



Early Access Deals Top Setup

Daniel F McAuley



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Pricing Psychology: Setting Prices That Maximize Profit and Value Favour Emeli, 2025-01-17 Pricing is more than just numbers it's a powerful tool that influences customer perceptions drives purchasing decisions and determines your business's profitability Pricing Psychology is your ultimate guide to understanding the science and art of pricing helping you set prices that maximize profits while delivering undeniable value This book dives into the psychology behind how customers perceive value and make buying decisions Learn how to craft pricing strategies that appeal to your target audience leverage anchoring and framing techniques and use psychological triggers to make your offers irresistible Discover how to test price points create tiered pricing models and balance profitability with customer satisfaction Packed with actionable insights and real world examples Pricing Psychology equips you to overcome common pricing challenges navigate price sensitive markets and confidently position your products or services for success Whether you're an entrepreneur marketer or business leader this book provides the tools to turn pricing into a strategic advantage Because the right price isn't just about covering costs it's about maximizing value and profit Are you ready to unlock the secrets of pricing psychology Let Pricing Psychology show you how to price smarter and profit bigger

Scaling Innovation Madhavan Ramanujam, Eddie Hartman, 2025-07-28 You've built a great product now what The brutal truth most startups and scale ups don't fail because of bad products They fail because they never figure out how to grow fast and profitably Some chase market share at all costs burning cash on customers who won't pay enough to sustain the business Others over monetize too soon pushing away the customers they need to reach scale Still others obsess over customer loyalty missing larger markets and monetization potential And then there are those who assume a great product will sell itself only to realize too late that pricing packaging positioning and value selling matter just as much The true winners take a different approach They adopt a Profitable Growth Mindset refusing to choose between market expansion and monetization instead they dominate both Instead of relying on instinct or momentum they architect growth with precision making every move count towards building enduring value In this highly anticipated sequel to Monetizing Innovation Madhavan Ramanujam and Eddie Hartman unveil a battle tested playbook for architecting profitable growth Drawing from their experience advising over 400 companies including 50 unicorns the authors dissect both legendary successes and costly failures Packed with real world case studies hard hitting insights and nine breakthrough strategies Scaling Innovation reveals how founders executives and investors need to navigate the critical transition from product market fit to building an enduring high value business If you want to scale smartly outmaneuver competition and unlock exponential revenue this book will show you how Inside You'll Learn Why the single engine strategy dooms so many businesses and how to avoid it How to create outcome and usage based monetization models The secrets to mastering value messaging and getting customers to pay what you're worth Mastering sales negotiations give and get strategies to close faster better and more often How to stop churn before it happens maximize upsells and handle price

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