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How Strong Is Your Firm's Competitive Advantage?

Daniel Marburger

Second Edition





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Accession to the WTO: Part I, How Strong Is Your Firm's Competitive Advantage, Second Edition Daniel How Strong Is Your Firm's Competitive Advantage Daniel Marburger, 2015-09-21 According Marburger, 2020-08-03 to the economic theory of the firm businesses strive to determine the single price that maximizes profits In fact many firms can extract more revenue and increase profits with pricing strategies that are far more innovative than the single price strategy However in the world of pricing there is no one size fits all strategy Some pricing strategies are better suited to some situations than others Sam's Club owned by Walmart Stores Inc for example charge a membership fee for the right to purchase the store s inventory whereas Walmart Supercenters do not If Suddenlink Communications bundles Internet cable and phone service to increase profits why does it also sell the same items separately Is it true that passengers seated next to each other on the same flight might pay dramatically different fares Inside you ll learn how various pricing strategies including price discrimination two part tariffs bundling peak load pricing and dynamic pricing need specific and necessary ingredients in order to succeed The authors show you how to use microeconomic theory to determine which pricing strategies will succeed and under what conditions **How Strong Is Your Firm's Competitive Advantage?** Daniel Marburger, 2012-11-20 Perhaps the most confounding characteristic of the competitive marketplace is that everyone wants a piece of the action If a firm successfully enters a new market creates a new product or designs new innovations for an existing product it s just a matter of time before competitors follow suit And the influx of competition inevitably places downward pressure on both price and profitability Whether you re an economics student or a manager with absolutely no background in economics this book will help you make better decisions and learn more about the Five Forces Model first published in 1979 by Harvard economist Michael Porter which identifies the characteristics that can help insulate a firm

from competitive forces Unlike most managerial economics textbooks that devote an inordinate amount of space to elements of theory of a firm which is a bit useful to economics as a social science this book brings microeconomic theory into the world of the business manager rather than the other way around Marburger believes if an element of theory has no practical application there is no reason to discuss it In short Marburger's intent is to expound on microeconomic theory that can be taken back to the office and put into use Competitive Advantage Michael E. Porter, 2008-06-30 Now beyond its eleventh printing and translated into twelve languages Michael Porter's The Competitive Advantage of Nations has changed completely our conception of how prosperity is created and sustained in the modern global economy Porter's groundbreaking study of international competitiveness has shaped national policy in countries around the world It has also transformed thinking and action in states cities companies and even entire regions such as Central America Based on research in ten leading trading nations The Competitive Advantage of Nations offers the first theory of competitiveness based on the causes of the productivity with which companies compete Porter shows how traditional comparative advantages such as natural resources and pools of labor have been superseded as sources of prosperity and how broad macroeconomic accounts of competitiveness are insufficient The book introduces Porter's diamond a whole new way to understand the competitive position of a nation or other locations in global competition that is now an integral part of international business thinking Porter's concept of clusters or groups of interconnected firms suppliers related industries and institutions that arise in particular locations has become a new way for companies and governments to think about economies assess the competitive advantage of locations and set public policy Even before publication of the book Porter's theory had guided national reassessments in New Zealand and elsewhere His ideas and personal involvement have shaped strategy in countries as diverse as the Netherlands Portugal Taiwan Costa Rica and India and regions such as Massachusetts California and the Basque country Hundreds of cluster initiatives have flourished throughout the world In an era of intensifying global competition this pathbreaking book on the new wealth of nations has become the standard by which all future work must be Competing for Advantage Robert E. Hoskisson, Michael A. Hitt, R. Duane Ireland, Jeffrey S. measured Harrison, 2012-07-26 Discover what it takes to create a sustainable competitive advantage in management and business today with this straightforward powerful strategic management resource COMPETING FOR ADVANTAGE 3E focuses specifically on the issues most important to today s current or future practitioner. The book details the processes and tools you need to better understand and effectively contribute to your organization's strategic management process Applied examples illustrate the latest thinking practices and research in strategic management today with in depth discussions that examine critical topics such as innovation professional service and crisis management Access to relevant cases a focus on the emerging issues such as ethics and an emphasis on technology throughout prepare you for success in the fast paced ever changing global economy in which today s firms compete Take your students to a new level of understanding strategic management concepts

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