

discover practical tips and strategies to help you enjoy memorable trips without breaking the bank The first chapter introduces the importance of setting financial goals and how budgeting for travel can align with your overall savings strategy You will learn how to prioritize your travel plans and allocate funds accordingly ensuring you can explore new destinations while still working towards your long term financial objectives Next Journey to Savingsdelves into the various factors to consider when budgeting for travel and vacations From transportation and accommodation to meals and activities this book provides insights on how to optimize your spending and make the most of your travel budget Whether you prefer luxury getaways or budget friendly adventures you will find tips tailored to your travel style The third chapter highlights the art of travel hacking and leveraging rewards programs to stretch your travel budget further Learn how to earn points and miles maximize credit card benefits and score deals on flights and accommodations By mastering these strategies you can enjoy premium travel experiences at a fraction of the cost Lastly Journey to Savingsoffers practical advice on avoiding common budgeting pitfalls and staying on track with your travel savings plan Whether it s dealing with unexpected expenses or managing impulse purchases this book equips you with the skills to stay disciplined and achieve your travel goals Start planning your next adventure with confidence and embark on a journey to memorable experiences without compromising your financial well being

Build Demand Before You Deliver: Pre-Sale Blueprints That Work Every Time Onyeka Godfrey,2025-08-04 Why build in the dark when you can build in public with profit This book shows you how to sell your product before it exists Not by tricking people but by building trust testing interest and proving demand upfront You ll master pre sale strategies that validate your idea and fund its creation Inside you ll find practical blueprints for email pre launches waitlists that convert value first messaging and urgency driven presales You ll learn how to build momentum before delivery and how to use feedback loops to sharpen your offer before release day If you re tired of guessing what people want and wasting time building things they don t this book gives you the shortcut to certainty sales and confidence

Make Simple Offers Feel Premium: Pricing Psychology That Elevates Value Onyeka Godfrey,2025-08-04 People don t pay more because you do more They pay more because it feels worth more This book unpacks the subtle art of pricing psychology and premium perception You ll discover how to position even the simplest offer as high value through clarity packaging presentation and trust It s not about adding bells and whistles It s about understanding what makes an offer feel exclusive elegant and powerful in the eyes of your customer Learn how to signal quality frame transformation and attract clients who value results over volume This is how simple starts to look and sell like luxury

Evergreen Sales Ethan Evans,AI,2025-03-03 Evergreen Sales offers a strategic blueprint for building sustainable sales systems that generate consistent revenue moving beyond the unpredictable cycle of campaign driven sales It focuses on creating automated sales funnels crafting timeless marketing messages and establishing reliable revenue streams that withstand market fluctuations A key insight is mastering lead generation so that you can nurture prospects into loyal customers through email marketing

automation and CRM ensuring long term value creation instead of chasing fleeting gains The book emphasizes the shift from reactive to proactive sales strategies enabling businesses to focus on innovation and long term goals It begins by contrasting evergreen sales with traditional approaches then delves into building automated funnels and crafting marketing messages that resonate with core human needs Case studies and data driven insights support the arguments drawing from behavioral economics and marketing psychology to provide a well rounded approach What sets this book apart is its emphasis on building revenue streams independent of constant intervention It argues true business sustainability lies in developing systems that operate autonomously The book progresses by introducing core concepts then systematically exploring automated sales funnels timeless marketing and consistent revenue generation culminating in a framework for continuous improvement

Merging Numeracy with Literacy Practices for Equity in Multilingual Early Year Settings Robyn Jorgensen, Mellony Graven, 2022-01-01 This book draws on both in and out of school literacy practices with teachers and families to enhance the numeracy of early learners It provides highly illustrative exemplars targeted for learners up to approximately eight years of age whose home language differs from the language of instruction It identifies the challenges faced by these learners and their families and shares ways of building both literacy and numeracy skills for some of the vulnerable learners nationally and internationally The book shares the outcomes and strategies for teaching mathematics to early years learners and highlights the importance of literacy practices for learners for whom the language of instruction is different from their home language Readers will gain a practical sense of how to create contexts classrooms and practices to scaffold these learners to build robust understandings of mathematics

