

PRICING STRATEGY

Setting Price Levels,
Managing Price Discounts, &
Establishing Price Structures



Tim J. Smith

Pricing Strategy Setting Price Levels Managing Price Discounts And Establishing Price Structures

David Dugdale



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discrimination the technique of charging different prices to different customers for the same or similar goods is well established This observation provides the central core of this book The methods of price discrimination are set out in detail showing how management accountants can bring their analytical skills to bear in helping executives and pricing professionals take advantage of differences in customer valuation to improve profits The book provides a thorough overview of the field and offers a good introduction for researchers and students Equally the book shows managers marketers and pricing professionals how management accountants can assist them in delivering better pricing practice

Pricing Done Right Tim J. Smith, 2016-06-23 Practical guidance and a fresh approach for more accurate value based pricing Pricing Done Right provides a cutting edge framework for value based pricing and clear guidance on ideation implementation and execution More action plan than primer this book introduces a holistic strategy for ensuring on target pricing by shifting the conversation from What is value based pricing to How can we ensure that our pricing reflects our goals You ll learn to identify the decisions that must be managed how to manage them and who should make them as illustrated by real world case studies The key success factor is to build a pricing organization within your organization this reveals the relationships between pricing decisions how they affect each other and what the ultimate effects might be With this deep level insight you are better able to decide where your organization needs to go Pricing needs to be done right and pricing decisions have to be made but are you sure that you re leaving these decisions to the right people Few managers are confident that their prices accurately reflect the cost and value of their product and this uncertainty leaves money on the table This book provides a practical template for better pricing strategies methods roles and decisions with a concrete roadmap through execution Identify the right questions for pricing analyses Improve your pricing strategy and decision making process Understand roles accountability and value based pricing Restructure perspectives to help pricing reflect your organization s goals The critical link between pricing and corporate strategy must be reflected in the decision making process Pricing Done Right provides the blueprint for more accurate pricing with expert guidance throughout the change process

Cambridge Marketing Handbook: Pricing Points, 2013-12-03 Pricing is an emotive and complex topic demanding an understanding of a number of domains of business knowledge In this accessible handbook we present practical information and tools to enable the reader to make important decisions knowledgably and confidently and to explain these decisions to colleagues The material has a strong Value theme throughout as every pricing decision should be taken within the context of customer value Cambridge Marketing Handbook Pricing Points explores essential knowledge and important theory on topics including value economics accounting and segmentation It covers conventional and novel approaches to pricing competition cost value based and dynamic methods with contemporary illustrations from B2B B2C and B2B2C Real company examples throughout the book are drawn from global consulting practice with major enterprises and state of knowledge content from international conferences

Costs, Value, and the Entrepreneurial Venture Journey Raffi G. Chammassian, 2025-06-18 In the fast

paced world of startups and innovation costs are often treated with passive recognition overshadowed by strategy growth and funding But what if costs were the key to unlocking sustainable value and driving strategic success This groundbreaking book redefines the role of costs within the entrepreneurial venture lifecycles transforming them from passive considerations to active tools for creating capturing and extracting value Through a fresh lens it explores the inseparable relationship between costs strategy and investments guiding entrepreneurs founders and innovation ecosystem players through every stage of the journey from ideation to successful exit into a reincarnated life Finally it establishes a framework for value driven business models as dynamic three dimensional platforms driven by technology markets and exits where intellectual capital development plays a fundamental role With practical insights grounded primarily in strategic management accounting and entrepreneurial finance and supported by real world applications this book establishes a powerful foundation for integrating costs into value driven business strategies It equips startup founders innovation ecosystem players researchers and academics alike with the tools to rethink costs as a strategic advantage Whether you re building a startup thriving in the innovation and knowledge economy or delving into entrepreneurial finance this book will transform the way you think about costs turning them into a powerful catalyst for growth and success *Studyguide for Pricing Strategy* 2nd Edition

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questionnaire used to determine whether a company needs help with its pricing strategy Curiously every company that has completed it has answered yes to at least one of the questions Is your company in the middle of a price war Do you feel your customers only buy when your products or services are on promotion Do you set prices based solely on your costs and your competitors prices Do you feel like a victim of tough customers who always want to negotiate better prices and discounts Do you feel you re failing to capture the full value your products or services offer In Pricing The key to profitability the concepts needed to design and implement a complete profit focused pricing strategy are presented in a clear and practical way Each topic is explained through real world examples of companies selling both products and services in consumer and industrial markets alike Nicol s Restrepo has succeeded with this book in presenting price from a strategic and marketing oriented perspective very different from the traditional cost based approach Entrepreneurs executives and marketing students will find in these pages the key to managing price as an active component of business strategy rather than as a last minute commercial tactic Nicol s Restrepo Abad holds an MBA from IE Business School He is currently the President and founding partner of prexus pricing solutions a company dedicated to providing pricing strategy consulting services to large corporations His professional experience also includes roles in fast moving consumer goods Procter Gamble and

telecommunications services Orbitel He has served as a pricing strategy professor in graduate programs at several business schools and has been a guest speaker at pricing seminars in major cities across Latin America

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