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Pricing Gábor REKETTYE, Jonathan Liu, 2018-05-23 Pricing The New Frontier by Gábor REKETTYE and Jonathan LIU
Published May 2018 The importance of pricing and price management is growing all over the world primarily due to the turbulent economic situation accelerating technological development the saturation of markets and the globalization of competition All these trends affect the achievement of company objectives place prices pricing and price management in a context that differs greatly from what has been known before In developing and fast moving economies like India getting the pricing strategy right is a necessity for the short and long term future of the firm The pricing decision will impact on the profitability and ultimately on the performance of the firm Executives and managers responsible making pricing decisions will find this book useful and informative in shedding light on an area that is complicate and complex Dr M K Nandakumar Associate Professor of Strategic Management Indian Institute of Management Kozhikode India Leading technological development across the world requires an in depth understanding of the impact of the pricing decision and business strategy This book will give its readers a clear understanding of impact of the pricing decision on the industry the customer and its competitors I fully recommend and endorse this book Jeff C K Lim BU Deputy CEO at ASM Pacific Technology Ltd Singapore Pricing of goods and services is a critical decision that creates immediate competitive advantage This book explains the principles of pricing clearly and concisely It seamlessly knits concept and practice It is a useful text book but also useful to practicing managers charged with challenging task of pricing goods and services I strongly recommend the book to practitioners and students Professor Abby Ghobadian FBAM FAcSS CCMi Professor of Management Henley Business School United Kingdom At a time when almost continuous change is disrupting nearly all industries and the internet is putting ever more power in the hands of the customer a book that treats pricing with substance and foresight is a welcome addition to the market Professor John R Schermerhorn Jr O Bleness Professor Emeritus Ohio University United States In contemporary business pricing is much more than just the money equivalent of the product value This book provides a high quality review of different concepts and issues regarding pricing from different stakeholders perspectives It can be recommended both as students textbook as well as a managers toolkit for making strategic and tactical pricing decisions Professor Mirna Leko imi Professor of Marketing at Faculty of Economics at J J Strossmayer University of Osijek Croatia Price is the value that is attached to a product or service and is usually the result of complex set of calculations research and risk analysis This book provides comprehensive and understandable strategies and tactics that one may use to price a product or service in our current the multi faceted operating environment It is a great resource for both practitioners and academics Dr Dolores Rinke CPA Professor Emerita Purdue University United States In a fast changing world with fierce competition pricing has been increasingly the new frontier and battle field for business operations Dynamic pricing needs to be deployed as the brand new strategy for global organizations to gain competitive advantages and sustainable profit growth This book provides insightful

knowledge of the dynamics of setting price in a networked global context and enables academics and professionals to have a clear understanding of the principle and practice Dr Xinping Shi Associate Professor of Information and Operations Management Hong Kong Baptist University Hong Kong SAR China Getting the pricing of products and services right is challenging and difficult It is more complicated in a globalized world and further challenging when it is across different types of economies This book will offer guidance in setting and negotiating prices for trading across borders and on the digital platform and will prove useful for practitioners and students I highly recommend the book Professor Vincent XG Qi PhD FRAI Wolfson College University of Cambridge Marcel Mauss Chair Distinguished Professor of Global Supply Chain Management and Business Anthropology Anshan Normal University in China Contents PART 1 PRICING BASICS Chapter 1 PRICING IN FOCUS Chapter 2 THE ECONOMICS OF PRICING Chapter 3 CUSTOMERS PRICE PERCEPTION Chapter 4 PRICES COSTS AND PROFIT Chapter 5 METHODS OF PRICE SETTING PART 2 STRATEGIES AND TACTICS OF PRICING Chapter 6 PRICING STRATEGY Chapter 7 PRODUCT LIFE CYCLE PRICING Chapter 8 DYNAMIC PRICING Chapter 9 PRODUCT LINES PRICING Chapter 10 PRICE BUNDLING PART 3 INTERMEDIARY PRICING Chapter 11 PRICING ACROSS THE MARKETING CHANNELS Chapter 12 RETAIL AND WHOLESALE PRICING Chapter 13 PRICING IN INTERNATIONAL MARKETS Chapter 14 SUCCESSFUL PRICE NEGOTIATIONS Bibliography Index Product Details ISBN 9781910781944 Publisher Transnational Press London Published 23 May 2018 Language English Pages 320 Interior Ink Black white Weight approx 0 65 kg Dimensions approx 18 9cm wide x 24 59cm tall

Fundamentals of Marketing Raju,2009 Fundamentals of Marketing provides a sound appreciation of the fundamentals of the theory and practice of marketing Using case studies drawn from a cross section of sectors in particular the banking hospitality retail and public service sectors this textbook critically evaluates the effectiveness of different marketing strategies and approaches Exploring the principles of marketing this volume engages the reader not only in theory but also in practice using a broad range of real life case studies such as Coca Cola Apple FCUK Virgin Amazon com Barnes and Noble Dyno Rod

