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Digital Pricing Frank Frohmann,2023-03-03 This is one of the first books to combine the current megatrend of digitalization and pricing as the most effective lever for increasing and sustaining profits The book presents the basics of digital pricing as well as modeling methods and implementation examples This structure helps in tackling the latest developments and challenges due to digitalization Readers will gain a detailed insight into using innovative revenue and price models to generate a sustainable competitive advantage for their companies The author uses his cross industry experience to draw on several examples of innovative digital pricing approaches which can be applied in industrial sectors such as automotive industrial goods and machinery as well as service sectors like telecommunications transportation and tourism

Innovation in Music: Adjusting Perspectives Jan-Olof Gullö,Russ Hepworth-Sawyer,Dave Hook,Mark Marrington,Justin Paterson,Rob Toulson,2024-12-30 Innovation in Music Adjusting Perspectives brings together cutting edge research on new innovations in the field of music production technology performance and business With contributions from a host of well respected researchers and practitioners this volume provides crucial coverage on the relationship between innovation and rebellion Including chapters on generative AI gender equality live music quantisation and composition this book is recommended reading for music industry researchers working in a range of fields as well as professionals interested in industry innovations

Podcast Journalism David Dowling,2024-03-19 Runner up 2025 Tankard Book Award Association for Education in Journalism and Mass Communication Podcasting s stratospheric rise has inspired a new breed of audio reporting Offering immersive storytelling for a binge listening audience as well as reaching previously underserved communities podcasts have become journalism s most rapidly growing digital genre buoying a beleaguered news industry Yet many concerns have been raised about this new medium such as the potential for disinformation the influence of sponsors on content the dominance of a few publishers and platforms and at times questionable adherence to journalistic principles David O Dowling critically examines how podcasting and its evolving conventions are transforming reporting and even reshaping journalism s core functions and identity He considers podcast reporting s most influential achievements as well as its most consequential ethical and journalistic shortcomings emphasizing the reciprocal influences between podcasting and traditional and digital journalism Podcasting both as a medium and a business has benefited from the blurring of boundaries separating news from entertainment editorial from advertising and neutrality from subjectivity The same qualities and forces that have allowed podcasting to bypass the limitations of traditional categories expand the space of social and political discourse and provide openings for marginalized voices have also permitted corporations to extend their reach and far right firebrands to increase their influence Equally attentive to the medium s strengths and flaws this is a vital book for all readers interested in how podcasting has changed journalism

Digital Innovation Strategy Aija Leiponen,2023-12-21 Based on applied economics and from the perspective of an innovator seeking to develop a new digital business this textbook is aimed

at MBA and advanced undergraduate audiences interested in innovation strategy and competition in digital industries Step by step the book guides innovators through a dynamic market analysis and business model design leading to an assessment of the future evolution of the market and the broader innovation ecosystem and what the innovator can do to position the innovation for continued success Each chapter defines and provides references for key concepts that can be further explored through suggested readings and study questions Real world case studies further facilitate forming a comprehensive view on how to resolve strategic challenges of digital innovation The topics covered in this text are essential for a broad range of managers consultants entrepreneurs technologists and analysts to understand in depth

Strategic and Innovative Pricing Mathias Cöster,Einar Iveroth,Nils-Göran Olve,Carl-Johan Petri,Alf Westerius,2020-04-22 This book provides a concrete guide on how to execute strategic pricing to excel in an increasingly dynamic and digitised business environment while developing and deepening relations with contract partners The secret lies in crafting innovative price models that reward joint value creation in accordance with the business model rather than engaging in confrontative zero sum pricing reasoning Strategic and Innovative Pricing Price Models for a Digital Economy provides hands on tools that are applied on three interconnected levels of analysis It illustrates how to explore the business ecology to understand its dynamics and how digitisation enables it to prosper and demonstrates how to construct a viable business model that enables an organisation to navigate in its vibrant ecology Finally and most importantly it shows how to use innovative price models to realize and monetise the business model and its value offering making the organisation and its partnerships sustainable Models pertaining to the three levels of analyses are applied in rich case studies and examples from different countries and the book includes guidelines on how to use them Special attention is paid to digitisation as an underlying theme making this book of interest to researchers academics and students in the fields of strategic management and technology innovation management

Foundations of Marketing, 7e John Fahy,David Jobber,2022-04-29 Have you wondered how marketers use data and technology to capture relevant information on their target audience Or how marketers in today s world deal with questions around sustainability climate change and planned product obsolescence In its 7th edition Foundations of Marketing aims to answer these pressing questions This leading textbook is packed with contemporary examples and case studies that highlight the real world applications of marketing concepts Discover The growing importance of social marketing How organisations are leveraging consumer data to make decisions and drive customer retention and conversion levels The role of brand communities peer to peer marketing and social influencers Both a Managerial and Consumer approach to marketing Key features Marketing Spotlights highlight the marketing innovations of brands such as Zoom Rent the Runway John Lewis and Patagonia Marketing in Action boxes offer modern examples of real marketing campaigns in the UK Denmark The Netherlands and internationally Critical Marketing Perspective boxes encourage students to critically reflect on ethical debates and stimulate student discussion and analysis about socially responsible practices End of Chapter Case Studies

