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October 11-12

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William Moore



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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 [Tokenomics](#) Sean Au,Thomas Power,2018-10-08 Explore the differences between ICOs cryptocurrencies and tokens offerings enabling the reader to understand the ICO landscape how millions were raised in minutes and where the future of the tokenized economy is heading Take a real time journey cutting through the myths understanding token choices available to everyone Key FeaturesInterviews with key figures in TokenomicsUnbiased evaluation and comparison of the different offeringsConceptual analysis of the market s reactionLeague table showing current exposureAn account of the theoretical and current legal foundations of alt coins and tokensA complete introduction to the phases of an initial coin offeringBook Description Tokenomics is the economy of this new world This is a no holds barred in depth exploration of the way in which we can participate in the blockchain economy The reader will learn the basics of bitcoin blockchains and tokenomics what the very first ICO was and how over a period of 5 years various projects managed to raise the enormous sums of money they did The book then provides insights from ICO experts and looks at what the future holds By comparing the past current and future of this technology the book will inform anyone whatever motivates their interest The crypto shift of blockchains ICOs and tokens is much more than just buying bitcoins creating tokens or raising millions in a minute in an ICO It is a new paradigm shift from centralized to decentralized from closed to open and from opaqueness to transparency ICOs and the creation of tokens during the craze of 2017 needed a lot of preparation an understanding of cryptocurrencies and of emerging legal frameworks but this has spurred a new movement to tokenize the world The author gives an unbiased authoritative picture of the current playing field exploring the token opportunities and provides a unique insight into the

developing world of this tokenized economy This book will nourish hungry minds wanting to grow their knowledge in this fascinating area What you will learn The background of ICOs and how they came to be The difference between a coin and a token a utility and a security and all the other acronyms you re likely to ever encounter How these ICOs raised enormous sums of money Tokenomics structuring the token with creativity Why it s important to play nicely with the regulators A sneak peak into the future of ICOs from leaders in the industry Who this book is for With the media hype about bitcoin this book appeals to anyone from those with a general interest in anything crypto or those with some knowledge of the nuances between cryptocurrency ICOs IPOs and the Token economy **AUUGN** ,1993-02 **Big-Deal Serial Purchasing** Walt Crawford,2014 The Big Deal looked like a good deal a true win win But while the Big Deal has lowered the rate of serial price inflation for many libraries the pricing remains unsustainable Nearly half of libraries have seen substantial increases in serial spending during the past ten years Where does your institution fall on the scale Drawing from National Center for Education Statistics NCES data Crawford presents a thorough study crunching the numbers of a survey of 2 594 academic libraries through 83 revealing charts and graphs Examining data organized by groups of academic libraries and broken down by library size sector and Carnegie Classification this issue of Library Technology Reports offers such findings and explanations as Summary of number of institutions and full time equivalent students Tables plotting key figures from 2002 to 2012 Analysis of trends in spending and acquisitions with notes on special cases Data on how the non serial spending is hitting the 1 516 small libraries particularly hard Book spending trends comparing liberal arts colleges to doctoral research universities or public and private institutions Suggestions for improving libraries position in the serial marketplace The Strategic Marketing of Science, Technology, and Medical Journals Albert N. Greco,2023-06-30 This book analyzes the various economic and marketing strategies utilized by the five major STM commercial scholarly journal publishers since 2000 This period has witnessed tremendous economic marketing and technological growth including the migration from a print only to a hybrid publishing format With this growth the industry has also seen the rise of open access publishing copyright challenges by websites such as Sci Hub the emergence of sharing platforms such as ResearchGate and Academia edu as well as the impact of Plan S on publishers universities and authors Given this incredible rate of change across the industry the author explores the diverse strategies and structures created by the largest STM publishers to decipher their effectiveness in addressing technological ethical and copyright issues Also he examines how mergers and acquisitions diversified operations such Elsevier s acquisition of Bepress SSRN and SCOPUS among other platforms Scrutinizing the different managerial marketing technology and economic financial strategies crafted by scholarly journal publishers between 2000 2020 this book offers a comprehensive assessment of the industry s attempts to identify understand cope with and minimize or defeat the herculean threats to its business model *Computerworld* ,2005-05-16 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site

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Unlock the Psychology of Consumer Behavior. How to Make People Say Yes to Your Offers Silas Mary, 2025-02-10

Unlock the Psychology of Consumer Behavior How to Make People Say Yes to Your Offers Why do people buy What makes them choose one product over another Understanding consumer psychology is the key to making your offers irresistible and turning potential buyers into loyal customers This book dives deep into the hidden triggers that drive decision making and reveals how you can use them to influence buying behavior ethically and effectively You'll discover The science behind persuasion and how to apply it in marketing and sales The six psychological triggers that make people say YES instantly How to craft irresistible offers that your audience can't refuse The secret to building trust and credibility to increase conversions Real world case studies of brands that mastered consumer behavior to dominate their markets Whether you're an entrepreneur marketer or business owner Unlock the Psychology of Consumer Behavior will give you the tools to understand your customers shape their decisions and dramatically increase your sales Because when you understand what makes people tick you can make them take action

Rethinking Collection Development and Management Becky Albitz, Christine Avery, Diane Zabel, 2014-02-25

This collection of thought provoking essays by visionary and innovative library practitioners covers theory research and best practices in collection development examining how it has evolved identifying how some librarians are creatively responding to these changes and predicting what is coming next Rethinking Collection Development and Management adds a new and important perspective to the literature on collection development and management for 21st century library professionals The work reveals how dramatically collection development is changing and has already changed supplies practical suggestions on how librarians might respond to these advancements and reflects on what librarians can expect in the future This volume is a perfect complement for textbooks that take a more traditional approach offering a broad forward thinking perspective that will benefit students in graduate LIS programs and guide practitioners collection development officers and directors in public and academic libraries A chapter on collection development and management in the MLIS curriculum makes this volume especially pertinent to library and information science educators

