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Brendan G. Carr

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Guide to Exploding Your Sales Sean Hughes, 2021-09-12 Exploding Your Sales Advanced Pricing Strategies Goldmine Let me ask you a question. The last time you launched your own product to sell online or even offline how did you come to a conclusion about what price you were going to be selling at. At a guess I'd probably say you looked at the competition to see what they were charging. While this is a good start it's far from the whole picture and you're fumbling in the dark if you're looking at competition is the only factor you're taking into account. Did you know you can double your sales volume by doubling your price. I've done it myself and I'll show you how. Did you also know that 99% of the products I see being sold are too cheap. So much so that they're putting customers off instead of attracting them which is no doubt what they think they're doing. Let's dispel some pricing myths and dig right down to the real facts to ensure you get the most cash in your pocket the next time you launch one of your products.

The Strategy and Tactics of Pricing Thomas T. Nagle, Georg Müller, Evert Gruyaert, 2023-07-31 The Strategy and Tactics of Pricing is the most well established and influential strategic pricing text available relied on by practitioners and students globally as a core guide for value based pricing. The book explains how to balance the ability to create and extract value through from markets by managing pricing.

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The Strategy and Tactics of Pricing Thomas (Deloitte Consulting Nagle, USA), Joseph (Deloitte Consulting LLP Zale, USA), John Hogan, 2017-06 **The Teacher's Guide to Pricing Matters** Janine Bray-Müller, 2019-08-30

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