

Enhancing Revenue Management with Dynamic Pricing Strategies



Pricing And Revenue Optimization

Joacim Rocklöv



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Pricing and Revenue Optimization Robert Lewis Phillips, 2005-08-05 Written for MBA students and practitioners this book is a comprehensive introduction to the theory and application of pricing and revenue optimization Pricing and Revenue Optimization Robert L. Phillips, 2021-05-18 This book offers the first introduction to the concepts theories and applications of pricing and revenue optimization From the initial success of yield management in the commercial airline industry down to more recent successes of markdown management and dynamic pricing the application of mathematical analysis to optimize pricing has become increasingly important across many different industries But since pricing and revenue optimization has involved the use of sophisticated mathematical techniques the topic has remained largely inaccessible to students and the typical manager With methods proven in the MBA courses taught by the author at Columbia and Stanford Business Schools this book presents the basic concepts of pricing and revenue optimization in a form accessible to MBA students MS students and advanced undergraduates In addition managers will find the practical approach to the issue of pricing and revenue optimization invaluable With updates to every chapter this second edition covers topics such as estimation of price response functions and machine learning based price optimization New discussions of applications of dynamic pricing and revenue management by companies such as Amazon Uber and Disney and in industries such as sports theater and electric power are also included In addition the book provides current coverage of important applications such as revenue management markdown management customized pricing and the behavioral economics of pricing **Revenue Management I.** Yeoman, U. McMahon-Beattie, 2010-12-08 Pricing is about deciding your market position whereas revenue management is the strategic and tactical decisions firms take in order to optimize revenues and profits This book offers insights into research theories applications and innovations and how to make these work in different industries *The Pricing and Revenue Management of Services* Irene C.L. Ng, 2007-07-26 In a world of changing lifestyles brought about by new services technology and e commerce this book enters the arena of contemporary research with particular topicality Integrating both theory and real world practices Ng advances the latest concepts in pricing and revenue management for services in a language that is useful prescriptive and yet thought provoking The first part of the book discusses the buyer as an individual presenting the concepts behind what motivates purchase and the role of price within the motivation The second part discusses the buyer in aggregate investigating advanced demand price discrimination and segmentation in service Ng's aim is to offer a strategic guide to increase revenue in services drawing from various disciplines whilst maintaining a strong marketing slant Grounding the book on actual research in services Ng is keen to highlight how the concepts and theories of pricing strategy can be combined and applied practically in a way that is easy to read and stimulating This book will be of much interest to professionals and academics alike specifically for managers in the service industry and as a text for executive training programmes It would also be a useful supplementary text for students engaged with marketing and

revenue and operations management in services *Pricing und Revenue Management* M. Westphal, 2003-05-07 Preispolitik wird zunehmend als ein Tool der Ertragsoptimierung erkannt Effektives Pricing Management kann durch verschiedene Analysetools unterstützt werden Dem Revenue Management stehen Instrumente der Preisdifferenzierung zur Seite

Dynamisches Preismanagement und Yield Management dienen als kapazitätsorientiertes Ertragsmanagement **Handbook of Pricing Research in Marketing** Vithala R. Rao, 2009 Pricing is an essential aspect of the marketing mix for brands and products Further pricing research in marketing is interdisciplinary utilizing economic and psychological concepts with special emphasis on measurement and estimation This unique Handbook provides current knowledge of pricing in a single authoritative volume and brings together new cutting edge research by established marketing scholars on a range of topics in the area The environment in which pricing decisions and transactions are implemented has changed dramatically mainly due to the advent of the Internet and the practices of advance selling and yield management Over the years marketing scholars have incorporated developments in game theory and microeconomics behavioral decision theory psychological and social dimensions and newer market mechanisms of auctions in their contributions to pricing research These chapters specifically written for this Handbook cover these various developments and concepts as applied to tackling pricing problems Academics and doctoral students in marketing and applied economics as well as pricing focused business practitioners and consultants will appreciate the state of the art research herein **Special Issue: Sustainable Pricing and Revenue Optimization for Growing Business and Economies** Neha Gupta, Mohini Agarwal, Pratibha Garg, J. K. Sharma, 2021

