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**Damilare Samson Otusanya**  
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researchers and students seeking current research on relationship marketing digital marketing service management and complexity theories

**Pricing for Profit: Strategies to Charge What You're Worth** Ajah Excel, 2025-01-23

Setting the right price can make or break your business. Yet many entrepreneurs and businesses undervalue their products and services, leaving money on the table. Pricing for Profit: Strategies to Charge What You're Worth is your ultimate guide to mastering the art and science of pricing, helping you achieve profitability while communicating your true value. This book dives deep into the psychology, strategy, and market dynamics behind pricing. Whether you're a freelancer, a small business owner, or a corporate executive, this guide will empower you to confidently set prices that reflect your worth and resonate with your target audience. Inside, you'll discover proven pricing models and how to choose the best one for your business. The psychology of pricing, how to influence perception and buyer behavior, strategies for raising prices without losing customers, how to identify and communicate the unique value of your offerings, techniques for competing on value not just price, tools for testing, adjusting, and optimizing your pricing strategy over time. Packed with real-world examples, expert insights, and actionable steps, Pricing for Profit equips you with the skills to avoid common pitfalls, build customer trust, and maximize your revenue potential. If you're tired of underpricing yourself or struggling to hit profit margins, this book will help you take control of your pricing strategy and charge what you're truly worth. Start pricing for profit and watch your business thrive.

**Amazon FBA 2025: Beginner's Full Guide to Launch Your First Product** Grant Harrison Wells, 2025-07-02

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**The Voice Catchers** Joseph Turow, 2021-05-18

Your voice as biometric data and how marketers are using it to manipulate you Only three decades ago it was inconceivable that virtually entire populations would be carrying around wireless phones wherever they went or that peoples exact locations could be tracked by those devices We now take both for granted Even just a decade ago the idea that individuals voices could be used to identify and draw inferences about them as they shopped or interacted with retailers seemed like something out of a science fiction novel Yet a new business sector is emerging to do exactly that The first in depth examination of the voice intelligence industry The Voice Catchers exposes how artificial intelligence is enabling personalized marketing and discrimination through voice analysis Amazon and Google have numerous patents pertaining to voice profiling and even now their smart speakers are extracting and using voice prints for identification and more Customer service centers are already approaching every caller based on what they conclude a caller s voice reveals about that person s emotions sentiments and personality often in real time In fact many scientists believe that a person s weight height age and race not to mention any illnesses they may have can also be identified from the sound of that individual s voice Ultimately not only marketers but also politicians and governments may use voice profiling to infer personal characteristics for selfish interests and not for the benefit of a citizen or of society as a whole Leading communications scholar Joseph Turow places the voice intelligence industry in historical perspective explores its contemporary developments and offers a clarion call for regulating this rising surveillance regime

**Organizational Behaviour** Daniel King, Scott Lawley, 2022

Have you ever wondered what motivates some people to work for free what the future of work will look like in a post pandemic world why organizational values and culture are so critical to success The authors explore the answers to these questions and more in this bestselling introduction to organizational behaviour Featuring the flagship Junction Hotel running case study this text is the most practical critical and complete guide to the subject The authors have extensively revised this fourth edition to make it more relevant than ever before A new chapter on equality diversity and inclusion plus cutting edge material on wellbeing in the workplace the climate crisis ethics in leadership and much more reflect the importance of these issues to people and organizations today Hear first hand from twelve key professionals as they explain in bespoke video interviews woven throughout the enhanced e book why leadership teamwork and responsible business practice are crucial in the workplace For the fourth edition a greater global range of examples is provided through the real life cases including new examples from Brewdog Muji and COP26 all of which

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**Analysis of the Budget Bill of the State of California** California. Legislature.

Joint Legislative Budget Committee. Legislative Analyst,1982 **Frommer's Hawaii from \$80 a Day** Jeanette

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