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a comprehensive look at creating pricing strategies that work in both good economic times and bad written by three preeminent pricing experts at mckinsey company the second edition of the price advantage is a practical pricing guide for the executive or pricing practitioner who wants to identify capture and sustain substantial pricing gains in their business pricing is by far the most powerful profit lever that managers can influence yet few companies approach pricing in a way that fully capitalizes on its value this second edition a major revision and extension of the first book shows you what it takes to achieve the price advantage in today s competitive and complex business environments based on in depth first hand experience with thousands of companies this book provides managers with a pragmatic guide through the maze of pricing issues it reinforces why pricing excellence is more critical than ever today and then explains state of the art approaches to analyzing and improving your own pricing strategy and execution explores the fundamental role of pricing infrastructure in achieving the price advantage includes new topics such as software and information products pricing lifecycle pricing custom configured products pricing pricing of high count product lines pricing in distributed sales environments razor razor blades pricing and tiered products and services pricing revisits the full range of classic mckinsey pricing tools including the pocket price waterfall and value maps engaging and informative the second edition of the price advantage will put this essential discipline in perspective

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Automotive Repair Industry 1969

in the current environment of severe global competition an uncertain business future as well as shorter product life cycles companies have a pressing need to develop new products and businesses rapidly in this book professor yasuihiro monden expounds on his theories about inter firm networks and incentive price systems as important mechanisms to encourage innovation the author has coined the term incentive price system to explain profit allocation systems which will motivate inter firm collaboration to develop new customer pleasing products or businesses he notes that such a comprehensive concept of incentive price has not been studied in conventional economics but is invaluable for solving various profit allocation problems the theories in the book are richly illustrated by many case studies from the automobile auto parts smartphone semiconductor convenience store and nuclear power electricity industries examples from the automobile industry account for more than half of the case studies because the author has accumulated much practical knowledge and experience from research and related activities in the japanese automobile industry over several decades this book will be of interest to researchers and practitioners of lean or just in time production as well as those involved in related areas such as managerial accounting managerial economics corporate finance

organization theory and cooperative game theory contents preface introduction research theme framework and summaries of each chapter critical comments on the traditional organization and price theories innovations for social problems business innovation in general open innovation based on the business ecosystem environmental problem open innovation of eco cars based on the global inter firm collaboration wage difference problem smile curve and fair allocation of the global value added among nations inter firm innovations can solve the wage differentials in the supply chain open inter firm network from adam smith s division of labor to the network organization how can the open network organization be constructed via m a design of open global supply chain robust supply chain for the disasters incentive system by the inter firm profit and loss allocation how to value the intangible assets for allocating the synergy effect in the global inter firm network how to determine the acquisition price for purchasing the firm in m a risk sharing and risk spreading based on the full cost based transfer price a convenience store chain cost sharing and profit sharing that motivate the inter firm cooperation nuclear power electric company how can all stakeholders share the burdens of solving damage liability and business turnaround theoretical analysis of incentive price two transfer prices the market price for balancing supply and demand and the incentive price for inter firm collaborations cooperative game theory and Φ stability for the profit allocation by the cumulative opportunity cost method note on the management philosophy for collaboration note on management philosophy for inter firm collaboration readership researchers and practitioners who are interested in lean or just in time production systems and management keywords open innovation open network organization incentive price system inter firm collaboration supply chain managementreview 0

Field & Stream 1985-01

project planning book 8x10 soft cover 106 pages this book was created to help with planning your next car project this book is a great source for keeping track and having documentation on hand easily organized to show your prospective buyer that the work was actually done and will also come in handy when ordering new parts or replacement parts there is plenty of room for adding notes pages to insert photos price comparison pages so you can be sure you are getting the best deals through online retailers and local auto parts stores whether your beginning to flip cars to make a few extra dollars or planning a complete restoration to keep as a heirloom maybe a father son project or planning to show the car for competitions racing or just to take it to the weekend car shows this book is a great way to keep notes for keeping track of costs dates parts numbers and manufacturer information everything in its own project book when you sell the car or pass the car on all the information and specifications will be easy to find fun gift idea for husbands or sons who love working on car restoration projects for fixing up and restoring old cars classic cars muscle cars books for mechanics car restoration books car project planning book

Hearings, Reports and Prints of the Senate Committee on the Judiciary 1968

publisher description

The Price Advantage 2010-07-15

many parts managers underestimate the business management expertise combined with parts knowledge that is required to efficiently operate a parts department author gary naples brings twenty years of parts management experience to by the numbers principles of automotive parts management this book presents basic parts management principles along with business and personnel management techniques in an easy to understand format each chapter begins with an illustrative case which describes a typical situation pertinent to the chapter s theme that could occur in real world parts departments

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