Pricing and Revenue Optimization, 2009 **Digitaler Tourismus** Uwe Weithöner, Robert Goecke, Eberhard Kurz, Axel Schulz, 2022-05-23 Das Buch vermittelt die Tourismus und Reisewirtschaft als eine globale Branche der angewandten Wirtschaftsinformatik Sie erfordert multimediale Informations- und Kommunikationssysteme Management Vertriebs- und Verarbeitungssysteme im Rahmen IT-basierter Prozesse Fachleute der Angewandten Informatik sollen die Strukturen und Anforderungen verstehen um innovative Systeme entwickeln und bereitstellen zu können Fachleute des Tourismus und Reisemanagements sollen innovative informationstechnologische Entwicklungen beurteilen sowie IT Investitionen entscheiden können um sie erfolgreich und resilient einzusetzen Neben der umfassenden Aktualisierung erhalten die Mobilität sowie der Online-Handel die Vernetzung in Sozialen Medien Big Data Künstliche Intelligenz Mixed Reality u. a. m. in dieser dritten Auflage einen erweiterten Fokus Das Buch unterstützt die Lehre und Forschung sowie die Unternehmenspraxis **The Cornell School of Hotel Administration Handbook of Applied Hospitality Strategy** Cathy A. Enz, 2010-07-14 This state of the art handbook approaches the topics of hospitality strategy with an emphasis on immediate application of ideas to current practice Top hospitality scholars make original contributions with the inclusion of senior level executives input insights and current best practices By incorporating the latest research and thinking on various strategic topics with the commentary and insights of successful executives this handbook blends cutting edge ideas and

comprehensive reviews of the subject with innovative illustrations and examples from practice The strength of the handbook is its combination of academic rigour and hospitality application The handbook will have a clear reference orientation and focus on key topical issues and problem of interest to practitioners and advanced students of hospitality strategy

Revenue Optimization Models Kannapha Amaruchkul,2018-06 Addressing an emerging course in Revenue Management this textbook covers the basic quantitative models in revenue management RM and price optimization RM has grown out of Operations Research and is now at the forefront of the pricing innovation The text introduces the reader to the key concepts in RM practices such as the capacity control and overbooking and presents important prescriptive analytics models for pricing strategy Numerous examples help the reader to understand the concepts and apply the models in order to improve business decisions and gain competitive advantages These examples illustrate the industrial applications of RM e g airline hotels and car rental The presentation of this textbook offers the right balance between theoretical and practical aspects of the field

Pricing Services and Revenue Management Jochen Wirtz,2017 Creating a viable service requires a business model that allows for the costs of creating and delivering the service in addition to a margin for profits to be recovered through realistic pricing and revenue management strategies However the pricing of services is complicated Pricing Services and Revenue Management explains how to set an effective pricing and revenue management strategy that fulfils the promise of the value proposition so that a value exchange takes place This book is the fourth volume in the Winning in Service Markets Series by services marketing expert Jochen Wirtz Scientifically grounded accessible and practical the Winning in Service Markets Series bridges the gap between cutting edge academic research and industry practitioners and features best practices and latest trends on services marketing and management from around the world

Artificial Intelligence and Machine Learning in the Travel Industry Ben Vinod,2023-05-26 Over the past decade Artificial Intelligence has proved invaluable in a range of industry verticals such as automotive and assembly life sciences retail oil and gas and travel The leading sectors adopting AI rapidly are Financial Services Automotive and Assembly High Tech and Telecommunications Travel has been slow in adoption but the opportunity for generating incremental value by leveraging AI to augment traditional analytics driven solutions is extremely high The contributions in this book originally published as a special issue for the Journal of Revenue and Pricing Management showcase the breadth and scope of the technological advances that have the potential to transform the travel experience as well as the individuals who are already putting them into practice

