

Playbooks



Pricing playbook

January 2021



Pricing Playbook



Playbook Contract Management

Last update: June 2023



Contract Management Playbook



Segmentation and Service Model Playbook

CEM team



Customer Segmentation Playbook



Negotiation Readiness Playbook

Last update: August 2024

Negotiation Readiness Playbook



Value Based Pricing

Playbook

Last update: August 2024

**Value Based Pricing Playbook
Value Based Pricing Case Library**



Green Pricing Playbook

Version 1.0
December 2024

Green Pricing Playbook