

Pricing on Purpose



Creating and Capturing Value

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Pricing on Purpose Ronald J. Baker, 2010-06-10 Pricing on Purpose explores the importance of pricing one of the four Ps product promotion place and price of marketing that is largely ignored in business literature Pricing is the opportunity for a business to capture the value of what it provides to the customer and deserves as much attention as promotion product and place in the marketing strategy of any business This book calls attention to the market share fallacy explains the difference between cost plus pricing and value pricing and provides best practice pricing examples It presents the theory of value long established in the economics profession and how any business can use various pricing strategies to communicate and capture the value of their products and services **The Authority Guide to Profitable Pricing** Shaz Nawaz, 2017-11-08 Make a fast effective impact on the financial success of your business Setting the optimum price for your products and services that is right for your customers and market is vital to success But how do you know that what you are charging is doing the best job possible In this smart savvy Authority Guide pricing expert Shaz Nawaz takes you step by step through everything you need to know to build a solid reliable pricing strategy for your business Thrive flourish and open the door to instant increased turnover the best customers and accelerated growth with the key to profitable pricing BUSINESS Essential Bloomsbury Publishing, 2015-03-20 The abridged updated edition of international bestseller BUSINESS The Ultimate Resource This essential guide to the world of work and careers is crammed with top quality content from the world's leading business writers and practitioners Now in a handy paperback format it is ideal for time pressed managers small business owners and students alike A free eBook will be available for purchasers of the print edition This book includes Actionlists more than 200 practical solutions to everyday business and career challenges from revitalising your CV to managing during difficult times Management library time saving digests of more than 70 of the best and most influential business books of all time from The Art of War to The Tipping Point We've read them so you don't have to Best Practice articles a selection of essays from top business thinkers Business Dictionary jargon free definitions of thousands of business terms and concepts Gurus explanations of the lives careers and key theories of the world's leading business thinkers *Creating and Capturing Value through Crowdsourcing* Christopher L. Tucci, Allan Afuah, Gianluigi Viscusi, 2018-03-16 Examples of the value that can be created and captured through crowdsourcing go back to at least 1714 when the UK used crowdsourcing to solve the Longitude Problem obtaining a solution that would enable the UK to become the dominant maritime force of its time Today Wikipedia uses crowds to provide entries for the world's largest and free encyclopedia Partly fueled by the value that can be created and captured through crowdsourcing interest in researching the phenomenon has been remarkable Despite this or perhaps because of it research into crowdsourcing has been conducted in different research silos within the fields of management from strategy to finance to operations to information systems biology communications computer science economics political science among others In these silos crowdsourcing takes names such as broadcast search innovation tournaments

crowdfunding community innovation distributed innovation collective intelligence open source crowdpower and even open innovation This book aims to assemble chapters from many of these silos since the ultimate potential of crowdsourcing research is likely to be attained only by bridging them Chapters provide a systematic overview of the research on crowdsourcing from different fields based on a more encompassing definition of the concept its difference for innovation and its value for both private and public sector

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- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Pricing On Purpose Creating And Capturing Value.

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