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**Luca M. Visconti, Lisa Peñaloza, Nil
Toulouse**

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Priced to Influence, Sell & Satisfy: Lessons from Behavioral Economics for Pricing Success Utpal Dholakia, 2019-06-23

Pricing holds the key to business success. The greatest challenge in pricing is the human factor. To price effectively, customer psychology usually trumps rational microeconomic thinking. How did Subway turn one accidentally discovered price promotion into a multi-billion dollar success story? How much knowledge of prices do customers really have? Why do most people spend two months' salary to buy an engagement ring? Does Pay What You Want pricing really work? How can you get your customers to trade up? Why do Supreme t-shirts sell for 1,500 or more? Why do so many consumers hate Uber's surge pricing even though economists love it? In *Priced to Influence, Sell Satisfy* you will find answers to these and many more questions. The book introduces the latest thinking about Psychological Pricing: the science of designing effective pricing strategies using behavioral economics principles. You will learn how customers search for, evaluate, share, and use prices in their buying decisions; how they participate in setting prices; and what managers can do to understand and influence these processes. Psychological pricing actions are levered. Many of them require relatively small investments and produce disproportionately large returns to the business.

Pricing Of Products & Services Tridib Mazumbar, 2020-12-15

The price of a product or a service is a critical element of the marketing mix. Price influences product demand and the firm's revenue and profits. Prices also signal product quality and value, customer self-image, and the seller's pricing practices. With appropriate balance of theory, applications, and analytics, this book provides business students and practitioners the tools to make profitable pricing decisions under a variety of real-life contexts, current and emerging. Theoretical foundations for pricing decisions come from microeconomics, psychology, and behavioral decision theories. Well-established economic principles, with available data and analytics, help firms customize prices based on customers' willingness to pay, quantity purchased, timing, and urgency of purchase, and by bundling their products and services. Pricing and promotional strategies of firms are further informed by the consideration of consumer psychology as well as the decision rules that consumers employ in framing of and responding to prices. As a practical step-by-step guide for firms, the book presents a comprehensive framework for pricing decisions. The framework illustrates how firms' pricing decisions are shaped by customer valuation of the product or service, firm cost, and competition within the category. Additional considerations include channel arrangements, legal and regulatory limits, public sentiments, and the overriding strategy for the firm. Short cases and numerical examples help illustrate how these factors can be incorporated in firm-making decisions. In addition to offering the theoretical foundation and practical guidelines for pricing, there are several distinctive features of the book. Pedagogically, the book takes a quantitative approach to pricing decisions and places a special emphasis on the utilization of data and analytics. Nevertheless, sound intuition and judgments remain a prerequisite.

Convenience Store News, 2007 *Marketing Management* Joseph P. Guiltinan, Gordon W. Paul, Thomas J. Madden, 1997

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international flavour including more European coverage a new chapter on international planning and a new long case study with specimen answer

Marketing Management Luca M. Visconti, Lisa Peñaloza, Nil Toulouse, 2020-05-04 Culture pervades consumption and marketing activity in ways that potentially benefit marketing managers This book provides a comprehensive account of cultural knowledge and skills useful in strategic marketing management In making these cultural concepts and frameworks accessible and in discussing how to use them this edited textbook goes beyond the identification of historical sociocultural and political factors impinging upon consumer cultures and their effects on market outcomes This fully updated and restructured new edition provides two new introductory chapters on culture and marketing practice and improved pedagogy to give a deeper understanding of how culture pervades consumption and marketing phenomena the way market meanings are made circulated and negotiated and the environmental ethical experiential social and symbolic implications of consumption and marketing The authors highlight the benefits that managers can reap from applying interpretive cultural approaches across the realm of strategic marketing activities including market segmentation product and brand positioning market research pricing product development advertising and retail distribution Global contributions are grounded in the authors primary research with a range of companies including Cadbury s Flake Dior Dove General Motors HOM Hummer Kjaer Group Le Bon Coin Mama Shelter Mecca Cola Prada SignBank and the Twilight community This edited volume which compiles the work of 58 scholars from 14 countries delivers a truly innovative multinationally focused marketing management textbook Marketing Management A Cultural Perspective is a timely and relevant learning resource for marketing students lecturers and managers across the world

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Hoover's Handbook of American Business Hoovers Inc, 2006-12

The Shils Report Edward B. Shils, 1997

Strategic Management Jeffrey H. Dyer, Paul C. Godfrey, Robert J. Jensen, David J. Bryce, 2020-01-29 Strategic Management delivers an insightful clear concise introduction to strategy management concepts and links these concepts to the skills and knowledge students need to be successful in the professional world Written in a conversational Harvard Business Review style this product sparks ideas fuels creative thinking and discussion while engaging students via contemporary examples innovative whiteboard animations for each chapter outstanding author produced cases unique Strategy Tool Applications with accompanying animations and Career Readiness applications through author videos

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Quill & Quire, 1998

Get a Life Philip

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