

Answer indicated in

Multiple Choice

Identify the pricing method that is most consistent with the competitive pricing approach.

- 1. The _____ is not a component of value-based pricing.
 - a. Competitive
 - b. Customer value
 - c. Company costs
 - d. Psychological value



- 2. _____ pricing helps a company with a wide customer base.
 - a. A
 - b. B
 - c. C
 - d. D
- 3. The _____ is the only cost-based pricing strategy that is commonly used to set prices for different categories of the product.
 - a. Job
 - b. Target
 - c. Value
 - d. Cost
- 4. The _____ is the most common pricing approach for the business whose products are sold.
 - a. Market-based, relationship
 - b. Market-based, cost-based
 - c. Market-based, value-based
 - d. Market-based, cost-based
- 5. _____ is a cost-based pricing strategy. _____ is a value-based pricing strategy.
 - a. Market-based; Value-based
 - b. Value-based; Market-based
 - c. Market-based; Market-based
 - d. Value-based; Value-based
- 6. The _____ is a value-based pricing strategy that is commonly used for business-to-business. The _____ is a value-based pricing strategy that is commonly used for business-to-consumer.
 - a. Market-based; Value-based
 - b. Value-based; Market-based
 - c. Market-based; Market-based
 - d. Value-based; Value-based
- 7. The _____ is a value-based pricing strategy that is commonly used for business-to-business. The _____ is a value-based pricing strategy that is commonly used for business-to-consumer.
 - a. Value-based; Market-based
 - b. Market-based; Value-based
 - c. Market-based; Market-based
 - d. Value-based; Value-based

Excel Tutorial 4 Answers

M Lipman



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