

The background of the advertisement is a photograph of a white Uber Shuttle bus driving on a city street. The bus is white with a black upper section and has 'Uber SHUTTLE' written on its side. The background shows green trees and a tall building.

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Priced to Influence, Sell & Satisfy: Lessons from Behavioral Economics for Pricing Success Utpal

Dholakia, 2019-06-23 Pricing holds the key to business success The greatest challenge in pricing is the human factor To price effectively customer psychology usually trumps rational microeconomic thinking How did Subway turn one accidentally discovered price promotion into a multi billion dollar success story How much knowledge of prices do customers really have Why do most people spend two months salary to buy an engagement ring Does Pay What You Want pricing really work How can you get your customers to trade up Why do Supreme t shirts sell for 1 500 or more Why do so many consumers hate Uber's surge pricing even though economists love it In Priced to Influence Sell Satisfy you will find answers to these and many more questions The book introduces the latest thinking about Psychological Pricing the science of designing effective pricing strategies using behavioral economics principles You will learn how customers search for evaluate share and use prices in their buying decisions how they participate in setting prices and what managers can do to understand and influence these processes Psychological pricing actions are levered Many of them require relatively small investments and produce disproportionately large returns to the business

The New Rules of Sales and Service David Meerman Scott, 2016-06-27

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buyers are better informed and come armed with more choices and opportunities than ever before everything about sales has changed Salespeople must adapt because the digital economy has turned the old model on its head and those who don't keep up will be left behind The New Rules of Sales and Service is required reading for anyone wanting to stay ahead of the game and grow business now [Drive](#) Jonathan Rigsby, 2024-05-14 One father 3 years and thousands of rides Poverty By America meets Maid in this dad's darkly humorous yet humanizing story of working long hours and late nights behind the wheel as a rideshare driver Jonathan Rigsby spends his days as a crime intelligence analyst and his nights as an Uber driver Reeling from his divorce and struggling to pay rent while caring for his autistic son Rigsby became a rideshare driver joining the millions of people with a side hustle just to make ends meet With a compelling blend of honesty and sardonic wit Rigsby invites readers into his car to reveal the harsh reality of gig work for so many grueling hours living paycheck to paycheck and hoping to avoid disaster long enough to prepare for the next bill Along the way he showcases the humor and humanity in the private moments of vulnerability that happen when people are left alone with a stranger from the amusing tales of drunk college students to a passenger getting sick on the dashboard a mother expressing distress about her son's addiction and a violent encounter on the job Unflinching and raw Drive exposes an ugly truth that hides in the gaudy background of the American dream you can do everything right and still fail Buckle up **How to create Mental Triggers to sell every day - Master the Science Behind Persuasion** Digital World, 2024-07-05 Tired of mediocre sales results Wanting to turn your business into a magnet for loyal customers In this series of practical and revealing ebooks you will have access to an arsenal of advanced strategies and techniques to boost your sales to new heights and build lasting relationships with your customers Throughout the series you will Unlock the secrets of consumer psychology Understand the motivations and triggers that drive purchasing decisions and learn how to create irresistible messages that convert leads into loyal customers Master foolproof prospecting techniques Discover how to find your ideal customers even in competitive markets and build a solid foundation of qualified leads Improve your communication skills Learn to communicate with clarity persuasion and empathy creating genuine connections with your customers and building the trust necessary to close sales Monetize your knowledge and skills Transform yourself into a sales expert and explore lucrative opportunities to offer your services as a consultant or mentor Each ebook in the series offers Practical actionable content Proven tips and strategies you can immediately implement in your business Real examples and case studies Learn from the experiences of successful salespeople and replicate their results Valuable tools and resources Templates checklists and scripts to help you implement strategies Personalized guidance Access to an exclusive group to answer questions and receive personalized support Whether you are a beginner or an experienced seller this ebook series is the key to your success Invest in your future and become a sales master Secure your complete series today and take the first step towards mastering the art of selling and building customer loyalty [Bibliotheca philologica oder vierteljährliche systematisch geordnete \$\ddot{A}\$ bersicht der auf dem Gebiete der](#)

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