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If you're sure that you're too smart for their pricing tricks, that makes you dumber still, because you don't even realize you're being exploited. That's pretty much the message of William...

### *Why the Price Is Rarely Right - Bloomberg*

In *Priceless*, the bestselling author William Poundstone reveals the hidden psychology of value. In psychological experiments, people are unable to estimate "fair" prices accurately and are strongly influenced by the unconscious, irrational, and politically incorrect. It hasn't taken long for marketers to apply these findings.

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Poundstone reveals the hidden psychology of value.  
In psychological experiments, people are unable to

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