

International Energy Markets Understanding Pricing Policies And Profits

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Sugarcane Pricing Sep 20 2021 An Attempt Has Been Made In This Book To Analyse And Assess The Policy, Procedure And Operation Of Pricing The Sugarcane In Maharashtra. Sugar And Sugarcane Commodities Are Controlled By The Central Government Policies Which Have Great Impact On The Policies And Procedures Formulated By The State Government In This Regard. The Theoretical Basis And Background Of Fixing The Cane Prices Have Been Studied. Procedures For Pricing Cane In Indian States And Foreign Countries Are Examined With A View To Vouch For The System. Other Related Issues Like Cost Of Cultivation Of Sugarcane, Terms Of Trade, Economics Of Sugar Recovery, Consequences And Implications Of Delicensing And Decontrolling Are Also Examined With A View To Understand The Forward And Backward Linkages Of Sugar Industry.

[Study of Federal Trade Commission Pricing Policies](#) Nov 10 2020

International Energy Markets Mar 15 2021 This book is designed to provide the economic skills to make better management or policy decisions relating to energy. It requires a knowledge of calculus and contains a toolbox of models along with institutional, technological and historical information for oil, coal, electricity, and renewable energy resources.

[Pricing Policies and Inflation Inertia](#) Oct 22 2021

[Pricing Strategies](#) Jul 31 2022 "The primary theme of Pricing Strategies is that pricing should be guided by the marketing concept, which indicates that success is achieved through a focus on the needs and sensitivities of the customer. This customer-focus theme is evident throughout the text. The author helps to overcome the mathematical anxieties of students with an intuitive approach to understanding basic pricing concepts, and presents mathematical techniques as simply more detailed specifications of these concepts"--Provided by publisher.

[Industrial Price Policies and Economic Progress](#) Dec 24 2021

[Pricing Strategy: Setting Price Levels, Managing Price Discounts and Establishing Price Structures](#) May 29 2022 Show students how to use pricing decisions to maximize a firm's profits by creating and capturing customers. PRICING STRATEGY: SETTING PRICE LEVELS, MANAGING PRICE DISCOUNTS AND ESTABLISHING PRICE STRUCTURES is written by Tim J. Smith, recognized pricing thought leader and successful principal of a respected pricing firm. The most comprehensive pricing text on the market, PRICING STRATEGY highlights the stakeholder's importance in making decisions, as well as key trade-offs to consider when choosing between opposing outcomes. Students will gain a better understanding of the most important influences to consider when making pricing decisions. This text strikes an appropriate balance between quantitative skill sets and the qualitative concepts necessary for business growth. Core concepts are presented in chapters with optional appendices that require more rigorous knowledge of introductory calculus. The book draws the best thinking from numerous disciplines, including marketing, economics, and finance, to deliver a comprehensive presentation that comes alive through numerous case studies, memorable examples, and graphs. Assist students in developing the pricing strategies and skills needed for business success with Smith's PRICING STRATEGY. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Retail Pricing Strategies and Market Power Jun 17 2021 This study of retail pricing strategies presents information on the practices used in a variety of sectors, such as supermarkets, banks and airlines. His analysis rests on several basic concepts which are introduced in the book.

The Strategy and Tactics of Pricing Nov 30 2019

Fundamentals of Business (black and white) May 05 2020 (Black & White version) Fundamentals of Business was created for Virginia Tech's MGT 1104 Foundations of Business through a collaboration between the Pamplin College of Business and Virginia Tech Libraries. This book is freely available at: <http://hdl.handle.net/10919/70961> It is licensed with a Creative Commons-NonCommercial ShareAlike 3.0 license.

International Energy Markets Sep 01 2022 Industry leader, Carol Dahl has thoroughly revised and updated her classic text International Energy Markets: Understanding Pricing, Policies, and Profits. The second edition uses updated examples, statistics and models to explore energy policy, economics, institutions, and production in a global context. It will be of interest to anyone who wants to learn more about the global energy industry, and is a perfect classroom resource. Additional materials can be found at <http://dahl.mines.edu>

