

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 sensitive customer segments better.
 - 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 (Wholesale Pricing):** Achieving relationships to the cost of production.
 - 2. **Market Share Pricing / Target Return Pricing:** Companies are made even when costs of making and marketing is added to achieve a target return on investment.

3. Competition Based Pricing

- 1. **Competition-Based Pricing:** Setting prices based on competitors' offerings, 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. The company understands that more customers will be able to pay lower prices over time. When introducing a new product, the company sets a high price, then gradually lowers it over time as the product is introduced. It is a strategy to maximize the revenues 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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