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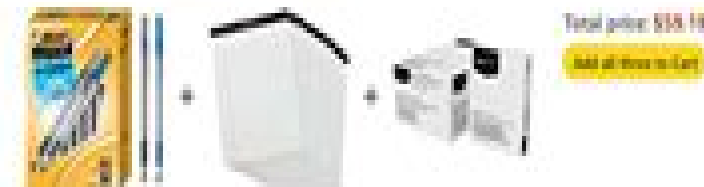
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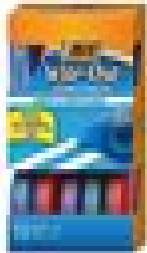
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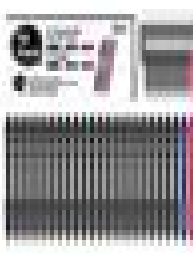
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corporate perspective Pricing and Revenue Optimization Robert Phillips, 2005-08-05 This is the first comprehensive introduction to the concepts theories and applications of pricing and revenue optimization From the initial success of yield management in the commercial airline industry down to more recent successes of markdown management and dynamic pricing the application of mathematical analysis to optimize pricing has become increasingly important across many different industries But since pricing and revenue optimization has involved the use of sophisticated mathematical techniques the topic has remained largely inaccessible to students and the typical manager With methods proven in the MBA courses taught by the author at Columbia and Stanford Business Schools this book presents the basic concepts of pricing and revenue optimization in a form accessible to MBA students MS students and advanced undergraduates In addition managers will find the practical approach to the issue of pricing and revenue optimization invaluable Solutions to the end of chapter exercises are available to instructors who are using this book in their courses For access to the solutions manual please contact marketing www sup org **Customer Value-centered Management** Andreas Krämer, Thomas Burgartz, Christina Muzzu, 2025-08-17 This book explores Customer Value centered Management as a modern corporate approach emphasizing its dual nature data driven yet comprehensive Facing heightened time pressure and uncertainty management grapples with decision making challenges amidst VUCA conditions While complexity rises tools like big data and AI offer decision making solutions Customer centricity epitomized by Amazon s success emerges as pivotal with customer value serving as the linchpin in relationship marketing Authors advocate an integrated value to value segmentation approach reconciling customer and company perspectives They caution against simplistic interpretations of value based pricing stressing the need for holistic consideration of customer benefit pricing and costs The Value of Knowledge Timothy Powell, 2020-07-06 Knowledge is an economic asset of great importance and value to the modern organization however it is too often not managed carefully as such This book presents practical frameworks and methods for the knowledge professional and his her organization to identify actualize and maximize the economic value of knowledge Industrial Organization in Context Stephen Martin, 2010-04-22 Industrial Organization in Context examines the economics of markets industries and their participants and public policy towards these entities It takes an international approach and incorporates discussion of experimental tests of economic models *Algorithms, Collusion and Competition Law* Steven Van Uytsel, Salil K. Mehra, Yoshiteru Uemura, 2023-01-20 What is algorithmic collusion This evaluative book provides an insight into tackling this important question for competition law with contrasting critical perspectives including theoretical empirical and doctrinal the latter frequently from a comparative perspective Bringing together scholarly discussion on algorithmic collusion the book questions whether competition law is adeptly equipped to deal with its various facets *Phantom Ex Machina* Anshuman Khare, Brian Stewart, Rod Schatz, 2016-10-19 This book explores the factors that make digital disruption possible and the effects this has on existing business models It takes a look at the industries that are most susceptible to disruption and highlights what

executives can do to take advantage of disruption to re invent their business model It also examines the pivotal role that technology plays in creating new dynamics to business operations and forcing business model changes Adoption of digital technology has caused process disruptions in a number of industries and led to new business models e g ber AirBnb and new products In addition to covering some of the more popular and well known examples this book targets not so obvious disruptions in the education sector and in services and changing business models Phantom Ex Machina Digital Disruption s Role in Business Model Transformation is divided into six parts The book begins with an introduction to digital disruption and why it matters The next part of the book focuses on business strategy which includes case studies on the impact of social media and how digital disruption changes pricing strategies and price models For part three the authors observe technology s role in digital disruptions Chapters cover how 3D printing is challenging existing business models and how the automotive industry is innovating with new perspectives Part four covers higher education recognizing digital disruption s transformation in graduate management education Part five centers upon the service industry with a look at virtual teams and the emergence of virtual think tanks Finally the book concludes with a look to the future embracing disruptions

Trust Management in the Chinese E-Commerce Market Yong Pan, 2024-06-06 Based on the classic adverse selection model this book sets up the cyber lemons market model and analyzes the basic rule of asymmetric information This book focuses on the topics as following Is there lemons in e commerce market What rule do the cyber lemons characterize How to build the cyber lemon market model What is the particularity of adverse selection in cyber markets What is more how to eliminate or avoid the cyber lemons in Chinse e commerce market This book aims to provide the accumulation for e commerce research and support decision making for management in Chinese e commerce markets and suggests trust management solutions to eliminate or decrease the cyber lemons Through this book it helps readers understand the ideas and effective methods of trust management in the Chinse e commerce market while deepening the reverse selection model and theory

