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Pricing The New Frontier by Gábor REKETTYE and Jonathan LIU Published May 2018

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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

The Times Index ,2007 Indexes the Times and its supplements **The New York Times Book Review** ,1969 **Delhi Press June 16, 2009** , *Billboard Music Week* ,1931 **California Cultivator** ,1923 New York Times Saturday Review of Books and Art ,1931 *Wallaces Farmer* ,1969 Machinery Market ,1962 *Florists Exchange and Horticultural Trade World* ,1960 **The New York Times Index** ,2008 **The Continuing Study of Newspaper Reading** Advertising Research Foundation,1939 **5 Western Hometown Daily Newspapers** Hometown Daily Newspapers of the West,1950 Popular Science ,2008 New Scientist ,2007 Time ,2007-11 Marketing Strategy Robert W. Palmatier,Shrihari Sridhar,2021-02-05

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