Advertising Murthy,2009 This book will introduce the fast changing world of marketing communication with strong emphasis on integrated marketing perspective to students Though advertising may be a major player integration of other communication tools with advertising is dealt in detail The text covers all aspects of the marketing promotions mix namely advertising sales promotion direct marketing public relations event marketing and personal selling The book strives to explain the role of advertising and promotion in today s business world and how an organization can use all the promotion tools to communicate with target customers Many of the current and popular advertising used by marketers is included Numerous examples are cited to show how integrated marketing communication is used in consumer and Business to Business marketing Global perspective is dealt through international advertising Social ethical and economical issues which affect the promotional activities are also discussed Integrated marketing communication covers all parts of promotional activities covered under six sections divided into 23 chapters The

book is meant especially for students specializing in marketing stream It can be of immense utility to students pursuing MBA PGDBM MMS At the end of each chapter application orientation such as assignment and projects are given to help the students to gain rich experience in using communication tools

Retail Management □ A Global Perspective (Text and Cases) Harjit Singh, 2009-07 Third Revised Edition 2014 In the last five years since the first edition of this book was published I have received ample email messages from students researchers and teachers for congratulating me on the compilation of the book and suggesting how it could be improved I have also built up a large list of ideas based on my own experiences in reading and teaching the subject

Fundamentals of Marketing , Mobile Computing: Concepts, Methodologies, Tools, and Applications Taniar, David, 2008-11-30 This multiple volume publication advances the emergent field of mobile computing offering research on approaches observations and models pertaining to mobile devices and wireless communications from over 400 leading researchers Provided by publisher

Encyclopedia of Mobile Computing and Commerce Taniar, David, 2007-04-30 The Encyclopedia of Mobile Computing and Commerce presents current trends in mobile computing and their commercial applications Hundreds of internationally renowned scholars and practitioners have written comprehensive articles exploring such topics as location and context awareness mobile networks mobile services the socio impact of mobile technology and mobile software engineering

Contextual Selling Rajan Parulekar, Thanks to internet and the ease in accessing information the competition which was across the city now is just a mouse click away

Contextual Selling A New Sales Paradigm for the 21st Century provides a simple and practical framework for the practising sales professionals Whether you are a manager or a field sales executive one needs to have the competencies of Emotional Intelligence Intelligence Quotient the Conceptual Skills to succeed in a highly competitive and globalized market The author in his humorous and witty style shows the games played by customers the sales executives and the managers and the strategies to survive and grow in a cut throat business environment

The Essentials of Today's Marketing İnci ERDOĞAN TARAKÇI , Ramazan ASLAN, 2023-04-06

RETRO MARKETING A PRODUCT RECOMMENDATION FOR ENTERTAINMENT SERVICES Burcu G K zlem G NCAN NEUROGASTRONOMIC MARKETING Ceyhun U UK HR MARKETING a la DEM R REMARKETING and RETARGETING Do u Y KSEL STEALTH MARKETING Gizem TOKMAK DANI MAN MARKETING 5 0 G rkan ALI KAN Yakup ERDO AN GLOBAL MARKETING M hsan UBUKCU SOCIAL MARKETING AND NONPROFIT ORGANIZATIONS Melda ASLAN BUZZ MARKETING Nilg n K KSALAN ETHICS OF DIGITAL MARKETING zlem KARAMAN HYPER PERSONALIZED MARKETING Sefa Emre YILMAZEL MOBILE MARKETING Sena ALTIN SENSORY MARKETING Serhat B NG L SUSTAINABLE MARKETING Sinem SARGIN SOCIAL MEDIA MARKETING Yakup ERDO AN G rkan ALI KAN BIG DATA MARKETING Murat SAKAL

Estimation of Willingness-to-Pay Christoph Breidert, 2007-11-03 The work of Christoph Breidert is positioned in a methodologically challenging area of marketing research that is highly relevant to both theoretical investigations and practical apphcations Determination of willingness to pay for products and or services from a

customer perspective is crucial for modern approaches to pricing decision making. Based on the increasing availability of individual transaction data (e.g. scanner data, consumer panel data) and data from Smart Cards, remarkable improvements have been achieved in estimating advanced price response models based on observed purchase data. However, empirical price and/or product variations are typically very limited in such historical data, which complicates accurate willingness to pay estimation or makes it even impractical. This is especially true when entirely new products are planned to be introduced or alternative marketing strategies (e.g. product bundling) are considered by the management. While asking customers directly for their willingness or unwillingness to purchase a specific product at the designated price commonly results in unrealistic estimates, experimental survey-based methods turned out to be a promising approach for the indirect measurement of willingness to pay. Among the most prominent techniques within this methodological framework is conjoint or trade-off analysis, which aims at inferring respondents' preference structures based on their reactions to systematically varied profiles of product attributes, mostly including price, in an experimental design. In his work, Christoph Breidert provides a systematic overview of the competing methods that have been and are still applied in today's practical and theoretical pricing research.

