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Black Friday Mastery: Secrets to Scoring the Best Deals Every Year William Moore,2024-11-19 Black Friday

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"Black Friday. Don't Shop Until You Drop. The Smart Shopper's Playbook" Farida Sokolowska,2024-11-26 Black Friday Don t Shop Until You Drop The Smart Shopper s

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The Psychology of Sales: Use Buyer Behavior to Close More Deals Ethically Favour Emeli,2025-01-28 Sales isn t just about persuasion it s

about understanding the psychology behind buyer behavior. The Psychology of Sales reveals the secrets to ethically influencing customers and closing more deals by tapping into the subconscious drivers of purchasing decisions. This book explores how to build trust, create urgency and appeal to emotions in ways that resonate with your audience. Learn how to craft persuasive messages, understand objections and use psychological triggers to guide prospects through the sales funnel. This book goes beyond traditional sales techniques by introducing behavioral psychology principles that help you connect with buyers on a deeper level. Whether you're in B2B or B2C sales, The Psychology of Sales will help you build lasting customer relationships, drive conversions and close more deals without resorting to high pressure tactics. With practical examples and easy to implement strategies, this book shows you how to become a sales professional who understands people and creates value driven sales experiences.

Predicting Trends and Building Strategies for Consumer Engagement

in Retail Environments Granata, Giuseppe, Moretta, Tartaglione, Andrea, Tsiakis, Theodosios, 2019-05-30. Global economic scenarios are increasing in complexity due to the recent global financial crisis, globalization, the evolution of ICT and the changing behaviors of consumers. This has made it difficult to predict trends and build strategies within the retail industry. As a result, long term forecasts and schedules are not possible and more research is needed to explore today's consumer profile and set the frameworks for future recovery strategies. Predicting Trends and Building Strategies for Consumer Engagement in Retail Environments is a pivotal reference source that provides practical insights into improving the understanding of complex retail environments and consumer shopping behaviors in order to predict trends and develop strategies for retailers in times of economic crisis. While highlighting topics such as consumer engagement, industry models and market globalization, this publication explores qualitative and quantitative methods of interest and the multidisciplinary approaches revolving around the industry. This book is ideally designed for marketers, managers, practitioners, retail professionals, academicians, researchers and students seeking current research on relationship marketing, digital marketing, service management and complexity theories.

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