

Hard Sell



The Hard Sell

Chao Zhang



The Hard Sell:

Pain Hustlers Evan Hughes, 2023-09-26 The inside story of a band of entrepreneurial upstarts who made millions selling painkillers until their scheme unraveled putting them at the center of a landmark criminal trial THE BASIS FOR THE MAJOR MOTION PICTURE PAIN HUSTLERS STARRING EMILY BLUNT AND CHRIS EVANS Unfolds with the velocity and verve of a Scorsese film A tour de force Patrick Radden Keefe New York Times bestselling author of Empire of Pain and Say Nothing John Kapoor had already amassed a small fortune in pharmaceuticals when he founded Insys Therapeutics It was the early 2000s a boom time for painkillers and he developed a novel formulation of fentanyl the most potent opioid on the market Kapoor a brilliant immigrant scientist with relentless business instincts was eager to make the most of his innovation He gathered around him an ambitious group of young lieutenants His head of sales an unstable and unmanageable leader but a genius of persuasion built a team willing to pull every lever to close a sale going so far as to recruit an exotic dancer ready to scrape her way up They zeroed in on the eccentric and suspect doctors receptive to their methods Employees at headquarters did their part by deceiving insurance companies The drug was a niche product approved only for cancer patients in dire condition but the company's leadership pushed it more widely and together they turned Insys into a Wall Street sensation But several insiders reached their breaking point and blew the whistle They sparked a sprawling investigation that would lead to a dramatic courtroom battle breaking new ground in the government's fight to hold the drug industry accountable in the spread of addictive opioids In Pain Hustlers National Magazine Award finalist Evan Hughes lays bare the pharma playbook He draws on unprecedented access to insiders of the Insys saga from top executives to foot soldiers from the patients and staff of far flung clinics to the Boston investigators who treated the case as a drug trafficking conspiracy flipping cooperators and closing in on the key players With colorful characters and true suspense Pain Hustlers offers a bracing look not just at Insys but at how opioids are sold at the point they first enter the national bloodstream in the doctor's office

Hard Sell Peter Ikeler, 2016-08-03 Along with fast food workers retail workers are capturing the attention of the public and the media with the Fight for 15 Like fast food workers retail workers are underpaid and fewer than 5 percent of them belong to unions In Hard Sell Peter Ikeler traces the low wage largely nonunion character of U S retail through the history and ultimate failure of twentieth century retail unionism He asks pivotal questions about twenty first century capitalism Does the nature of retail work make collective action unlikely Can working conditions improve in the absence of a union Is worker consciousness changing in ways that might encourage or further inhibit organizing Ikeler conducted interviews at New York City locations of two iconic department stores Macy's and Target Much of the book's narrative unfolds from the perspectives of these workers in America's most unequal city When he speaks to workers Ikeler finds that the Macy's organization displays an adversarial relationship between workers and managers and that Target is infused with a teamwork message that enfolds both parties Macy's workers identify more with their jobs and are more

opposed to management yet Target workers show greater solidarity Both groups however are largely unhappy with the pay and precariousness of their jobs Combined with workplace generated feelings of unity and resistance these grievances provide promising inroads to organizing that could help take the struggle against inequality beyond symbolic action to real economic power

Why America is Such a Hard Sell Juliana Geran Pilon, 2007 Why does America consistently receive such low ratings in opinion polls around the world The answer as Pilon explains lies not just in America's overtly forceful actions but in the construction and presentation of its self image Scholars and policymakers alike will find Why America Is Such a Hard Sell both a penetrating analysis of America's current efforts in public diplomacy and a prescription for delivering a more appealing self portrait to the world

Hard Sell Jamie Reidy, 2010-09-14 Jamie Reidy is the guy who's been there done that and walked away with the insider stories Inside Hard Sell Now a Major Motion Picture LOVE and OTHER DRUGS you'll find yourself rooting for Reidy and shocked by the realities of the world that paid his salary This comedic expose traces Reidy's experiences from Pfizer training to life as the V Man when Reidy became Pfizer's number one drug rep during the Viagra craze With equal parts self confidence and self mockery Reidy takes the reader on a hilarious romp through pharma culture while revealing the controversial side of the drug industry From viewing a circumcision to gaining a doctor's rapport to providing insight on why doctors choose to prescribe Drug X over Drug Y and from how to bargain signs and scripts to why the Viagra pill is shaped as a diamond Reidy discloses everything A witty behind the scenes look at an industry that touches everyone in America with a prescription Hard Sell uncovers truths about the pharmaceutical industry you'd rather not know and practices you'd like to believe weren't employed Hard Sell has been adapted into a major motion picture starring Jake Gyllenhaal and Anne Hathaway

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Entertainment, Education, and the Hard Sell Joseph Turow, 1981

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