

New Product Forecasting: Models and Applications

Wind, Yoram

New Product Forecasting Models And Applications

**Peter S.H. Leeflang, Dick R.
Wittink, Michel Wedel, Philippe A. Naert**

New Product Forecasting Models And Applications:

New-product Forecasting Yoram Wind, Vijay Mahajan, Richard N. Cardozo, 1981 *Werbewirkungsanalysen für neue Produkte* Karl-Heinz Sebastian, 2013-07-02 Bei neuen Produkten steht die Werbung vor einem Dilemma einerseits erscheint sie besonders wichtig um Informationslücken und Akzeptanzwiderstände zu überwinden bzw. den Neuheitsvorteil möglichst effektiv zu nutzen andererseits ist es noch schwieriger als bei etablierten Produkten die Werbewirkung exakt zu messen Die Werbebudgetierung für neue Produkte zeichnet sich folglich durch extreme Unsicherheit aus Der hohe Schwierigkeitsgrad der Werbewirkungsmessung resultiert vor allem aus der komplexen Verlagerung von autonomem Ausbreitungsprozess und Werbeeinfluss Sebastian unternimmt in dem vorliegenden Buch nicht nur den Versuch diese Verlagerung im Diffusionsprozess neuer Produkte zu strukturieren sondern er zeigt auch dass die Werbewirkung empirisch gemessen werden kann Er differenziert dabei zwischen Gebrauchsgütern und Verbrauchsgütern Bei Verbrauchsgütern wird die Werbung als ein zusätzlicher Faktor in ein Diffusionsmodell integriert wobei sie sowohl die Innovatoren als auch die Imitatoren unter den Nachfragern beeinflussen kann Eine Anwendung auf die Telefonkampagne der Deutschen Bundespost demonstriert den praktischen Nutzen des neuen Modells Es wird in exakten Zahlen nachgewiesen wann wie stark und auf wen die Telefonwerbung gewirkt hat Grundsätzlich andere Zusammenhänge gelten bei Verbrauchsgütern da hier Wiederholungskäufe eine dominierende Rolle spielen In einem zweistufigen Vorgehen unterscheidet der Verfasser zwischen Attraktionsintensitäten und Loyalitätseffekten der Werbung An 39 neuen Produkten wird überprüft welche Werbeeffekte tatsächlich auftreten Das Ergebnis die meisten Werbemaßnahmen bei neuen Produkten zeigen keine nachhaltige Wirkung allerdings unterscheiden sich erfolgreiche Produkte und Flops in dieser Hinsicht **Kommunikation und Diffusion von Produktinnovationen im**

Konsumgüterbereich Hans-Werner Hesse, 1987-09-07 *Bewertung von Testmarktsimulationsmodellen* Tobias Schomacher, 2007-05-24 Inhaltsangabe Problemstellung Aufgrund eines sich ändernden Konsumentenverhaltens und des ständigen technologischen Fortschritts ist ein Unternehmen auf die fortlaufende Entwicklung neuer Produkte angewiesen um seinen Marktanteil gegenüber Konkurrenten abzusichern bzw. auszubauen Die Bedeutung der Neuproduktentwicklung mit dem Ziel der Wachstums bzw. Gewinnsicherung für ein Unternehmen wird anhand folgender Statistiken deutlich So ist bspw. der Gewinnanteil neuer Produkte am gesamten Gewinn eines Unternehmens im Zeitraum von 1981 bis 1986 verglichen mit dem Zeitraum von 1976 bis 1981 auf über 30 Prozent angestiegen Auch Studienergebnisse von Booz Allen Hamilton verdeutlichen die Relevanz von Neuprodukteinführungen für das Wachstum bzw. den Gewinn eines Unternehmens In Europa wurden im Jahre 1991 insgesamt rund 15 000 und in den USA im Jahre 1993 sogar mehr als 17 000 neue Produkte eingeführt wobei der Begriff eines neuen Produktes recht weit gefasst wird Gleichzeitig ist eine Markteinführung für den Hersteller jedoch mit hohen Kosten und dem Risiko des Scheiterns im Markt dem sog. Flop Risiko verbunden Aktuelle Studienergebnisse aus den USA verweisen auf eine Flop Rate bei Neuprodukteinführungen in der Konsumgüterindustrie von

ungefähr 95 Prozent Als Ursachen werden in erster Linie die sich verändernden Marktbedingungen angesehen Hierzu zählen eine zunehmende Steigung die steigende Komplexität und die Internationalisierung der Märkte die zu einer Verschärfung des Wettbewerbs beitragen Des Weiteren ist aufgrund der zunehmenden Werbevielfalt eine kontinuierlich sinkende Werbeeffizienz zu beobachten Die Notwendigkeit eines Unternehmens zu ständigen Neuprodukteinführungen in Kombination mit den dadurch entstehenden Kosten und Risiken bezeichnet man auch als Neuprodukt dilemma Es verdeutlicht die marketingpolitische Bedeutung geeigneter Test und Prognoseverfahren die in der Lage sind den potentiellen Markterfolg eines Produktes bereits vor dessen Markteinführung einzuschätzen und somit zukünftig entstehende Kosten und Risiken zu minimieren Die Methodik der Testmarktsimulation hat hierbei mittlerweile aufgrund der Nachteile des regionalen bzw elektronischen Testmarktes einen hohen Stellenwert eingenommen Eine Studie die auf Angaben der Nutzer von Marktforschungsleistungen basiert weist sie sogar als das am häufigsten eingesetzte Testmarktverfahren aus Daher ist es eine Zielsetzung dieser Arbeit das Verfahren

