

Chapter 12: Pricing Decisions and Cost Cost Management

Terms to Know and Use

<p>Cost-based pricing (cost-plus method)</p>	<p>Qualitative, competitive, and market influences govern through their effects on consumer cost supply, consumer's and competitors' profit margins, and cost-effectiveness.</p>
<p>Market-oriented pricing (market-based pricing)</p>	<p>Market-based pricing involves pricing decisions based on a company's market position, competitors, and customer demand and expectations.</p>
<p>Value-based pricing (value-based pricing)</p>	<p>Value-based pricing is based on the perceived value of a product or service to the customer, rather than on the cost of production or the market price.</p>
<p>Target cost pricing (target cost pricing)</p>	<p>Target cost pricing involves setting a target price for a product and then determining the target cost that must be achieved to meet that price. This method is often used in competitive markets where price is a key differentiator. It involves a close relationship between the company and its suppliers to ensure that the target cost is achievable. The target cost is typically set based on the market price and the desired profit margin. The company then works to reduce its costs through various means, such as process improvements, material savings, and efficient resource management.</p>

Chapter 12: Pricing Decisions and Cost Cost Management

Chapter 12 Pricing Decisions And Cost Management Solutions

WJ Hussar



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