For access to all Yale SOM cases, browse the SOM Case Directory. Note: Case access is an exclusive benefit for Yale SOM alumni. Please log in using your Yale NetID.

Theater companies are becoming increasingly sophisticated in their pricing strategies. From demand-based to cost-based to experience-based, they are using data analytics and market research to understand what makes a show successful. This article explores how one theater company used a unique approach to pricing to increase ticket sales.

Yale SOM’s Center for Customer Insights presents the 2019 Customer Insights Conference, May 10-12 at the Yale School of Management.

LinkedIn groups below for information and inspiration by and from members of our greater Yale SOM community. The power of the platform is to engage before you “need” it.

If you would like to hire SOM interns, graduating MBA’s or alumni, we can help! Please contact the employer partnership team.

Cultivation Fellow
Deployment Manager
Corporate Development-Venture Investment and M&A
Lecturer in Management
Executive Director
Senior Manager, Strategy & Consulting (Internal Medicine / Rare Disease)
CEO
Manager, Strategy Consulting

By logging onto the SOM Alumni Portal, you can also get access to SOM’s new Career Management System (CMS) which leverages LinkedIn. If you are a career services provider and would like to work with Yale SOM students, please visit our corporate development page.

Career Development Office Updates

Seeking a Change? Check out the Job Postings in CMS!

Lifetime Career Support

Are you looking for a New Year’s resolution? The Career Development Office is offering a limited number of 60-minute coaching sessions to SOM students and alumni. These sessions will be held on a rolling basis during the month of January and are available in both in-person and virtual formats. Interested parties should email the Career Development Office to learn more and to schedule an appointment.

Career Development Office Updates

The Yale SOM Alumni Career Management System (CMS) offers a comprehensive suite of resources and tools for alumni and employers. From job postings to networking events, the CMS is a one-stop-shop for all your career needs.

View all Executive Education programs.

A CANDIDATE
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