Lean Pricing Aug 20 2021 Pricing is hard as it determines your market position, whether your customers buy from you and whether you can provide the level of service required by those customers Lean Pricing is a practical toolkit that will positively influence your pricing strategy, revealing insights in the different pricing methods and tactics used by successful companies. You will discover a great number of case studies where these methods are successfully applied which will help you set-up or optimize your current pricing strategy. This book will answer the following key questions: • What price can you ask? • What pricing strategy will you adopt? • Whether you launched a startup or work for a big tech company is not important. As long as you believe that pricing plays a key role in your success, this book will provide the guidance, insights and inspiration you need. Lean Pricing is part of the Lean series, a series of books tackling the challenges that technology entrepreneurs and companies are facing. A must-have for startups! EXCERPT The aim of this book is to provide insights in the different pricing methods, strategies and tactics to set pricing, as well as plenty of case studies where these methods are successfully applied. This is not a book for people that are looking for complex economic theories around price setting. It is rather a no-nonsense, ready-to-apply comprehensive guide for creating and reviewing your pricing strategy that will serve as a work of reference for a long time to come. ABOUT THE AUTHOR Omar Mohout is a Growth Engineer. He is an expert in building repeatable, scalable customer acquisition engines for born-on-the-web companies. Omar is an entrepreneur that turned startup advisor & mentor.

[Pharmaceutical Prices in the 21st Century](#) Sep 08 2020 This book provides an overview of the global pharmaceutical pricing policies. Medicines use is increasing globally with the increase in resistant microbes, emergence of new treatments, and because of awareness among consumers. This has resulted in increased drug expenditures globally. As the pharmaceutical market is expanding, a variety of pharmaceutical pricing strategies and policies have been employed by drug companies, state organizations and pharmaceutical pricing authorities.

The Strategy and Tactics of Pricing Mar 27 2022 The Strategy and Tactics of Pricing explains how to manage markets strategically and how to grow more profitably. Rather than calculating prices to cover costs or achieve sales goals, students will learn to make strategic pricing decisions that proactively manage customer perceptions of value, motivate purchasing decisions, and shift demand curves.

This edition features a new discussion on harnessing concepts from behavioral economics as well as a more streamlined "value cascade" structure to the topics. Readers will also benefit from: Major revisions to almost half of the chapters, including an expanded discussion of big data analytics and a revised chapter on "Specialized Strategies", which addresses timely technical issues like foreign exchange risks, reactions to market slumps, and managing transfer prices between independent profit centers. A completely rewritten chapter on "Creating a Strategic Pricing Capability", which shows readers how to implement the principles of value-based, strategic pricing successfully in their organizations. In-chapter textboxes, updated to provide walk-through examples of current pricing challenges, revenue models enabled by an increasingly digital economy, and advances in buyer decision-making, explained through classic principles that still apply today. Chapter summaries and visual aids, which help readers grasp the theoretical frameworks and actionable principles of pricing analysis. This comprehensive, managerially-focused text is a must-read for students and professionals with an interest in strategic marketing and pricing. A companion website features PowerPoint slides and an instructor's manual, including exercises, mini-cases, and examination questions.

Pricing Strategy Implementation Jun 25 2019 Pricing can truly transform organizations. The impact of pricing on organizations is a result of two factors: pricing strategy development and the implementation of these strategies. Implementation is arguably the most difficult part in the pricing strategy process where even seasoned practitioners demand guidance. Pricing strategy development requires creativity, analytical rigor, and an ability to master the internal political competition for scarce resources, but it takes place in a well-defined environment. Fast forward to strategy implementation: competitors that stubbornly fail to behave according to assumptions, new entrants, internal resistance, new opportunities, changing customer preferences, leadership changes, regulatory interventions, or market growth rates that change unexpectedly are some of the intervening variables between the pricing strategy originally developed and the strategy actually implemented. This book provides the theories and best practices that enable the effective implementation of pricing strategies. It offers: a best practice overview on how to convert a pricing strategy into superior results insights from current academic research on driving profits via pricing strategy implementation examples on how to deal with digital transformation in the context of pricing tools and insights into how to overcome internal resistance, align the organization, and forge win-win relationships with customers Taking a new approach, Pricing Strategy Implementation is a critical and practical tool for practicing executives and managers, as well as academics and researchers in pricing, marketing strategy, and strategic management.

[OPA and Its Pricing Policies](#) Jun 05 2020

Review Current Pricing Policies at the Bureau of the Census and the Potential Effect of Increased User Fees Jan 31 2020

Principles of Pricing Sep 28 2019 "Many businesses focus on driving volume or reducing costs rather than increasing price under the mistaken belief they have greater control over volume and costs than price. Yet, a 1% increase in price (holding volume fixed) has a greater impact on operating profit than a 1% increase in volume or a 1% decrease in cost. By not seizing the initiative on price, businesses abrogate decisions about price to competitors, customers, and the channel. A careful analysis and understanding of those same actors could help them price in a more profitable manner. Hence, this book, which is designed to communicate the fundamental principles of pricing. In marked contrast to other books on pricing, this one is based on economic theory. This is not to deny the value to be had from looking at pricing through other lenses. It is simply that these other lenses do not yet provide a systematic and organized way to think about pricing. Economic theory does. Its power is not in the provision of to-do lists or the Gradgrind-like accumulation of facts.8 Rather, it is in generating the right questions to be asked. Both our own experiences and that related to us by our students who have taken our classes has confirmed us in this view. A second point of contrast with other treatments of pricing is that we convey principles through stylized examples rather than anecdotes"--Provided by publisher.

