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Holger Kohl, Günther Seliger, Franz Dietrich, Ha Thuc Vien

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Market-Value Pricing Gabriel Steinhardt, 2019-01-31 This book highlights essential concepts models and processes that help those responsible for making pricing decisions whether professionally or privately to effectively engage in product pricing activities Novel straightforward and clearly structured the Blackblot Market Value PricingTM Model MVP Model introduced in this book employs a market value centric pricing process that offers step by step guidance on the managerial decisions that help determine a product s price This intentionally succinct highly readable and practical book provides practitioners with the knowledge and tools they need in order to approach pricing activities in an organized and efficient The New Economy - the Perfect Economy Oogle, 2019-10-30 God showed me the Future train me and ask me manner to Solve the World's problems **Visionary Pricing** Gerald E. Smith, 2012-11-29 Presents the thinking from preeminent pricing thought leaders from North America Europe and Asia who originally came together many years ago to encourage the development of pricing In this book they assess the present and future destiny of pricing pricing innovation and pricing Pricing Gábor REKETTYE, Jonathan Liu, 2018-05-23 Pricing The paradigms that are influencing the evolution of pricing 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 **Programming IOS 5** Matt Neuburg, 2012-03-22 Fundamentals of iPhone iPad and iPod touch development Cover Technology and Oligopoly Capitalism Luis Suarez-Villa, 2023-04-14 Technology and Oligopoly Capitalism is a major contribution to our understanding of how technology oligopolies are shaping America's social economic and political reality Technology oligopolies are the most powerful socioeconomic entities in America From cradle to grave the decisions they make affect the most intimate aspects of

our lives how we work what we eat our health how we communicate what we know and believe whom we elect and how we relate to one another and to nature Their power over markets trade regulation and most every aspect of our governance is more intrusive and farther reaching than ever They benefit from tax breaks government guarantees and bailouts that we must pay for and have no control over Their accumulation of capital creates immense wealth for a minuscule elite deepening disparities while politics and governance become ever more subservient to their power They determine our skills and transform employment through the tools and services they create as no other organizations can They produce a vast array of goods and services with labor marketing and research that are more intrusively controlled than ever as workplace rights and job security are curtailed or disappear Our consumption of their products and their capacity to promote wants is deep and far reaching while the waste they generate raises concerns about the survival of life on our planet And their links to geopolitics and the martial domain are stronger than ever as they influence how warfare is waged and who will be vanquished Technology and Oligopoly Capitalism's critical multidisciplinary perspective provides a systemic vision of how oligopolistic power shapes these forces and phenomena An inclusive approach spans the spectrum of technology oligopolies and the ways in which they deploy their power Numerous previously unpublished ideas expand the repertory of established work on the topics covered advancing explanatory quality to elucidate how and why technology oligopolies operate as they do the dysfunctions that accompany their power and their effects on society and nature This book has no peers in the literature in its scope the unprecedented amount and diversity of documentation the breadth of concepts and the vast number of examples it provides Its premises deserve to be taken into account by every student researcher policymaker and author interested in the socioeconomic and political dimensions of technology in America Always a Winner Peter Navarro, 2009-08-24 In much the same way that Good to Great uncovered hitherto hidden secrets of highly successful companies Navarro s Always a Winner uses extensive research to reveal the overriding importance of learning how to forecast and strategically manage the business cycle for competitive advantage In doing so this book provocatively explores a critical aspect of successful management virtually untapped by the existing strategy literature Dan DiMicco Chairman and Chief Executive Officer Nucor Steel Always a Winner is an important and timely guide to thriving in challenging economic times Prof Navarro deftly bridges the academic and business communities showing corporate leaders how to read economic tea leaves to anticipate business cycles His Master Cyclist credo offers many practical tips and real world case studies for steering companies through turbulent economic seas Mark Greene Ph D Chief Executive Officer FICO Fair Isaac Corp Navarro's Always a Winner shows why forecasting the economy with a ruler can be lethal for corporate executives and money managers He demonstrates how to skillfully anticipate the ups and downs of the economy and successfully navigate through them The current economic crisis clearly demonstrates why this book is so important to have on your bookshelf Mark Zandi Chief Economist and Cofounder of Moody's Economy com Always a Winner is required reading for every

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Managerial Economics: Concepts, Applications, and Strategies Ms. Poornima Teotia, Ms. Nidhi Khaiwal, 2025-04-04
Strategies for High-Tech Firms P.M. Rao, Joseph A. Klein, 2015-01-28 This is the first book to present marketing strategy of high tech products and services in a legal economic and global context From software to hardware from pharmaceuticals to digital movies and TV the authors argue that the understanding of intellectual property rights IPRs is essential to devising effective marketing strategies

The Rise Of The New Economic Powers And The Changing Global
Landscape Haico Ebbers, 2022-12-19 This book explores the catching up process of a group of large emerging markets the

