

The 1% Windfall: How Successful Companies Use the Power of Pricing



Filesize: 3.1 MB

Reviews

It is really an awesome ebook that we actually have actually study. It can be loaded with wisdom and knowledge Once you begin to read the book, it is extremely difficult to leave it before concluding.
(Mr. Coleman Ortiz)

THE 1% WINDFALL: HOW SUCCESSFUL COMPANIES USE THE POWER OF PRICING



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HarperCollins Publishers Inc. Hardback. Book Condition: new. BRAND NEW, The 1% Windfall: How Successful Companies Use the Power of Pricing, Rafi Mohammed, In "The Art of Pricing", Rafi Mohammed gave readers advice on setting prices. In this essential follow up, he takes them to the next level, teaching them how to use price as a competitive strategy. A study of the Global 1200 found that if companies increased prices by just 1 percent, their average operating profits would increase by 11 percent. Using small incremental changes in price, Fortune 200 companies would see enormous growth in percentage of profit: Amazon, 40 percent; Aramark, 30 percent; Archer Daniels Midland, 19 percent; AMR, 68 percent; Boeing, 19 percent; Ingram Micro, 83 percent; McKesson, 82 percent; Wal Mart, 22 percent. Unfortunately, most companies have no clue how to capitalise on the direct link between pricing and profits. But how do executives and managers set the right price? Underpinned by sound empirical research and real-life anecdotes "The 1% Windfall" addresses this fundamental question, offering guidelines any company-whether a multi-national conglomerate, a small business, or even a non-profit can follow to create a comprehensive pricing strategy for any product and service. In addition, these techniques and tools apply equally to offensive and defensive solutions whether a company wants to keep ahead of the competition, avert a slump in a recession, or offset the impact of inflation.



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