Entscheidungsbereiche des Pricings

Entscheidungsbereiche des Pricings Pricing Entscheidungen Sping Wilseam Printing Strategie Principle Independent Action Preissegmentierung Danisproise Whitemamanagement Pricing-Organisation Preistargeting Preiodurchsethung Methodenentscheidungen IT-IUnterstützung Preligios/Bonienung PersonwillOhrumg Premiandeningen temportime: Pricing-Systems Presidenteningen.

Digitalisierung des Pricings

Einfluss der Digitalisierung auf das Pricing

Informationsversorgung im Pricing Preismonitoring durch Crawler u.s. Sementierung & Targeting in Restzeit Verknüpflung mit anderen Systemen

- (CRM, ERP, etc.)

 Verarbeitung großer
 Daterisätze
- Konfextgesteuerte Preissetzung enflang der Customer Journey

Optimierung + Automatisierung v. Preisprozessen

- Preisoptimierung und -management (Margenlecks, Simulation von Preisanpassungen, Bewertung Profit Impact, u.a.)
- Promotion Management
 CPQ
- Revenue
- Management
 Tender Managent

Neue Bezugsgrößen und Erlösmodelle

- Neure Preis-Bezugsbasen und -Metriken ("power by the hour", "pay on availability", "pay for performance", etc.)
- Dadurch mehr Spielraum für Preisöfferenzierung. Gross- und Upseffing

Dynamic Pricing. Anpassbarkeit von Preisen

- Gesunkene Preisanpassungskosten (erCommerce, elektr. Preisetiketten, etc.)
- Steuerung und Anpassung von Preisen durch Algorithmen in Realizeit
- Potential durch weitere Anpassung an Preiskontext



ALD:

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JR Anderson

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