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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

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

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 Fundamentals of Marketing , *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 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 *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 **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

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 applications Determination of willingness to pay for products and or services from a customers 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

Requirements Engineering: Foundation for Software Quality Pete Sawyer, Barbara Paech, Patrick Heymans, 2007-06-28 This book constitutes the refereed proceedings of the 13th International Working Conference on Requirements Engineering Foundation for Software Quality REFSQ 2007 held in Trondheim Norway It covers goal driven requirements engineering RE products and product lines value based RE and the value of RE requirements elicitation requirements specification industrial experience of RE and requirements quality and quality requirements

Development with Global Value Chains Dev Nathan, Meenu Tewari, Sandip Sarkar, 2019-01-24 Can firms and economies utilize global value chains for development How can they move from low income to middle income and even high income status This book addresses these questions through a series of case studies examining upgradation and innovation by firms operating in GVCs in Asia The countries examined are China India South Korea the Philippines and Sri Lanka with studies of firms operating in varied sectors aerospace components apparel automotive consumer electronics including mobile phones telecom equipment IT software and services and pharmaceuticals

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

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

Tempo ,2006

Cross-Cultural Practices in Business and Finance Binod Sundararajan, Oksana Shkurska, Shannon Lin, 2023-03-14 This textbook explains the effects of culture on business practices and introduces students to the cross cultural and international dimensions of working internationally exploring topics across both business and finance Given that doing business across cultures has become the norm in modern companies managers must develop and acquire the skills to lead effectively in cross cultural contexts This textbook will help you to attain those skills through its practical and situational examples involving countries and regions around the world while learning about the cultural and business practices of people from different backgrounds ethnicities diversities educational levels and social strata and hierarchies It covers important aspects of doing business across cultures countries such as the role and importance of technology adoption different organizational forms financial and accounting approaches in different parts of the world negotiating practices ethics across the globe and working and studying abroad Further it equips readers with useful knowledge about cross cultural nuances beyond the usual discussions of high vs low contexts power distance uncertainty avoidance and such dimensions of cross cultural interactions The varied experiences of the authors having lived and worked in many countries along with their backgrounds in linguistics communication and financial accounting provide unique perspectives not available elsewhere With its case studies end of chapter exercises as well as multiple choice and short answer questions this broad yet thorough textbook will guide you in leading with cultural intelligence

Samsung Electronics and the Struggle for Leadership of the Electronics Industry Anthony Michell, 2011-09-29 This book views Samsung Electronics in terms of corporate life cycle as well as product portfolio and strategy It also examines the issues Samsung faces as it proceeds further into the 21st century Written from the perspective of an experienced commentator on Korean and global business this book presents not simply a narrative or an adulatory and uncritical account of Samsung's rise but a considered analysis of the secrets of success that both business students and CEOs will want to read and consider applying to their own companies

Samsung Electronics Tony Michell, 2010-06-28 This book views Samsung Electronics in terms of corporate life cycle as well as product portfolio and strategy It also examines the issues Samsung faces as it proceeds further into the 21st century Written from the perspective of an experienced commentator on Korean and global business this book presents not simply a narrative or an adulatory and uncritical account of Samsung's rise but a considered analysis of the secrets of success that both business students and CEOs will want to read and consider applying to their own companies

Affected Cara Wrigley, Karla Straker, 2018-05-17 How can you create meaningful connections with customers

in the digital space The rapid emergence of new technologies has revolutionized the way companies build relationships and interact with their customers Today it s more important than ever to have an emotional understanding of customers and how they feel about a product service or business even when your primary interactions are via digital channels Affected goes beyond influencing behaviors to understanding cognition and emotion as a way to better connect with customers in the digital space In it Wrigley and Straker offer a new approach one that examines channel relationships and useful concepts for clarifying and refining the emotional meaning behind company strategy and their relationship to corresponding channels Using case study examples from and over a decade of primary research in the area they discuss the process and impact of such emotionally aware channel designs Spanning entrepreneurial start up techniques of wunderkind artist Cj Hendry through to the lucrative retail sector of luxury brand Burberry this seminal book offers multi channel design approach that can show companies how to select design and maintain digital engagements based on their strategy and industry needs Shows businesses how they can better understand and engage with customers digitally Demonstrates how to gain competitive advantage by integrating design methods into corporate strategy Provides multi channel approaches for how businesses can select design and maintain digital engagements Establishes a clear framework for analysing and applying the right strategy for your digital engagement Connecting and engaging with customers is pivotal to business success but in the digital space the old methods just won t cut it With Affected you ll find the tools and techniques you need to find your customers where they are

Power Brands Hajo Riesenbeck, Jesko Perrey, 2009-01-09 The McKinsey BrandMatics concept will show you how brands can be systematically managed The individual tools and detailed concepts are organized into three topic areas measuring making and managing power brands

Adopting the Beat of Phrase: An Mental Symphony within **Sony Ericsson Product Prices**

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