

Power Pricing How Managing Price Transforms The Bottom Line

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in one compact volume here are the innovative tactics business leaders need to attain maximum financial performance for their companies whether they're selling beer or land this book is one book managers can't afford to ignore

the most neglected element of the marketing mix can have an unrivaled impact on the bottom line smarter pricing helps managers make more intelligent pricing decisions implement pricing strategies and structures more effectively in the market and capture more value for their business at no time has effective pricing been more significant buyers are getting stronger markets more transparent and manufacturers in new powerhouses such as china are becoming more and more competitive recent mckinsey survey of 2500 companies calculated that a 1% increase in price improves operating profit by

11 1 smarter pricing is a good hands on book on pricing for practising managers providing a developed mix of techniques through international examples from a range of sectors that bring pricing theory into a real world context smarter pricing joins the developing suite of fth books offering executives focused and practical advice on decisive business challenges smarter pricing is a fast and focused companion to practical price management for executives and marketers in every sector

in the ever evolving world of business pricing strategies have always played a critical role in determining the success of products and services however with the rapid advancements in technology particularly artificial intelligence ai pricing models are undergoing a fundamental shift the emergence of ai powered pricing systems offers businesses a powerful tool to optimize their pricing strategies adapt to market dynamics in real time and maximize profitability this book authored by sivaprasad nadukuru and aditya dayal tyagi explores the transformative potential of ai in pricing and its ability to reshape traditional business models by combining advanced machine learning algorithms predictive analytics and dynamic pricing techniques ai is enabling businesses to make smarter data driven decisions ai powered pricing systems can now analyze vast amounts of market data customer behavior and competitor pricing in real time to deliver personalized and optimal pricing solutions that improve revenue customer satisfaction and market competitiveness the authors bring a deep understanding of both ai technology and its practical application in business offering an insightful perspective on how organizations can implement intelligent pricing models to stay ahead of the curve through a comprehensive exploration of case studies and theoretical frameworks this book provides a roadmap for businesses seeking to leverage ai to transform their pricing strategies it covers the essential aspects of ai powered pricing including the use of data analytics price elasticity models and pricing automation to deliver pricing strategies that are not only effective but also adaptive to the changing needs of the market the work presented in this book aims to guide both industry professionals and academics in navigating the complexities of ai powered pricing and its implementation it serves as a valuable resource for anyone involved in pricing marketing and business strategy and is an essential read for those looking to harness the power of ai to drive their business forward sivaprasad nadukuru and aditya dayal tyagi have crafted a thorough and insightful exploration of how ai is revolutionizing pricing in the business world their expertise and research illuminate the profound impact of ai powered pricing models offering readers the tools and knowledge necessary to adopt intelligent pricing strategies in an increasingly competitive and data driven global market authors

pricing has a substantial and immediate impact on profitability most companies however still use costs or competition as a main basis for setting prices product or business model innovation has a high priority for many companies whereas innovation in pricing has received scant attention this book examines how innovation in pricing can drive profits the text examines innovation in pricing from four complementary perspectives innovation in pricing strategy illustrates how companies implement innovative pricing strategies such as customer value based pricing innovation in pricing tactics deals with innovative tools to measure and increase customer willingness to pay and to communicate value to b2b and b2c customers innovation in organizing the pricing function looks at state of the art approaches to embed the pricing function in the organization psychological aspects of pricing illustrates how companies can influence customer perceptions of value and price in their quest to implement innovation in pricing this edited volume brings together 26 articles from academics

business practitioners and consultants authors are from the world's largest companies leading research based universities and consulting companies specialized in pricing this book is the only book dedicated to innovation in pricing and an essential read for business executives and pricing managers wishing to treat innovation in pricing as seriously as they treat product or business model innovation

the international encyclopedia of hospitality management is the definitive reference work for any individual studying or working in the hospitality industry there are 185 hospitality management degrees in the uk alone this new edition updates and significantly revises twenty five per cent of the entries and has an additional twenty new entries new online material makes it the most up to date and accessible hospitality management encyclopedia on the market it covers all of the relevant issues in the field of hospitality management from a sectoral level lodging restaurants food service time share clubs and events as well as a functional one accounting and finance marketing strategic management human resources information technology and facilities management its unique user friendly structure enables readers to find exactly the information they require at a glance whether they require broad detail that takes a more cross sectional view across each subject field or more focused information that looks closely at specific topics and issues within the hospitality industry today

ebook business to business marketing

this book is devoted to establishing a completely new concept within economics referred to as trading economics which is a reconstructed economic system in theory that seeks perfect harmony between micro and macro elements in a structured way hence making the economic theory a rigorous system supported by internal logical continuity representing a revolution of the existing theoretical framework trading economics has changed the logic of mainstream economics specifically it deduces the macro whole from the micro individuals and it introduces a systematic and comprehensive analysis approach it stresses that within an interconnected world the interaction between trading agents is the fundamental driving force behind the operation development and evolution of the economic system

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