covering Starbucks Patek Philippe Spotify and Depop provides students with an in depth analysis of companies marketing strategies Each case study has dedicated questions to encourage critical thinking Connect resources such as updated Testbank and Quiz questions Application Based Activities and assignable Case Studies with associated multiple choice questions John Fahy is Professor of Marketing at the University of Limerick Ireland David Jobber is Professor of Marketing at the University of Bradford School of Management UK The Deal ,2010 Nothing But Net: 10 Timeless Stock-Picking Lessons from One of Wall Street's Top Tech Analysts Mark Mahaney,2021-11-09 Find the winners avoid the losers and build a solid Tech portfolio for the long run with proven methods from legendary analyst Mark Mahaney The Tech industry is the stock market's hottest most profitable sector but it can be a roller coaster ride Companies with great ideas can end up going nowhere and some that dominate today will be sold at fire sale prices in five years Sure things can become sore things very rapidly Nothing But Net provides the knowledge and insights you need to understand what's really hot to know what's not and to outperform other investors consistently and decisively Famous for his smart savvy and unique approach to Tech stock investing Mark Mahaney provides his 10 proven rules for succeeding as a long term Tech stock investor explaining everything he's learned during almost 25 years of analyzing internet stocks including Why revenue growth and customer metrics not earnings are what matter most to Tech investors How to invest not trade in the great growth opportunities that lie ahead How to determine when high valuations are a warning sign and when they signal an opportunity I've watched the rise of some of the leading companies of today Facebook Amazon Netflix Google and the fall of some of the leading companies of yesterday Yahoo eBay and AOL Mahaney writes Figuring out which companies really are going to be dominant franchises is an extremely hard thing to do But those who accomplished this were arguably able to generate some of the best portfolio returns in the stock market over the past generation Nothing But Net provides powerful advice for the next two decades lessons you can start applying today and use for years to come **Bloomberg Businessweek** ,2010-04

Britannica Book of the Year ,2013 Hastings Communications and Entertainment Law Journal (Comm/Ent) ,2016 Contextual Pricing: The Death of List Price and the New Market Reality Robert Docters,Michael Barzelay,John G. Hanson,Cecilia Nguyen,2011-10-19 A REVOLUTIONARY NEW PERSPECTIVE ON HOW PRICING REALLY WORKS Contextual Pricing delivers a knock out punch to complacent and low return pricing approaches This book is full of intriguing fresh insights which will expand your perspective on what is possible in maximizing revenue from your company's products and services Mark Greatrex Chief Marketing Officer Cox Communications and former SVP Global Still Beverages The Coca Cola Company To effectively price managers must understand market context the frame of reference for buyers Context is far more important than the usual measures of price variation I strongly recommend this readable and useful book to any business leader who suspects his or her company is falling short of achievable revenues Dave Calhoun Chairman and CEO Nielsen Company and former Vice Chairman General Electric Company About the Book A few leading companies have

jettisoned ideas about pricing that other companies believe are indispensable. The result has been superior performance against competitors who persist in a simplistic 1990s belief in value. Contextual Pricing describes how buyers are influenced by comparison points and contextual messages more than by actual price levels. Identical products can sell at radically different prices to the same target customer if context is strategically managed. This fact is how Procter & Gamble, GE, Coca-Cola, Company, Amazon, Google, Microsoft, and others make sure they get the best possible price. The use of context is changing the way companies price and sell in the new global economy. This readable and market tested book describes the contextual pricing perspective, how it is being used in B2B and B2C markets, and how you can make the shift to contextual pricing in your own business. Whether you're a CEO, P.L. manager, marketing director, sales manager, or entrepreneur, Contextual Pricing shows you how to understand how your customer will make buying decisions and the role of pricing in those decisions. Establish better, more intuitive prices using context. Develop contextual pricing strategies that defeat competitor pricing. How contextual pricing can be the antidote to destructive price wars. Harmonize your pricing with branding, product development, and channel strategies. Increase your profits with proven pricing tools such as scientific bundling, tiering, branding, upsell hooks, and more. Through its illuminating case by case studies, Contextual Pricing delivers a wide range of pricing techniques and customer insights that you won't find anywhere else. You'll learn how to avoid common pitfalls when raising or lowering prices and discover how you can compete in traditional or emerging digital marketplaces and beat the competition through superior tactics, not through lower margins. When you know the secrets of Contextual Pricing, you can name your price, drive your sales, increase your profits, and own your success.

