

Pricesearch

Harlan E. Spotts

Essays on Market Response to Changes in Costs and Price Transparency Anna Olga Smolnik, 2017-01-25 The dissertation consists of three empirical studies and takes a closer look at price fluctuations using German gasoline prices as an example for a homogenous good. It analyzes consumers' reaction to price fluctuations and respectively the pricing behavior of firms. The first paper, which was developed with co-authorship, explores consumers' online price search effects on the pricing behavior of firms (gasoline price level and price dispersion). As regulators have recently implemented a mechanism for reporting all price changes to a central data base, the core assumption of this price reporting scheme is that the increase in price transparency will lead to a decline in the price level and a reduction in price dispersion. The second study addresses the question whether German gas stations adjust their retail prices asymmetrically in response to crude oil price changes, i.e., whether gas stations react quicker to crude oil price increases than to crude oil price decreases. The third study aims to analyze whether consumers react more strongly to gasoline price increases or to price decreases when considering buying a new vehicle.

Extension of the Emergency Price Control Act of 1942 United States. Congress. House. Committee on Banking and Currency, United States. Congress. Senate. Committee on Banking and Currency, 1944

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, instructors, and students alike. Praise for Price Management "This book is truly state of the art and the most comprehensive work in price management." - Prof. Philip Kotler, Kellogg School of Management, Northwestern University "This very important book builds an outstanding bridge between science and practice." - Kasper Rorsted, CEO, Adidas "This book provides practical guidelines on value creation, communication and management, which is an imperative for businesses to survive in the coming era of uncertainty." - Dr. Chang-Gyu Hwang, Chairman and CEO, KT Corporation (Korea Telecom)

Consumer Price Index United States. Congress. Senate. Committee on Finance, 1995 Distributed to some depository libraries in microfiche.

The Price of Everything Eduardo Porter, 2011-01-04 Everything has a price, but it isn't always obvious what that price is. Many of the prices we pay seem to make little sense. We shell out \$2.29 for a coffee at Starbucks when a nearly identical brew can be had at the corner deli for less than a dollar. We may be less willing to give blood for \$25 than to donate it for free. Americans hire cheap illegal immigrants to fix the roof or mow the lawn, and vote for politicians who promise to spend billions to keep them out of the country. And citizens of the industrialized West pay hundreds of dollars a year in taxes or cash for someone to cart away trash that would be a valuable

commodity in poorer parts of the world. The Price of Everything starts with a simple premise: there is a price behind each choice that we make, whether we're deciding to have a baby, drive a car, or buy a book. We often fail to appreciate just how critical prices are as a motivating force shaping our lives. But their power becomes clear when distorted prices steer our decisions the wrong way. Eduardo Porter uncovers the true story behind the prices we pay and reveals what those prices are actually telling us. He takes us on a global economic adventure, from comparing the relative price of a vote in corrupt São Tomé and in the ostensibly uncorrupt United States, to assessing the cost of happiness in Bhutan, to deducing the dollar value we assign to human life. His unique approach helps explain: * Why polygamous societies actually place a higher value on women than monogamous ones. * Why someone may find more value in a \$14 million license plate than the standard issue, \$95 one. * Why some government agencies believe one year of life for a senior citizen is four times more valuable than that of a younger person. Porter weaves together the constant-and often unconscious-cost and value assessments we all make every day. While exploring the fascinating story behind the price of everything from marriage and death to mattresses and horsemeat, Porter draws unexpected connections that bridge a wide range of disciplines and cultures. The result is a cogent and insightful narrative about how the world really works. Watch a Video

Price Sensitivity for Electronic Entertainment Gunnar Clausen, 2004 This

study presents a comprehensive behavioral model for the determinants and consequences of price sensitivity in the domain of electronic entertainment. Survey data was collected in the fields of internet entertainment, video games, and mobile entertainment. The data is analyzed using a structural equation modeling approach for the whole sample and for each domain, respectively. The estimates yield a close overall model fit. However, considerable differences between the domains exist. The model is embedded in a learning theory paradigm that explains why price sensitivity has become an increasingly popular phenomenon. The model and the methodology used in this study can help researchers and practitioners to better understand and cope with price sensitive consumers.

Resale Price Maintenance and the Law Christy Kollmar, 2023-03-31 The question of how to properly enforce against RPM has been a contentious debate for decades on both sides of the Atlantic. The catalyst is the acceptance that RPM can generate both anti-competitive effects and pro-competitive efficiencies that need to be properly balanced to ensure against Type I/Type II errors and to create viable legislation. Part I focuses on 100 years of US origins and the current legal approach to VR enforcement, which reveals the precedent responsible for the transition between per se illegality and the rule of reason thresholds at the federal level. Nine anti-competitive and 19 pro-competitive theoretical models are also introduced to clearly demonstrate the true nonconsensus existent between economists as to whether RPM is

