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mente Auktion und Revenue Management bislang nur eine untergeordnete Rolle. Diese Arbeit soll der Nutzung dieser Ans tze in der Automobilindustrie h here Auf- merksamkeit verleihen und die akademische Debatte bereichern.

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Auktionen und Revenue Management in der Automobilindustrie

Obwohl Auktionen und Revenue Management in verschiedenen Branchen bereits weitreichende Anwendung zur Ertragsoptimierung finden, sind diese Instrumente in der Automobilindustrie bis dato nahezu unber ecksichtigt. Auf Basis einer fundierten theoretischen Aufarbeitung des Themenfelds wird in der

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