Springer Handbook of Science and Technology Indicators Wolfgang Glänzel, Henk F. Moed, Ulrich Schmoch, Mike Thelwall, 2019-10-30

This handbook presents the state of the art of quantitative methods and models to understand and assess the science and technology system Focusing on various aspects of the development and application of indicators derived from data on scholarly publications patents and electronic communications the individual chapters written by leading experts discuss theoretical and methodological issues illustrate applications highlight their policy context and relevance and point to future research directions A substantial portion of the book is dedicated to detailed descriptions and analyses of data sources presenting both traditional and advanced approaches It addresses the main bibliographic metrics and indexes such as the journal impact factor and the h index as well as altmetric and webometric

indicators and science mapping techniques on different levels of aggregation and in the context of their value for the assessment of research performance as well as their impact on research policy and society It also presents and critically discusses various national research evaluation systems Complementing the sections reflecting on the science system the technology section includes multiple chapters that explain different aspects of patent statistics patent classification and database search methods to retrieve patent related information In addition it examines the relevance of trademarks and standards as additional technological indicators The Springer Handbook of Science and Technology Indicators is an invaluable resource for practitioners scientists and policy makers wanting a systematic and thorough analysis of the potential and limitations of the various approaches to assess research and research performance [Launch Offers Based On Real Questions. Listen, Create, Sell What's Needed](#) Ahmed Musa ,2025-05-30 Struggling to sell That s because you re guessing Launch Offers Based On Real Questions shows you how to stop throwing darts in the dark and start building products people are already begging for Your audience is talking In comments DMs emails and forums They re literally handing you gold questions pain points wish lists Most creators ignore it The smart ones They listen create and sell exactly what s needed Inside this book you ll discover How to turn everyday questions into high converting digital offers Where to mine for profitable pain points in your niche The secret to fast feedback driven launches that skip the guesswork How to test ideas before you build and get paid before you deliver Real examples of low risk high return products built from audience input This isn t theory This is demand first entrepreneurship and it s the fastest way to build offers that land Listen closely Build smart Sell with certainty Let the market tell you what it wants Then give it to them and get paid well for it [PC Mag](#) ,1998-10-06 PCMag com is a leading authority on technology delivering Labs based independent reviews of the latest products and services Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology **Museum Education for Today's Audiences** Jason L. Porter,Mary Kay Cunningham,2022-02-15 Today s museum educators are tackling urgent social issues addressing historic inequalities of museum collections innovating for accessibility leveraging technology for new in person and virtual learning experiences and cultivating partnerships with schools businesses elders scientists and other social services to build relationships and be of service to their communities Despite the physical distance the pandemic placed between museums and their visitors museum educators have remained essential sustaining connections with the public through virtual or modified programming content development and conversations that they are uniquely qualified to execute Educators require updated resources to guide their efforts in navigating these new challenges and building upon the opportunities presented by current events and changing audiences This book and its accompanying on line resource share lessons from innovators in the field to support ongoing professional development efforts with essays about current issues Additionally it provides new models and tools to guide individual or group reflection on how today s museum educators can adapt and thrive in a dynamic and ever changing

cultural sector The additional resources include discussion prompts and adaptable templates to allow readers to customize the content based on current events institutional discipline size budget and staffing scenario of their organization The book's essays are divided into three sections Changing expectations of visitors inclusion participation and technology Training and preparation for responsive resourceful educators Models for the future While a book can share ideas in the hope of inspiring change the accompanying online resource www.EvolveMuseumEd.com provides a more flexible and responsive forum for sharing ongoing and evolving resources to encourage professional development for museum educators as they respond to the changing needs of today's audiences

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The Garage Sale Millionaire Aaron LaPedis, 2012-05-31 The get rich guide to garage sale foraging and urban treasure hunting Garage sales thrifts stores and storage unit auctions can be gold mines for those who know what they're looking for and The Garage Sale Millionaire gives readers everything they need to dig deep and win big Written by two expert collectors with more than sixty years of combined experience the book is packed with need to know information and insider tips that would be treasure hunters can use to track down hard to find lost treasures hidden gems and coveted collectible items which upon resale can yield a fortune Giving even the most inexperienced collector the skills and expertise to buy value and sell their way to success the book shows how anyone can turn garage sale garbage into cash Newly revised and updated The Garage Sale Millionaire also explains how to get the most bang for your buck when reselling by holding the greatest garage sale ever Presents exclusive insider tips on how to track down hidden treasures Reveals the best ways to resell at profit Explains how to use eBay Craigslist for profit Includes an in depth glossary on collecting for on the go advice Explains how to make money at storage unit auctions thrift stores Essential reading for anyone interested in collecting bargain hunting or just making some money The Garage Sale Millionaire will change the way you see garage sales forever

Launch With Certainty, Not Hope: Tested Methods To Pre-Sell With Confidence Onyeka Godfrey, 2025-08-04 Hoping your launch will work is not a strategy This book gives you proven methods to pre sell your offer with clarity and confidence so your launch becomes a confirmation not a gamble You'll learn how to build buyer anticipation validate your messaging and secure sales before you even create the final product Whether it's your first launch or your fifth these methods remove the guesswork and deliver a data driven path to demand Forget gambling on outcomes Start launching with certainty and build products your audience has already asked for

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