deleterious enough to justify a stringent approach to RPM regulation. Part II closely examines the EU origins and current legal structure, where RPM has maintained its hardcore by-object designation pursuant to Art. 101(1) TFEU with the consequence of having no safe harbours, no applicability of the De Minimis Doctrine, an onerous negative rebuttable presumption, non-severability of the agreement and almost no chance of obtaining an exemption under Art. 101(3). This is exacerbated by the EC's lack of guidance on how to prove all conditions necessary for an Art. 101(3) exemption and when a vertical arrangement actually escapes Art. 101(1) applicability. The aim of this book is to examine the economic models, historical origins and legal structures of the US/EU regimes to develop proposals on how to modify the EU's current legal structure to ensure proper enforcement of RPM behaviour that actually enhances legal certainty through a more aligned approach at the national level. Part III proposes five solutions which scrutinise the concepts of appreciability, hardcore and by-object restraints, to implement modifications to EU's current legal framework to ensure RPM receives reasonable and equitable treatment in line with economic theory.

Talking Prices Gil Troy, Olav Velthuis, 2005 Chronicles the political events of the 1980s, offering a year-by-year account of the economic and cultural changes that took place during Ronald Reagan's two terms in the White House.

Extension of the Emergency Price Control Act of 1942, Hearings Before ..., 78-2 on S.1764 ..., March 15 ... April 28, 1944 United States. Congress.

Senate. Committee on Banking and Currency,1944

Managing Customer Value: One Step At A Time (Second Edition) Dilip Soman,Sara N-marandi,2022-05-10 How do you take an individual who has never done business with your organization and gradually transform them into the best possible customer? How do you decide how much to spend on various marketing actions? How do you think about the pricing decision with a view to optimizing the value of your customers as assets? Where do you start, what tools do you use, and what heuristics are useful in making these decisions? This book attempts to answer questions such as these. The one-sentence summary of the answer, though, is simple – hold the individual's hands and walk them up a value ladder, one step at a time.This book is written for an advanced student of business and the practicing manager. It presents an integrated view of the marketing function. In particular, it focuses on all the activities that a firm engages in to create and manage value - not just the customer-facing activities. It links the traditional views of customer value with the finance, accounting, human resources, organizational behaviour, information technology and operations functions of the organization. It draws on the science of behaviour change and the data sciences to present a contemporary view of the customer value function. The content is meant to be prescriptive – it describes a process for value creation and management, yet analytical; theoretical, yet empirically driven. It urges the reader to think about the customer value function to be

organized along activities that the firm would like the customers to engage in, not activities that the firm engages in. It presents a framework that is not only conceptually driven but also has a sound mathematical basis.

Wholesale Prices Series United States. Bureau of Labor Statistics,1916

Creating and Delivering Value in Marketing Harlan E. Spotts,2014-11-06 □

Founded in 1971, the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory, research, and practice. Among its services to members and the community at large, the Academy offers conferences, congresses and symposia that attract delegates from around the world. Presentations from these events are published in this Proceedings series, which offers a comprehensive archive of volumes reflecting the evolution of the field. Volumes deliver cutting-edge research and insights, complimenting the Academy's flagship journals, the Journal of the Academy of Marketing Science (JAMS) and AMS Review. Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science. This volume includes the full proceedings from the 2003 Academy of Marketing Science (AMS) Annual Conference held in Washington, D.C., entitled *Creating and Delivering Value in Marketing*. □

Extension of Emergency Price Control Act United States. Congress. House. Committee on Banking and Currency,1944

Talking Prices Olav Velthuis,2013-10-24 How do dealers price contemporary

art in a world where objective criteria seem absent? Talking Prices is the first book to examine this question from a sociological perspective. On the basis of a wide range of qualitative and quantitative data, including interviews with art dealers in New York and Amsterdam, Olav Velthuis shows how contemporary art galleries juggle the contradictory logics of art and economics. In doing so, they rely on a highly ritualized business repertoire. For instance, a sharp distinction between a gallery's museumlike front space and its businesslike back space safeguards the separation of art from commerce. Velthuis shows that prices, far from being abstract numbers, convey rich meanings to trading partners that extend well beyond the works of art. A high price may indicate not only the quality of a work but also the identity of collectors who bought it before the artist's reputation was established. Such meanings are far from unequivocal. For some, a high price may be a symbol of status; for others, it is a symbol of fraud. Whereas sociological thought has long viewed prices as reducing qualities to quantities, this pathbreaking and engagingly written book reveals the rich world behind these numerical values. Art dealers distinguish different types of prices and attach moral significance to them. Thus the price mechanism constitutes a symbolic system akin to language.

Optimal Pricing, Inflation, and the Cost of Price Adjustment Eytan Sheshinski, Yoram Weiss, 1993 These collected articles constitute what is perhaps the definitive study of pricing models under inflation, providing a

solid basis for further research on this elusive question. What are the real effects of inflation? These collected articles constitute what is perhaps the definitive study of pricing models under inflation, providing a solid basis for further research on this elusive question. Covering a broad range of theory and applications by well-known microeconomists, the eighteen contributions evaluate the effects of inflation on aggregate output and on welfare and reveal the scope of recent efforts to explicitly incorporate frictions in economic models. A basic building block common to most of the essays in this volume is the observation that individual firms change nominal prices intermittently. The frequency and size of nominal price changes are influenced by the cost of price adjustment and changes in the economic environment, production costs, market demand, market structure, and most important, inflation. Thus the degree of nominal rigidity is influenced by the economic environment, and in a dynamic context. Two introductory essays survey the empirical studies of pricing policies by individual firms and the theoretical efforts to integrate the nominal rigidities at the micro level into macro relationships. The essays that follow treat the general problem of optimal dynamic adjustment in the presence of convex costs of adjustment, include applications of the inventory models to the case of nominal price adjustment by an individual firm, address the question of aggregation, introduce active search by consumers, and provide empirical analysis of nominal price rigidities.

