AI in E-commerce: Mastering Dynamic Pricing & Analysis

31 October – 4 November 2027
Amman (Jordan)



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Ref: 322341_196163 **Date:** 31 October – 4 November 2027 **Location:** Amman (Jordan) **Fees:** 4200 GBP

Why This Course

In today's e-commerce environment, pricing decisions and market analysis can no longer rely only on manual judgment or static rules. Online businesses operate in highly dynamic markets where customer behavior, competitor actions, product demand, and market trends shift rapidly. Artificial intelligence offers powerful ways to respond to these changes more accurately and efficiently, helping organizations improve margins, strengthen competitiveness, and deliver more relevant customer experiences.

This intensive 1-week course equips e-commerce professionals with cutting-edge AI techniques for dynamic pricing and market analysis. Participants will learn to leverage AI algorithms to optimize pricing strategies, analyze market trends, and make data-driven decisions. The course combines theoretical knowledge with hands-on practice using real-world e-commerce scenarios.

What You'll Learn and Practice

By joining this program, you will:

- Master AI-driven dynamic pricing strategies for e-commerce.
- Develop skills in market analysis using AI and machine learning.
- Learn to implement personalized pricing and product recommendations.
- Understand how to use AI for competitive analysis and forecasting.
- Gain practical experience with AI tools for e-commerce optimization.

The Program Flow

Day 1: Introduction to AI in E-commerce

- Overview of AI applications in e-commerce.
- Fundamentals of dynamic pricing.
- Introduction to market analysis techniques.
- AI-driven customer segmentation.

Day 2: AI-Powered Dynamic Pricing Strategies

- Implementing machine learning for price optimization.
- Real-time pricing algorithms.
- Demand forecasting with AI.
- Personalized pricing strategies.



Day 3: Advanced Market Analysis with AI

- AI-driven competitor analysis.
- Predictive analytics for market trends.
- Sentiment analysis of customer reviews.
- AI tools for market research.

Day 4: AI for Product Management and Recommendations

- AI-powered inventory management.
- Dynamic product bundling.
- Personalized product recommendations.
- Cross-selling and upselling with AI.

Day 5: Implementing AI Solutions in E-commerce

- Integration of AI tools in e-commerce platforms.
- Ethical considerations in AI-driven pricing.
- Measuring and optimizing AI performance.
- Future trends in AI for e-commerce.

Individual Impact

- Strengthen your ability to apply AI tools in pricing and market analysis with greater confidence.
- Enhance your skills in forecasting demand, analyzing competition, and interpreting market signals.
- Build stronger capability in designing personalized pricing and recommendation approaches.
- Gain practical insight into using AI to improve commercial decision-making in e-commerce.

Work Impact

- Improve pricing decisions through more responsive and data-driven strategies.
- Strengthen market analysis and competitive positioning across e-commerce operations.
- Support better customer engagement through personalized offers and product recommendations.
- Enhance business performance by using AI to improve efficiency, profitability, and market responsiveness.

Training Methodology

This program integrates e-commerce strategy, AI application, and practical implementation to ensure real-world relevance and immediate business value. Learning methods include:

- Real-world case studies on AI use in pricing, market analysis, and personalization.
- Practical exercises in demand forecasting, competitor analysis, and recommendation design.
- Interactive workshops on dynamic pricing models and e-commerce AI tools.
- Group discussions on implementation challenges, ethics, and performance measurement.



• Frameworks and tools for applying AI effectively in e-commerce environments.

Beyond the Course

Upon completion, participants will be better equipped to use AI in e-commerce with greater clarity, confidence, and strategic focus. They will return ready to:

• Develop stronger dynamic pricing strategies tailored to business needs.
• Use AI to analyze markets and competitors more effectively.
• Implement more personalized and data-driven customer experiences.
• Support smarter commercial decisions through practical AI adoption in e-commerce.

