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By Paco Underhill

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"Why We Buy is a funny and insightful book for people on both sides of the retail counter."
-- Michael Gould, CEO, Bloomingdale's About the Author PACO UNDERHILL is

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Why We Buy: The Science of Shopping (Hardcover) | -

"Why We Buy" is a witty and surprising report on our evolving shopping culture. This is a book about us, from moms and dads to seniors and mall rats, and what we do

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The first four parts of this book are absolutely fascinating. It's an in depth look at the psychology of shopping and it is exactly what the title promises.

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