

## Answer: Question 8

### Multiple Choice

Identify the pricing strategy that best describes the manufacturer's pricing approach.

1. The \_\_\_\_\_ is not a component of value-based pricing.
- a. Manufacturer
  - b. Retailer
  - c. Wholesaler
  - d. Distributor



2. \_\_\_\_\_ pricing helps a company with a wide customer base.
- a. A
  - b. B
  - c. C
  - d. D
3. The \_\_\_\_\_ is the only way value-based pricing can be implemented across a wide range of products.
- a. A
  - b. B
  - c. C
  - d. D
4. The \_\_\_\_\_ of a new product is a key determinant of the pricing strategy a company uses.
- a. Demand elasticity coefficient
  - b. Supply elasticity coefficient
  - c. Demand elasticity coefficient
  - d. Supply elasticity coefficient
5. \_\_\_\_\_ is a key determinant of a company's pricing strategy.
- a. Demand
  - b. Supply
  - c. Demand elasticity
  - d. Supply elasticity
6. The \_\_\_\_\_ of a new product is a key determinant of the pricing strategy a company uses. The \_\_\_\_\_ of a new product is a key determinant of the pricing strategy a company uses.
- a. Demand elasticity coefficient
  - b. Supply elasticity coefficient
  - c. Demand elasticity coefficient
  - d. Supply elasticity coefficient
7. The \_\_\_\_\_ of a new product is a key determinant of the pricing strategy a company uses.
- a. Demand
  - b. Supply
  - c. Demand elasticity
  - d. Supply elasticity

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