Hospitality Marketing Management Robert D. Reid,David C. Bojanic,2009-02-09 Completely revised and updated to include more information on Internet marketing tourism marketing marketing technology and international business Hospitality Marketing Management Fifth Edition is a comprehensive core marketing text This popular textbook explores marketing and themes unique to hospitality and tourism with a focus on the practical applications of marketing rather than marketing theory It provides readers with the tools they need to successfully execute marketing campaigns for a

hospitality business no matter what their specialty *Airimagination* Nawal K. Taneja, 2022-09-29 Unprecedented social changes accelerated by facilitating technologies and the COVID 19 pandemic are calling for airlines to think deeply and non conventionally on what will be important to existing and new travelers as they change their lifestyles New thinking requires airlines to extend the boundaries of their businesses to go beyond their traditional domains This need goes beyond the renovation and iteration of conventional products to the transformation of products requiring new ideas and ways to scale them Examples include the development of cost effective urban air mobility intermodal passenger transportation door to door travel that is sustainable and personalized offers Airimagination Extending the Airline Business Boundaries raises some thought provoking questions and provides a direction for practical solutions For example what if airlines developed products and services that finally meet end to end needs of customers seamlessly by collaborating in the value adding open ecosystems using platforms that facilitate effective engagement with both digital and nondigital customers and employees in real time and at each touch point Ironically the current time is an advantage for some airlines as they already have had to deal with a deep and wide disruption caused by the pandemic leading operations to start from ground zero This book the latest in a long and well regarded series by Nawal K Taneja explores innovative best practices within the airline business world complemented by numerous insightful perspectives contained in multiple forewords and thought leadership pieces This book is aimed primarily at high level practitioners within the airline industry and related businesses **Revenue**

Management for the Hospitality Industry David K. Hayes, Allisha Miller, 2010-11-09 Revenue Management for the Hospitality Industry is filled with practical examples and best practices on the topic of revenue management a critical aspect of the industry Through numerous revenue management examples from the hospitality industry and a running case example throughout the book students will discover how they can incorporate revenue management principles and best practices The core of revenue management of a hospitality organisation is to as the authors explain charge the right price to the right customer for the right product through the right channel at the right time The book is intended for students with prior knowledge and understanding of the hospitality industry and will explain what they need to know and how to be successful

Defying the Limits Montgomery Research, Inc, 2000 **Pricing and Revenue Management** Ayse Kocabiykoglu, Ioana Popescu, Catalina Stefanescu, 2013 The integration of systems for pricing and revenue management must trade off potential revenue gains against significant practical and technical challenges This dilemma motivates us to investigate the value of coordinating decisions on prices and capacity allocation in a stylized setting We propose two pairs of sequential policies for making static decisions on pricing and revenue management that differ in their degree of integration hierarchical versus coordinated and their pricing inputs deterministic versus stochastic For a large class of stochastic price dependent demand models we prove that these four heuristics admit tractable solutions satisfying intuitive sensitivity properties We further evaluate numerically the performance of these policies relative to a fully coordinated model which is generally intractable We

find it interesting that near optimal performance is usually achieved by a simple hierarchical policy which sets prices first based on a non nested stochastic model and then uses these prices to optimize nested capacity allocation This tractable policy largely outperforms its counterpart based on a deterministic pricing model Jointly optimizing price and allocation decisions for the high end segment improves performance but the largest revenue benefits stem from adjusting prices to account for demand risk

Special Issue: Pricing and Revenue Management in a World of Offer Optimisation Dieter Westermann,2021

Revenue Management and Pricing Ian Yeoman,Una McMahon-Beattie,2004 Revenue management is the process of allocating the right inventory to the right kind of customer at the right price to maximise revenue It applies particularly to the service sector Covering numerous industries these case studies demonstrate a variety of scenarios problems and solutions

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