

Annika Dölle

„Behavioral Pricing“ und „Neuropricing“. Trendmethoden oder ernstzunehmende Perspektiven der Preisforschung?

Studienarbeit

Neuropricing Trendmethoden Ernstzunehmende Perspektiven Preisforschung

Annika Dölle



Neuropricing Trendmethoden Ernstzunehmende Perspektiven Preisforschung:

„Behavioral Pricing“ und „Neuropricing“. Trendmethoden oder ernstzunehmende Perspektiven der Preisforschung? Annika Dölle, 2015-07-22 Studienarbeit aus dem Jahr 2015 im Fachbereich BWL Offline Marketing und Online Marketing Note 1,0 Technische Hochschule K In ehem Fachhochschule K In Sprache Deutsch Abstract Vieles ist technisch machbar aber ein Produkt wird nur dann einen Markt finden wenn auch sein Preis vertretbar ist Schon 1927 erkannte Robert Noyce die Wichtigkeit und Auswirkungen des Preises Und auch heute gilt der Preis als ein zentraler Parameter im gesamten Marketing Mix Keine andere absatzpolitische Aktivität wirkt so direkt auf den Gewinn wie eine Preiserhöhung oder Senkung In der Preisforschung gibt es nicht die eine Methode Immer wieder entstehen neue Ansätze und Weiterentwicklungen in diesem Forschungsfeld Genau diese Entwicklung von neuen Ansätzen in der Preisforschung stellt den Anlass der vorliegenden Arbeit dar Sie gibt einen Überblick über die neuesten Entwicklungen in der Preisforschung und bewertet diese mit Hilfe von Praxisbeispielen Darüber hinaus werden Zukunftsperspektiven der neuen Ansätze ermittelt Bei der Vorstellung der neuen Methoden findet immer ein Rückbezug zur klassischen Preisforschung statt wodurch ein umfangreicher Bewertungs- und Analyseblickwinkel gewährleistet wird

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