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**Thomas T. Nagle, Georg Müller, Evert
Gruyaert**



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The Strategy and Tactics of Pricing Thomas T. Nagle, Georg Müller, Evert Gruyaert, 2023-07-31 The Strategy and Tactics of Pricing is the most well established and influential strategic pricing text available relied on by practitioners and students globally as a core guide for value based pricing The book explains how to balance the ability to create and extract value through from markets by managing pricing decisions in a more strategic and profitable manner Rather than calculating prices to cover costs or to achieve sales goals readers will learn to frame more strategic choices that proactively influence customer perceptions of value manage internal costs and profitably shift demand curves This edition features new discussions on harnessing concepts from behavioral economics as well as a refined value cascade to help organize the topics covered in this book Readers will also benefit from Major revisions to more than a third of the chapters including an expanded discussion of the role of artificial intelligence and machine learning analytics tools to assist in the evaluation of new pricing opportunities Discussion of many of the new pricing and revenue recognition models such as consumption based pricing outcomes based pricing and others An expanded discussion on Special Topics in Pricing that cover many of the transformative pricing moves successful companies have made in the past few years in response to major disruptive forces such as the pandemic as well as re emergent inflation In chapter textboxes and call out to highlight different pricing concepts in action using actual examples of companies addressing market challenges Chapter summaries and visual aids to help the reader better understand the ideas and concepts presented throughout this book This comprehensive managerially focused text is a must read for students and professionals with an interest in strategic price management and achieving commercial excellence for their organizations Additional online resources include PowerPoint slides and an instructor s manual including exercises mini cases and examination questions *Managerial Economics, International Adaptation* William F. Samuelson, Stephen G. Marks, Jay L. Zagorsky, 2022-04-26 Managerial Economics introduces undergraduates MBAs and executives to the complex decision problems today s managers face providing the knowledge and analytical skills required to make informed decisions and prosper in the modern business environment Going beyond the traditional academic approach to teaching economic analysis this comprehensive textbook describes how practicing managers use various economic methods in the real world Each chapter opens with a central managerial problem challenging readers to consider and evaluate possible choices and concludes by reviewing and analyzing the decision through the lens of the concepts introduced in the chapter Extensively updated throughout this International Adaptation makes use of new central managerial problems and case studies from across the world to discuss the foundational principles of managerial economics illustrate key concepts and strengthen students critical thinking skills Favoring practical skills development over complicated theoretical discussion the book includes mini problems and spreadsheet problems that reinforce students quantitative understanding without overwhelming them with an excessive amount of mathematics Marketing Robert W. Palmatier, Andrew

Crecelius,2025-02-20 An introduction to marketing theory and practice based around Palmatier s acclaimed first principles this textbook provides a global perspective and an abundance of engaging case studies Palmatier s four principles all customers differ all customers change all competitors react all resources are limited provide a framework for understanding the diverse and idiosyncratic world of modern marketing Whether offline or digital B2C or B2B products or services domestic or international the same principles apply This textbook dives headfirst into marketing controversies Unique learning features Marketing Fail and Shades of Grey capture the messy reality of the business world and encourage students to reflect critically on both sides of a debate A focus on application means that a large share of the text is devoted to case studies featuring contemporary organisations such as Beyond Meat Zoom IKEA and the World Health Organization The perfect textbook for introductory modules on the essentials of marketing Marketing Based on First Principles provides a unique and dynamic approach allowing students to develop effective and flexible methods to deal with diverse and complex problems of marketing today

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