Competing with Disruptive Business Models in Traditional Industries. Conceptualisation of a Strategic Framework

Nils Berkemeyer, 2016-05-06 Master's Thesis from the year 2015 in the subject Business economics / Business Management / Corporate Governance, grade 1.0, Cass Business School, language English, abstract: An increasing number of journalistic articles and academic literature deal with the struggle of established companies to fend off the attacks by industry newcomers such as Airbnb, Spotify, Netflix, Google, and many others. These companies enter traditional industries with innovative business models and compete in a manner which makes it challenging for incumbent firms to understand their novel competition and respond effectively. This study introduces a typology of three stages of industry disruption that classify the newcomer's developmental stage and describe the incumbent's competitive position in terms of competition intensity and remaining time to respond. It is demonstrated how incumbents may conduct their strategic reasoning along these stages to arrive at a strategic goal and evaluate possible counter measures.

The Times Index, 2013-07 Indexes the Times, Sunday Times, and magazine Times literary supplement, Times educational supplement, Time educational supplement, Scotland and the Times higher education supplement.

Predictable Prospecting: How to Radically Increase Your B2B Sales Pipeline

Marylou Tyler, Jeremy Donovan, 2016-08-19 The proven system for rapid B2B sales growth from the coauthor of Predictable

Revenue the breakout bestseller hailed as a sales bible Inc If your organization s success is driven by B2B sales you need to be an expert prospector to successfully target qualify and close business opportunities This game changing guide provides the immediately implementable strategies you need to build a solid sustainable pipeline whether you re a sales or marketing executive team leader or sales representative Based on the acclaimed business model that made Predictable Revenue a runaway bestseller this powerful approach to B2B prospecting will help you to Identify the prospects with the greatest potential Clearly articulate your company s competitive position Implement account based sales development using ideal account profiles Refine your lead targeting strategy with an ideal prospect profile Start a conversation with people you don t know Land meetings through targeted campaigns Craft personalized e mail and phone messaging to address each potential buyer s awareness needs and challenges Define manage and optimize sales development performance metrics Generate predictable revenue You ll learn how to target and track ideal prospects optimize contact acquisition continually improve performance and achieve your revenue goals quickly efficiently and predictably The book includes easy to use charts and e mail templates and features full online access to sample materials worksheets and blueprints to add to your prospecting tool kit Following this proven step by step framework you can turn any B2B organization into a high performance business development engine diversify marketing lead generation channels justify marketing ROI sell into disruptive markets and generate more revenue than ever That s the power of Predictable Prospecting

Michigan State Journal of International Law ,2013 *Adoption of Smart Home Speakers* Jakob Summer,2023-04-05 Master s Thesis from the year 2021 in the subject Business economics General grade 1 00 Management Center Innsbruck Management Center Innsbruck language English abstract Due to technological progress smart speakers have entered the market in recent years and have already been adopted by certain parts of the population Although several studies have tried to explain the crucial factors for smart speaker adoption there is still no common understanding and there are significant gaps in the literature analysing the adoption of smart speakers at their current technical level in specific countries Therefore this study aims to identify factors influencing the intention to use smart speakers in Germany By reviewing the literature on innovation acceptance with an emphasis upon adoption studies of voice controlled technologies the research model of this thesis was developed The hypothesized effects of the twelve constructs in the model were tested using an online survey with questionnaires as data collection instruments among 233 German non adopters The study found that certain constructs specifically enjoyment privacy concerns usefulness and social influence were significant predictors of intention to use System quality and smart speaker complementarity with apps and services additionally emerged as predictors of perceived usefulness Results suggest that companies should pay particular attention to these factors when marketing and further developing smart speakers The factors identified might further influence the acceptance of similar IT products

WIPO Magazine ,2015 **Introduction to Information Systems** R. Kelly Rainer,Brad Prince,2020-05-07 The goal of Introduction to Information Systems is to teach

undergraduate business students how to use information technology to master their current or future jobs Students develop a working understanding of information systems and information technology and learn how to apply concepts to successfully facilitate business processes This product demonstrates that IT is a key component of any business whether a student is majoring in Accounting Finance Marketing Human Resources or Production Operations Management

The Forever Transaction: How to Build a Subscription Model So Compelling, Your Customers Will Never Want to Leave Robbie Kellman Baxter,2020-03-31 Develop and cultivate the kind of robust long term customer relationships that power companies like Nike Spotify LinkedIn and Target More and more companies are concluding that the potential rewards of subscription based products and services are worth the risk of radically changing their business models They're correct The Membership Economy is here and it's here to stay and if you want to compete for the long run you need to join it Strategy consultant Robbie Kellman Baxter has been helping companies excel in this business environment for more than a decade Now in The Forever Transaction she reveals all her secrets Whatever industry you're in Baxter provides the inspiration tools and insight you need to build and execute a business model that will leave your competition in the dust You'll find out how industry leaders like Under Armour Microsoft and Netflix have created an ever expanding customer base of loyal subscribers and are keeping them coming back You'll learn how to lead your organization through every step of the process from initial start up to new product testing scaling for long term growth and sustainability to revamping your culture so everyone works together to optimize customer lifetime value You'll also master all the essentials of succeeding in the Membership Economy like subscription pricing Software as a Service digital community engagement and freemium incentives as a way to turn casual browsers into cash paying super users With The Forever Transaction you have everything you need to build durable long term relationships with every customer and leverage them for ultimate business success today tomorrow and forever

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