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- ✓ Play anywhere - even offline
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Digital Pricing Frank Frohmann, 2023-03-03 This is one of the first books to combine the current megatrend of digitalization and pricing as the most effective lever for increasing and sustaining profits The book presents the basics of digital pricing as well as modeling methods and implementation examples This structure helps in tackling the latest developments and challenges due to digitalization Readers will gain a detailed insight into using innovative revenue and price models to generate a sustainable competitive advantage for their companies The author uses his cross industry experience to draw on several examples of innovative digital pricing approaches which can be applied in industrial sectors such as automotive industrial goods and machinery as well as service sectors like telecommunications transportation and tourism

Global Meets Digital Vinod Jain, 2023-06-02 The world today is at the intersection of two megatrends Globalization and Digitalization a business revolution unfolding in real time Global Meets Digital captures the many nuances of this revolution succinctly including its impact on our lives and business An immediate implication of this revolution is that the economic principles that underpinned business and strategy for hundreds of years such as diminishing returns to scale and resource scarcity are no longer valid for a large and growing number of products and services The book will challenge you to think differently not just about digital products but also about physical products In the global digital world products are of three kinds physical digital and smart machines products that are both physical and digital and connected to the internet a distinction missed by most books on strategy and global business The economics of each kind of products is distinct from that of the others which has strategic implications for all kinds of businesses implications such as how to compete and how to create and capture value With several mini case studies and over 100 company examples the book covers themes and cutting edge issues like the paradox of globalization digital disruption disruptive business models exponential technologies Internet of Things competition in digital markets winner take all market dynamics Industry 4.0 how to innovate strategizing for the New Normal and value creation and value capture in both B2C and B2B contexts The book derives its underpinnings from the practice of global and digital business while theory remains in the background Intended specifically for an executive professional audience Global Meets Digital should also be of value to business students and professors learning to dip their toes into a digital world Vinod Jain is an expert in global and digital strategy award winning professor Fulbright Scholar and author of an MBA textbook Global Strategy He taught at the Rutgers Business School Newark and New Brunswick and the Robert H Smith School of Business University of Maryland College Park At Maryland he was also the Founding Director of the federally funded Center for International Business Education and Research and Academic Director of Smith School's Executive MBA program in China Since leaving Maryland he has taught in China Denmark Finland Poland and India as a visiting or term professor His opinion pieces have appeared in The Washington Post The Baltimore Sun Mensa Bulletin and Economic Times and Mint India's 1 and 2 business dailies among other media In the

past he worked as a middle and senior level executive with American and British multinationals Vinod has a PhD in Strategy and International Business from the University of Maryland College Park MS in Management from UCLA and MS and BS Hons in Statistics from the Indian Statistical Institute Calcutta Information Systems and Technologies Alvaro Rocha,Hojjat Adeli,Gintautas Dzemyda,Fernando Moreira,2022-05-16 This book covers the following main topics A information and knowledge management B organizational models and information systems C software and systems modeling D software systems architectures applications and tools E multimedia systems and applications F computer networks mobility and pervasive systems G intelligent and decision support systems H big data analytics and applications I human computer interaction J ethics computers and security K health informatics L information technologies in education M information technologies in radio communications N technologies for biomedical applications This book is composed by a selection of articles from The 2022 World Conference on Information Systems and Technologies WorldCIST 22 held between April 12 and 14 in Budva Montenegro WorldCIST is a global forum for researchers and practitioners to present and discuss recent results and innovations current trends professional experiences and challenges of modern information systems and technologies research together with their technological development and applications **Key Changes** Howie Singer,Bill Rosenblatt,2023 Tells a new story about the history of the music business and the ten technological advances that disrupted it over the last century In recent years narratives about the music industry tend to hew to a common theme it was humming along for decades until the Internet and Napster came along and disrupted it Key Changes shows that this view is incorrect the industry was actually shaken up not once in the 1990s but ten times over more than 100 years These ten disruptions came with the introduction of new formats for enjoying recorded music starting with the cylinders and discs played on early phonographs then moving through radio LPs tapes CDs television digital downloads streaming and streaming video and then into Artificial Intelligence AI which enables a wide range of new capabilities with profound impacts upon the business This book devotes a chapter to each of these formats illustrating how such innovations beget shifts in creativity consumer behavior economics and law Each of the technological innovations covered in this book not only disrupted the music business but also fundamentally altered the industry s character And while the technologies themselves have evolved in unique and varied ways over the decades the changes within the business follow a clear pattern Veteran music industry professionals and music technology experts Howie Singer and Bill Rosenblatt illuminate this pattern through a framework they term the 6 Cs cutting edge technology channels of distribution creators consumers cash copyright This framework provides insight into how such disparate innovations similarly disrupted and transformed the music business in each era Extensively researched and supplemented by interviews with Grammy winning artists producers and executives the book provides an insightful perspective on the ways technology has fundamentally altered the music industry throughout history and into the present era Podcast Journalism David Dowling,2024-03-19 Runner up 2025 Tankard Book Award Association for Education in