Electrical Pricing Policies Aug 08 2020

WHO guideline on country pharmaceutical pricing policies Apr 27 2022 In recent years, high prices of pharmaceutical products have posed challenges in high- and low-income countries alike. In many instances, high prices of pharmaceutical products have led to significant financial hardship for individuals and negatively impacted on healthcare systems' ability to provide population-wide access to essential medicines. Pharmaceutical pricing policies need to be carefully planned, carried out, and regularly checked and revised according to changing conditions. Strong, well-thought-out policies can guide well-informed and balanced decisions to achieve affordable access to essential health products. This guideline replaces the 2015 WHO guideline on country pharmaceutical pricing policies, revised to reflect the growing body of literature since the last evidence review in 2010. This update also recognizes country experiences in managing the prices of pharmaceutical products.

Introduction to Business Jan 13 2021 Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for student success in this course and beyond.

Market-oriented Pricing Feb 23 2022 An important contribution to marketing literature, this volume offers a comprehensive guide to market-based pricing strategies. The authors present pricing as a relatively simple, but extremely powerful marketing tool--a creative variable which managers can manipulate to accomplish a wide variety of ends. Arguing that companies must move away from the traditional, short-term, reactive methods relied upon to set and manage prices, the authors call for a systematic, strategic and market-based approach to the pricing problem. Their central unifying theme is that pricing begins and ends with the customer and that every pricing action should be part of a larger pricing program build around the realities of customer needs and competitor pressures. Written with a minimum of jargon and amply illustrated with explanatory tables and figures, this is an excellent introduction to pricing for both seasoned and aspiring marketing and product managers. Morris and Morris begin by examining the overall concept of price as a statement of value. Subsequent chapters offer in-depth guidance on the development of market-based pricing, addressing such critical issues as pricing

strategy over the product life cycle, linking pricing and marketing strategy, understanding and using elasticity, the psychology of pricing, and negotiating prices with customers. Particular attention is paid to the question of price differentials--charging different prices to different classes of consumers--and the legal and ethical ramifications of adopting strategies based on price differentials. The authors also explore cost-based pricing, industry and competitor analysis, pricing across the product line, and computers as an aid in pricing. Throughout, references to real-world cases and problems helps the manager to relate the concepts of market-based pricing to the pricing decisions and considerations actually confronted on the job.

Pricing Management Mar 03 2020 In this book, the world's foremost experts on pricing integrate theoretical rigor and practical application to present a comprehensive resource that covers all areas of the field. This volume brings together quantitative and qualitative approaches and highlights the most current innovations in theory and practice. Going beyond the traditional constraints of "price theory" and "price policy," the authors coined the term "price management" to represent a holistic approach to pricing strategy and tactical implementation. They remind us that the Ancient Romans used one word, pretium, to mean both price and value. This is the fundamental philosophy that drives successful price management where producer and customer meet. Featuring dozens of examples and case studies drawn from their extensive research, consulting, and teaching around the world, Simon and Fassnacht cover all aspects of pricing following the price management process with its four phases: strategy, analysis, decision, and implementation. Thereby, the authors take into account the nuances across industry sectors, including consumer goods, industrial products, services, and trade/distribution. In particular, they address the implications of technological advancements, such as the Internet and new measurement and sensor technologies that have led to a wealth of price management innovations, such as flat rates, freemium, pay-per-use, or pay-what-you-want. They also address the emergence of new price metrics, Big Data applications, two-sided price systems, negative prices, and the sharing economy, as well as emerging payment systems such as bitcoin. The result is a "bible" for leaders who recognize that price is not only a means to drive profit in the short term, but a tool to generate sustained growth in shareholder value over the longer term, and a primer for researchers, instructors, and students alike. Praise for Price Management "This book is truly state of the art and the most comprehensive work in price management." - Prof. Philip Kotler, Kellogg School of Management, Northwestern University "This very important book builds an outstanding bridge between science and practice." - Kasper Rorsted, CEO, Adidas "This book provides practical guidelines on value creation, communication and management, which is an imperative for businesses to survive in the coming era of uncertainty." - Dr. Chang-Gyu Hwang, Chairman and CEO, KT Corporation (Korea Telecom)

