

1. Record Nr.	UNICAMPANIASUN0085209
Titolo	I libri iurium della Repubblica di Genova 1.7 / a cura di Eleonora Pallavicino
Pubbl/distr/stampa	458 p. ; 24 cm
ISBN	88-7125-204-7
Edizione	[Roma : Ministero per i beni e le attività culturali]
Descrizione fisica	Nella pagina contro il front.: Regione Liguria, Assessorato alla cultura; Società ligure di storia patria, Fonti per la storia della Liguria, XV.
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia
2. Record Nr.	UNINA9910140874403321
Autore	Baker Ronald J (Ronald Joseph), <1962->
Titolo	Implementing value pricing : a radical business model for professional firms / / Ronald J. Baker
Pubbl/distr/stampa	Hoboken, New Jersey : , : Wiley, , 2011 ©2011
ISBN	1-119-19992-1 1-283-91581-2 0-470-92957-X 0-470-92955-3
Edizione	[1st edition]
Descrizione fisica	1 online resource (401 p.)
Collana	Wiley Advisor
Disciplina	658.8/16 658.816
Soggetti	Pricing Value Fairness Professional corporations - Prices Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa

Livello bibliografico	Monografia
Note generali	"With Website"--Cover.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	<p>Implementing Value Pricing: A Radical Business Model for Professional Firms; Contents; Foreword; Preface; About This Book; About the Web Site; About the Words Used in This Book; Acknowledgments; About the Author; PART I: A Radical Business Model; CHAPTER 1: The Firm of the Past; CHAPTER 2: The Firm of the Future; The Business Model of the Firm of the Future; Revenue Is Vanity-Profit Is Sanity; Businesses Have Prices, Not Hourly Rates; Why Intellectual Capital Is the Chief Source of Wealth; Negative Intellectual Capital; Why Effectiveness Trumps Efficiency; What, Exactly, Is Productivity? There's No Such Thing as Generic "Efficiency"Where Do Profits Come From?; If Only I Knew Then What I Know Now; Summary and Conclusions; PART II: Foundations of Creating Value; CHAPTER 3: Why Are We in Business?; The Economist's Definition of Profit; The Marketing Concept and Total Quality Service; Summary and Conclusions; CHAPTER 4: A Tale of Two Theories; The Labor Theory of Value; Karl Marx, False Prophet; The Marginalist Revolution of 1871; Why Are Diamonds More Expensive Than Water?; Wrong Theory, Suboptimal Results; CHAPTER 5: Four Ps and Five Cs; The Five Cs of Value You Are What You ChargeCHAPTER 6: What People Buy; The Dynamics of Customer Expectations; CHAPTER 7: How People Buy; Relative, Not Absolute, Price Matters; Price Psychology; Search, Experience, and Credence Attributes; Understanding Customer Risk; The Four Ways to Spend Money; CHAPTER 8: Your Firm's Value Proposition; Moments of Truth; What Is Beyond Total Quality Service?; CHAPTER 9: The Consumer Surplus and Price Discrimination; Price Elasticity; Consumer Surplus; Price Discrimination; Requirements to Price Discriminate; CHAPTER 10: Macro Pricing Strategies; Skim Pricing; Penetration Pricing Neutral PricingTwo More Curves for Value; Implications of the Curve; CHAPTER 11: Price the Customer, Not the Service; Ten Factors of Price Sensitivity; CHAPTER 12: There Is No Such Thing as a Commodity; The Perils of Benchmarking; Purging the Commodity Word; CHAPTER 13: Baker's Law: Bad Customers Drive Out Good Customers; Customer Grading Criteria; The Adaptive Capacity Model; Firing Customers; The Forced Churn; CHAPTER 14: Value Pricing and Self-Esteem; There Is No Standard Price for Intellectual Capital; CHAPTER 15: Ethics, Fairness, and Value Pricing; The Morality of Price Discrimination Prospect TheoryIs Hourly Billing Ethical?; PART III: The Genesis and Consequences of Hourly Billing and Timesheets; CHAPTER 16: A Brief History of Hourly Billing and Timesheets; The Father of the Billable Hour and Timesheet-in the Legal Profession; Summary and Conclusions; CHAPTER 17: The Deleterious Effects of Hourly Billing; The Advantages of Hourly Billing; What about the Customer?; The Disadvantages of Hourly Billing; Summary and Conclusions; PART IV: What Replaces Hourly Billing and Timesheets; CHAPTER 18: Why Carthage Must Be Destroyed What, Exactly, Replaces Hourly Billing and Timesheets?</p>
Sommario/riassunto	<p>Praise for Implementing Value Pricing: A Radical Business Model for Professional Firms ""Ron Baker is the most prolific and best writer when it comes to pricing services. This is a must-read for executives and partners in small to large firms. Ron provides the basics, the advanced ideas, the workbooks, the case studies-everything. This is a must-have and a terrific book.""-Reed K. Holden, founder and CEO, Holden Advisors, Corp., Associate Professor, Columbia University www.holdenadvisors.com ""We've known through Ron Baker's earlier books</p>

that he's not just an extr

---