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RENERUE

HARD-CORE TACTICS FOR PROFIT-MAXING

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AND MARKET DOMINATION



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Revenue Management Hard Core Tactics

Hiroshi Obata, Fumiko Hiki

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ground breaking approach to revitalizing businesses focusing on the revenue side of the ledger instead of the cost side. The antithesis of slash and burn methods that left companies with empty profits and dissatisfied stockholders Revenue Management overturns conventional thinking on marketing strategies and offers the key to initiating and sustaining growth Using case studies from a variety of industries small businesses and nonprofit organizations Cross describes no tech low tech and high tech methods that managers can use to increase revenue without increasing products or promotions predict consumer behavior tap into new markets and deliver products and services to customers effectively and efficiently His proven tactics will help any business dramatically improve its bottom line by meeting the challenge of matching supply with Hotel Revenue Management: From Theory to Practice Stanislav Ivanov, 2014-03-15 This research monograph aims at developing an integrative framework of hotel revenue management It elaborates the fundamental theoretical concepts in the field of hotel revenue management like the revenue management system process metrics analysis forecasting segmentation and profiling and ethical issues Special attention is paid on the pricing and non pricing revenue management tools used by hoteliers to maximise their revenues and gross operating profit The monograph investigates the revenue management practices of accommodation establishments in Bulgaria and provides recommendations for their improvement The book is suitable for undergraduate and graduate students in tourism hospitality hotel management services studies programmes and researchers interested in revenue yield management The book may also be used by hotel general managers marketing managers revenue managers and other practitioners looking for ways to improve their knowledge in the field

Revenue Management Ronald J. Huefner, 2011 This book describes the emerging fi eld of revenue management and its applications across a broad spectrum of business activity It recounts the history and development of revenue management and addresses the analytical tools needed to integrate revenue management into management generally and financial and accounting practice in particular The book discusses and assesses various pricing practices and other revenue management techniques It gives particular attention to the role of capacity analysis and the connection of revenue management to the theory of constraints While revenue management originated in the service industries it is now practiced across a broad spectrum of business and not for profit organizations This book will be a useful guide to managers at all levels who wish to give greater consideration to the importance of revenue management in their organizations Revenue Management and Survival Analysis in the Automobile Industry André Jerenz, 2008-08-01 Andr Jerenz develops a price based revenue management framework to support retailers in establishing better and more profitable pricing strategies including assigning an initial asking price and the adjustment of price over time Hospitality Revenue Management Peter Szende, 2020-11-23 This new textbook Hospitality Revenue Management Concepts and Practices provides a comprehensive in depth introduction to the basic concepts and best practices of hospitality revenue management With a real world hands on approach the book places students in the role of a revenue manager striving to succeed in an ever changing hospitality business environment

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