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ABOUT**

WHAT CUSTOMERS WANT

“...and why
they buy...”

Michael Solomon

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The Truth About What Customers Want

Brian Tracy



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The Truth About What Customers Want Michael R. Solomon, 2008-10-16 Customers demystified How you can move them to buy buy more and keep on buying The truth about what customers really want think and feel The truth about keeping current customers happy and loyal The truth about the newest trends and advances in consumer behavior Simply the best thinking THE TRUTH AND NOTHING BUT THE TRUTH This book reveals 50 bite size easy to use techniques for finding and keeping highly profitable customers Michael Solomon s The Truth About What Customers Want contains great insights into consumer behavior and is a must have tool for anyone working in a consumer driven field His 50 truths take the guesswork out of marketing intelligence and give insight into navigating today s technology driven world Tim Dunphy Senior Marketing Manager Consumer Insights Black Decker **The Truth about what Customers Really Want** Michael R.

Solomon, 2009-01-01 Describes 50 crucial facts and insights one must know to successfully attract and keep profitable customers including how changing gender roles are impacting marketing how to shape your brand s personality market by lifestyle building brand communities and consumer tribes and how to generate low cost buzz via guerrilla and viral marketing

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to outwit liars and get them to reveal the truth from former FBI agent and author of the practical and insightful William Ury coauthor of Getting to Yes bestseller The Like Switch Unlike many other books on lie detection and behavioral analysis this revolutionary guide reveals the FBI developed practice of elicitation the field tested technique for encouraging people to provide information they would otherwise keep secret Now you can learn this astonishing method directly from the expert who created this technique and pioneered it for the FBI s Behavioral Analysis Program Filled with easy to follow accessible lessons reinforced by fascinating stories of how to put these skills into action using natural human behaviors The Truth Detector shows you all of the tips and techniques you need to gain someone s trust and get liars to reveal the truth

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The Psychology of Selling Brian Tracy,2006-07-16 Based on the Bestselling Audio Series OVER ONE MILLION SOLD How To Double and Triple Your Sales in Any Market Understanding the psychology of selling is more important than the techniques and methods of selling Mastering it is a promise of prosperity that sales trainer and professional speaker Brian Tracy has seen fulfilled again and again In The Psychology of Selling Tracy shows how salespeople can learn to control their thoughts feelings and actions to make themselves more effective You ll learn The inner game of sales and selling How to eliminate the fear of rejection How to build unshakeable confidence The psychology of why people buy and how to leverage it The Psychology of Selling quickly gives you

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authors argue that the best strategic approach for a company or organization is to regard customer loyalty as a continuing response to changes in society and that this perspective is often neglected in favour of shorter term considerations They present a new approach that builds upon social and economic research to provide practical guidelines **Increasing Your Influence at Work All-in-One For Dummies** Christina Tangora Schlachter,2018-06-07 Get ahead in the workplace by influencing others Influence is a timeless topic for business leaders and others in positions of power but the world has evolved to the point where everyone needs these skills No matter your job role rank or function if you want to get things done you need to know how to influence up down across and outside the organization Increasing Your Influence at Work All in One For Dummies shows you how to contribute more fully to important decisions resolve conflicts more easily lead and manage more effectively and much more Plus you ll discover how to develop the most important attributes necessary for influence trustworthiness reliability and assertiveness and find out how to move beyond Includes easy to apply information for influencing managers peers and subordinates Shows you how to build trust with your co workers and cultivate reliability through consistency and being personal Illustrates how influencing others in the office helps you enjoy a greater measure of control over your work life Helps you advance your career more rapidly than others No matter who you are where you work

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BusinessNews Publishing, 2014-11-12 The must read summary of Ram Charan s book What the Customer Wants You to Know How Everybody Needs to Think About Sales Differently This complete summary of the ideas from Ram Charan s book What the Customer Wants You to Know reveals that the traditional sales process is broken Customers today have so many choices that if all you focus on is price the only thing you can do is keep lowering your prices until it gets to a stage where you re not

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