Pricing Policies and Strategies Nov 03 2022

The Strategy and Tactics of Pricing Jun 29 2022 For undergraduate introduction to Market Pricing courses. A comprehensive and practical, step-by-step guide to pricing analysis and strategy development. The Strategy and Tactics of Pricing shows readers how to manage markets strategically—rather than simply calculate pricing based on product and profit—in order to improve their competitiveness and the profitability of their offers. The fifth edition contains a new chapter on price implementation and several updated examples on pricing challenges in today's markets. Features: NEW! Show students how proper pricing can increase profitability—New Chapter on Price Implementation. A completely new chapter on implementing pricing strategy identifies the challenges involved in embedding strategic pricing principles within an organization. This chapter also describes how managers can lead a structured change process to build a more profitable commercial organization. NEW! Offer access to pricing software—Three-Month Trial of LeveragePoint Software. This edition is now available with software for creating and communicating economic value estimations systematically—from LeveragePoint Innovations Inc. While versions of this software that enable sharing require corporate contracts for access, versions for individual student and practitioner use are available without charge for three months with the purchase of The Strategy and Tactics of Pricing. NEW! Make pricing theory relative—Updated Examples of Pricing. Helping connect pricing theory to what students are familiar with, this edition includes updated examples with more topical illustrations of current pricing challenges such as: • iPhone pricing • New models for pricing music • Services pricing NEW! Present the latest information—Heavily Revised Chapters. The revised chapter on Pricing Policy provides a theoretically-grounded framework to describe specific policies for managing price changes for situations such as: -Cost-based price increases -Price reductions in a recession -Discounts The chapter on Value Creation now addresses the difference between how to consider value when it is driven by tangible monetary drivers (saving money on gas) versus the more subjective psychological drivers (doing the right thing for the environment). The chapter on Value and Price Communication has been substantially revised to describe how to communicate value in a wide variety of product and customer contexts. This chapter also demonstrates how to target communications to affect specific behaviors throughout the customer's buying process. The chapter on Price Setting has been expanded to provide a robust process for setting prices that can be widely applied to consumer and business markets.

Price Practices and Price Policies Oct 29 2019

Pricing Policies and Competition in the Contact Lens Industry Apr 15 2021

Setting Profitable Prices Aug 27 2019 Time-tested strategies for making the best possible pricing decisions and gaining an unbeatable competitive advantage Pricing is one of the most important—and difficult—marketing problems companies face when launching new products. Unfortunately, the research that goes into making optimal pricing decisions is a very time-consuming process—unless, that is, you can afford to pay a consultant or outside agency to do it for you. But if you're like most small to medium-sized business owners and managers, time and money are two things you absolutely don't have to spare. Problem solved: Written by a nationally recognized pricing expert, this book arms you with proven strategies for guaranteeing that you'll never again leave money on the table when determining prices. And you'll spend the least possible time setting your more profitable prices. Packed with valuable worksheets and other valuable tools to help guide your research and your pricing decision-making. A goldmine of expert tips for pricing in any specialty market, it offers a highly effective way to market your company's products more effectively and profitably. Shows you how to avoid making your competitors' pricing mistakes and gain a powerful competitive edge in the process. The author uses examples drawn from her years of consulting work with companies large and small, including Food Network, American Express Publishing, and Playbo.

Price Policies and Marketing Management Jan 25 2022

OECD Health Policy Studies Pharmaceutical Pricing Policies in a Global Market Jul 07 2020 This report assesses how pharmaceutical pricing and reimbursement policies have contributed to the achievement of certain health policy objectives, and it examines the national and transnational effects of these policies.

Pricing Strategy Jul 27 2019 Many businesses have no pricing strategy, they simply make something up, big mistake! With the 9 rules and other information on how to price a product in this book you should have a strategy which will help increase sales and profits. Also explained is how actually increasing your prices may be the smartest move you've ever made.

