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# Smarter Pricing How To Capture More Value From Your Market Financial Times S

**Clemens Wendtner**

## **Smarter Pricing How To Capture More Value From Your Market Financial Times S:**

**The Marketing Book** Michael Baker,Susan Hart,2008-09-10 The 6th edition of the best selling Marketing Book has been extensively updated to reflect changes and trends in current marketing thinking and practice Taking into account the emergence of new subjects and new authorities Michael Baker and the new co editor Susan Hart have overhauled the contents and contributor lists of the previous edition to ensure this volume addresses all the necessary themes for the modern marketer In particular the Marketing Book now looks at broader range of international issues with a broader group of international contributors Based as in previous editions on seminal articles from thought leaders in each subject the Marketing Book 6th edition is bursting with salient articles It amounts to an all embracing one volume companion to modern marketing thought ideal for all students of marketing      *EBOOK: Retail Marketing* ENNIS, SEAN,2015-10-16 EBOOK Retail Marketing

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**British National Bibliography** Arthur James Wells,2006      *Smarter Pricing* Tony Cram,2006 The most neglected element of the marketing mix can have an unrivalled impact on the bottom line Smarter Pricing helps managers make more intelligent pricing decisions implement pricing strategies and structures more effectively in the market and capture more value for their business At no time has effective pricing been more significant Buyers are getting stronger markets more transparent and manufacturers in new powerhouses such as China are becoming more and more competitive Recent McKinsey survey of 2500 companies calculated that a 1% increase in price improves operating profit by 11 1% Smarter Pricing is a good hands on book on pricing for practising managers providing a developed mix of techniques through international examples from a range of sectors that bring pricing theory into a real world context Smarter Pricing joins the developing suite of FTPH books offering executives focused and practical advice on decisive business challenges Smarter Pricing is a fast and focused companion to practical price management for executives and marketers in every sector      **To-day**,1899      **Kiplinger's Personal Finance** ,2003-09 The most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics      *Kiplinger's Personal Finance* ,2002-01 The most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics      *The New York Times Magazine* ,2010      **Farm Journal and Country Gentleman** ,1909      **Best Life** ,2008-09 Best Life magazine empowers men to continually improve their physical emotional

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