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Barry J. Epstein, Eva K. Jermakowicz

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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 Blenness 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

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David Hillier is Associate Principal and Executive Dean of the University of Strathclyde Business School. A Professor of Finance David was recognized as being in the top 3 per cent of the most prolific finance researchers in the world over the past 50 years (Heck and Cooley 2009) and appears regularly in the media as a business commentator. His YouTube channel of finance lectures ([professordavidhillier](https://www.youtube.com/user/professordavidhillier)) has attracted nearly half a million views worldwide. This European edition is originally based on the Corporate Finance text by Stephen A Ross Randolph W Westerfield Jeffrey F Jaffe and Bradford D Jordan.

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