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JS Bruner

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resources including several cases from today's headlines. The case exercises, applications, and experiments are designed to be used as part of regular classroom instruction and can be used with any textbook. The exercises incorporate a number of different learning processes including case discussions, self-assessments, interviews of others, data analysis, team teaching, testing, experimental observation, program creation and design, role playing, exercise simulations, training, and participation in experiments. The teacher can use these experiential learning activities to supplement regular classroom instruction; the activities clarify, crystallize, and expand the understanding gained from the lectures. Of special interest, all of the exercises can be conducted during class times or can be used as homework assignments. The instructor's manual is organized for easy use with a summary of each case, guidelines for administering each case, plus supplemental or background information. An exercise planning table links each exercise with the chapters found in a number of the most commonly used HRM textbooks. Most of the cases are based on actual events drawn from the author's professional or consulting experience or from events first reported in the national media. Each case is intended to replicate and carry a high degree of fidelity to real-world conditions as fully as possible. The experiments in the book are intended to serve as both discovery processes and illustrations of the procedures and rules invoked in developing human resources systems. In many of these experiments, students draw on their own background and perspectives to test out various points of view. The experiments illustrate some of the underlying research that often serves as the basis for HRM policies and procedures.

Pricing for Profit Dale FURTWENGLER, 2009-09-09

Many small business owners are trapped by industry pricing and market misconceptions when they could be compensated for the true value of the product or service being offered. The low price they feel compelled to offer limits their ability to generate profits, which in turn slows their response to changing customer needs. The good news is that a business can command almost any price it chooses by focusing on the value, not the cost, to the customer. *Pricing for Profit* shows businesspeople how to break out of the stranglehold of industry pricing and charge more for their wares regardless of the competition without alienating their customers. Readers will learn how to quantify the value of their products or services, distinguish between price buyers and value buyers, bundle their offerings for competitive advantage and increased customer value, craft a powerful marketing message that communicates value, generate more unit sales and close more sales overall at higher prices, make more money with less effort. Filled with easy-to-use formulas, sample scripts, clear examples, instructive exercises, and more, this accessible and practical guide is a must-read for businesspeople who want to be well paid for the value they provide.

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