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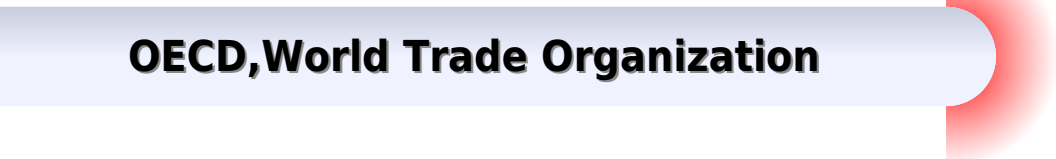
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Cómo Fijar El Precio De Su Producto O Servicio A La Perfección Knowledge Treasure Collection, Si est tratando de vender algo en Internet fijar el precio de sus servicios productos ser a la decisi n m s importante que tomar Dado que Internet ofrece miles de alternativas a los clientes debe estar a la par con la competencia Los precios que bastante determinar n cu nto tiempo puede permanecer en el mercado Necesita adquirir una idea clara sobre los precios Hasta qu punto puedes empujarlo Con qu frecuencia necesita revisar los precios Mucho depender a de c mo maneje esta etapa del negocio Para empezar debe identificar un grupo de consumidores y luego estimar cu nto estar an dispuestos a pagar por sus servicios o productos Pero adem s de eso tambi n debe asegurarse de obtener alg n beneficio para usted Y muy a menudo estas dos demandas pueden entrar en conflicto entre s Diferentes personas usan diferentes t cnicas para establecer los precios de sus productos Algunos de ellos tienen una base cient fica y otros no , La ayuda para el comercio en síntesis 2015 Reducir los costos del comercio con miras a un crecimiento inclusivo y sostenible OECD,World Trade Organization,2017-01-01 La Iniciativa de Ayuda para el Comercio ha permitido que numerosas organizaciones y organismos participen de forma activa en la prestaci n de ayuda a los pa ses en desarrollo y en particular a los pa ses menos adelantados con el fin de construir la infraestructura y la capacidad de oferta que nece *El arte de reducir gastos en la empresa* Hernando Guzmán Collazos,Richard Jiménez Bernal,2011-01-01 Optimizar los gastos no es una ciencia es un arte Es un arte que se aprende con la experiencia y aplicando metodolog as probadas Pero es un arte que requiere un mantenimiento permanente porque siempre aparecer n nuevas oportunidades de mejora en este campo Las empresas siempre cambian y los gastos que hoy son indispensables y necesarios pueden no serlo en el futuro y sobre todo siempre seguir n apareciendo nuevas mejores y m s eficientes formas de hacer las cosas Toda empresa debe controlar y optimizar sus gastos no importa si es muy rentable o no Y mucho m s si no lo es o est dejando de serlo Los gastos son las llaves abiertas por donde se drenan los recursos de toda empresa La b squeda de formas de optimizaci n de ahorro de reducci n debe ser preocupaci n permanente de todo empresario y gerente **Dirección de Marketing** Philip Kotler,Kevin Lane Keller,2006 El precio: clave de la rentabilidad Nicolás Restrepo Abad,2024-06-03 Existe un corto cuestionario que se utiliza para determinar si una empresa necesita ayuda con su estrategia de precios Lo curioso es que todas las empresas que lo han diligenciado siempre responden afirmativamente al menos una de las preguntas Su empresa se encuentra en medio de una guerra de precios Siente que sus clientes s lo compran si sus productos o servicios est n en promoci n Para fijar sus precios se basa s lo en sus costos y los precios de la competencia Se siente v ctima de clientes dif ciles que siempre quieren negociar mejores precios y descuentos Siente que est dejando de capturar todo el valor que ofrecen sus productos o servicios Este libro presenta de una forma pr ctica y clara los conceptos que deben tenerse en cuenta para dise ar e implementar una completa estrategia de precios enfocada en rentabilidad Cada uno de los temas se explica por medio de ejemplos reales de empresas que participan en

mercados masivos e industriales de Am rica Latina Nicol s Restrepo ha logrado con este libro mostrar el precio desde un punto de vista estrat gico y de mercadeo muy diferente al enfoque de costos tradicional Empresarios ejecutivos y estudiantes de mercadeo encontrar n en estas p ginas la clave para manejar el precio como una variable activa de la estrategia del negocio y no como una t ctica improvisada de un plan comercial Nicol s Restrepo Abad es Ingeniero Mec nico de la Universidad EAFIT de Colombia y MBA del Instituto de Empresa de Espa a Actualmente es presidente y socio fundador de prexus pricing solutions empresa dedicada a prestar servicios de consultor a en Estrategia de Precios a grandes empresas de Am rica Latina A lo largo de su experiencia profesional ha sido tambi n gerente de proyectos en Procter Gamble en Colombia y M xico y director de mercadeo masivo de Orbitel S A en Colombia Ha sido tambi n docente de estrategia de precios en los posgrados de varias escuelas de negocios en Colombia y conferencista invitado en seminarios sobre el tema en las principales ciudades de Am rica Latina Adem s de ser el autor de El Precio clave de la rentabilidad Nicol s ha publicado varios art culos sobre el tema en revistas y portales especializados de Am rica Latina *Direccion de Marketing Philip Kotler,2003*

Tipologías de regiones en la Unión Europea y otros estudios (eBook) José Luis Luzón Benedicto,2014-03-03 Esta obra recoge una miscel nea de art culos de autores espa oles y brasile os sobre desarrollo regional que demuestran que en este aspecto las experiencias de ambos pa ses son cada vez m s semejantes Aunque el sistema socioecon mico imperante se basa en postulados neoliberales con una disminuci n del papel de los estados en las tendencias del desarrollo todav a perviven pol ticas regionales subsidiadas con fondos p blicos que se resisten a desaparecer Esta aseveraci n es v lida tanto para Espa a como para Brasil y puede aplicarse en general a toda Europa y Am rica Latina Medam rica desde su fundaci n hace ya veinte a os ha tenido como objetivo tender puentes acad micos entre Barcelona y Am rica Latina mediante la publicaci n de libros la organizaci n de seminarios internacionales la creaci n de convenios entre la Universidad de Barcelona y diversas instituciones de Brasil y M xico y la realizaci n de m s de treinta tesis de doctorado Management Information Systems Kenneth C. Laudon,Jane Price Laudon,2004 Management Information Systems provides comprehensive and integrative coverage of essential new technologies information system applications and their impact on business models and managerial decision making in an exciting and interactive manner The twelfth edition focuses on the major changes that have been made in information technology over the past two years and includes new opening closing and Interactive Session cases

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