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Pricing Making Profitable Decisions

Abraham Pizam



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Pricing the Profitable Sale H. Peter Zell, 2022-06-13 *Pricing the Profitable Sale* The Manager's Guide To Value Pricing presents an entirely new approach to the pricing of goods and services. For the first time, the guesswork is taken away from pricing and the marketer presented with twenty-two practical pricing guidelines and rules of thumb which he or she can use over and over again to reach important pricing decisions to either maximize sales revenue and market share or profit for any product or service on the market. The book was written for managers including marketing, product, and sales managers or any individuals with pricing responsibilities at their firms. It should also be of much interest to professors and students in a program leading to the MBA degree where it could serve as the main text in a course on pricing or as a supplement to a standard marketing textbook

Visionary Pricing Gerald E. Smith, 2012-11-29 Presents the thinking from preeminent pricing thought leaders from North America, Europe, and Asia who originally came together many years ago to encourage the development of pricing. In this book, they assess the present and future destiny of pricing, pricing innovation, and pricing paradigms that are influencing the evolution of pricing

Precision Pricing Klaus Matthias Miller, Reto Hofstetter, 2009 Setting the right price is one of the key management tasks that drive a firm's performance. Even small price variations can have a major impact on sales and profitability. Therefore, it is important for managers to know consumers' willingness to pay as precisely as possible in order to harvest their product's profit potential as much as possible. This book will help you get your price right.

Professor Dr. Dr. Z. John Zhang, The Wharton School, University of Pennsylvania, USA

Pricing Strategies Robert M. Schindler, 2011-10-11 The primary theme of *Pricing Strategies* is that pricing should be guided by the marketing concept, which indicates that success is achieved through a focus on the needs and sensitivities of the customer. This customer focus theme is evident throughout the text. The author helps to overcome the mathematical anxieties of students with an intuitive approach to understanding basic pricing concepts and presents mathematical techniques as simply more detailed specifications of these concepts. Provided by publisher

The Pricing and Revenue Management of Services Irene C.L. Ng, 2007-07-26 In a world of changing lifestyles brought about

by new services technology and e commerce this book enters the arena of contemporary research with particular topicality Integrating both theory and real world practices Ng advances the latest concepts in pricing and revenue management for services in a language that is useful prescriptive and yet thought provoking The first part of the book discusses the buyer as an individual presenting the concepts behind what motivates purchase and the role of price within the motivation The second part discusses the buyer in aggregate investigating advanced demand price discrimination and segmentation in service Ng s aim is to offer a strategic guide to increase revenue in services drawing from various disciplines whilst maintaining a strong marketing slant Grounding the book on actual research in services Ng is keen to highlight how the concepts and theories of pricing strategy can be combined and applied practically in a way that is easy to read and stimulating This book will be of much interest to professionals and academics alike specifically for managers in the service industry and as a text for executive training programmes It would also be a useful supplementary text for students engaged with marketing and revenue and operations management in services

Pricing for Strategic Managers Gábor Rekettye,Jonathan Liu,Pál Danyi,2025-10-26 While all company executives know the importance of pricing their knowledge about how to make sound pricing decisions is in most cases incomplete Environmental changes such as COVID 19 worldwide inflation and regional wars have given the pricing function significantly more attention while there have been technological developments in digitalisation and artificial intelligence This textbook tackles these changes head on providing an up to date discussion on the theory and practice of pricing Offering modern relevant practical examples exercises and solutions readers will gain a thorough and critical understanding of pricing in a digital world Whilst grounded in theory this book also offers practical tips and techniques that can be applied in local and international businesses This book helps business students and company executives to deepen their knowledge of smart pricing

The Oxford Handbook of Pricing Management Özalp Özer,Robert Phillips,2012-06-07 A definitive reference to the theory and practice of pricing across industries environments and methodologies It covers all major areas of pricing including pricing fundamentals pricing tactics and pricing management

Marketing Management Essentials (A clear Guide for Entrepreneurs and Management Students) Dr. Ravindra Bhaskar Gawali,Dr. Rahul Khandelwal,2025-04-14 Embarking on the journey of writing Marketing Management Essentials A Clear Guide for Entrepreneurs and Students has been a profound and enriching experience and we are deeply grateful to those whose contributions have made this endeavor possible We express our heartfelt gratitude to Goddess Saraswati the embodiment of knowledge wisdom and creativity Her divine blessings have illuminated our path guiding us through the intricacies of crafting this comprehensive guide May her grace continue to inspire and enlighten all those who embark on the journey of learning through these pages We extend our sincere appreciation to our parents whose unwavering love encouragement and blessings have been the bedrock of our lives Their sacrifices support and belief in our capabilities have fueled our aspirations and given us the strength to overcome challenges This book stands as a testament to their

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2nd edition Abraham Pizam, 2012-06-25 The International Encyclopedia of Hospitality Management is the definitive reference work for any individual studying or working in the hospitality industry There are 185 Hospitality Management degrees in the UK alone This new edition updates and significantly revises twenty five per cent of the entries and has an additional twenty new entries New online material makes it the most up to date and accessible hospitality management encyclopedia on the market It covers all of the relevant issues in the field of hospitality management from a sectoral level lodging restaurants food service time share clubs and events as well as a functional one accounting and finance marketing strategic management human resources information technology and facilities management Its unique user friendly structure enables readers to find exactly the information they require at a glance whether they require broad detail that takes a more cross sectional view across each subject field or more focused information that looks closely at specific topics and issues within the hospitality industry today

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