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Michael Seilmaier

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been designed according to the latest syllabus prescribed by different Universities of Delhi Bhubaneswar Kolkata and Chennai for MBA BBA B Com H and BCA students The contents in this book have been incorporated in such a manner to provide maximum flexibility to both teachers and students on this subject The learning materials have been in scripted based on more than 25 years of teaching experience of the Author The Author has ensured to cover all topics with latest examples where applicable Students deserved the best in keeping with this spirit care has been taken to provide best material to enlighten them on this subject Some of the Special Features of this Book are Written in lucid and simple language Extensive coverage of the syllabus as demanded Presentation of text is clear and precise Review questions are given at the end of each chapter along with some previous years questions of different Universities Few case studies have been discussed at the end Offer Stacking Amelia Green, AI, 2025-03-03 Offer Stacking reveals how businesses can dramatically increase revenue and customer satisfaction by strategically crafting offers with irresistible bonuses and clever bundling The book emphasizes that in today s competitive landscape a great product alone isn t enough customers crave enhanced value By mastering offer architecture businesses can transform ordinary transactions into powerful experiences boosting sales conversions and fostering brand loyalty. The book delves into bonus amplification strategic bundling and offer architecture providing a framework for maximizing perceived value For example instead of simply discounting businesses can bundle complementary products or create limited time offers to incentivize immediate action Offer Stacking distinguishes itself by presenting a step by step methodology for designing and optimizing offers moving beyond basic freebies to a strategic approach aligned with business goals The book begins by exploring value perception before progressing through bonus strategies bundling techniques and offer design It culminates with case studies and templates for various industries ensuring readers can implement these strategies immediately By thoughtfully structuring offers businesses can minimize reliance on costly marketing campaigns and build lasting customer relationships Turn Your Idea Into a Million-Dollar Brand: **How to Build a Business That Stands Out** Ahmed Musa, 2025-03-13 Every million dollar brand starts with an idea but turning that idea into reality takes strategy vision and persistence Turn Your Idea Into a Million Dollar Brand teaches you how to create a business that stands out in today's crowded marketplace. This book provides step by step guidance on branding marketing product development and scaling your business You ll learn how to refine your idea build a unique value proposition and create a brand identity that resonates with your audience If you have an idea and want to turn it into a thriving business this book will show you how to build a brand that attracts customers and generates massive revenue Turn One Idea Into Monthly Revenue: Build Recurring Income With Strategic Execution Simon Schroth, 2025-04-23

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