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environment while developing and deepening relations with contract partners. The secret lies in crafting innovative price models that reward joint value creation in accordance with the business model rather than engaging in confrontative zero sum pricing reasoning Strategic and Innovative Pricing Price Models for a Digital Economy provides hands on tools that are applied on three interconnected levels of analysis It illustrates how to explore the business ecology to understand its dynamics and how digitisation enables it to prosper and demonstrates how to construct a viable business model that enables an organisation to navigate in its vibrant ecology Finally and most importantly it shows how to use innovative price models to realize and monetise the business model and its value offering making the organisation and its partnerships sustainable Models pertaining to the three levels of analyses are applied in rich case studies and examples from different countries and the book includes guidelines on how to use them Special attention is paid to digitisation as an underlying theme making this book of interest to researchers academics and students in the fields of strategic management and technology innovation Selling & Sales Management Lisa Spiller, 2021-09-01 Packed with engaging examples and case studies from companies including Amazon IBM and Pepsi as well as unique insights from sales professionals across the globe this comprehensive textbook balances research theory and practice to guide students through the art and science of selling in a fast changing and digital age The text highlights the emerging role of storytelling sales analytics and automation in a highly competitive and technological world and includes exercises and role plays for students to practice as they learn about each stage of the selling process As well as its focus on selling the text also provides students with essential sales management skills such as onboarding coaching mentoring and leading salespeople as well as managing sales pipelines territories budgets systems and teams when not in the field Online resources are included to help instructors teaching with the textbook including PowerPoint slides and a testbank Chapter overviews and teaching notes for the roleplays included in the text and suggested course projects and worksheets are also provided for instructors Suitable for courses on selling and sales management at all college and university levels Digital Organization Tips for Music Teachers Robby Burns, 2016 Digital Organization Tips for Music Teachers is a guide for educators looking to get a grip on the logistics of their job so they can focus on what really matters teaching music **International Management** Peter Stanwick, Sarah Stanwick, 2020-01-31 International Management A Stakeholder Approach applies a practical engaging and real time approach to the evolving topics related to International Management In thirteen chapters the authors discuss the complexities managers must address when making decisions in a global marketplace including the complexity of globalization the external global environment ethics and social responsibility culture communication entry strategies global strategies management decision making motivation leadership and organizational change and human resources **Digital Product Management** Boon Kee Lee, 2025-04-25 Focusing on operational excellence this book will take readers through the practicalities of product development market launch and ongoing product support Building on the strategic foundation from Volume 1 Digital Product

Management Strategic Planning and Market Opportunity this volume emphasizes executing product strategies in real world contexts The book covers key methodologies such as agile development product lifecycle management and data driven decision making Topics include marketing strategies sales channel management customer engagement and optimizing digital experiences It also delves into product analytics customer retention and feature adoption With chapters on building a product operating model and scaling product operations the volume emphasizes how organizations can drive continuous improvement and ensure alignment across teams Ethical leadership and continuous innovation are also explored highlighting the critical role of ethics in digital product management This book is an essential resource for product managers looking to refine their skills in execution cross functional collaboration and operational growth as well as for professionals aiming to combine strategy with practical delivery It is particularly useful for those responsible for managing the development launch and support of digital products ensuring products not only meet market needs but also evolve with customer expectations

Freemium Economics Eric Benjamin Seufert, 2013-12-27 Freemium Economics presents a practical instructive approach to successfully implementing the freemium model into your software products by building analytics into product design from the earliest stages of development Your freemium product generates vast volumes of data but using that data to maximize conversion boost retention and deliver revenue can be challenging if you don't fully understand the impact that small changes can have on revenue In this book author Eric Seufert provides clear guidelines for using data and analytics through all stages of development to optimize your implementation of the freemium model Freemium Economics de mystifies the freemium model through an exploration of its core data oriented tenets so that you can apply it methodically rather than hoping that conversion and revenue will naturally follow product launch By reading Freemium Economics you will Learn how to apply data science and big data principles in freemium product design and development to maximize conversion boost retention and deliver revenue Gain a broad introduction to the conceptual economic pillars of freemium and a complete understanding of the unique approaches needed to acquire users and convert them from free to paying customers Get practical tips and analytical guidance to successfully implement the freemium model Understand the metrics and infrastructure required to measure the success of a freemium product and improve it post launch Includes a detailed explanation of the lifetime customer value LCV calculation and step by step instructions for implementing key performance indicators in a simple universally accessible tool like Excel **Sales Management That Works** Frank V. Cespedes, 2021-02-23 Named to the longlist for the 2021 Outstanding Works of Literature OWL Award in the Sales Marketing category In this smart practical and research based guide Harvard Business School professor Frank Cespedes offers essential sales strategies for a world that never stops changing The rise of e commerce Big data AI Given these trends and many others there s no doubt that sales is changing But much of the current conventional wisdom is misleading and not supported by empirical data If you as a manager fail to separate fact from hype you will make decisions based on faulty

assumptions and in a competitive market eventually fall behind those with a keener grasp of the current selling environment In this no nonsense book sales expert and Harvard Business School professor Frank Cespedes provides sales managers and executives with the tools they need to separate the signal from the noise These include how to Hire and deploy the right talent Pay and incentivize your sales force Improve ROI from your training programs Create a comprehensive sales model Set and test the right prices Build and manage a multichannel approach Brimming with fascinating examples insightful research and helpful diagnostics Sales Management That Works will help sales managers build a great sales team create an optimal strategy and steer clear of hype and fads Salespeople will be better equipped to respond to changes executives will be able to track and accelerate ROI and readers will understand why improving selling is a social as well as an economic responsibility of business Technology Entrepreneurship Thomas N. Duening, Robert A. Hisrich, Michael A. Lechter, 2020-10-23 Technology Entrepreneurship Taking Innovation to the Marketplace Third Edition provides a practical toolkit for potential entrepreneurs with technology backgrounds that will help them navigate complex issues such as raising capital IP protection product development and more The book s structure follows the entrepreneurial process in a step by step way defining key terms and helping readers without business qualifications engage with the activities addressed In addition it covers a discussion of current trends and developments relevant for tomorrow s entrepreneurs In depth information on the practicalities of technology entrepreneurship are combined with experience from academics to provide a unique resource on how to approach this crucial subject Presents an intense focus on product design and development with customers and markets in mind Includes extensive discussions on intellectual property development management and protection Provides potent insights into marketing and selling technology products to the global marketplace Covers techniques for forecasting financials raising funds establishing venture valuation and exit strategies Maybe It's About Time Neil Boss, 2022-09-28 Two people trapped in their different worlds One by wealth and one by poverty Twenty years working for The Firm has given Marcus Barlow everything he wants but has taken his soul in return Finding a way to leave has become an obsession ΑI for E-Commerce: Boost Sales and Optimize Stores With Smart Tech Dizzy Davidson, 2025-08-06 If you re tired of quessing what your customers want If you re overwhelmed by inventory chaos slow sales or clunky customer service If you re ready to turn your online store into a smart automated sales machine Then this book is for you Packed with powerful insights and zero jargon AI for E Commerce is your god sent guide to transforming your business with artificial intelligence no coding required Whether you re a solo seller a small business owner or a growing brand this book shows you how to use smart tech to solve real problems and unlock massive growth Inside you ll discover How to use AI to predict what your customers will buy next Tools to personalize shopping experiences and boost conversions Step by step guides to automate customer service with chatbots Secrets to dynamic pricing that maximizes profits Real life stories from entrepreneurs who scaled with AI How to forecast demand and manage inventory like a pro Tips to protect your store from fraud and secure payments AI powered

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