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Remi Gicquel, Paul-André Lambert



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Using Installed Base Selling to Maximize Revenue Remi Gicquel, Paul-André Lambert, 2019-08-30 There is no such thing as an easy sale. However, selling to an existing customer, whether by refreshing an old product or introducing a new and different product, is often easier, faster, and returns higher margins. Centering your organization's sales strategy on your installed base is a smart and proven way to achieve long-lasting, profitable growth. *Using Installed Base Selling to Maximize Revenue* reveals a step-by-step, integrated approach you can begin using today. Authors Remi Gicquel and Paul-André Lambert show how you can apply this robust and reliable end-to-end solution by illustrating concepts through real-world case studies from Spotify, Hewlett-Packard Enterprise, Nestlé, and more. Full of wisdom fit for the digital era, this book presents the results of the authors' experience and research into current installed base selling processes, identifying from an objective point of view what works and what does not. This book explains fundamental concepts such as the profitable growth paradox, the installed base profit wedge, operational methodologies for managing your installed base selling transformation, and much more. Innovative companies protect and nurture their most valuable asset: their customers and the data that defines them. They put installed base selling at the heart of their sales strategy. Now it's your turn. What You Will Learn: How to maximize the return from installed base customers; Fundamental concepts such as the profitable growth paradox, the installed base profit wedge, and turnkey operational sales methodologies to best maneuver your sales teams; Keys to changing patterns to become a company that can enjoy higher, profitable revenues for years. Who This Book Is For: General Managers, Sales and Marketing Leaders who are eager to transform their business to secure long-lasting profits, and for leaders looking for a pragmatic approach to transform their sales force to harvest the potential of their existing customers. **Freemium**

50minutes, 2015-09-02 Attract more customers and boost your sales. This book is a practical and accessible guide to understanding and implementing the freemium model, providing you with the essential information and saving time. In 50 minutes, you will be able to: Understand the different types of free offers given to customers and how they can be beneficial to a business; Implement the freemium business model into your business to grow your customer base; Offer a premium product with concrete improvements and additional services to increase your premium conversion rate. ABOUT 50MINUTES.COM Management Marketing 50MINUTES.COM provides the tools to quickly understand the main theories and concepts that shape the economic world of today. Our publications are easy to use and they will save you time. They provide elements of theory and case studies, making them excellent guides to understand key concepts in just a few minutes. In fact, they are the starting point to take action and push your business to the next level. *The Ultimate Digital Music Guide* Michael Miller, 2012 Everything You Need to Know about Digital Music. Your hard-core up-to-the-minute how-to guide. Download, rip, store, organize, play, stream anything anywhere. Seriously into digital music? Best-selling how-to author, serious audiophile and eclectic music lover Michael Miller will help you get all the digital tunes you want whenever and wherever you want them.

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Mastering Disruption Ganesh Krishnan, 2025-01-30 The need for this book is driven by the rapid pace of change and innovation in the business world Traditional business models and strategies that may have worked in the past are no longer as effective and new technologies and emerging trends are constantly disrupting the industry To stay ahead of the curve and remain competitive in the modern business world it is critical to gain a deep understanding of new business models and strategies that can help businesses succeed Not only businesses but also working professionals need to stay up to date with the latest trends and best practices in management and business and to adapt to the rapidly changing landscape of the industry The book provides new insights knowledge and a framework to help readers navigate the changes likely to come at a much faster pace thanks to disruptive technology Read this book to position yourself for success in a rapidly changing world and stay ahead of the curve

The Music Industry Patrik Wikström, 2020-01-09 Since the first edition was published in 2009 Patrik Wikström's The Music Industry has become a go to text for students and scholars This thoroughly updated third edition provides an international overview of the music industry and its future prospects in the world of global entertainment The music industry has experienced two turbulent decades of immense change brought about in part by the digital revolution How has the industry been transformed by these economic and technological upheavals and how is it likely to change in the future What is the role of music in this digital age Wikström illuminates the workings of the industry deftly capturing the dynamics at work in the production of musical culture between the transnational media conglomerates the independent music companies and the public New to this third edition are expanded sections on the changing structure of the music industry the impact of digitization on music listening practices and the evolution of music streaming platforms Engaging and comprehensive The Music Industry is a must read for students and scholars of media and communication studies cultural studies popular music sociology and economics

Strategic and Innovative Pricing Mathias Cöster, Einar Iveroth, Nils-Göran Olve, Carl-Johan Petri, Alf Westelius, 2020-04-22 This book provides a concrete guide on how to execute strategic pricing to excel in an increasingly dynamic and digitised business

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 management

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 demystifies 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 **AI for E-Commerce: Boost Sales and Optimize Stores With Smart Tech** Dizzy Davidson, 2025-08-06 If you're tired of guessing 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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Entrepreneurial Internationalization in an Increasingly Digitized and Networked World Economy Etemad, Hamid,Evers, Natasha,Kock, Sören,2021-11-09

Providing cutting edge material from a range of perspectives on entrepreneurial internationalization this insightful book develops contemporary business concepts and business models to engage with a rapidly changing and diversifying world economy Chapters build a conceptual and theoretical illustration of the field providing key frameworks for the analysis of entrepreneurial internationalization including insights into strategy and organization as well as fundraising strategies for early internationalizing startups

Digital Platforms and Global Law Bassan, Fabio,2021-11-17 Digital Platforms and Global Law focuses on digital platforms and identifies their relevant legal profiles in terms of transnational and international law It qualifies digital platforms as private legal orders which exercise the legislative executive and para jurisdictional power within them Starting from this assumption the author studies the relationship between these orders and state transnational and international orders and concludes that the power of states to impose rules on platforms is different in terms of their external in relation to other platforms and states and internal in their own legal system action

Issues in Entrepreneurship & Small Business Management SAGE Business Researcher,2017-03-31

How different is the sharing economy from the traditional economy What can entrepreneurs learn from failure Can start ups change the world SAGE Business Researcher s Issues in Entrepreneurship offers an in depth and nuanced look at a wide range of today s latest issues and controversies in entrepreneurship This new collection of timely readings delves into current topics such as learning from failure social entrepreneurship flat management crowdfunding and more Written with the rigor and immediacy of the best explanatory journalism each issue provides deep balanced and authoritative coverage on the selected topic and key research pointing students to reliable resources for further inquiry These articles are perfect for outside reading assignments or in class debates for any introductory entrepreneurship course

Unpacking E-commerce Business Models, Trends and Policies OECD,2019-06-06 As digital transformation has accelerated the e commerce landscape has become increasingly dynamic New players have emerged at the same time that established actors have taken on new roles some barriers to e commerce at the firm individual and country levels have been overcome while other barriers have emerged Innovative business models have transformed buyer seller relationships and pushed out the frontier of what is possible to buy and sell online

Business Models For Dummies Jim Muehlhausen,2013-05-20 Write a business model Easy Business Models For

Dummies helps you write a solid business model to further define your company's goals and increase attractiveness to customers. Inside you'll discover how to make a value proposition, define a market segment, locate your company's position in the value chain, create a revenue generation statement, identify competitors, complementors, and other network effects, develop a competitive strategy, and much more. Shows you how to define the purpose of a business and its profitability to customers. Serves as a thorough guide to business modeling techniques. Helps to ensure that your business has the very best business model possible. If you need to update a business model due to changes in the market or maturation of your company, Business Models For Dummies has you covered.

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