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with establishing a client base and capturing the attention of potential investors, even before trials are completed. Combining theories of economic and cultural sociology, Mützel shows how stories are integral for the emergence of new markets; stories of the future create a market of expectations prior to any existing products. Making Sense uses thousands of press statements, media reports, scientific reports, and financial and industry analyses to illustrate these mechanisms, presenting a fresh view of how life-prolonging innovations can be turned into market products.