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networked global context and enables academics and professionals to have a clear understanding of the principle and practice Dr Xinping Shi Associate Professor of Information and Operations Management Hong Kong Baptist University Hong Kong SAR China Getting the pricing of products and services right is challenging and difficult It is more complicated in a globalized world and further challenging when it is across different types of economies This book will offer guidance in setting and negotiating prices for trading across borders and on the digital platform and will prove useful for practitioners and students I highly recommend the book Professor Vincent XG Qi PhD FRAI Wolfson College University of Cambridge Marcel Mauss Chair Distinguished Professor of Global Supply Chain Management and Business Anthropology Anshan Normal University in China Contents PART 1 PRICING BASICS Chapter 1 PRICING IN FOCUS Chapter 2 THE ECONOMICS OF PRICING Chapter 3 CUSTOMERS PRICE PERCEPTION Chapter 4 PRICES COSTS AND PROFIT Chapter 5 METHODS OF PRICE SETTING PART 2 STRATEGIES AND TACTICS OF PRICING Chapter 6 PRICING STRATEGY Chapter 7 PRODUCT LIFE CYCLE PRICING Chapter 8 DYNAMIC PRICING Chapter 9 PRODUCT LINES PRICING Chapter 10 PRICE BUNDLING PART 3 INTERMEDIARY PRICING Chapter 11 PRICING ACROSS THE MARKETING CHANNELS Chapter 12 RETAIL AND WHOLESALE PRICING Chapter 13 PRICING IN INTERNATIONAL MARKETS Chapter 14 SUCCESSFUL PRICE NEGOTIATIONS Bibliography Index Product Details ISBN 9781910781944 Publisher Transnational Press London Published 23 May 2018 Language English Pages 320 Interior Ink Black white Weight approx 0 65 kg Dimensions approx 18 9cm wide x 24 59cm tall

Creating Experience Value in Tourism, 2nd Edition Nina K Prebensen, Joseph S Chen, Muzaffer Uysal, 2018-06-18 Research delivers a multitude of approaches to value creation represented here as a set of definitions perspectives and interpretations of how tourists as customers create value alone and with others Now updated throughout Creating Experience Value in Tourism 2nd Edition provides a clarification of these approaches as well as a practical translation as to how they can work within industry Concluding with a summary of the areas for future research this is a key resource for researchers particularly those interested in experience value and co creation as well as a useful read for students of tourism and related industries

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ECSM2015-Proceedings of the 2nd European Conference on Social Media 2015 Dr Paula Peres, Dr Anabela Mesquita, 2015-07-06 Complete proceedings

of the 2nd European Conference on Social Media Porto Portugal Published by Academic Conferences and Publishing International Limited **Research Methodology: Concepts and Cases, 2nd Edition** Chawla Deepak & Neena Sodhi, RESEARCH METHODOLOGY CONCEPT AND CASES provides a comprehensive and stepwise understanding of the research process with a balanced blend of theory techniques and Indian illustrations from a wide cross section of business areas This book makes no presumptions and can be used with confidence and conviction by both students and experienced managers who need to make business sense of the data and information that is culled out through research groups The conceptual base has been provided in comprehensive yet simplistic detail addressing even the minutest explanations required by the reader The language maintains a careful balance between technical know how and business jargon Every chapter is profusely illustrated with business problems related to all domains marketing finance human resource and operations Thus no matter what the interest area may be the universal and adaptable nature of the research process is concisely demonstrated

Future Trends in Production Engineering Günther Schuh,Reimund Neugebauer,Eckart Uhlmann,2012-08-15 To meet and adapt to the current and future trends and issues in technology and society the science committee of The German Academic Society for Production Engineering WGP continues to define future topics for production technology These themes represent not only the key focus for the scientific work of the WGP but also the central themes of the first annual conference in June 2011 whose paper is publically available in this volume Such themes including electric mobility medical technology lightweight construction and resource efficiency as well as mass production ability have all been identified as future large scale and long term drivers of change Future trends influence changes sustainably and fundamentally they permeate society technology economics and value systems and have an effect in virtually all areas of life The WGP has as part of its research established for itself the goal of not only observing these emerging changes but also of supervising and influencing their development in order to ensure steady progress secure sustainability and shape the future **Marketing Management** Dr.

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Litigation - Second Edition Lawrence W. Newman,Michael Burrows,2013-12-01 A practice oriented guide for any lawyer involved in litigation or arbitration in the United States but who faces issues that go beyond its borders Both international litigation and arbitration are extensively covered in this work The chapters revolve around the practical problems which face

the litigator service of proceedings discovery the obtaining of evidence and enforcement of judgments and awards In addition some important topics in substantive law are addressed **Marketing Management - SBPD Publications** Dr. F. C.

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Gasoline Marketing United States. Congress. House. Select Committee on Small Business. Subcommittee on Activities of Regulatory Agencies,1972 **The 1980's: A Decade of Marketing Challenges** Venkatakrishna V. Bellur,Thomas R.

Baird,Paul T. Hertz,Roger L. Jenkins,Jay D. Linqvist,Stephen W. Miller,2015-04-20 This volume includes the full proceedings from the 1981 Academy of Marketing Science AMS Annual Conference held in Miami Beach Florida with the theme The 1980 s A Decade of Marketing Challenges It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour marketing management marketing education industrial marketing and international marketing among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy s flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science

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