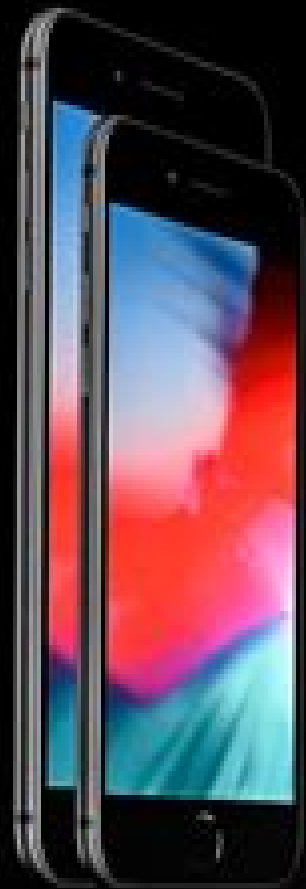
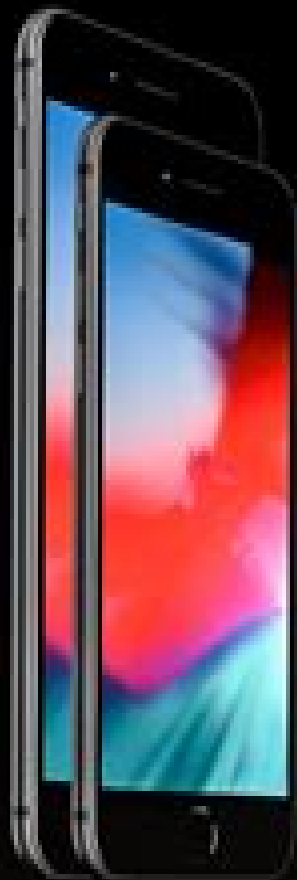




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Market-Value Pricing Gabriel Steinhardt, 2019-01-31 This book highlights essential concepts models and processes that help those responsible for making pricing decisions whether professionally or privately to effectively engage in product pricing activities Novel straightforward and clearly structured the Blackblot Market Value Pricing™ 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 manner.

Apple in China Patrick McGee, 2025-05-13 Phenomenal a jaw dropping book Jon Stewart The Daily Show Named by both The New York Times and The Economist as one of the best books of the year so far this scrupulously reported The New Yorker and astonishing The Daily Telegraph London book rivets with its portrayal of how Apple allowed itself to become dependent on China for a huge percentage of its manufacturing making it vulnerable and unwittingly laying the groundwork for the Asian superpower to rival the US in technological expertise. After struggling to build its products on three continents Apple was lured by China's seemingly inexhaustible supply of cheap labor. Soon it was sending thousands of engineers across the Pacific training millions of workers and spending hundreds of billions of dollars to create the world's most sophisticated supply chain. These capabilities enabled Apple to build the 21st century's most iconic products in staggering volume and for enormous profit. Without explicitly intending to Apple built an advanced electronics industry within China only to discover that its massive investments in technology upgrades had inadvertently given Beijing a power that could be weaponized. In *Apple in China* journalist Patrick McGee draws on more than two hundred interviews with former executives and engineers supplementing their stories with unreported meetings held by Steve Jobs, emails between top executives and internal memos regarding threats from Chinese competition. The book highlights the unknown characters who were instrumental in Apple's ascent and who tried to forge a different path including the Mormon missionary who established the Apple Store in China, the Gang of Eight executives tasked with placating Beijing and an idealistic veteran whose hopes of improving the lives of factory workers were crushed by both Cupertino's operational demands and Xi Jinping's war on civil society. *Apple in China* is the sometimes disturbing and always revelatory story of how an outspoken proud company that once praised rebels and troublemakers, the company that encouraged us all to Think Different devolved into passively cooperating with a belligerent regime that increasingly controls its fate.

Managerial Economics: Concepts, Applications, and Strategies Ms. Poornima Teotia, Ms. Nidhi Khaiwal, 2025-04-04

The Pricing Puzzle Jan Y. Yang, 2020-08-24 The price of virtually any product or service can reveal intriguing stories. The author looks back at his own decade long pricing journey and shares some of the most exciting and insightful pricing stories allowing readers to see the world from a different angle. From pricing a chilled Coke in Tehran to iPhone to explaining the fall of MUJI this book reveals the rationales behind and outcomes of various pricing strategies. The author also presents a number of stories from China a price wonderland in which he both as a consumer and a pricing consultant has observed unconventional pricing practices rarely found elsewhere such as the frequent use of negative prices among tech unicorns i.e. sellers paying consumers to use their products. Structured as a collection of short stories the book offers a delightful and eye opening reading experience for

business owners managers and anyone interested in understanding what prices are and how pricing works and interacts with us as customers

