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**Matti Kurvinen, Ilkka Töyrylä, D. N.
Prabhakar Murthy**



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Warranty Chain Management Albert Liao, 2022-06-29 This book aims to provide a systemic viewpoint for enterprise to establish the warranty chain management system This book includes warranty management practice reverse logistics product reliability engineering data statistics and analysis industry 4 0 and artificial intelligence circular supply chain and sustainable design and other basic theories and case descriptions The author has many years experience in academic and industrial management and provides a management framework that especially takes into account 1 the implementation aspect promotion of warranty plan and statistical analysis of data 2 strategic aspect digital application and sustainable development with an overall system building point of view to describe the steps of warranty chain management step by step There are rich industry cases in this book which has highly reference value for students researchers and practitioners Also this book fits to be used as teaching and training material in engineering management which builds an overview of the product life cycle management from warranty service till the recovery stage

User Tested Janelle Estes, Andy MacMillan, 2022-02-15 An insightful discussion and practical guide on how to put customers back into the center of your business model With so many digital experiences touching our lives and businesses it s understandable to feel like you re drowning in data There s a dashboard or chart for just about everything but data alone can t help you understand and empathize with your customers No amount of it will take you inside their heads help you see the world through their eyes or let you experience what it s really like to be your customer Only human insight from real people can do that User Tested gives both individual contributors and executives an approachable pragmatic playbook for stepping beyond standard business metrics and infusing real human insight into every business decision design and experience In this book you ll Learn how businesses became obsessed with data but disconnected from their customers and why that s not sustainable Get the basics about how to capture human insight through user testing including how to find the right people ask the right questions and make sense of and act on all the insights you uncover Dive into a detailed playbook that shares real world examples of how you can collect and scale human insight across the teams in your organization from marketing to product and beyond Learn how to evangelize the power of human insight throughout your organization so every department can create a culture of customer empathy and share a firsthand understanding of customer needs Find out how companies like Microsoft AAA Club Alliance HelloFresh and Notre Dame s IDEA Center solidly connect with and elicit meaningful feedback from customers in friendlier faster and more direct ways Perfect for any industry User Tested How the World s Top Companies Use Human Insight to Create Great Experiences was co authored by the chief insights officer and the CEO of UserTesting a SaaS company fundamentally changing the way both B2B and consumer brands find out what real people think and feel The book reflects the authors commitment to helping you position the customer squarely in the center of your business model by weaving their true voices throughout your company s decision making

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

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Businessperson's Guide to Federal Warranty Law ,1987 *Writing Readable Warranties* ,1983 A practical guide provides workable suggestions for writing a simple and easily understandable warranty Specific instruction is given for writing the warranty once it is decided what warranty coverage should be offered Examples of good and poor warranties are given throughout the text The general outlines of warranty law are covered but specific federal or state regulations are not 5 specific areas are addressed how to organize a written a written warrantly full vs limited warranties clear and simple warranty writing specific guidelines for making the warranty visually clear and attractive and how to test the warranty to be sure consumers understand it A checklist for reviewing the prepared warranty is included **Warranty Fraud**

Management Matti Kurvinen,Ilkka Töyrylä,D. N. Prabhakar Murthy,2016-05-26 Cut warranty costs by reducing fraud with transparent processes and balanced control Warranty Fraud Management provides a clear practical framework for reducing fraudulent warranty claims and other excess costs in warranty and service operations Packed with actionable guidelines and detailed information this book lays out a system of efficient warranty management that can reduce costs without upsetting the customer relationship You ll dig into the whole spectrum of warranty fraud from simple sloppy procedures to systematic organized crime and get to know the fraudulent parties the victims as well as the objectives and methods of the fraudulent activities in different scenarios You ll learn how to implement controls to detect and reduce fraudulent claims and decrease the overall warranty costs The impact of fraudulent claims is plainly spelled out alongside detailed descriptions of typical symptoms and process gaps present in diverse companies A comprehensive multi modal framework for robust warranty management is presented as a template for revamping your own company s strategy Fraudulent warranty claims occupy an

estimated 3 15 percent of the average company s warranty costs which generally average between 1 4 percent of sales Many companies are unaware of the issue or struggle to take action against the claims for fear of upsetting business partners or because they lack tangible evidence This book details a robust warranty control framework that institutes transparency and control over the whole warranty chain supporting the process far beyond just fraud reduction Understand the different actors customers sales channels service agents warranty providers etc and different forms of warranty fraud Uncover issues in your company s warranty processes Learn methods to detect and prevent fraudulent activities Implement a robust system of warranty cost control Warranty fraud is a major cost control issue for most companies but the sensitive nature of the topic leaves most reluctant to share their experiences and divulge their strategies Warranty Fraud Management brings warranty fraud out into the open and provides a clear actionable framework for cost savings through fraud reduction *Warranties and Refunds* ,1996 **Modeling of Warranty Cost for a Lifetime Warranty Policy** Pezhman Ahmadi Khoshbakht,2013
 Commercial and Consumer Warranties - Drafting, Performing & Litigating Julian B. McDonnell,Elizabeth J. Coleman,

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