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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,2022-07-22 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 bio engineers 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 Smart Shopping Strategies 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

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Create an Offer That Disrupts the Market: The Innovation Strategy for Entrepreneurs Simon Schroth,2025-04-05

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be set and what does it mean for patients Why do governments increasingly get involved and what is its impact on the global competitive environment How can a life saving industry have a poorer image than gun and tobacco industries whose products are associated with death The pharmaceutical industry is under unprecedented pressure due to a combination of declining R D productivity payer provider demands for better value and public pressures to show pricing restraint Rapidly increasing cost of healthcare shifts from fee for service to value based reimbursement public pressure on drug pricing and an increasingly vocal medical community have empowered public and private payers worldwide to be more demanding on evidence of value for the prescription drugs that are brought to market Pharmaceutical companies have often failed to deliver evidence of patient value as development decision making is overly focused on speed to FDA approval rather than speed to commercial success by effectively addressing the many Access Journey obstacles that typify today's much changed pharmaceutical environment This 3rd edition is significantly expanded with ten new chapters and revised and updated throughout to reflect today's environment The contents are reorganized to directly address critical pricing and patient access issues Ed Schoonveld explains how pharmaceutical prices are determined in a complex global payer environment and what factors influence the process His insights will help a wide range of audiences from healthcare industry professionals to policy makers consumers pharmaceutical company leaders and access and pricing professionals to gain a better understanding of this highly complex and emotionally charged field *The Deal* ,2007 Competition Aspects of Access Pricing Martin Cave,Peter Crowther,Leigh Hancher,European Commission,1996 The question which this report addresses is how the Commission should seek to ensure the success of initiatives taken with a view to liberalising the network industries In other words the key question is not how should a regulatory authority establish network access prices within the framework of its own particular objectives and institutional arrangements but within the framework of European competition law how should the Commission take a view as to whether a particular set of network access prices is anti competitive Introduction **Libri** Jean Anker,2003 Vols 4 24 include Communications of the International Federation of Library Associations IFLA FIAB

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