New Economic Powers This process is extremely robust and should be considered as the defining trend of our age resulting in a pivotal change in world economics and politics The outcome is that the West cannot dominate the world as it did in the previous 200 years Today s world is pluralistic and the larger emerging markets are becoming increasingly influential That is the new reality which at times caused and will cause further discomfort and uncertainty in the West In the eight chapters the viewpoints on globalization of nine New Economic Powers are discussed Each chapter is an essential element in understanding the process of globalization and the role the New Economic Powers play in it Essentially their views are quided by a fundamental different look about the role of the market and the government in society compared to what we see in the West The New Economic Powers understand the power of the market to create prosperity but at the same time emphasize the need for government interference This delicate balance is particularly visible with respect to their international trade and investment policies which bring them in conflict with Western countries and multilateral institutions such as the WTO and the IMF The book helps the reader to understand the fundamental choices made by policymakers in the **New Economic Powers** Pricing and Profitability Management Julie Meehan, Mike Simonetto, Larry Montan, Chris Goodin, 2011-06-28 The practical guide to using pricing and profitability management to build a better business A comprehensive reference for any business professional looking to understand the capabilities and competencies required for effectively managing pricing and profitability Pricing and Profitability Management explains how to determine the right approach tools and techniques for each of six key categories pricing strategy price execution advanced analytics and optimization organizational alignment and governance pricing technology and data management and tax and regulatory effectiveness Exploring each category in detail the book addresses how an integrated approach to pricing improvement can give a sustainable competitive advantage to any organization The ultimate how to manual for any executive or manager interested in price management the book presents a holistic comprehensive framework that shows how integrating these pricing categories into a cohesive program leads to impressive gains that cannot be achieved through a single pronged approach Presents a comprehensive framework for more effectively managing pricing and profitability Identities the six key categories of pricing and profitability management Shows you how to gain a competitive edge by managing pricing and profitability Taking a comprehensive view of pricing companies can position themselves to tap a vast source of shareholder value the ability to set and enforce profitable prices not just once but again and again in response to marketplace changes and evolving business needs and this book will show you how **Decarbonizing Value Chains** Holger Kohl, Günther Seliger, Franz Dietrich, Ha Thuc Vien, 2025-06-26 This is an open access book It gathers the proceedings of the 20th Global Conference on Sustainable Manufacturing held on October 9 11 2024 in Binh Duong and Ho Chi Minh City Vietnam With a focus on sustainable manufacturing strategies for decarbonizing supply chains the chapters selected for this book report on models applied to and results achieved in the mobility energy and construction sector covering both aspects of digitalization

