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Yicheng Fang



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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 Bleness 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

Visionary Pricing Gerald E. Smith, 2012-11-29 Presents the thinking from preeminent pricing thought leaders from North America Europe and Asia who originally came together many years ago to encourage the development of pricing In this book they assess the present and future destiny of pricing pricing innovation and pricing paradigms that are influencing the evolution of pricing

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PC World , 2009-07

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The Times Index, 2013-06. Indexes the Times Sunday times and magazine, Times literary supplement, Times educational supplement, Scotland and the Times higher education supplement.

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[The Wall Street Journal](#), 2009.

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the Academy of Financial Management Aswath Damodaran's legacy extends far beyond his academic achievements His dedication to teaching research and public outreach has inspired countless individuals to pursue careers in finance and has significantly advanced the field of corporate valuation *St. Louis Daily Market Reporter and Merchants Exchange Price Current* ,1927

Macroeconomic Principles Stephen Rubb,Scott Sumner,2018-10-18 Created specifically for the economics course as taught in business schools Economic Principles A Business Perspective covers the fundamentals of economics in the context of today's globalized business world with strong examples integrated technology and practical pedagogy Integrated business and policy briefs in depth case studies chapter ending business applications thoroughly explained graphs and a battery of simple but useful learning tools support the intersection of theory and practice It's accompanied by a robust media component SaplingPlus which combines Sapling's acclaimed online homework with a complete e book and all interactive features for the text Microeconomic Principles Stephen Rubb,Scott Sumner,2018-10-02 Created specifically for the economics course as taught in business schools Economic Principles A Business Perspective covers the fundamentals of economics in the context of today's globalized business world with strong examples integrated technology and practical pedagogy Integrated business and policy briefs in depth case studies chapter ending business applications thoroughly explained graphs and a battery of simple but useful learning tools support the intersection of theory and practice It's accompanied by a robust media component SaplingPlus which combines Sapling's acclaimed online homework with a complete e book and all interactive features for the text **Standard & Poor's 500 Guide, 2011 Edition** Standard & Poor's,2010-12-17 The latest critical data for making superior investing decisions from the world's most respected financial index The Standard Poor's 500 Index is the most watched index in America if not the world Whether you're an individual investor purchasing stocks an executive researching corporate competitors or a job seeker looking for concise and up to the minute overviews of potential employers you'll find the critical often hard to find information you need in Standard Poor's 500 Guide 2011 Edition Easy to use and packed with market intelligence on all 500 companies listed in the S P 500 Index this authoritative reference includes Information on the bluest of blue chip stocks from Abbott Labs and GE to Microsoft and Yahoo Summaries of each company's business activity sales history and recent developments Earnings and dividends data with four year price charts Exclusive Standard Poor's Quality Rankings from A to D New introduction by David M Blitzler Ph D Managing Director and Chairman of the Index Committee Standard Poor's In addition you get unique at a glance details about Stocks with A Quality Rankings Companies with five consecutive years of earnings increases a key indicator of strong long term performance Per share data income statement analyses and balance sheet overviews of each company covered Put the comprehensive updated data and analysis expertise of the world's premier securities information firm at your fingertips with Standard Poor's 500 Guide 2011 Edition Business Week ,2009

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