

Marketing Management

14

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Value First, Then Price Andreas Hinterhuber, Todd C. Snelgrove, 2021-12-27 Value based pricing pricing a product or service according to its value to the customer rather than its cost is the most effective and profitable pricing strategy Value First Then Price is an innovative collection that proposes a quantitative methodology to value pricing and road tests this methodology through a wide variety of real life industrial and B2B cases This book offers a state of the art and best practice overview of how leading companies quantify and document value to customers In doing so it provides students and researchers with a method by which to draw invaluable data driven conclusions and gives sales and marketing managers the theories and best practices they need to quantify the value of their products and services to industrial and B2B purchasers The 2nd edition of this highly regarded text has been updated in line with current research and practice offering three new chapters covering new case studies and best practice examples of quantified value propositions the future of value quantification and value quantification for intangibles With contributions from global industry experts this book combines cutting edge research on value quantification and value quantification capabilities with real life practical examples It is essential reading for postgraduate students in Sales and Marketing with an interest in Pricing Strategy sales and pricing specialists as well as business strategists in both research and practice

The Guide to Entrepreneurship Michael Szycher Ph.D, 2018-02-07 Whether you work for an established company and want to trailblaze new products intrapreneurship or want to establish your own new venture entrepreneurship The Guide to Entrepreneurship How to Create Wealth for Your Company and Stakeholders supplies invaluable guidance along with concrete action plans In contrast to academic publications th

Advanced Information Systems Engineering Oscar Pastor, João Falcão e Cunha, 2005-06 This book constitutes the refereed proceedings of the 17th International Conference on Advanced Information Systems Engineering CAiSE 2005 held in Porto Portugal in June 2005 The 39 revised full papers presented were carefully reviewed and selected from 282 submissions The papers are organized in topical sections on conceptual modeling metamodeling databases query processing process modeling and workflow systems requirements engineering model transformation knowledge management and verification Web services Web engineering software testing and software quality

Information Communication Technologies and City Marketing: Digital Opportunities for Cities Around the World Gascó-Hernandez, Mila, Torres-Coronas, Teresa, 2009-02-28 Examines how ICTs contribute to the development of city marketing strategies to enhance local socio economic development Covers topics such as city branding export promotion and industry marketing

E-Business Innovation and Process Management Lee, In, 2006-12-31 E business research is currently one of the most active research areas With the rapid advancement in information technologies e business is growing in significance and is having a direct impact upon ways of doing business As e business becomes one of the most important areas in organizations researchers and practitioners need to understand the implications of many technological

and organizational changes taking place Advances in E Business Research E Business Innovation and Process Management provides researchers and practitioners with valuable information on recent advances and developments in emerging e business models and technologies This book covers a variety of topics such as e business models e business strategies online consumer behavior e business process modeling and practices electronic communication adoption and service provider strategies privacy policies and implementation issues

RELATIONSHIP MARKETING BISWAS, SUPRIYA,2014-08-14 The role of relationship marketing in the current business scenario has become significant as maintaining good relationships with various sections of society especially the customers is important for achieving organisational objectives The book encapsulates all the essential aspects of relationship marketing in an easy to understand manner It has been thoroughly revised and enlarged in the Second Edition and incorporates topics based on emerging concepts of marketing and technology including relationship parameter in brand identity service recovery paradox adversity quotient of relationship managers impact of social networking on customer relations as well as applications of cloud and mobile computing in the practice of relationship marketing Inclusion of new and contemporary case studies from industries Toyota logo Removing pain points How Coco Colas low cost solar cooler is helping Coke spread its wing in villages and Mobile computing in general insurance business provides a practical orientation to the text and help students to understand concepts of relationship marketing in the context of real world situation Apart from these case assignments have been developed on various dimensions of relationship marketing Intended as a textbook for the postgraduate students of management the book is equally useful for relationship managers executives and sales and marketing professionals

Sports Management as an Emerging Economic Activity Marta Peris-Ortiz, José Álvarez-García, María de la Cruz Del Río-Rama,2017-10-05 This book examines the sports industry as a broad business and economic sector with an enormous influence on regional economic development Covering topics such as sports economics financing sports organizations sustainability management in sports sports tourism and doping among athletes this book provides a timely collection of research and best practices in the areas of sports management and policy Sports activity is a rapidly growing and evolving industry offering numerous business opportunities from the manufacturing of sporting equipment and activity at gyms and sports centers to revenue from sporting events and sport tourism In order for the varied businesses across the sport industry whether public or private to be successful proper management strategies and policies must be in place This includes the knowledge of the industry strategic planning sector analysis quality management and sustainable economic and environmental use of resources Featuring case examples from several countries including Spain Turkey Uruguay Portugal and Italy this volume provides international perspectives on a wide spectrum of managerial issues across this dynamic industry

The Routledge Handbook of Tourism and Sustainability C. Michael Hall, Stefan Gossling, Daniel Scott,2015-02-11 Routledge Handbook of Tourism and Sustainability from C Michael Hall Stefan G ssling Daniel Scott is one of the winners of the ITB BookAwards 2016 in the category Specialist

tourism literature Sustainability remains one of the major issues in tourism today Concerns over climate and environmental change the fallout from the global economic and financial crisis and the seeming failure to meeting UN Millennium development goals have only reinforced the need for more sustainable approaches to tourism however they be defined Given the centrality of sustainability in tourism curricula policies research and practice it is therefore appropriate to prepare a state of the art handbook on the relationship between tourism and sustainability This timely Handbook of Tourism and Sustainability is developed from specifically commissioned original contributions from recognised authors in the field providing a systematic guide to the current state of knowledge on this area It is interdisciplinary in coverage and international in scope through its authorship and content The volume commences with an assessment of tourism s global environmental e g climate emissions energy use biodiversity water use land use and socio economic effects e g economic impacts employment and livelihoods culture This then provides the context for sections outlining the main theoretical frameworks and constructs that inform tourism and sustainability management tools and approaches and the approaches used in different tourism and travel industry sectors The book concludes by examining emerging and future concerns in tourism and sustainability such as peak oil post carbon tourism green economy and transition tourism This is essential reading for students researches and academics interested in the possibilities of sustainable forms of tourism and tourism s contribution to sustainable development Its assessment of tourism s global impact along with its overviews of sectoral and management approaches will provide a benchmark by which the sustainability of tourism will be measured for years to come

Advanced Information Systems Engineering ,2005 **E-marketing** Judy Strauss,Adel I. Ansary,Raymond Frost,2006 This best selling book is unique in that it parallels the organization of an introductory marketing textbook but it explores key marketing concepts in the context of today s digital Internet environment It fills the gap for those who have found Internet Marketing books suffer from too much E and not enough marketing or are too narrowly or technically focused on e commerce A five part organization covers e marketing in context e marketing environment e marketing strategy e marketing management and a global perspective on e marketing Special topics include competitive strategies e marketing strategy development marketing planning and performance metrics and coverage of cutting edge strategies beyond the Web m marketing mobile databases and analysis techniques point of purchase scanning and more For an e understanding of marketing and business

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