and the combined application of circular economy and artificial intelligence Moreover they discuss energy efficient process reassembly and reuse and CO2 neutral production giving a special emphasis to developing sustainable manufacturing in South East Asia This book offers extensive and timely information for both researchers and professionals in the field of manufacturing and business development Managerial Economics Ivan Png, 2022-03-22 Now in its sixth edition Ivan Png s Managerial Economics has been extensively revised with an introductory chapter emphasizing decision making and behavioral biases intensive application to current business and economic issues including technology globalization and pandemics a closing chapter highlighting business responses to climate change a streamlined presentation focusing on the economics that managers need to know As always the text presents the key concepts of microeconomics intuitively without sophisticated mathematics Throughout it emphasizes actual management applications. The new sixth edition is updated with fresh up to date vignettes and discussion questions from all over the world and enhanced with detailed instructor supplements It is an ideal text for any course focusing on the practical application of microeconomic principles to management The book provides truly useful economics for managers In the words of one professor I can use your book for serious conversation with adult students Knowledge Graphs Mayank Kejriwal, Craig A. Knoblock, Pedro Szekely, 2021-03-30 A rigorous and comprehensive textbook covering the major approaches to knowledge graphs an active and interdisciplinary area within artificial intelligence The field of knowledge graphs which allows us to model process and derive insights from complex real world data has emerged as an active and interdisciplinary area of artificial intelligence over the last decade drawing on such fields as natural language processing data mining and the semantic web Current projects involve predicting cyberattacks recommending products and even gleaning insights from thousands of papers on COVID 19 This textbook offers rigorous and comprehensive coverage of the field It focuses systematically on the major approaches both those that have stood the test of time and the latest deep learning methods TypeScript Quickly Anton Moiseev, Yakov Fain, 2020-02-10 Summary TypeScript is JavaScript with an important upgrade By adding a strong type system to JavaScript TypeScript can help you eliminate entire categories of runtime errors In TypeScript Quickly you ll learn to build rock solid apps through practical examples and hands on projects under the expert instruction of experienced web developers Yakov Fain and Anton Moiseev Purchase of the print book includes a free eBook in PDF Kindle and ePub formats from Manning Publications About the technology Strong typing can eliminate nearly all errors caused by unanticipated data values With TypeScript an enhanced version of JavaScript you can specify types and type annotations so your code is easier to read and far less likely to fail at runtime And because the core of TypeScript is standard JavaScript it runs on all major browsers and can be used with frameworks like Angular Vue and React About the book TypeScript Quickly teaches you to exploit the benefits of types in browser based and standalone applications In this practical guide you ll build a fascinating blockchain service app that takes you through a range of type sensitive programming techniques As you go you ll also pick up valuable techniques for object oriented programming with classes interfaces and advanced features such as decorators and conditional types What's inside Mastering TypeScript syntax Using TypeScript with JavaScript libraries Tooling with Babel and Webpack Developing TypeScript apps using Angular React and Vue About the reader For web developers comfortable with JavaScript and HTML About the author Yakov Fain and Anton Moiseev are experienced web developers They have authored two editions of Manning's Angular Development with TypeScript Table of Contents PART 1 MASTERING THE TYPESCRIPT SYNTAX 1 Getting familiar with TypeScript 2 Basic and custom types 3 Object oriented programming with classes and interfaces 4 Using enums and generics 5 Decorators and advanced types 6 Tooling 7 Using TypeScript and JavaScript in the same project PART 2 APPLYING TYPESCRIPT IN A BLOCKCHAIN APP 8 Developing your own blockchain app 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im Fach Internationales Management zu unterst tzen sind in der 4 Auflage etwa die H lfte der Fallstudien in englischer Sprache **Smartphone** Elizabeth Woyke, 2011-05-10 A technology reporter s behind the scenes history of the device that has taken over our lives How have smartphones shaped the way we socialize and interact Who tracks our actions our preferences our movements as recorded by our smartphones These are just some of the questions that Elizabeth Woyke a journalist who has covered the industry for Bloomberg Businessweek Forbes and MIT Technology Review addresses in this book Including photos and an in depth look at the early decades of mobile communication The Smartphone offers not only a step by step account of how smartphones are designed and manufactured but also a bold exploration of the darker side of this massive industry including the exploitation of labor the disposal of electronic waste and the underground networks that hack and smuggle smartphones Featuring interviews with key figures in the development of the smartphone and expert assessments of the industry's main players Apple Google Microsoft and Samsung The Smartphone is the perfect introduction to this most personal of gadgets Your smartphone will never look the same again The author does a good job explaining the relationships among the makers carriers and developers and she delivers an engrossing chapter on design trends Kirkus Reviews

Lessons in Corporate Finance Paul Asquith, Lawrence A. Weiss, 2019-04-08 An intuitive introduction to fundamental

corporate finance concepts and methods Lessons in Corporate Finance Second Edition offers a comprehensive introduction to the subject using a unique interactive question and answer based approach Asking a series of increasingly difficult questions this text provides both conceptual insight and specific numerical examples Detailed case studies encourage class discussion and provide real world context for financial concepts The book provides a thorough coverage of corporate finance including ratio and pro forma analysis capital structure theory investment and financial policy decisions and valuation and cash flows provides a solid foundational knowledge of essential topics. This revised and updated second edition includes new coverage of the U S Tax Cuts and Jobs Act of 2017 and its implications for corporate finance valuation Written by acclaimed professors from MIT and Tufts University this innovative text integrates academic research with practical application to provide an in depth learning experience Chapter summaries and appendices increase student comprehension Material is presented from the perspective of real world chief financial officers making decisions about how firms obtain and allocate capital including how to Manage cash flow and make good investment and financing decisions Understand the five essential valuation methods and their sub families Execute leveraged buyouts private equity financing and mergers and acquisitions Apply basic corporate finance tools techniques and policies Lessons in Corporate Finance Second Edition provides an accessible and engaging introduction to the basic methods and principles of corporate finance From determining a firm s financial health to valuation nuances this text provides the essential groundwork for independent investigation and advanced Tim Cook Leander Kahney, 2019-04-16 Journalist Leander Kahney reveals how CEO Tim Cook has led Apple to study astronomical success after the death of Steve Jobs in 2011 The death of Steve Jobs left a gaping void at one of the most innovative companies of all time Jobs wasn t merely Apple s iconic founder and CEO he was the living embodiment of a global megabrand It was hard to imagine that anyone could fill his shoes especially not Tim Cook the intensely private executive who many thought of as Apple s operations drone But seven years later as journalist Leander Kahney reveals in this definitive book things at Apple couldn t be better Its stock has nearly tripled making it the world's first trillion dollar company Under Cook s principled leadership Apple is pushing hard into renewable energy labor and environmentally friendly supply chains user privacy and highly recyclable products From the massive growth of the iPhone to lesser known victories like the Apple Watch Cook is leading Apple to a new era of success Drawing on access with several Apple insiders Kahney tells the inspiring story of how one man attempted to replace someone irreplaceable and through strong humane leadership supply chain savvy and a commitment to his values succeeded more than anyone had thought possible

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