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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

The essential roadmap for the new realities of selling when buyers are in charge Sales and service are being radically redefined by the biggest communications revolution in human history Today buyers are in charge There is no more selling there is only buying When potential customers have near perfect information on the web it means salespeople must transform from authority to consultant product narratives must tell a story and businesses must be agile enough to respond before opportunity is lost The New Rules of Sales and Service demystifies the new digital commercial landscape and shows you how to stay ahead of the pack Companies large and small are revolutionizing the way business gets done and this book takes you inside the new methods and strategies that are critical to success in the modern market Real world examples illustrate the new marketplace in action and demonstrate the brilliant utility of taking a new look at your customer and your business This new edition has been updated to reflect the current reality of this rapidly evolving sphere with fresh strategies new tools and new stories Whether you're an independent contractor a multi national corporation a start up or a nonprofit this book is your essential guide to navigating the new digital marketplace David Meerman Scott provides up to the minute analysis of the current state of the digital commercial landscape plus expert guidance toward the concepts strategies and tools that every business needs now Among the topics covered in detail Why the old rules of sales and service no longer work in an always on world The new sales cycle and how informative Web content drives the buying process Providing agile real time sales and service 24 7 without letting it rule your life The importance of defining and understanding the buyer personas How agile customer service retains existing clients and expands new business Why content rich websites motivate interest establish authority and drive sales How social media is transforming the role of salesperson into valued consultant Because

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**

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