



Pricing Concepts And Methods For Effective Marketing

Gábor REKETTYE, Jonathan Liu

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Pricing Mandell Morton Bober,1962 Pricing Gábor REKETTYE, Jonathan Liu, 2018-05-23 Pricing The New Frontier by G bor 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 Marketing ,1998 Marketing Managerial Foundations provides students with a sound understanding of marketing theory and practice and does so in an Australian and New Zealand context It is an introductory text that goes beyond the prescriptive approach It seeks to meet the needs of a discipline that is now accepted as a fundamental aspect of business and one which needs and deserves an academic base of context concept and application No theoretical stone is left unturned as good practice is supported by essential theoretical frameworks Students will find more discussion of the various arguments that provide views on the foundations and application of marketing Concepts such as relationship marketing are traced and explored The book

provides a strong foundation for the study of marketing and is essential reading for the newcomer to marketing as well as being a valuable reference for the marketing professional Organizational Culture and Behavior: Concepts, Methodologies, Tools, and Applications Management Association, Information Resources, 2017-02-10 The questionable practices and policies of many businesses are coming under scrutiny by consumers and the media As such it important to research new methods and systems for creating optimal business cultures Organizational Culture and Behavior Concepts Methodologies Tools and Applications is a comprehensive resource on the latest advances and developments for creating a system of shared values and beliefs in business environments Featuring extensive coverage across a range of relevant perspectives and topics such as organizational climate collaboration orientation and aggressiveness orientation this book is ideally designed for business owners managers entrepreneurs professionals researchers and students actively involved in the **Graduate Announcement** University of Michigan--Dearborn, 2000 modern business realm Sustainable Marketing, Branding, and Reputation Management: Strategies for a Greener Future Masengu, Reason, Bigirimana, Stanilas, Chiwaridzo, Option Takunda, Bensson, Ruzive, Blossom, Christina, 2023-09-18 In the wake of increasing consumer and stakeholder concerns regarding environmental and social issues and the vulnerabilities exposed by the COVID 19 pandemic sustainable marketing has emerged as a critical aspect of modern business strategies Sustainable Marketing Branding and Reputation Management Strategies for a Greener Future provides a comprehensive and timely exploration of the key concepts trends and challenges in sustainable marketing within today s dynamic business environment. This book delivers an extensive overview of sustainable marketing covering a diverse range of topics It delves into the role of sustainable marketing in addressing environmental and social concerns examines its impact on consumer behavior and brand loyalty and showcases best practices for integrating sustainability into marketing strategies and tactics Additionally it explores the challenges and opportunities associated with implementing sustainable marketing across various industries investigates the influence of digital technologies on sustainable marketing and explores the future of sustainable marketing in the post COVID 19 era Targeting marketing professionals business leaders marketing students and educators and individuals interested in advancing sustainable business practices this book serves as an invaluable resource It offers insights into the role of marketing in creating a more environmentally friendly future and equips readers with the latest strategies and best Consumer Experience and Decision-Making in the practices for promoting sustainability through marketing Metaverse Tarnanidis, Theodore, 2024-06-24 Traditional marketing approaches must be more effective in a digital world where consumers seek more immersive and personalized experiences Businesses need to help to engage with their target audience and to understand their evolving needs and preferences This disconnect hinders their ability to create impactful marketing strategies that resonate with consumers and drive meaningful interactions Consumer Experience and Decision Making in the Metaverse offers a solution by exploring how the metaverse transforms consumer behavior and marketing

practices The book provides insights into immersive consumer experiences virtual brand presence data driven personalization and more through a collection of research It equips readers with the knowledge and strategies to adapt to this new digital landscape and engage with consumers in innovative ways

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Table of Contents Pricing Concepts And Methods For Effective Marketing

- 1. Understanding the eBook Pricing Concepts And Methods For Effective Marketing
 - The Rise of Digital Reading Pricing Concepts And Methods For Effective Marketing
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Pricing Concepts And Methods For Effective Marketing
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Pricing Concepts And Methods For Effective Marketing
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Pricing Concepts And Methods For Effective Marketing
 - Personalized Recommendations
 - Pricing Concepts And Methods For Effective Marketing User Reviews and Ratings
 - Pricing Concepts And Methods For Effective Marketing and Bestseller Lists
- 5. Accessing Pricing Concepts And Methods For Effective Marketing Free and Paid eBooks
 - Pricing Concepts And Methods For Effective Marketing Public Domain eBooks
 - Pricing Concepts And Methods For Effective Marketing eBook Subscription Services
 - Pricing Concepts And Methods For Effective Marketing Budget-Friendly Options

- 6. Navigating Pricing Concepts And Methods For Effective Marketing eBook Formats
 - o ePub, PDF, MOBI, and More
 - Pricing Concepts And Methods For Effective Marketing Compatibility with Devices
 - Pricing Concepts And Methods For Effective Marketing Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - o Adjustable Fonts and Text Sizes of Pricing Concepts And Methods For Effective Marketing
 - Highlighting and Note-Taking Pricing Concepts And Methods For Effective Marketing
 - Interactive Elements Pricing Concepts And Methods For Effective Marketing
- 8. Staying Engaged with Pricing Concepts And Methods For Effective Marketing
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Pricing Concepts And Methods For Effective Marketing
- 9. Balancing eBooks and Physical Books Pricing Concepts And Methods For Effective Marketing
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Pricing Concepts And Methods For Effective Marketing
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Pricing Concepts And Methods For Effective Marketing
 - Setting Reading Goals Pricing Concepts And Methods For Effective Marketing
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Pricing Concepts And Methods For Effective Marketing
 - Fact-Checking eBook Content of Pricing Concepts And Methods For Effective Marketing
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements

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