Sources of Information Value J. Ricart-Costa, B. Subirana, J. Valor-Sabatier, 2003-10-27 This book provides a conceptual framework to understand and analyze the decline of the telecommunications industry and the rise of information industries. This includes information distribution, banking, advertising, computing, etc. and will use a value based perspective to show the industry shaping dynamics. The integrative framework will cover issues relevant to all information industries including network externalities, lock in and switching costs, cost structure analysis, transactions costs and intermediaries.

EBOOK: Marketing Management Christian Homburg, Sabine Kuester, Harley Krohmer, 2012-12-16 Marketing Management: A Contemporary Perspective provides a fresh new perspective on marketing from some of the leading researchers in Europe. The book offers students and practitioners the comprehensive coverage they need to make the right decisions to create and implement highly successful marketing strategies. This exciting new edition includes updated cases and combines scholarly international research with relevant and contemporary examples from markets and brands across the world. The authors combine their experience as researchers and industry consultants to provide the conceptual and theoretical underpinning of marketing and empirical research, helping students to understand how marketing concepts can be applied and implemented. The book covers a full range of industries including business-to-customer, business-to-business, services marketing, retailing and

international marketing from companies around the globe.

Product Lifecycle Management. Green and Blue Technologies to Support Smart and Sustainable Organizations Osiris Canciglieri Junior, Frédéric Noël, Louis Rivest, Abdelaziz Bouras, 2022-02-08

The two-volume set IFIP AICT 639 and 640 constitutes the refereed post-conference proceedings of the 18th IFIP WG 5.1 International Conference on Product Lifecycle Management, PLM 2021, held in Curitiba, Brazil, during July 11-14, 2021. The conference was held virtually due to the COVID-19 crisis. The 107 revised full papers presented in these proceedings were carefully reviewed and selected from 133 submissions. The papers are organized in the following topical sections: Volume I:

Sustainability, sustainable development and circular economy; sustainability and information technologies and services; green and blue technologies; AI and blockchain integration with enterprise applications; PLM maturity, PLM implementation and adoption within industry 4.0; and industry 4.0 and emerging technologies: Volume II: Design, education and management; lean, design and innovation technologies; information technology models and design; and models, manufacturing and information technologies and services.

Economics of Forestry Roger A. Sedjo, 2018-02-06 This title was first published in 2003. The 'Economics of Forestry' is a specialized subset of resource economics addressing a specific natural resource - the forest - which is usually a relatively long time period. Hence, forest economics has characteristics similar to nonrenewable resources but also has those of a

renewable resource, in some cases approaching those of agriculture. This volume comprises some of the most significant journal essays in forest economics and forest policy. The International Library of Environmental Economics and Policy explores the influence of economics on the development of environmental and natural resource policy. In a series of twenty five volumes, the most significant journal essays in key areas of contemporary environmental and resource policy are collected. Scholars who are recognized for their expertise and contribution to the literature in the various research areas serve as volume editors and write essays that provides the context for the collection. Volumes in the series reflect three broad strands of economic research including 1) Natural and Environmental Resources, 2) Policy Instruments and Institutions and 3) Methodology. The editors, in their introduction to each volume, provide a state-of-the-art overview of the topic and explain the influence and relevance of the collected papers on the development of policy. This reference series provides access to the economic literature that has shaped contemporary perspectives on land use analysis and policy.

Unit Pricing Lena Himbert, 2016-05-11 With a series of experiments, Lena Himbert highlights the influence of the unit price's unit of measure on the consumer's price-level perception and quality perception. Furthermore, this thesis shows that the unit price availability and prominence influences the consumer's store price image. When shopping for pre-packaged products,

consumers are offered a variety of product and price information at the point of purchase. The unit price represents price information given to the consumer for which the factor package size is removed and thereby lowers the information load for consumers in the shopping situation. However, retailers have considerable leeway concerning the unit price format. Aspects that can be varied are for example the unit of measure (e.g., price per kg vs price per 100 g) or font size. There is little to no previous research that gives advice to retailers how they should indicate the unit price on the price label.

Pricesearch Book Review: Unveiling the Power of Words

In a global driven by information and connectivity, the energy of words has be more evident than ever. They have the ability to inspire, provoke, and ignite change. Such is the essence of the book **Pricesearch**, a literary masterpiece that delves deep to the significance of words and their effect on our lives. Published by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we will explore the book is key themes, examine its writing style, and analyze its overall effect on readers.

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