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book it's a mentor in print designed to help you grow adapt and lead in one of the most dynamic industries today

Managed Entry Agreements and Funding for Expensive Therapies Mondher Toumi, Szymon Jarosławski, 2022-06-24
Market entry agreements MEA for pharmaceuticals have become extremely popular and widespread geographically Emerging countries that have not yet begun to introduce MEAs are now actively engaged in doing so This book examines the concept of MEAs detailing how depreciation of some specific regenerative therapies through intangible asset amortization is unavoidable The authors provide a historical vision of the development of MEAs with experiences failures and successes that have shaped the evolution and place of MEAs in access to pharmaceuticals They provide an extensive review of MEA typology and propose a new one that is pragmatic and actionable **FEATURES** Discusses the affordability of future therapies and the possible challenges for health insurance systems Addresses the practical and applied issue of market access and includes the most up to date developments such as the Pelosi bill Describes the potential paradigm change that will challenge all payers and may question the sustainability of our health care systems Highlights the gradual move from repeated treatment administration to a single administration with the potential for a definite cure **Managed Entry Agreements and Funding for Expensive Therapies** provides invaluable information to all stakeholders involved in market access and to students in the field

The Secret Strategies of Marketing Shah Mohammed, 2023-09-22 Unveiling the Psychology Behind Brand Success Exploring Cognitive Biases in Marketing Are you ready to discover the hidden keys to crafting irresistible marketing campaigns and decoding consumer decisions Dive into the world of cognitive biases and their profound impact on branding and advertising with **The Secret Strategies of Marketing** How Brands Harness Cognitive Biases to Capture Hearts and Wallets Why This Book Matters In a world bombarded by marketing messages understanding the psychology that underpins consumer behaviour is the ultimate game changer Whether you're a marketer entrepreneur business owner or an inquisitive consumer this book unravels the mysteries behind why certain brands resonate deeply while others remain forgettable **Your Guide to Cognitive Biases** This comprehensive guide explores a treasure trove of cognitive biases from the well known to the lesser explored offering profound insights into their applications and impact From the allure of familiarity to the power of scarcity you'll journey through a spectrum of biases that influence every purchase decision What's in Store Get ready to dive into the fascinating world of cognitive biases and marketing Explore a rich array of biases including but not limited to The Zeigarnik Effect How unfinished experiences captivate attention The Decoy Effect How an irrelevant option can shape choices Confirmation Bias Why consumers seek information that confirms their beliefs Reciprocity Bias How giving creates lasting brand loyalty And many more that shape consumer perceptions choices and loyalties **Empower Your Marketing Strategy** Armed with these insights you'll wield the power to Craft campaigns that resonate on a deeper emotional level Build brand loyalty that stands the test of time Develop messaging that captivates and converts Navigate the fine line between persuasion and manipulation Innovate marketing strategies that speak to the heart

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