Journalism and Mass Communication Podcasting's stratospheric rise has inspired a new breed of audio reporting. Offering immersive storytelling for a binge listening audience as well as reaching previously underserved communities, podcasts have become journalism's most rapidly growing digital genre, buoying a beleaguered news industry. Yet many concerns have been raised about this new medium, such as the potential for disinformation, the influence of sponsors on content, the dominance of a few publishers and platforms, and at times questionable adherence to journalistic principles. David O'Dowling critically examines how podcasting and its evolving conventions are transforming reporting and even reshaping journalism's core functions and identity. He considers podcast reporting's most influential achievements as well as its most consequential ethical and journalistic shortcomings, emphasizing the reciprocal influences between podcasting and traditional and digital journalism. Podcasting, both as a medium and a business, has benefited from the blurring of boundaries separating news from entertainment, editorial from advertising, and neutrality from subjectivity. The same qualities and forces that have allowed podcasting to bypass the limitations of traditional categories expand the space of social and political discourse and provide openings for marginalized voices. It has also permitted corporations to extend their reach, and far-right firebrands to increase their influence. Equally attentive to the medium's strengths and flaws, this is a vital book for all readers interested in how podcasting has changed journalism. Innovation in Music: Adjusting Perspectives Jan-Olof Gullö, Russ

Hepworth-Sawyer, Dave Hook, Mark Marrington, Justin Paterson, Rob Toulson, 2024-12-30 *Innovation in Music: Adjusting Perspectives* brings together cutting-edge research on new innovations in the field of music production, technology, performance, and business. With contributions from a host of well-respected researchers and practitioners, this volume provides crucial coverage on the relationship between innovation and rebellion. Including chapters on generative AI, gender equality, live music, quantisation, and composition, this book is recommended reading for music industry researchers working in a range of fields as well as professionals interested in industry innovations. *Billboard*, 2009-10-17 In its 114th year, *Billboard* remains the world's premier weekly music publication and a diverse digital events brand, content, and data licensing platform. *Billboard* publishes the most trusted charts and offers unrivaled reporting about the latest music, video, gaming, media, digital, and mobile entertainment issues and trends. *The Invincible Company* Alexander Osterwalder, Yves Pigneur, Alan Smith, Frederic Etienne, 2020-04-06 The long-awaited follow-up to the international bestsellers *Business Model Generation* and *Value Proposition Design*, Alex Osterwalder and Yves Pigneur's *Business Model Canvas* changed the way the world creates and plans new business models. It has been used by corporations and startups and consultants around the world and is taught in hundreds of universities. After years of researching how the world's best companies develop, test, and scale new business models, the authors have produced their definitive work. *The Invincible Company* explains what every organization can learn from the business models of the world's most exciting companies. The book explains how companies such as Amazon, IKEA, Airbnb, Microsoft, and Logitech have been able to create immensely successful businesses and disrupt