Principles of Biomedical Sciences and Industry Markus Hinder, Alexander Schuhmacher, Jörg Goldhahn, Dominik Hartl, 2022-07-25 Principles of Biomedical Sciences and Industry Improve your product development skills to bring new ideas to biomedicine The development of innovative healthcare products such as biodegradable implants biopharmaceuticals or companion diagnostics requires a multi disciplinary approach that incorporates scientific evidence with novel and innovative ideas to create new and improved products and treatments Indeed product development and the integration of science with commercial aspects have become key challenges for scientists working in the pharmaceutical biotech and medtech industries Using a multi pronged approach to development Principles of Biomedical Sciences and Industry combines ideas and methodologies from four of the central areas of focus in the biomedical arena pharmaceuticals diagnostics biomaterials and medical devices In doing so the book covers the entire product lifecycle from translating a scientific idea into a prototype to product development launch and management Principles of Biomedical Sciences and Industry readers will also find Several case studies from the most important product categories pharmaceuticals diagnostics medical devices combination products Chapters dealing with toxicology and safety risks in development as well as regulatory approval Key business aspects including how to secure funding managing intellectual property and price regulation in the market An ideal resource for teachers and students that

conveys the information in an easily digestible format Ideal for advanced students and young professionals pursuing a career in the biomedical and healthcare industries Principles of Biomedical Sciences and Industry is an essential reference for those in pharmaceutical industry biotechnologists medicinal chemists bio engineers pharma engineers and management consultants

Manifest Your Dream Life: A Goal-Setting Guide for Online Influencers Margaret Light,2025-03-21 Manifest Your Dream Life A Goal Setting Guide for Online Influencers is an empowering roadmap designed to help influencers turn their aspirations into reality This guide dives deep into the art of goal setting focusing on practical strategies to align personal passions with professional goals Through a series of actionable steps it teaches influencers how to craft a vision set SMART goals and stay motivated to build a life and career that reflects their dreams Perfect for influencers at any stage this book is a must read for anyone looking to create lasting success and manifest their ideal future

The Real Deal Brendan Kelly,Simon Buckingham,2010-12-29 Tired of working 9 to 5 for someone else just to make ends meet Looking for a path to financial freedom so that you can spend your time doing what you want to do For many savvy Australians property investing has lead to exactly that They have found an investing method suited to their own circumstances and turns a property dream into an income stream and in some cases an early retirement So how can you escape the daily grind and achieve the same results even if you ve never invested in property before The Real Deal is the only real estate book that takes you through an array of investment methods from negative and positive gearing to renovation subdivision commercial property and property development and everything in between shares the experiences of 14 real life everyday investors who have created wealth using these methods so you can see how they work in the real world teaches you how to set goals and provides the tools to stay motivated to achieve them helps you access the best investment approach for you in terms of time money level of difficulty and effort actually gets you on the road to financial freedom fast You ll learn how to make deals for quick profit deals that you can work on yourself and deals that you can pay others to look after for you The options are limited only by your own creativity

Scaling Innovation Madhavan Ramanujam,Eddie Hartman,2025-08-05 You ve built a great product now what The brutal truth most startups and scale ups don t fail because of bad products They fail because they never figure out how to grow fast and profitably Some chase market share at all costs burning cash on customers who won t pay enough to sustain the business Others over monetize too soon pushing away the customers they need to reach scale Still others obsess over customer loyalty missing larger markets and monetization potential And then there are those who assume a great product will sell itself only to realize too late that pricing packaging positioning and value selling matter just as much The true winners take a different approach They adopt a Profitable Growth Mindset refusing to choose between market expansion and monetization instead they dominate both Instead of relying on instinct or momentum they architect growth with precision making every move count towards building enduring value In this highly anticipated sequel to Monetizing Innovation Madhavan Ramanujam and Eddie Hartman unveil a battle tested playbook for architecting profitable growth