Restructuring Ticket Pricing Policies by Implementing Innovative Pricing Strategies for Bundesliga Clubs Dec 12 2020 Master's Thesis from the year 2016 in the subject Business economics - Miscellaneous, grade: 1,0, Cologne Business School K 0 In, course: Preispolitik, language: English, abstract: For hundreds of years people have been highly affine to any kind of sports. Thousands of people regularly watch sports events online and offline and in society the topic of a team's or an individual's performance is always passionately discussed. Taking a look at Europe the most popular sport is football. Mughal (2016, p. 13) elaborates that football – or sometimes called soccer to avoid interchanging with American football – is globally ranked first in terms of popularity. Supporters that are very passionate about their team are visiting the huge football stadiums week by week. As the capacity of a stadium is limited sometimes fans are even purchasing their entrance tickets weeks or months ahead of the event itself. Especially the German Bundesliga has been facing an enormous interest growth within the last years resulting in an average of 42.609 visitors per match day making the league the most visited one in Europe. (DFL, 2015, p. 22f) Similar to the ever-growing popularity of sports, the costs are rising. This is caused by mounting player salaries, increased transfer fees and other operational expenses. (Drayer, Lee & Shapiro, 2012, p. 184; Breuer & Kemper, 2015, p. 142) Sport clubs therefore need to steadily open up and augment their sources of revenue: match day revenues, advertising, broadcasting, transfer fees and merchandising. (DFL, 2015, p. 26f) Some of these revenue streams can be actively influenced by the Bundesliga clubs whilst others are hard to affect. One of the determinants that can be modified is ticket pricing. The objective of this Master Thesis is to explain the prevailing pricing strategy in the German Bundesliga and to present innovative, value-based pricing approaches which can be tested. Creating an understanding of the fans' willingness to pay and factors having impact on the purchase decision making process, a gap in research is supposed to be filled. In this Master Thesis the author aims to find sufficient, relevant, reliable and empirically proven answers to the following research questions: 1) Why have innovative value-based pricing strategies like dynamic pricing not yet been implemented in the German Bundesliga? 2) To what extent are fans willing to pay different prices depending on dynamic factors? 3) What determinants need to be taken care of when changing the prevailing pricing strategies of Bundesliga clubs?

Pricing Strategy Jan 01 2020 This book is about business success. It does not matter what you consider as success for your business - profit, sales growth, return on investment - this book considers its implications, relationship to other measures & how to get desired results. The common theme is the pricing decision which forms the bridge between buyer & seller. What are the constituents of price & rules describing price? How can you influence, even control, the price? Who should control the price? What is a good or optimum price? How is price connected to the essential objectives of your business? These questions & many others involving strategy, planning, cost profit, competition - all related to business success - are considered in this book. Detailed mathematical analysis sections provide the rigor needed for business school study. At the same time, an easy-to-follow, conversational style combined with a point-by-point format makes this book ideal for immediate practical application at all business management levels. Joint Management Strategy, P.O. Box 25170, Portland, OR 97225: 503-292-7035; fax 503-292-0449.

Pricing Policies and Query Processing in the Mariposa Agoric Distributed Database Management System Oct 10 2020

OECD Health Policy Studies Pharmaceutical Pricing Policies in a Global Market Apr 03 2020 This report assesses how pharmaceutical pricing and reimbursement policies have contributed to the achievement of certain health policy objectives, and it examines the national and transnational effects of these policies.

Pricing Policies of Financial Intermediaries Nov 22 2021 The primary purpose of this study is to develop a framework that will explain the behavior of financial intermediaries and, more precisely, their pricing policies. As financial intermediation is the business of financial assets and liabilities, use is made of concepts and models developed traditionally in Finance and Economics to end up with recommendations not only for optimal choices of interest rates but also for proper regulation and more sensible accounting methods. Also, the econometric implications of deposit rates stickiness are examined and empirically tested on Belgian data. My debt to many people has been growing during these years and it is a great pleasure to print a text and have the opportunity to thank those who have been so helpful. First of all, let me thank Professor Jacques Dreze, my thesis director. I am grateful to Jacques for encouragements, guidance and so many stimulating discussions. I also thank the members of the Jury, Professors A. Jacquemin, A. Kervyn de Lettenhove, A. Lamfalussy, P. Reding and A. Sjaens for comments on earlier drafts of the manuscript. Discussions with Professor P. Howitt while he was visiting the Center for Operations Research and Econometrics (C.O.R.E., Université Catholique de Louvain) in 1979 have greatly contributed to my understanding of the economics of risk sharing between lenders and borrowers. Philippe Gille has been extremely helpful in carrying out the joint econometric estimation in Chapter Five and in suggesting a fine way to present the results.

A Decision Model for Evaluating Transit Pricing Policies and Its Application to Distance-based Fares Jul 19 2021

Pricing Oct 02 2022 Deals with pricing from a marketing perspective. The emphasis is on meshing manufacturing and marketing strategies to maximize a firm's long-term profitability. Focuses on price as related to customer satisfaction and concepts of value and quality as interpreted by price.

Pricing Policies for Public Enterprises Feb 11 2021

Pricing Policies for Parallel Publishing May 17 2021