

Strategic Pricing

Price: The amount a company is paid for its products or services, or the actual transaction that customers exchange for the benefits of having or using the product or service.

- 1. Not market structure alone is the primary determinant of market structure and price
- 2. Price is the only element of the marketing mix that customers benefit from when it is successful.
- 3. Price is one one of the most visible marketing mix elements.
- 4. Since most firms selling in the marketplace are selling many marketing mix elements
- 5. Firms take care in setting customer value and building customer relationships.

Major Pricing Strategies: 3 Major Strategies

1. Customer Value Based Pricing

- 1. **Value Based Pricing:** Companies based pricing a perception of value rather than on the actual cost. The company that assesses customer needs and expectations is then able to target price according customer perceptions of value.
 - 1. **Cost-Based Pricing:** Offering customers contributions of quality-cost good delivered at low price.
 - 2. **Value Based Pricing:** Matching value, which exceeds and exceeds the differences in company's efforts and charging higher prices. It should be noted that companies are **not** homogeneous.

2. Cost-Based Pricing

- 1. **Cost-Based Pricing:** Setting prices based on the actual production, marketing, and selling the product plus a rate of return for effort expended.
 - 1. **Cost Price Pricing (Markup Pricing):** Adding a markup/markups to the cost of the product.
 - 2. **Break-Even Pricing / Target Return Pricing:** Companies are made even when costs of making and marketing is added to production or make a target return.

3. Competition Based Pricing

- 1. **Competition-Based Pricing:** Setting prices based on competitors' or targeted, price, costs, and market offerings.

New Product Pricing Strategies

Market Skimming Pricing (Price Skimming): Setting a high price for a new product to allow maximum revenues to be taken from the segments willing to pay that high price. This company believes that their product value, or a high level of price might stimulate high price, then gradually work up over time as the product is introduced. Again, during the introduction phase of a product from the initial segment of the market.

Market Penetration Pricing: Setting a low price for a new product to attract a large number of buyers with a large market share.

Product Life Pricing Strategies

Product Life Pricing: Companies use prices as a time progression.

Special Product Pricing: Pricing applied to specialty products and with the main product.

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