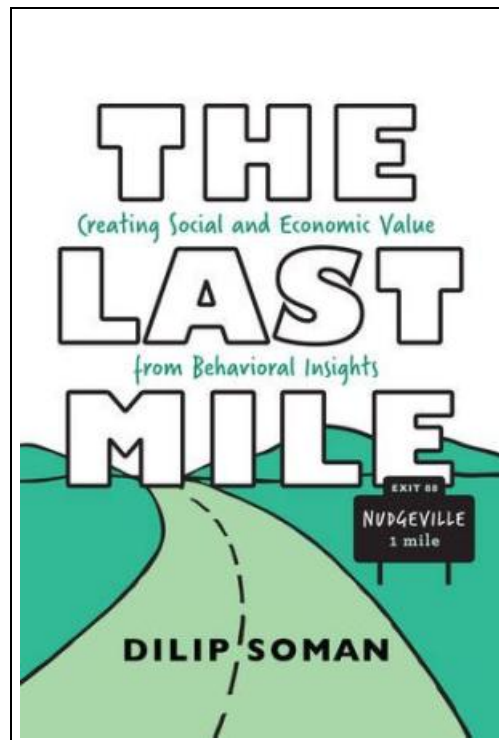


The Last Mile: Creating Social and Economic Value from Behavioral Insights (Paperback)



Filesize: 2.45 MB

Reviews

It is easy in study better to understand. Of course, it is actually play, nonetheless an amazing and interesting literature. I am quickly could possibly get a satisfaction of reading through a published ebook.
(Ms. Lucinda Koelpin)

THE LAST MILE: CREATING SOCIAL AND ECONOMIC VALUE FROM BEHAVIORAL INSIGHTS (PAPERBACK)

[DOWNLOAD](#)

University of Toronto Press, Canada, 2017. Paperback. Condition: New. Reprint. Language: English . Brand New Book. Most organizations spend much of their effort on the start of the value creation process: namely, creating a strategy, developing new products or services, and analyzing the market. They pay a lot less attention to the end: the crucial last mile where consumers come to their website, store, or sales representatives and make a choice. In *The Last Mile*, Dilip Soman shows how to use insights from behavioral science in order to close that gap. Beginning with an introduction to the last mile problem and the concept of choice architecture, the book takes a deep dive into the psychology of choice, money, and time. It explains how to construct behavioral experiments and understand the data on preferences that they provide. Finally, it provides a range of practical tools with which to overcome common last mile difficulties. *The Last Mile* helps lay readers not only to understand behavioral science, but to apply its lessons to their own organizations last mile problems, whether they work in business, government, or the nonprofit sector. Appealing to anyone who was fascinated by Dan Ariely's *Predictably Irrational*, Richard Thaler and Cass Sunstein's *Nudge*, or Daniel Kahneman's *Thinking, Fast and Slow* but was not sure how those insights could be practically applied, *The Last Mile* is full of solid, concrete advice on how to put the lessons of behavioral science to work.



[Read *The Last Mile: Creating Social and Economic Value from Behavioral Insights \(Paperback\)* Online](#)
[Download PDF *The Last Mile: Creating Social and Economic Value from Behavioral Insights \(Paperback\)*](#)

See Also



Learn the Nautical Rules of the Road: An Expert Guide to the COLREGs for All Yachtsmen and Mariners

Fernhurst Books Limited. Paperback. Book Condition: new. BRAND NEW, Learn the Nautical Rules of the Road: An Expert Guide to the COLREGs for All Yachtsmen and Mariners, Paul B. Boissier, Expert information for yachtsmen and...

[Read PDF »](#)



Becoming Barenaked: Leaving a Six Figure Career, Selling All of Our Crap, Pulling the Kids Out of School, and Buying an RV We Hit the Road in Search Our Own American Dream. Redefining What It Meant to Be a Family in America.

Createspace, United States, 2015. Paperback. Book Condition: New. 258 x 208 mm. Language: English . Brand New Book ***** Print on Demand *****.This isn't porn. Everyone always asks and some of our family thinks...

[Read PDF »](#)



Billy and Monsters New Neighbor Has a Secret The Fantastic Adventures of Billy and Monster Volume 4

CreateSpace Independent Publishing Platform. Paperback. Book Condition: New. This item is printed on demand. Paperback. 32 pages. Dimensions: 11.0in. x 8.5in. x 0.1in. From Best selling Author David Chuka Join Billy and Monster in this fourth episode...

[Read PDF »](#)



Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large

Madelyn DR Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in. This book is about my cousin, Billy a guy who taught me a lot over the years and who...

[Read PDF »](#)



The Trouble with Trucks: First Reading Book for 3 to 5 Year Olds

Anness Publishing. Paperback. Book Condition: new. BRAND NEW, The Trouble with Trucks: First Reading Book for 3 to 5 Year Olds, Nicola Baxter, Geoff Ball, This is a super-size first reading book for 3-5 year...

[Read PDF »](#)



Summer Fit Preschool to Kindergarten Math, Reading, Writing, Language Arts Fitness, Nutrition and Values

Summer Fit Learning. Paperback. Book Condition: New. Paperback. 160 pages. Dimensions: 10.6in. x 8.3in. x 0.5in. Summer Fit Activity Books move summer learning beyond academics to also prepare children physically and socially for the grade ahead.

[Download Document »](#)



Being Nice to Others: A Book about Rudeness

Baker Publishing Group, United States, 2016. Paperback. Book Condition: New. 203 x 203 mm. Language: English . Brand New Book. Stories to Encourage Positive Behavior in Small Children The preschool and kindergarten years are some

[Download Document »](#)



Joey Green's Rainy Day Magic: 1258 Fun, Simple Projects to Do with Kids Using Brand-name Products

Fair Winds Press, 2006. Paperback. Book Condition: New. Brand new books and maps available immediately from a reputable and well rated UK bookseller - not sent from the USA; despatched promptly and reliably worldwide by

[Download Document »](#)



Baby Friendly San Francisco Bay Area New Parent Survival Guide to Shopping Activities Restaurants and More by Elysa Marco 2005 Paperback

Book Condition: Brand New. Book Condition: Brand New.

[Download Document »](#)



Children s Educational Book Junior Leonardo Da Vinci : An Introduction to the Art, Science and Inventions of This Great Genius Age 7 8 9 10 Year-Olds. [British English]

Createspace, United States, 2013. Paperback. Book Condition: New. 248 x 170 mm. Language: English . Brand New Book ***** Print on Demand *****.ABOUT SMART READS for Kids . Love Art, Love Learning Welcome. Designed to

[Download Document »](#)