Drawing from their experience advising over 400 companies including 50 unicorns the authors dissect both legendary successes and costly failures Packed with real world case studies hard hitting insights and nine breakthrough strategies Scaling Innovation reveals how founders executives and investors need to navigate the critical transition from product market fit to building an enduring high value business If you want to scale smartly outmaneuver competition and unlock exponential revenue this book will show you how Inside You ll Learn Why the single engine strategy dooms so many businesses and how to avoid it How to create outcome and usage based monetization models The secrets to mastering value messaging and getting customers to pay what you re worth Mastering sales negotiations give and get strategies to close faster better and more often How to stop churn before it happens maximize upsells and handle price increases with confidence The essential tactics for balancing market share and wallet share without losing momentum If Monetizing Innovation taught you how to build a great product Scaling Innovation will teach you how to build a great business one that thrives scales and creates real enterprise value Read it Apply it Build something that lasts

Package Passion Into Strategic Product Lines. From Idea To Multi-Stream Revenue Ahmed Musa,2025-05-31 Passion s a great start but passion alone doesn t pay the bills Package Passion Into Strategic Product Lines is your no BS blueprint to turn what you love into multiple streams of real revenue without the overwhelm or random guessing This book takes you by the hand and shows you exactly how to go from scattered ideas to a well oiled product lineup that works together to maximize profit and build lasting momentum Inside you ll discover How to spot and organize your passion into clear marketable product lines The secret to structuring offers that feed each other creating a revenue machine not just one hit wonders How to plan your launch and growth strategy so you scale smart not just hard And the systems that let you keep the cash flowing while you focus on what you love Stop hoping your passion just sells Start packaging it like a pro and watch how fast your income streams multiply Read this Build strategic products Turn passion into profit again and again

Marketing for Cultural Organizations Bonita M. Kolb,2013-07-18 Marketing for Cultural Organizations presents traditional marketing theory with a focus on the aspects most relevant to arts or cultural organizations The book explains how to overcome the division between the concepts of high art and popular culture by targeting the new tech savvy cultural consumer As arts patronage has declined and given new technological advances arts organizations have had to adapt to a new environment and compete for an audience This edition emphasizes visitor or audience participation as well as the use of social media in attracting and maintaining an audience Learning to harness social media and technology in order to encourage a dialogue with its audience is of primary importance for arts organizations This book covers Cost effective methods of researching the audience using technology Developing a consistent branded online message Using social media to increase audience engagement and involve them in the creative process With an approach that is jargon free and focused on practical application this book is designed for both undergraduate and graduate students of arts marketing and cultural management

Interdisciplinary

Practice in Industrial Design Yong-Gyun Ghim,Cliff (Sungsoo) Shin,2025-07-26 Proceedings of the 16th International Conference on Applied Human Factors and Ergonomics and the Affiliated Conferences Orlando Florida USA 26 30 July 2025

Purchase and Sale of Farm Products United States. Congress. Senate. Committee on Agriculture and Forestry,1937

Withdrawing and Withholding Treatments Liam Strand,2025-04-16 When medical treatments are not deemed cost effective given considerations of e g needs and severity and therefore denied reimbursement the treatment is commonly withheld from all future patients However should the treatment also be withdrawn from patients who have gained early access to it Previous normative analyses and clinical guidelines suggest that treatments should be equally rationed by both withdrawing and withholding but empirical studies and policy practices indicate that withholding is more acceptable than withdrawing It has been suggested that psychological difficulties associated with withdrawing cause this discrepancy but this remains a hypothesis rather than an experimentally tested explanation The overall aim of the thesis is to explore ethical and psychological aspects of withdrawing treatments in relation to cost effectiveness given that withholding is justified In addition there is an ambition to formulate ethically justified reimbursement recommendations that account for psychological factors in human judgement and decision making The specific research questions are What are physicians and patient organisation representatives experiences and perceptions of withdrawing and withholding treatments in rationing situations due to relative scarcity Paper I To what extent do people express an ethical difference between withdrawing and withholding treatments in reimbursement decisions Papers II III How do different possibly morally relevant circumstances shape support for rationing by withdrawing and withholding Papers II III What could be a balanced and justified approach to withdrawing and withholding treatments in healthcare priority setting Paper IV In Paper I an interview study was conducted with physicians and patient organisation representatives In Papers II and III two experiments tested differences in acceptance of rationing treatments by withdrawing and withholding In addition Paper II presents the importance of decision level policy or bedside while Paper III presents the importance of different potentially morally relevant circumstances previously identified in Paper I Paper IV presents a normative analysis using a reflective equilibrium process to formulate balanced and justified recommendations on how to withdraw and withhold treatments in reimbursement decisions Paper I showed nuanced perceptions of withdrawing and withholding treatments In some respects the two rationing types were deemed ethically equivalent while in other respects they were considered ethically inequivalent Paper II found that 18% of participants accepted withdrawing treatments at the policy level compared to 29% acceptance for withholding treatments at the policy level and 25% acceptance for withdrawing treatments at the bedside level Paper III found no general difference in acceptance between withdrawing and withholding treatments However differences emerged when analysing specific circumstances where withholding was viewed as more problematic than withdrawing in four out of eleven circumstances Across Papers II and III the overall support for rationing was low Paper IV analysed the ethical acceptability of withdrawing