Global Sources Telecom Products, 2007 **Media and Digital Management** Eli M. Noam, 2019-01-23 Being a successful manager or entrepreneur in the media and digital sector requires creativity, innovation, and performance. It also requires an understanding of the principles and tools of management. Aimed at the college market, this book is a short foundational volume on media management. It summarizes the major dimensions of a business school curriculum and applies them to the entire media, media tech, and digital sector. Its chapters cover in a jargonless, non-technical way the major functions of management: First, creating a media product, the financing of projects, and the management of technology, HR, production, operations, intellectual assets, and government relations. Second, harvesting the product: created market research, marketing, pricing, and distribution. And third, the control loop: media accounting and strategy planning. In the process, this book becomes an indispensable resource for those aiming for a career in the media and digital field, both in startups and established organizations. This book is designed to help those aiming to join the media and digital sector to become creative managers and managerial creatives. It aims to make them more knowledgeable, less blinded by hype, more effective, and more responsible. *FCS Marketing L2* Irma McKinlay, Maria O'Connor, 2007 **The Communications Industries in the Era of Convergence** Catherine E.A. Mulligan, 2013-03-01 This book provides a unique view of the evolution of these industries, drawing out how technology and economic forces have worked together to create platforms around which different companies interact. Through identifying the key aspects of this evolution over the past decades, the author is able to put forward a unique view of the emerging industrial structure of the communications industries: the formation of an Information-Driven Global Commodity Chain, one that holds both incredible promise and challenges for our world. *Re-engineering Manufacturing for Sustainability* Andrew Y. C. Nee, Bin Song, Soh-Khim Ong, 2013-04-08 This edited volume presents the

proceedings of the 20th CIRP LCE Conference which cover various areas in life cycle engineering such as life cycle design end of life management manufacturing processes manufacturing systems methods and tools for sustainability social sustainability supply chain management remanufacturing etc **Total Relationship Marketing** Evert Gummesson,2002

Total Relationship Marketing provides a genuinely unique new view of the meaning of marketing management and a complete introduction to the rapidly evolving field of relationship marketing A major contribution to marketing thought internationally this new edition of Gummesson s seminal title presents a powerful and in depth analysis of modern relationship marketing Highly informative practical in style and packed with examples and cases from real companies it is an essential resource for all serious marketing practitioners as well as both undergraduate and postgraduate students Customer Relationship Management CRM is a key feature throughout this newly revised edition Comprehensive coverage on the Internet e Business and one to one marketing New examples cases concepts and references have been added to aid the reader **Smartphone Start-ups** Claudio Giachetti,2017-11-16

This book provides detailed examination of start up companies which entered the smartphone industry following the revolution triggered by Apple with its iPhone in 2007 Analytical case studies explore the rationale behind the business models financing cycles and factors that helped start ups sustain their own growth and survival By studying these companies through the lens of entrepreneurship and competitor analysis the author investigates not only the opportunities that can arise from technological evolution but also the uncertainty that has developed surrounding the industry s future Topics covered include value proposition development evaluation of the effectiveness of business models and market competition analysis unveiling thought provoking results about this rapidly changing industry Scholars of entrepreneurship business strategy and innovation management will find this timely book a valuable contribution to the field *Coopetition in International Business* Yadong Luo,2004

This book addresses a new philosophy or a major strategy that is emerging today in international business simultaneous competition and cooperation between multinational enterprises MNEs and their global rivals foreign governments alliance partners and corporate members Coopetition goes beyond conventional rules of competition and cooperation to combine the advantages of both Coopetition involves cooperating to create a bigger business pie while competing to divide it up Cooperation reflects the elements of mutual accommodation and collaboration seeking joint payoffs and goal accomplishment from the interdependent activities or resources Competition reflect the elements of bargaining or control and related conflicts seeking private gains for the ir own party Page 9 Preface *Asian Perspectives on Digital Culture* Sun Sun Lim,Cheryll

Soriano,2016-01-08 In Asia amidst its varied levels of economic development and diverse cultural traditions and political regimes the Internet and mobile communications are increasingly used in every aspect of life Yet the analytical frames used to understand the impact of digital media on Asia predominantly originate from the Global North neither rooted in Asia s rich philosophical traditions nor reflective of the sociocultural practices of this dynamic region This volume examines digital

phenomena and its impact on Asia by drawing on specifically Asian perspectives Contributors apply a variety of Asian theoretical frameworks including guanxi face qing dharma and karma With chapters focusing on emerging digital trends in China Hong Kong India Japan Korea Philippines Singapore and Taiwan the book presents compelling and diverse research on identity and selfhood spirituality social networking corporate image and national identity as shaped by and articulated through digital communication platforms *EBOOK: Management Control Systems: European Edition* Robert Anthony,Vijay Govindarajan, Frank Hartmann, Kalle Kraus, Göran Nilsson, 2013-04-16 Management Control Systems helps students to develop the insight and analytical skills required of today s managers Students uncover how real world managers design implement and use planning and control systems to implement business strategies The first European edition is specifically aimed at an international audience and it has been thoroughly updated to include the latest developments in the field

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