entire industries At the core of these successes are not just great products and services but profitable innovative business models and the ability to improve existing business models while consistently launching new ones The Invincible Company presents practical new tools for measuring managing and accelerating innovation and strategies for reducing risk when launching new business models Serving as a blueprint for your growth strategy The Invincible Company explains how to constantly stay ahead of your competition In depth chapters explain how to create new growth engines change how products and services are created and delivered extract maximum profit from each type of business model and much more New tools such as the Business Model Portfolio Map Innovation Metrics Innovation Strategy Framework and the Culture Map enable readers to understand how to design invincible companies The Invincible Company Helps large and small companies build their growth strategy and manage their core simultaneously Explains the world s best modern and historic business models Provides tools to assess your business model innovation readiness and all of your innovation projects Presented in striking 4 color and packed with practical visuals and tools The Invincible Company is a must have book for business leaders entrepreneurs and innovation professionals *Customer Experience Management* Eric Horster,2023-04-27 Die Wahrnehmung von Kunden und Kundinnen richtet sich zunehmend auf das Gesamterlebnis welches sie mit der Nutzung eines Angebotes erhalten In diesem Zusammenhang sprechen wir von der Experience Economy In diesem Buch lernen Sie die Mechanismen kennen die hinter komplexen analog digitalen Angeboten stecken Und Sie erfahren wie diese Ver nderungen Einfluss auf gegenw rtige und k nftige Gesch ftsmodelle nehmen Es beschreibt weshalb Innovationsmanagement in der digitalen konomie zentral ist und wie sich Organisationen k nftig aufstellen m ssen damit sie all diesen Herausforderungen die auf zukommen gerecht werden k nnen Mit zus tzliche Medieninhalten Videos Podcastfolgen Visualisierungen und Folien abrufbar via QR Code Inhalte Customer Experience Management Definition Ziele und Prozess Ver nderungen von Angeboten Digitale Gesch ftsmodelle Das Business Model Canvas Innovationsmagement Typen Prozesse und Modelle Digitale Organisationsstrukturen und Unternehmenskultur **Der Spiegel** Rudolf Augstein,2017-04 **The Economist** ,2009 **Britannica Book of the Year** ,2013 Mike Meyers' CompTIA A+ Guide to Managing and Troubleshooting PCs, Fifth Edition (Exams 220-901 & 220-902) Mike Meyers,2016-04-29 Essential Skills for a Successful IT Career Written by the leading authority on CompTIA A certification and training this four color guide will help you become a certified IT professional with proven expertise in hardware and software and help you pass CompTIA A exams 220 901 and 220 902 Mike Meyers CompTIA A Guide to Managing and Troubleshooting PCs Fifth Edition offers complete coverage of the latest exam objectives You ll get on the job tips end of chapter review questions and hundreds of color photographs and illustrations Learn how to Work with CPUs RAM microprocessors BIOS motherboards power supplies and other PC components Install configure and troubleshoot hard drives Manage peripheral devices and removable media Install upgrade and maintain operating systems including Windows Mac OS X and Linux Troubleshoot common computer problems Establish

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Contextual Pricing: The Death of List Price and the New Market Reality Robert Docters, Michael Barzelay, John G. Hanson, Cecilia Nguyen, 2011-10-19