treatments given that withholding is acceptable as well as the ethical acceptability of providing patients with early access to treatments financed by the healthcare system. It is suggested that withdrawing treatments is ethically acceptable but when patients are granted early access a practice where physicians inform patients that the treatment will be withdrawn if it does not get reimbursed is required. The main conclusions of the thesis can be summarised as follows. In some respects treatment withdrawal is deemed as ethically equivalent to withholding while in other aspects it is deemed as ethically more problematic.

Paper I When presented with a detailed vignette of the rationing situation people express withdrawing to be less acceptable than withholding. Paper II However when presented with short and concise statements no general difference is perceived. Paper III Withdrawing is deemed more acceptable at the bedside level than at the policy level. Paper II However different circumstances can render withholding equally and sometimes even more unacceptable than withdrawing. Paper III An ethically balanced and justified approach to withdrawing and withholding treatments is that if withholding is acceptable then withdrawing is too early access is in principle problematic but if early access is to be given physicians must inform patients that the treatment will be withdrawn if it does not get reimbursed.

Paper IV När medicinska behandlingar inte bedöms vara kostnadseffektiva givet att behandlingen exempelvis tagit hänsyn till behov och svårighetsgrad och därmed nekats ersättning så tåls vanligtvis inte behandlingen inför framtida patienter. När behandlingen dock avslutas för patienter som fått tidig tillgång till den tidigare normativa analysen och kliniska riktlinjer föreslås att behandlingar ska avslutas och inte strävas in på ett likvärdigt sätt. Detta visar empiriska studier och policypraxis att det är mer accepterat att inte sträva in på behandlingar än att avsluta dem. En möjlig förklaring är att de psykologiska svårigheterna med att avsluta behandlingar orsakar denna skillnad men inte heller detta bara en hypotes och inte en experimentellt testad förklaring. Syftet med avhandlingen är att utforska etiska och psykologiska aspekter kring att avsluta och inte sträva in på behandlingar i relation till kostnadseffektivitet givet att det är acceptabelt att inte sträva in på behandling. Det finns även en ambition om att formulera etiskt riktiga rekommendationer vid ersättningsbeslut som tar hänsyn till psykologiska faktorer i medicinskt omdöme och beslutsfattande. De specifika forskningsfrågorna är: Vad är läkarens och patientorganisationsrepresentanters erfarenheter av och uppfattningar om att avsluta och inte sträva in på behandlingar i ersättningsbeslut kopplade till relativ knapphet. Delstudie I I vilken utsträckning uttrycker folk en etisk skillnad mellan att avsluta och inte sträva in på behandlingar i ersättningsbeslut. Delstudier II III Hur påverkar olika potentiellt moraliskt relevanta omständigheter såsom att ransonera genom att avsluta och inte sträva in på behandlingar. Delstudier II III Vad skulle vara ett balanserat och riktigt tillvägagångssätt att avsluta och inte sträva in på behandlingar inom hälso- och sjukvårdsprioriteringar. Delstudie IV I Delstudie I genomfördes en intervjustudie med läkare och patientorganisationsrepresentanter. I Delstudie II och III genomfördes två experimentella studier som testade skillnader i acceptans för att ransonera behandlingar genom att avsluta och inte sträva in på. Delstudie II undersökte även vikten av beslutsnivå policy eller patientnära medan Delstudie III undersökte vikten av olika potentiellt moraliskt relevanta omständigheter som tidigare identifierats i Delstudie I. I Delstudie IV genomfördes en normativ

