

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 a company's pricing
- 2. Price is the only element of the marketing mix that customers benefit from directly
- 3. Price is one of the most visible aspects of a company
- 4. Since sales are, pricing is the fundamental performance-measuring metric marketing executives
- 5. Prices also create lasting customer value and build long-term relationships

Major Pricing Strategies: 3 Major Strategies

1. Customer Value-Based Pricing

- 1. **Value-Based Pricing:** Determining a product's price on the basis of its value rather than on the basis of cost. The company that assesses customer needs and expectations is then able to target price-sensitive customer segments better
 - 1. **Cost-Based Pricing:** Offering customers contributions of quality-cost paid relative to its price
 - 2. **Value-Based Pricing:** Measuring value, which includes and refers to differences in companies' offers and charging higher prices. It should measure the benefits customers

2. Cost-Based Pricing

- 1. **Cost-Based Pricing:** Setting prices based on the actual (or normal) cost of producing, distributing, and selling the product plus a rate of return for profit earned.
 - 1. **Cost-Plus Pricing (Markup Pricing):** Adding a contribution to the cost of the product
 - 2. **Dynamic Pricing (Target Return Pricing):** Companies use these when sales levels of products and marketing is subject to change and the sales manager adjusts

3. Competition-Based Pricing

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

New Product Pricing Strategies

Market Skimming Pricing (Price Skimming): Setting a high initial price for a product to allow maximum revenues to be derived from the segments willing to pay that high price. This company believes that their product has a high value, offer high price. If the market demands high price, then customers will pay more. When the market is saturated, prices should be lowered to attract a larger 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: Determining prices on a time progression

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

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