A REVOLUTIONARY NEW PERSPECTIVE ON HOW PRICING REALLY WORKS Contextual Pricing delivers a knock out punch to complacent and low return pricing approaches This book is full of intriguing fresh insights which will expand your perspective on what is possible in maximizing revenue from your company s products and services Mark Greatrex Chief Marketing Officer Cox Communications and former SVP Global Still Beverages The Coca Cola Company To effectively price managers must understand market context the frame of reference for buyers Context is far more important than the usual measures of price variation I strongly recommend this readable and useful book to any business leader who suspects his or her company is falling short of achievable revenues Dave Calhoun Chairman and CEO Nielsen Company and former Vice Chairman General Electric Company About the Book A few leading companies have jettisoned ideas about pricing that other companies believe are indispensable The result has been superior performance against competitors who persist in a simplistic 1990s belief in value Contextual Pricing describes how buyers are influenced by comparison points and contextual messages more than by actual price levels Identical products can sell at radically different prices to the same target customer if context is strategically managed This fact is how Procter Gamble GE Coca Cola Company Amazon Google Microsoft and others make sure they get the best possible price The use of context is changing the way companies price and sell in the new global economy This readable and market tested book describes the contextual pricing perspective how it is being used in B2B and B2C markets and how you can make the shift to contextual pricing in your own business Whether you re a CEO P L manager marketing director sales manager or entrepreneur Contextual Pricing shows you how to Understand how your customer will make buying decisions and the role of pricing in those decisions Establish better more intuitive prices using context Develop contextual pricing strategies that defeat competitor pricing how contextual pricing can be the antidote to destructive price wars Harmonize your pricing with branding product development and channel strategies Increase your profits with proven pricing tools such as scientific bundling tiering branding upsell hooks and more Through its illuminating case by case studies Contextual Pricing delivers a wide range of pricing techniques and customer insights that you won t find anywhere else You ll

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The Deal ,2010 **Nothing But Net: 10 Timeless Stock-Picking Lessons from One of Wall Street's Top Tech Analysts** Mark Mahaney,2021-11-09 Find the winners avoid the losers and build a solid Tech portfolio for the long run with proven methods from legendary analyst Mark Mahaney The Tech industry is the stock market s hottest most profitable sector but it can be a roller coaster ride Companies with great ideas can end up going nowhere and some that dominate today will be sold at fire sale prices in five years Sure things can become sore things very rapidly Nothing But Net provides the knowledge and insights you need to understand what s really hot to know what s not and to outperform other investors consistently and decisively Famous for his smart savvy and unique approach to Tech stock investing Mark Mahaney provides his 10 proven rules for succeeding as a long term Tech stock investor explaining everything he s learned during almost 25 years of analyzing internet stocks including Why revenue growth and customer metrics not earnings are what matter most to Tech investors How to invest not trade in the great growth opportunities that lie ahead How to determine when high valuations are a warning sign and when they signal an opportunity I ve watched the rise of some of the leading companies of today Facebook Amazon Netflix Google and the fall of some of the leading companies of yesterday Yahoo eBay and AOL Mahaney writes F iguring out which companies really are going to be dominant franchises is an extremely hard thing to do But those who accomplished this were arguably able to generate some of the best portfolio returns in the stock market over the past generation Nothing But Net provides powerful advice for the next two decades lessons you can start applying today and use for years to come **Bloomberg Businessweek** ,2010-04 Investment Banking Explained, Second Edition: An Insider's Guide to the Industry Michel Fleuriet,2018-12-14 The authoritative guide to investment banking updated and revised for the new financial landscapeWhat is investment banking How do investment bankers generate profit for their clients What is the function of each specialty How has the industry changed in the past decade Investment Banking Explained answers these questions and offers a complete overview of this complex industry Written in accessible easy to understand language Investment Banking Explained provides everything you need to identify structures strategies and operational aspects of investment banking and it offers thorough examinations of the operations of the world s most successful firms With every chapter updated and revised this peerless work also includes need to know information on all new topics including developing strategic relationships with large corporate clients understanding the role of technology finding the keys for a successful IPO how to successfully advise a client in mergers and acquisitions the strategies for value creation in asset management and startup financing The only book of its kind written by a seasoned investment banking practitioner Investment Banking Explained delivers a complete overview of investment banking in its modern form Whether you re in the

business or planning to launch an investment banking career this comprehensive guide provides everything you need to succeed **Le marketing digital appliqué à l'entreprise** Gervais Cwako Monkam,2021-12-07 Dans cette nouvelle re o tout est accessible partout et tout le temps il est de plus en plus difficile pour les entreprises de comprendre et satisfaire leurs prospects et clients L objectif de ce livre est de mettre disposition des cl s pour appr hender les sp cificit s du marketing l re du digital ses outils ses m thodes ses pratiques ses tendances et ses enjeux pour pouvoir les int grer la strat gie globale

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