analys genom att använda sig av en reflektivt ekvilibrium process för att formulera rekommendationer om att avsluta och inte sätta in behandlingar i samband med ersättningsbeslut Delstudie I visade nyanserade uppfattningar om att avsluta och inte sätta in behandlingar i vissa aspekter sågs det tydligt att ransonera behandlingar som etiskt likvärdiga medan i andra aspekter sågs de som etiskt olikvärdiga Delstudie II visade att 18% ansåg det acceptabelt att avsluta behandlingar på policyniv jämfört med 29% som accepterade att inte sätta in behandlingar på policyniv och 25% som accepterade att avsluta behandlingar på en patientnära nivå Delstudie III visade ingen generell skillnad i acceptans mellan att avsluta och inte sätta in behandlingar Däremot framkom det skillnader när specifika omständigheter analyserades där att inte sätta in sågs som mer problematiskt när att avsluta under fyra av elva omständigheter Genom Delstudie II och III var det generella sett det för ransonering lågt Delstudie IV analyserade den etiska acceptansen av att avsluta behandlingar givet att det är acceptabelt att inte sätta in Studien undersökte också den etiska acceptansen av att ge patienter tidig tillgång till behandlingar som finansieras av hälso och sjukvårdssystemet Det föreslås att avsluta behandlingar är etiskt acceptabelt men när patienter får tidig tillgång behövs även en praktik där läkaren informerar patienten om att behandlingen kommer att avslutas om behandlingen får ett negativt ersättningsbeslut Avhandlingens huvudslutsatser kan sammanfattas som I vissa aspekter ses avslut och inte sätta in som etiskt likvärdiga medan i andra aspekter ses avslut som etiskt mer problematiskt Delstudie I När folk presenterade för en vinjett som beskriver en ransoneringssituation uttrycker de att avsluta är mindre acceptabelt när att inte sätta in Delstudie II När folk presenterade för korta och koncisa påstenden uttrycker de ingen generell skillnad Delstudie III Att avsluta behandlingar är mer acceptabelt på en patientnära nivå på policyniv än Delstudie II Däremot under vissa omständigheter kan inte sätta in vara likvärdigt och ibland även mer oacceptabelt när att avsluta Delstudie III Ett etiskt balanserat och rättfärdigat tillvägagångssätt att avsluta och inte sätta in behandlingar är om inte sätta in är acceptabelt så avsluta också det tidig tillgång är i princip problematiskt men om tidig tillgång ska ges måste läkaren informera patienter om att behandlingen kommer att avslutas om den får ett negativt ersättningsbeslut Delstudie IV

Modern Wedding Planning Essentials: Vendor Negotiation Tips Jade Summers, Planning your dream wedding can be thrilling but negotiating with vendors often feels overwhelming and stressful What if you could transform this challenge into your greatest advantage Modern Wedding Planning Essentials Vendor Negotiation Tips is your ultimate guide to confidently navigating vendor deals and unlocking significant savings Whether you're an engaged couple or a professional wedding planner this book equips you with clear practical and proven strategies to negotiate like a pro Inside you'll discover step by step advice real life examples and expert insights that empower you to secure unbeatable prices without sacrificing quality Learn how to build strong win win relationships with florists caterers photographers and more ensuring your big day is perfect and within budget Join thousands of readers who have transformed their wedding planning experience by mastering negotiation skills that deliver real results Imagine feeling confident in control and excited as you close every vendor deal Don't let uncertainty or overpriced vendors hold you back Unlock the secrets to savvy negotiation

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