New Venture Management Donald F. Kuratko, Jeffrey S. Hornsby, 2020-12-28 The third edition of this practical textbook provides an introduction to the world of new and emerging ventures and to the fundamentals of effective new venture management including such diverse activities as planning marketing financing and growth This textbook is divided into four distinct parts guiding readers through the entire new venture management process and focusing in turn on ideas and opportunities planning finance and management challenges All chapters of this revised edition feature international cases and the complete business plan has been replaced with a contemporary version Other new elements to the third edition include Expanded coverage of the Lean Startup methodology Improved focus on the development and importance of teams A new section on the emergence of equity crowdfunding Further discussion of ethics and the dangers of dramatic scaling Presented in an easy to understand style this book will be a valuable resource for undergraduate and postgraduate students in entrepreneurship and new venture management classes as well as active new venture owners and managers Online resources include an instructor s manual test bank PowerPoint slides and additional materials to aid instructors and students in applying their knowledge

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 paradigms that are influencing the evolution of pricing

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

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Brand Identity Prism The New Strategic Brand Management remains at the forefront of strategic brand thinking Apple. Then and now Billy George, 2014-03-14 Seminar paper from the year 2013 in the subject Business economics Operations Research grade A Monash University Melbourne language English abstract Apple One of the most famous organizations in the world known for its technical innovation year on year was founded on 1st April 1976 and headquartered at California Apple is known for its software desktop laptops mobile I Phones I Pod applications television I Pad etc About Apple 2013 Apple has been on the continuous verge of innovation since its time of incorporation Founded by Late Mr Steve Jobs this company was known for its product launch especially The biggest example of dedication towards new viewpoint and innovation was seen in 2007 the day Apple Computers was named Apple Steve Jobs announced the new I Phone this gave the world a news which company is now diversifying and going on different product lines Apple 2007 In last five six years Apple has been showcasing its innovation and challenging their own products again and again Although they are coming up with product and software up gradation recently we now expect some major new product and new software development

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 New World of Economics** Richard B. McKenzie, Gordon Tullock, 2012-05-16 The New World of Economics 6th edition by Richard McKenzie and Gordon Tullock represents a revival of a classic text that when it was first published changed substantially the way economics would be taught at the introductory and advanced levels of economics for all time In a very real sense many contemporary general audience economics books that seek to apply the economic way of thinking to an unbounded array of social issues have grown out of the disciplinary tradition established by earlier editions of The New World of Economics This new edition of The New World will expose new generations of economics students to how McKenzie and Tullock have applied in a lucid manner a relatively small number of economic concepts and principles to a cluster of topics that have been in the book from its first release and to a larger number of topics that are new to this edition with the focus of the new topics on showing students how economic thinking can be applied to business decision making This edition continues the book's tradition of taking contrarian stances on important economic issues Economics professors have long reported that The New World is a rare book in that students will read it without being required to do so The Strategy and Tactics of Pricing Thomas T. Nagle, Georg Müller, 2017-11-20 The Strategy and Tactics of Pricing explains how to manage markets strategically and how to grow more profitably Rather than calculating prices to cover costs or achieve sales goals students will learn to make strategic pricing decisions that proactively manage customer perceptions of value motivate purchasing decisions and shift demand curves This edition features a new discussion on harnessing concepts from behavioral economics as well as a more streamlined value cascade structure to the topics Readers

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countless individuals to pursue careers in finance and has significantly advanced the field of corporate valuation

Strategic Pricing and Management Accounting David Dugdale, 2022-11-11 Management accountants should have a key role to play in developing and executing pricing strategy and policy. However, their historical focus on costing and operations means that their potential as business partners with marketing and sales professionals is easily overlooked. This book focuses on how management accountants can help key stakeholders in the formulation and execution of pricing policy and conversely on showing managers responsible for pricing decisions how they could be helped by management accountants. It equips management accountants with a unique overview of pricing theory, the practical quantitative techniques they should know, and the value they can bring to the pricing function. The book analyses segmentation value to customer price value maps, segmental pricing, product differentiation, and dynamic pricing with traditional economic theory, showing how these ideas have implications for management accountants and the value that they can bring to the business. Differences in customer value have been integral to economic theory for decades, and price discrimination, the technique of charging different prices to different customers for the same or similar goods, is well established. This observation provides the central core of this book. The methods of price discrimination are set out in detail, showing how management accountants can bring their analytical skills to bear in helping executives and pricing professionals take advantage of differences in customer valuation to improve profits. The book provides a thorough overview of the field and offers a good introduction for researchers and students. Equally, the book shows managers, marketers, and pricing professionals how management accountants can assist them in delivering better pricing practice.

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.

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