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# **REVENUE Management**

**HARD-CORE TACTICS FOR MARKET DOMINATION**

**ROBERT G. CROSS**

*"The guru of Revenue Management"*  
— *\* The Wall Street Journal*

# Revenue Management Hard Core Tactics

**Robert G. Cross**



## **Revenue Management Hard Core Tactics:**

*Revenue Management* Robert G. Cross, 1997-12-29 From the man the Wall Street Journal hailed as the guru of Revenue Management comes revolutionary ways to recover from the after effects of downsizing and refocus your business on growth Whatever happened to growth In *Revenue Management* Robert G Cross answers this question with his 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 demand

**Revenue Management** Robert G. Cross, 1997 The RM driven company has one overriding goal to sell the right product to the right customer at the right time for the right price Cross clearly explains the concepts at the heart of *Revenue Management* exploding a number of existing myths about contemporary business strategy

**Practical Guide to Business Forecasting** Chaman L. Jain & Jack Malehorn, 2005

**Revenue Management** I. Yeoman, U. McMahon-Beattie, 2010-12-08 Pricing is about deciding your market position whereas revenue management is the strategic and tactical decisions firms take in order to optimize revenues and profits This book offers insights into research theories applications and innovations and how to make these work in different industries

Revenue Management Theory And Practice: Theoretical And Empirical Research Hiroshi Obata, Fumiko Hiki, 2025-07-02 This book provides a broad overview of revenue management and examines this topic from different perspectives It is divided into three major parts The first part deals with issues related to business model changes the second part deals with customer market and marketing issues and the third part examines revenue management and related issues from various other perspectives The book is dedicated to the theory and practice of revenue management Although cost management tends to focus on expenditure it is important to pay attention to revenue as well If a company is unable to generate sufficient revenues it will not be able to generate a profit no matter how hard it tries to reduce the costs thereby threatening its long term existence For this reason revenue management along with cost management is essential In addition to costs research on cost drivers has made progress in recent years However systematic research on revenue is still incomplete There is thus a need for theoretical and empirical research on various issues related to revenue management and to systematize them

**Revenue Management** Robert G. Cross, 2011-04-27 From the man the Wall Street Journal hailed as the guru of *Revenue Management* comes revolutionary ways to recover from the after effects of downsizing and refocus your business on growth Whatever happened to growth In *Revenue Management* Robert G Cross answers this question with his

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 demand *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 field 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

The book takes a unique multi author collaborative approach with chapters from outstanding industry leaders who share their experience and provide the information necessary to arm students with the most up to date tools and methods they to be effective in the hospitality revenue management field The chapters cover the important topics in hospitality revenue management including hotel pricing hotel segmentation distribution channels competitive analysis hotel forecasting performance analysis market data supply and demand management and more

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