Innovation und Unternehmertum Ulf Laub, 2013-07-02 Innovation und Unternehmertum sind zentrale Erfolgsfaktoren einer leistungsorientierten Gesellschaft Die Akzeptanz innovativen Unternehmertums war dabei nicht immer positiv Innovatives Unternehmertum wurde vielfach als unbequem ungestimmt unbeugsam und eigenartig angesehen sei es in Unternehmen in etablierten Märkten oder in ganzen Gesellschaften Dennoch oder vor allem deshalb wird unternehmerisches Denken und Handeln künftig in unterschiedlicher Weise gefordert sein um im weltweiten Wettbewerb bestehen zu können Alleine die jüngste Entwicklung in Osteuropa zeigt wiederholt die Notwendigkeit handlungsfähigen innovativen Unternehmertums als Hebel zur Erreichung wirtschaftlichen Wohlstandes Vor diesem Hintergrund reicht es nicht aus innovatives Unternehmertum aus einem verengten Blickwinkel zu betrachten oder dessen Aktivitätsbereich auf einzelne Betätigungsfelder einzuschränken Vielmehr sind neuartige ja innovativ unternehmerische und fortschrittliche Denkanstöße erforderlich um die vielfältigen Erscheinungsformen von Unternehmertum und Innovation möglichst ganzheitlich zu erfassen und dadurch neue Perspektiven und Wege für erfolgreiche Zukunftsstrategien aufzuzeigen Diese Herausforderung haben die Herausgeber durch die Einbindung eines heterogenen Autorentams aus Wissenschaft und Praxis sowie die Verknüpfung unterschiedlicher und neuartiger Beiträge zu Innovation und Unternehmertum angenommen

Applications of Spreadsheets in Education the Amazing Power of a Simple Tool Mark A. Lau, Stephen J. Sugden, 2011-10-04 This e book is devoted to the use of spreadsheets in the service of education in a broad spectrum of disciplines science mathematics engineering business and general education The effort is aimed at collecting the works of prominent researchers and

Building Models for Marketing Decisions Peter S.H. Lee, Dick R. Wittink, Michel Wedel, Philippe A. Naert, 2013-06-29 This book is about marketing models and the process of model building Our primary focus is on models that can be used by managers to support marketing decisions It has long been known that simple models usually outperform judgments in predicting outcomes in a wide variety of contexts For example models of judgments tend to

provide better forecasts of the outcomes than the judgments themselves because the model eliminates the noise in judgments And since judgments never fully reflect the complexities of the many forces that influence outcomes it is easy to see why models of actual outcomes should be very attractive to marketing decision makers Thus appropriately constructed models can provide insights about structural relations between marketing variables Since models explicate the relations both the process of model building and the model that ultimately results can improve the quality of marketing decisions Managers often use rules of thumb for decisions For example a brand manager will have defined a specific set of alternative brands as the competitive set within a product category Usually this set is based on perceived similarities in brand characteristics advertising messages etc If a new marketing initiative occurs for one of the other brands the brand manager will have a strong inclination to react The reaction is partly based on the manager s desire to maintain some competitive parity in the marketing variables

Artificial Intelligence Applications and Innovations Lazaros Iliadis,Ilias Maglogiannis,Harris Papadopoulos,2014-09-15 This book constitutes the refereed proceedings of the 10th IFIP WG 12.5 International Conference on Artificial Intelligence Applications and Innovations AIAI 2014 held in Rhodes Greece in September 2014 The 33 revised full papers and 29 short papers presented were carefully reviewed and selected from numerous submissions They are organized in the following topical sections learning ensemble learning social media and mobile applications of AI hybrid changing environments agent AGE classification pattern recognition genetic algorithms image and video processing feature extraction environmental AI simulations and fuzzy modeling and data mining forecasting

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Managing New Technology Development William E. Souder,J. Daniel Sherman,1994 New technology development starts with the generation of an idea It ends with that idea s

commercial application a new product or a new service In Between is a complex sequence of stages demanding specialized management methods With this in depth survey R D marketing and engineering managers can learn from the foremost experts about the most successful proven practices and techniques for managing all the stages of new technology development

New-product Development and Testing Walter A. Henry, Michael Menasco, Hirokazu Takada, 1989 The workshop of new product managers market research practitioners and academics which was the genesis of this work was held in Feb 1986 U of Cal Riverside Addresses management of the development process design pretest market models conjoint and related analysis techniques new product diffusion and consumer behavior models No index Annotation copyrighted by Book News Inc Portland OR

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