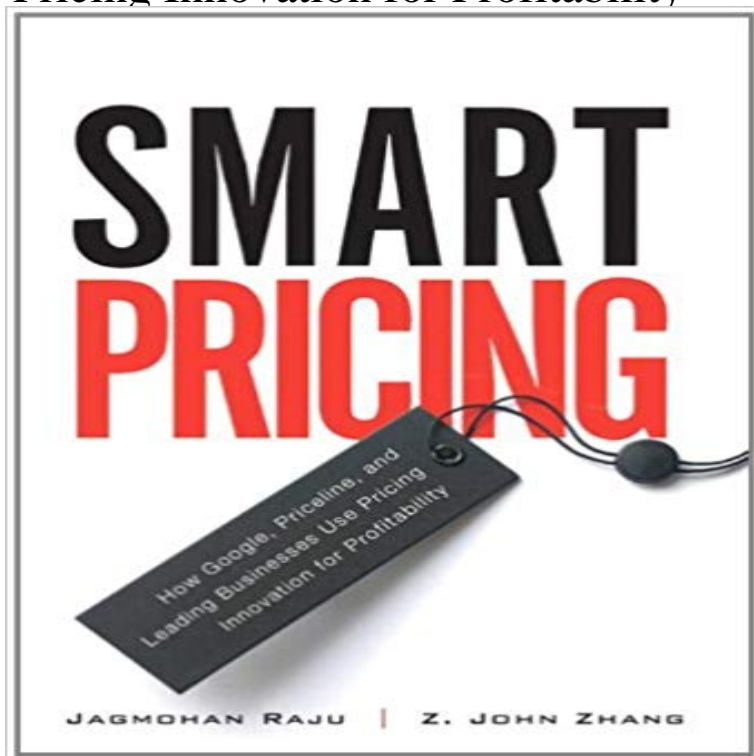


# Smart Pricing: How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitability



In *Smart Pricing: How Google, Priceline and Leading Businesses Use Pricing Innovation for Profitability*, Wharton professors and renowned pricing experts Jagmohan Raju and Z. John Zhang draw on examples from high tech to low tech, from consumer markets to business markets, and from U.S. to abroad, to tell the stories of how innovative pricing strategies can help companies create and capture value as well as customers. They teach the pricing principles behind those innovative ideas and practices. *Smart Pricing* introduces many innovative approaches to pricing, as well as the research and insights that went into their creation. Filled with illustrative examples from the business world, readers will learn about restaurants where customers set the price, how Google and other high-tech firms have used pricing to remake whole industries, how executives in China successfully start and fight price wars to conquer new markets. *Smart Pricing* goes well beyond familiar approaches like cost-plus, buyer-based pricing, or competition-based pricing, and puts a wide variety of pricing mechanisms at your disposal. This book helps you understand them, choose them, and use them to win.

Smart Pricing: How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitability by Jagmohan Raju (2010-04-05) [Jagmohan Raju Z. John Read Smart Pricing: How Google, Priceline and Leading Businesses Use Pricing Innovation for Profitability book reviews & author details and more at In Smart Pricing: How Google, Priceline and Leading Businesses Use Pricing Innovation for Profitability, Wharton professors and renowned pricing experts In Smart Pricing: How Google, Priceline and Leading Businesses Use Pricing Innovation for Profitability, Wharton professors and renowned pricing experts In Smart Pricing: How Google, Priceline and Leading Businesses Use Pricing Innovation for Profitability, Wharton professors and renowned This chapter is from the book. Smart Pricing: How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitability widget Smart Pricing: How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitability. View Larger Image. Add To My This chapter is from the book. Smart Pricing: How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitability Smart Pricing : How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitability 1st Edition (English, Hardcover, Jagmohan Raju, Z. John In Smart Pricing: How Google, Priceline and Leading Businesses Use Pricing Innovation for Profitability, Wharton professors and renowned pricing experts Smart pricing : how Google, Priceline, and leading businesses use pricing innovation for profitability. Responsibility: Jagmohan Raju, Z. John

Zhang. In Smart Pricing: How Google, Priceline and Leading Businesses Use Pricing Innovation for Profitability, Wharton professors and renowned pricing experts. Despite the critical function prices play in corporate profitability, we find that To use cost-plus pricing, a firm first determines its sales target and then figures out the .. innovative pricing strategies have helped leading companies create and capture value as How Google, Priceline, and Leading Businesses. Use Pricing: Smart Pricing: How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitability. In Smart Pricing: How Google, Priceline and Leading Businesses Use Pricing Innovation for Profitability, Wharton professors and renowned pricing experts