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Price Management Hermann Simon,Martin Fassnacht,2018-12-11 In this book

the world s foremost experts on pricing integrate theoretical rigor and practical application to present a comprehensive resource that covers all areas of the field This volume brings together quantitative and qualitative approaches and highlights the most current innovations in theory and practice Going beyond the traditional constraints of price theory and price policy the authors coined the term price management to represent a holistic approach to pricing strategy and tactical implementation They remind us that the Ancient Romans used one word pretium to mean both price and value This is the fundamental philosophy that drives successful price management where producer and customer meet Featuring dozens of examples and case studies drawn from their extensive research consulting and teaching around the world Simon and Fassnacht cover all aspects of pricing following the price management process with its four phases strategy analysis decision and implementation Thereby the authors take into account the nuances across industry sectors including consumer goods industrial products services and trade distribution In particular they address the implications of technological advancements such as the Internet and new measurement and sensor technologies that have led to a wealth of price management innovations such as flat rates freemium pay per use or pay what you want They also address the emergence of new price metrics Big Data applications two sided price systems negative prices and the sharing economy as well as emerging payment systems such as bitcoin The result is a bible for leaders who recognize that price is not only a means to drive profit in the short term but a tool to generate sustained growth in shareholder value over the longer term and a primer for researchers

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Coordination and Agent Technology in Value Networks Martin Bichler,2004 New approaches and technologies are required to coordinate the interdependent interests of economic entities Distributed decision making and self organization become increasingly important where hierarchical planning reaches its limits Therefore innovative solutions have to face those challenges allowing especially for coordination and information processing between distributed entities In particular market based coordination mechanisms provide this opportunity they can be efficiently combined with powerful technologies like software agents to build the flexible coordination infrastructures for today's and tomorrow's electronic business Science and industry will have to collaborate Not only to identify the challenges of the prospering information society and to bring them onto our research agendas Consequently the book at hand is targeted towards scientists and practitioners likewise

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QST. ,1928 **The Wisconsin Agriculturist** ,1900 **The Real Estate Magazine** ,1914 The freemason's daughter John Frederick Smith,1879 Furniture Manufacturer and Artisan ,1918 **Insights From A Travel Mastermind** Doug Knell,2018-01-12 Before my only travels were to and from the toilet at home With these insights I now also use toilets in other continents Dominique LaSalle Travel Blogesque Magnifique Written by a groovy expert who traveled

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