



# Swoopo Auction

- Auction rules
  - Price starts at \$0, and clock starts to run down.
  - Placing a bid costs \$0.50.
  - A bid re-starts the clock, price increases by \$0.10.
  - If clock expires, auction ends. Standing high bidder is the winner and pays the current price.
- Swoopo sells common items (electronics, sometimes even cash).

# Swoopo Auction Guide

**The National Auctioneers Assoc**



## **Swoopo Auction Guide:**

*The Negotiation Book* Steve Gates, 2011-04-08 Negotiation is one of the most important skills in business. No other skill will give you a better chance of optimising your success and your organisation's success. Every time you negotiate, you are looking for an increased advantage. This book delivers it. From planning dynamics and strategies to psychology tactics and behaviours, nothing will put you in a stronger position to build capability, build negotiation strategies and facilitate negotiations through to successful conclusions. Chapters include: The Clock Face of Negotiation, Can You Really Negotiate Limitations, The Architect, The e Factor, Empowerment, Creativity, Partnerships. *The Negotiation Book* is your competitive advantage. That's something everyone can agree on.

**Evil by Design** Chris Nodder, 2013-06-05 How to make customers feel good about doing what you want. Learn how companies make us feel good about doing what they want. Approaching persuasive design from the dark side, this book melds psychology, marketing and design concepts to show why we're susceptible to certain persuasive techniques. Packed with examples from every nook and cranny of the web, it provides easily digestible and applicable patterns for putting these design techniques to work. Organized by the seven deadly sins, it includes: Pride, use social proof to position your product in line with your visitors' values; Sloth, build a path of least resistance that leads users where you want them to go; Gluttony, escalate customers' commitment and use loss aversion to keep them there; Anger, understand the power of metaphysical arguments and anonymity; Envy, create a culture of status around your product and feed aspirational desires; Lust, turn desire into commitment by using emotion to defeat rational behavior; Greed, keep customers engaged by reinforcing the behaviors you desire. Now you too can leverage human fallibility to create powerful persuasive interfaces that people will love to use, but will you use your new knowledge for good or evil? Learn more on the companion website [evilbydesign.info](http://evilbydesign.info).

[The Ultimate Guide to Penny Auctions](#) Adam Young, 2013-04-11 Winning strategies, tips and tricks to penny auction domination. How to win more penny auctions using less bids. While there are no magic bullets, if you take on board the hints, tips, tricks and strategies outlined in this book, you will increase your chances of success in the crazy, fun, exhilarating and sometimes frustrating world of penny auctions.

*Time* Briton Hadden, Henry R. Luce, 2010-04

**The Insider's Guide to Saving Thousands at Auction**, **Auction!** William C. Ketchum, 1980 [Best Bids](#) Dana Micucci, 2002 For first-time bidders, mystified and intimidated by the auction process, *Best Bids* spells it all out from the preview to the bidding and from small country auctions to giant internationals like Sotheby's and Christie's to bidding on the Internet. Readers will learn how to bid, how to consign an object for sale, how to evaluate an item and how to recognize a fake. *Best Bids* is filled with illustrated examples and advice from experts in the field and covers twenty-five categories of collecting: from Chinese Ceramics, Paintings, Silver and Rugs to American Furniture, Books and Manuscripts, American Folk Art, European Ceramics and Collectibles. *Best Bids* is a complete and long-needed guide for enthusiasts and for the avid viewers of PBS's *Antiques Roadshow*.

*Auction!* William C. Ketchum, 1980 *The Complete Idiot's Guide to Live Auctions* The

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