

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. 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:** Determining a firm's pricing strategy, it values rather than cost the customer's need. 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 paid relative to its price
 - 2. **Value-Based Pricing:** Measuring value, which reflects the benefits to customers in company's efforts at achieving higher prices. It should measure the benefits provided

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 margin to the cost of production
 - 2. **Break-Even Pricing / Target Return Pricing:** Companies can break even when costs of making and marketing is added to production and sales related costs

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. This company understands that some customers value the high price of the product enough to pay that price. Then, as competitors enter up over time, the company will gradually lower prices to attract the segment of customers that are less willing to pay for it.

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 for a new product

Special Product Pricing: Pricing special or specialty products with the most product

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




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