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FBC LTD, 2018. Hardback. Condition: New. Language: English . Brand New Book ****** Print on Demand ******. Excerpt from Product Interdependency in New Product Decisions In actual business practice two basic errors may be made regarding the place of interdependency in decisions. In some situations inter actions are neglected and in others they are given.too much emphasis. An example of the second error is the situation where a new product idea is rejected because it will steal sales from another product. Both of these errors can be eliminated by explicitly considering the effects of interactions and specifying the best marketing policy for the line. If a product is known to have demand substitution effects with other products, this may not make it a poor product; other inter actions may outweigh the demand consideration. Changes in the design and marketing characteristics of new or old line products might also make the new product a good investment on the basis of the differential profit. Likewise, if the old line profits were expected to decline, the new product may be a wise investment even if it does not increase total profits above their current level, since it is the differential line profit and not the absolute level of profit that is important. About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books. Find more at This book is a reproduction of an important historical work. Forgotten Books uses state-of-the-art technology to digitally reconstruct the work, preserving the original format whilst repairing imperfections present in the aged copy. In rare cases, an imperfection in the original, such as a blemish or missing page, may be replicated in our edition. We do, however, repair the vast majority of imperfections successfully; any imperfections that remain are intentionally left to preserve the state of...



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