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**Martha M. McDaniel**



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**Make Simple Offers Feel Premium: Pricing Psychology That Elevates Value** Onyeka 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.

**Principles of Biomedical Sciences and Industry** Markus Hinder, Alexander Schuhmacher, Jörg Goldhahn, Dominik Hartl, 2022-07-25 Principles of Biomedical Sciences and Industry. Improve your product development skills to bring new ideas to biomedicine. The development of innovative healthcare products such as biodegradable implants, biopharmaceuticals, or companion diagnostics requires a multi-disciplinary approach that incorporates scientific evidence with novel and innovative ideas to create new and improved products and treatments. Indeed, product development and the integration of science with commercial aspects have become key challenges for scientists working in the pharmaceutical, biotech, and medtech industries. Using a multi-pronged approach to development, Principles of Biomedical Sciences and Industry combines ideas and methodologies from four of the central areas of focus in the biomedical arena: pharmaceuticals, diagnostics, biomaterials, and medical devices. In doing so, the book covers the entire product lifecycle from translating a scientific idea into a prototype to product development, launch, and management. Principles of Biomedical Sciences and Industry readers will also find several case studies from the most important product categories: pharmaceuticals, diagnostics, medical devices, combination products. Chapters dealing with toxicology and safety risks in development, as well as regulatory approval. Key business aspects including how to secure funding, managing intellectual property, and price regulation in the market. An ideal resource for teachers and students that conveys the information in an easily digestible format. Ideal for advanced students and young professionals pursuing a career in the biomedical and healthcare industries. Principles of Biomedical Sciences and Industry is an essential reference for those in pharmaceutical industry, biotechnologists, medicinal chemists, bioengineers, pharma engineers, and management consultants.

**Create Scarcity and Demand on Purpose: How to Use Urgency the Right Way** Simon Schroth, 2025-04-05 Scarcity and urgency are powerful marketing tools when used correctly. Create Scarcity and Demand on Purpose shows you how to use these techniques ethically to build excitement around your products, increase conversions, and drive sales. This book teaches you how to implement urgency and scarcity strategies that feel natural to your customers while creating a sense of exclusivity and value. You'll learn how to design limited-time offers, flash sales, and product launches that leverage scarcity to motivate action. The book also covers psychological triggers that make urgency so effective, how to communicate scarcity without coming off as manipulative, and how to balance urgency with customer satisfaction. Whether

you're running an online store offering a service or launching a new product this book will help you use urgency to create demand and drive more sales without compromising your brand integrity. If you're ready to harness the power of scarcity and urgency to accelerate your business growth, *Create Scarcity and Demand on Purpose* provides you with the tools to do so effectively and ethically. **Black Friday Mastery: Secrets to Scoring the Best Deals Every Year** William Moore, 2024-11-19

*Black Friday Mastery: Secrets to Scoring the Best Deals Every Year* is your ultimate guide to navigating the biggest shopping event of the year with confidence, strategy, and savings like never before. Packed with expert tips, proven strategies, and insider knowledge, this book will transform you into a savvy shopper who knows exactly how to find the best deals every single time. In this book, you'll discover the secrets of success. Learn how to prepare for Black Friday like a pro, including creating a winning budget, tracking price trends, and researching deals in advance. Master the art of timing your purchases, navigating doorbusters, and scoring exclusive early access discounts. Tools of the Trade: Get the lowdown on must-have apps, deal trackers, and cashback programs that help you save even more. Avoiding Pitfalls: Stay protected with tips on spotting scams, understanding return policies, and dealing with warranties. Year-Round Savings: Take what you learn and apply it to other sales events, ensuring you're always getting the best value. Whether you're hunting for electronics, fashion, or holiday gifts, this comprehensive guide will help you maximize your savings and minimize stress. With real-life success stories, expert advice, and actionable steps, *Black Friday Mastery* is your key to turning chaos into opportunity. Stop overspending and start shopping smarter. Grab your copy today and unlock the secrets to mastering Black Friday and every other sale like a seasoned pro. Don't let another deal slip through your fingers. ***The Blueprint to Real Estate Success: Insights from a Pioneer*** Mr. Sameer Gupta, 2025-05-22

*The Blueprint to Real Estate Success: Insights from a Pioneer* is a practical and inspiring guide for anyone looking to succeed in real estate. Authored by industry expert Sameer Gupta, the book shares hard-earned lessons, actionable strategies, and personal insights gained over 20 years in the business. Whether you're a first-time agent, an aspiring investor, or a real estate enthusiast, this book offers a roadmap to navigate the complex world of property with confidence and integrity. Covering everything from market research and client handling to ethical selling and digital innovation, it's not just a book; it's a mentor in print designed to help you grow, adapt, and lead in one of the most dynamic industries today. **Maximizing Savings** Martha M. McDaniel, 2025-10-09

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