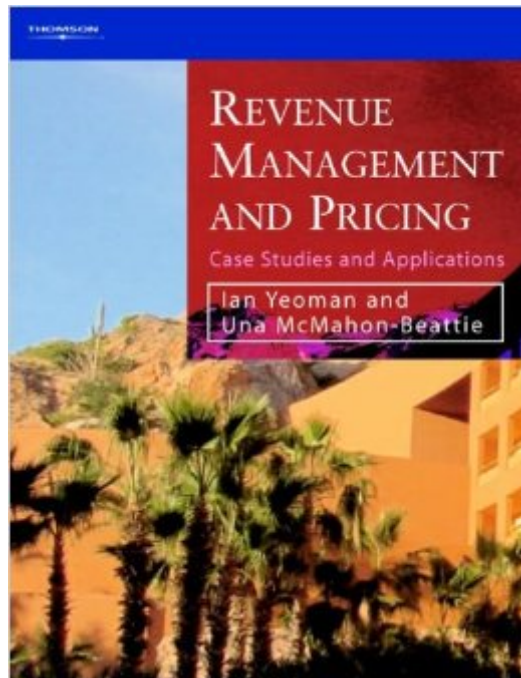


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# Revenue Management And Pricing: Case Studies And Applications



## Synopsis

Companies that are better at fulfilling customer needs make better returns. In the current state of the world economy and cutthroat competition, the essence for survival is to create more customer value as perceived by your customers relative to your competitors. From the foreword by EJ Kreiken, KLM Royal Dutch Airlines Revenue Management & Pricing treats revenue management and pricing as a practical subject and demonstrates best practice throughout the tourism and hospitality industries by the extensive use of case material.

## Book Information

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I liked this book a lot. The cases give a variety of revenue and pricing optimization examples. The possible solutions section in the back of the book reviews solutions to the cases. The book will make you think about alternative uses of the technology.

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