



Greetings,

This fall was a busy time for pricing and I'm happy to share with you some new articles, podcasts and interviews.

In a [new podcast](#) with Greg Thomas, VP of Pricing Research & Analytics we discuss how to get the most out of pricing research. I had the opportunity to speak with the PricingBrew Journal in a special interview on aligning your product offering with customer needs. The article, and [full interview](#), is available below.

Next week I'll be in Berlin for the [PPS European & Global Pricing Conference](#), December 3rd-5th. For more information on the conference or other upcoming events, I invite you to visit our full [events calendar](#).

Until next time,
Paul

Paul Hunt
President, Pricing Solutions

New this month:

Podcast with Greg Thomas
[The Ins and Outs of Pricing Research & Analytics](#)

Special Interview Paul Hunt for the PricingBrew Journal
[Pricing Is The Tail, Not The Dog](#)

More from Pricing Solutions...

December 3-5, 2013 • Berlin
PPS Annual European & Global Pricing Conference and Workshops

This year's comprehensive program



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November 21-22 • Seoul
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Annual PPS European & Global Pricing Workshops and Conference
December 3-5 • Berlin
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December 5 • Berlin
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will cover key areas within pricing, along with new topics like Disruptive Products, Big Data and Advanced Analytical Methods. All PPS Conferences bring hands-on workshops and high-level speakers from the worlds of business and academia, providing a diverse environment for training and connecting to esteemed professionals in the pricing world. Click here for [more information or to register](#).



PPS Fall Pricing Conference Congratulations, Heather!

Pricing Solutions is pleased to announce Heather Jarvis was the winner of Pricing Solutions' prize pack at the PPS Fall Pricing Conference in Atlanta. Heather won two tickets to the sporting event of her choice. Congratulations, Heather!



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