

# Readly

Simon Whaley

*Strategic and Innovative Pricing* Mathias Cöster, Einar Iveroth, Nils-Göran Olve, Carl-Johan Petri, Alf Westelius, 2020-04-22 This book provides a concrete guide on how to execute strategic pricing to excel in an increasingly dynamic and digitised business environment, while developing and deepening relations with contract partners. The secret lies in crafting innovative price models that reward joint value creation in accordance with the business model, rather than engaging in confrontative zero-sum pricing reasoning. *Strategic and Innovative Pricing: Price Models for a Digital Economy* provides hands-on tools that are applied on three interconnected levels of analysis. It illustrates how to explore the business ecology to understand its dynamics and how digitisation enables it to prosper and demonstrates how to construct a viable business model that enables an organisation to navigate in its vibrant ecology. Finally, and most importantly, it shows how to use innovative price models to realize and monetise the business model and its value offering, making the organisation and its partnerships sustainable. Models pertaining to the three levels of analyses are applied in rich case studies and examples from different countries, and the book includes guidelines on how to use them. Special attention is paid to digitisation as an underlying theme, making this book of interest to researchers, academics, and students in the fields of strategic management and technology & innovation management.

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**Business Strategies for Magazine Publishing** Mary Hogarth, 2018-04-17 *Business Strategies for Magazine Publishing* explores tactics for creating financially sustainable publications in the 21st century. Mary Hogarth, media specialist, Senior Fellow (HEA) and lecturer in Journalism at Bournemouth University, analyses the historical development of the magazine industry, as well as current and future challenges for publishers, to illustrate different approaches to revenue generation and the maintenance of magazine brands. The book examines the wide-ranging impact of digital technology on how magazine content is consumed, revealing the dramatic consequences for advertising, distribution and marketing strategies. Traditional business models are evaluated alongside new online approaches, and readers will be introduced to the Magazine Publishing Strategic Quadrant, a model created by the author as an alternative to the Business Canvas Model. In addition, in-depth interviews with high-profile industry figureheads and magazine editors, such as Jessica Strawser of *Writer's Digest* and former *Good Housekeeping* Editorial Director Lindsay Nicholson, offer readers an insight into how to produce and monetise online content. These interviews appear alongside exercises and action plans that give readers the opportunity to put what they have learned into practice. With real-world advice and practical activities and resources throughout the book, journalism students and young professionals will find this an essential guide to successfully building a career in the modern magazine industry.

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Innovations in Magazine Publishing Simon Das, David Stam, Andrew Blake, 2021-05-05 This book examines the key developments in the UK magazine industry since 2014 and explains in detail how the business has innovated to survive. Innovations in Magazine Publishing explores the key issues that publishers and editors have had to grapple with in recent years and demonstrates how they have changed their business models and encouraged innovation and creativity. Written in an engaging and accessible style, the authors and contributors have drawn on years of industry expertise and contacts to examine the massive changes that have taken place in the areas of content creation and advertising in the last decade. Beginning with a highly useful summary of UK magazine publishing history, the book then provides a detailed focus on how magazines have had to adapt to a declining revenue picture in both copy and advertisement sales. This discussion considers changes in ownership and the supply chain, mutual dependency on social media, the rapid growth of the independent sector, investing in brand and product extensions, and how media companies themselves have changed to meet the demands of the new era. The important issue of ethnic diversity within the UK publishing industry is addressed and the introduction also includes a discussion of the effects of the Covid-19 pandemic on the industry, and how the magazine business will need to respond to whatever the future may bring. This comprehensive overview of the current state of the industry is a vital resource for students, researchers and professionals in magazine journalism, as well as for those studying media and journalism studies more generally.

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