



Pricing Power is a hot topic right now. How can organizations improve their competency to monetize the value they deliver? Or to be more direct: how can we successfully implement a price increase?

This topic and many others will be addressed by Pricing Solutions in the coming months

We're continuing with workshops in North America, APAC and online, including sessions at the PPS Pricing Conference & Workshops in both Chicago and Singapore. In Europe, Early Bird registration just opened for the 2014 Pricing Forum Workshop Tour.

We also provide in-house training for sales teams implementing price increases, marketing teams launching new products and Sr. Management teams building their vision for the future.

Look forward to more of your training suggestions.

Yours truly,
Paul

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New this Month:

Blog Entry by Frederic Puech
[Are you listening to your customers?](#)

SAVE THE DATE

**COMING
UP**

**Pricing Analytics &
Optimization Solutions**

April 9 • Webinar
[Learn More]

**PPS 25th Annual
Spring Pricing Conference
& Workshops**

April 29-May 2 • Chicago
[Learn More]

**PP0 2014: Pricing
Power Optimisation**

April 1-2 • Melbourne
April 3-4 • Sydney
[Learn More]

**PPS 2nd Annual Asia
Pacific Pricing Conference
& Workshops**

April 10-11 • Singapore
[Learn More]

[Analytics help make strategic decisions](#)

Guest Blog to the PPS Pricing Blog by Dominic James
[Pricing Professionals as Agents of Change](#)

More from Pricing Solutions...

PPS Spring Pricing Workshops & Conference Chicago | April 29-May 2

Pricing Solutions will be presenting new workshops and breakout sessions:

Building An Effective Pricing Strategy

Presented by Kirk Jackisch, Vice President, Pricing Strategy & Management, this session takes an advanced look at pricing strategy processes. Attendees will learn the key elements in pricing strategy, best-in-class tools, frameworks and process, and the most optimal ways to monitor and adapt pricing strategies.

[Learn More](#) | [Register Now](#)

Offer Structure Design: Challenges & Approaches

Presented by David Schnetzer, Senior Consultant at Pricing Solutions, this session demonstrates the importance of aligning a company's product + price + service level offering.

[Learn More](#) | [Register Now](#)



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