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measured, and improved are  
the hallmarks of every Axiom  
program. The selling  
methodologies work because  
they focus sellers on delivering  
value to customers at every  
interaction, resulting in higher  
trust, more information, greater  
influence, and dramatically  
better results. Similarly, the  
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ods employed in social science,  
(e.g. focus group discussion, in-  
depth interviews, structured  
observation and structured  
questionnaires), can be used to  
investigate the motives  
underlying irrational use. The  
data collected can then be used  
to design appropriate  
interventions and to measure  
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strategies, and the gaming  
industry as a whole. The CMA  
also gathered evidence from  
other market participants, such  
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