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Todd spoke at a sales conference for me company, and immediately impressed me with knowledge of value. His approach to leading, and quantifying value first is game changer. I have read pieces of this book, and the content has blown me away so far. I'm looking forward to reading this book in it's entirety.

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Value First then Price is an innovative collection which proposes a quantitative methodology to value pricing, and road-tests this methodology through a wide variety of real-life industrial cases. It provides a state-of-the art and best practice overview of how leading companies quantify and document value to

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of both buyers and sellers. Edited By
Andreas Hinterhuber, Todd C.
Snelgrove. Edition 1st Edition . First
Published 2016 . eBook Published 4
October 2016 . Pub. location London .

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