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Secrets of a 16 year Full Time Seller and Pioneering Power Seller Have you sold some items but are looking for more to sell Are you looking to expand your eBay business but don t know where to start This is NOT a garbage book written by someone with little or no eBay experience describing what eBay is and what an eBay business is I have made a full time living selling on eBay since 1998 I started selling on eBay in my college dorm room Within 2 years I had made enough money to cover 2 years of Ivy League college tuition I was one of the pioneering Powersellers In the nearly two decades of selling on eBay I have been through and survived many economic booms and busts I am now moving further into the countryside and semi retiring from eBay selling In this book I will reveal all my closely guarded secrets to selling on eBay including my best retail sources how to maximize profits using retail arbitrage how to find deals from both online and brick and mortar stores how to reduce risk and shipping costs This book is NOT for eBay novices This book assumes the reader has some knowledge of selling on eBay The ideas in this book apply to all sellers The details apply to US based sellers This book is NOT a get rich quick scheme Selling on eBay is easy But it can also be hard If everyone could get rich selling on eBay everyone would be doing it I will not build castles in the air for you I will not tell you that you can make money on eBay by selling unspecified items from unspecified wholesalers I will not give you a list of toys and tell you to go on Craigslist to find them I will not claim that I work two hours a day selling on eBay and make thousands a month Come ON Get real Selling on eBay is a BUSINESS and I have been in this business long enough to know that there are no guarantees regardless of past performances Instead I will give you the TOOLS to help you find products and to TOOLS to help you maximize your profits on eBay Unlike other eBay authors I do not recommend buying stock wholesale to resell on eBay I will explain why in this book I do not look for items to sell at garage sales or storage auctions Finding a niche market is great but I will show why you do not need to have a niche to make money on eBay Instead I will show you how to maximize profits with tricks on how to get the best deals on NEW items from retail sources like Staples Kohl s Target and MORE SOME OF THE TRICKS REVEALED IN THIS BOOK ARE NOT FOR THE FAINT OF HEART I provide many tools secrets and tips in this book and hope that it will help you to thrive on eBay in good times and survive in bad times Are you ready to maximize your profits Buy This Book Today

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The Revenge of Power Moisés Naím, 2025-10-16 Named one of the New Yorker s Best Books of 2022 An authoritative and intelligent portrait of the global spread of authoritarianism and its dangers what sets this work apart from books like Timothy Snyder s On Tyranny and Michiko Kakutani s The Death of Truth is its unusually comprehensive armada of facts about the international drift over the past two decades toward authoritarian leaders whether old style dictators like Kim Jong Un or nominally elected presidents like Vladimir Putin Kirkus An urgent thrilling and original look at the future of democracy that illuminates one of the most important battles of our time the future of freedom and how to contain and defeat the autocrats mushrooming around the world In his bestselling book The End of Power Moisés Naím examined power diluting forces In The Revenge of Power Naím turns to the trends conditions technologies and behaviors that are contributing to the concentration of power and to the clash between those forces that weaken power and those that strengthen it He concentrates on the three Ps populism polarization and post truths All of which are as old as time but are combined by today s autocrats to undermine democratic life in new and frightening ways Power has not changed But the way people go about gaining it and using it has been transformed The Revenge of Power is packed with alluring characters riveting stories about power grabs and losses and vivid examples of the tricks and tactics used by autocrats to counter the forces that are weakening their power It connects the dots between global events and political tactics that when taken together show a profound and often stealthy transformation in power and politics worldwide Using the best available data and insights taken from recent research in the social sciences Naím reveals how on close examination the same set of strategies to consolidate power pop up again and again in places with vastly different political economic and social circumstances and offers insights about what can be done to ensure that freedom and democracy prevail The outcomes of these battles for power will determine if our future will be more autocratic or more democratic Naím addresses the questions at the heart of the matter Why is power concentrating in some places while in others it is fragmenting and degrading And the big question What is the future of freedom

Principles of Marketing Philip Kotler, Gary Armstrong, Lloyd C. Harris, Hongwei He, 2019 Philip Kotler is S C Johnson Son Distinguished Professor of International Marketing at the Kellogg Graduate School of Management Northwestern University Gary Armstrong is Crist W Blackwell Distinguished Professor Emeritus of Undergraduate Education in the Kenan Flagler Business School at the University of

North Carolina at Chapel Hill Lloyd C Harris is Head of the Marketing Department and Professor of Marketing at Birmingham Business School University of Birmingham His research has been widely disseminated via a range of marketing strategy retailing and general management journals Hongwei He is Professor of Marketing at Alliance Manchester Business School University of Manchester and as Associate Editor for Journal of Business Research

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