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| **logo_unec**  **AZƏRBAYCAN DÖVLƏT İQTİSAD UNİVERSİTETİ** |
| **BEYNƏLXALQ İQTİSADİYYAT MƏKTƏBİ** |
| **BEYNƏLXALQ İQTİSADİYYAT (İNGİLİS DİLLİ) KAFEDRASI**  Fənn: Qiymət və qiymətləndirmə  Müəllim: Fərid Əmirov  Qrup: 1061   1. What are the factors that influence the demand for mobile phones? 2. Explain price elasticity of demand in details 3. Impact of price elasticity of demand on revenue 4. What are the factors that affect the price elasticity of supply? 5. Calculate new amount of Q; is the demand elastic or inelastic? Why?   If the price elasticity of demand (PED) is 3 for a product A: and the firm demanded 6000, when the price was £30. And the price of product A increased from £30 to £35.   1. The role of price in a society 2. What are the main steps for setting price? (Detailed explanation) 3. Explain the importance of effective price setting 4. Functions of price. Elaborate them in details 5. What is the role of price in centrally planned economy? 6. Factors for determining Pricing Structure 7. Explain the perceived benefit and perceived costs for customers 8. Factors affecting the Marketer's View of Price 9. How to price new products? 10. Alternative approaches to determining price 11. Principles for pricing of innovative medicines 12. Explain the cost principle of pricing 13. What are the benefits of price lining for buyers and seller? 14. Explain Value-Based Pricing 15. What are the main 4 principles of pricing? (Explain each in details) 16. Characteristics of perfect competition and monopolistic markets. Explain the difference between them 17. Disadvantages of perfect competition 18. Explain foreign exchange and agricultural markets in perfect competition case 19. The main features of oligopoly (Detailed explanation is required) 20. Explain Kinked Demand Curve diagram 21. Detailed explanation of pure monopoly 22. Socially undesirable aspects of monopolistic competition compared to perfect competition 23. What is segmented pricing? Explain in details 24. What is promotional pricing? Explain in details 25. What is captive product pricing? Explain in details 26. What is product line pricing? Explain in details 27. **Calculate breakeven point in units, in dollars and the units to produce the desired profits. Then explain the results that what they indicate**   Jessica is the managerial accountant in charge of a large furniture factory’s production lines and supply chains. She isn’t sure the current year’s couch models are going to turn a profit and what to measure the number of units they will have to produce and sell in order to cover their expenses.  Here are the production stats:  Total fixed costs: $600,000  Variable costs per unit: $400  Sale price per unit: $600  Desired profits: $300,000   1. What are the ways of measuring willingness to pay (WTP)? Detailed explanation is needed. 2. Factors affect willingness to pay (WTP) (Detailed explanation) 3. What are the relevant costs for pricing decision? Explain them in details 4. When a price of crude oil rises, companies quickly rise the prices of glycerin. 5. What would happen from a historical cost standpoint? 6. What happens when crude oil prices decline for the company with more and small inventories of glycerin? 7. **Calculate break even sales change in units and % break even sales change. Then explain the results that what they indicate**   **Following are Company A’s income and costs for a typical month:**  Sales:5000 units  Wholesaleprice: $20 per unit  Revenue: $100000  Variable costs: $ 8 per unit  Fixed costs:$ 25000  Company A is considering a 10 percent price cut, which it believes would make it more competitive with alternative suppliers, enabling it to further increase its sales. No additional fixed costs as a result of this pricing decision   1. **Calculate break even sales change in units and % break even sales change. Then explain the results that what they indicate**   **Following are Company A’s income and costs for a typical month:**  Sales:5000 units  Wholesaleprice: $20 per unit  Revenue: $100000  Variable costs: $ 8 per unit  Fixed costs:$ 25000  Company A is considering a 10 percent price cut, which it believes would make it more competitive with alternative suppliers, enabling it to further increase its sales. Suppose that Company A’s price cut is accompanied by a reduction in variable cost of 0.5.   1. **Calculate % break even sales change and unit break even sales change**   **Following are Company A’s income and costs for a typical month:**  Sales:5000 units  Wholesaleprice: $20 per unit  Revenue: $100000  Variable costs: $ 8 per unit  Fixed costs:$ 25000  Company A is considering a 10 percent price cut, which it believes would make it more competitive with alternative suppliers, enabling it to further increase its sales. Suppose company increase its fixed costs by $ 800.   1. **Calculate breakeven point in units, in dollars and the units to produce the desired profits. Then explain the results that what they indicate**   Monica is the managerial accountant. She isn’t sure the current year’s products are going to turn a profit and what to measure the number of units they will have to produce and sell in order to cover their expenses.  Here are the production stats:  Total fixed costs: $400,000  Variable costs per unit: $200  Sale price per unit: $400  Desired profits: $700,000   1. **Calculate break even sales change in units and % break even sales change. Then explain the results that what they indicate**   **Following are Company B’s income and costs for a typical month:**  Sales:7000 units  Wholesaleprice: $30 per unit  Revenue: $210000  Variable costs: $ 14 per unit  Fixed costs:$ 25000  Company B is considering a 20 percent price cut, which it believes would make it more competitive with alternative suppliers, enabling it to further increase its sales. No additional fixed costs as a result of this pricing decision   1. **Calculate break even sales change in units and % break even sales change. Then explain the results that what they indicate**   **Following are Company B’s income and costs for a typical month:**  Sales:7000 units  Wholesaleprice: $30 per unit  Revenue: $210000  Variable costs: $ 14 per unit  Fixed costs:$ 25000  Company B is considering a 20 percent price cut, which it believes would make it more competitive with alternative suppliers, enabling it to further increase its sales. Suppose that Company’s price cut is accompanied by a reduction in variable cost of 0.6   1. What are the reasons that government intervene in the markets? Explain in details. 2. Explain the forms of price controls (detailed explanation is needed) 3. Inefficiencies of price ceiling. Explain in details. 4. Impacts of price controls on consumer and producer surpluses 5. **Calculate break even sales change in units and % break even sales change. Then explain the results that what they indicate**   **Following are Company B’s income and costs for a typical month:**  Sales:6000 units  Wholesaleprice: $25 per unit  Revenue: $1500000  Variable costs: $ 15 per unit  Fixed costs:$ 35000  Company C is considering a 10 percent price cut, which it believes would make it more competitive with alternative suppliers, enabling it to further increase its sales. Suppose company increase its fixed costs by $ 600.   1. What are the characteristics of pricing through internet? 2. Can the internet lead to perfectly competitive prices? 3. Are prices lower on the internet? 4. Novel Internet pricing models 5. **Calculate break even sales change in units and % break even sales change. Then explain the results that what they indicate**   **Following are Company B’s income and costs for a typical month:**  Sales:6000 units  Wholesaleprice: $25 per unit  Revenue: $1500000  Variable costs: $ 15 per unit  Fixed costs:$ 35000  Company C is considering a 10 percent price cut, which it believes would make it more competitive with alternative suppliers, enabling it to further increase its sales. No additional fixed costs as a result of this pricing decision   1. How the oil price increase affect to the economy of oil producing (developed and emerging) countries? What macroeconomic factors are affected as a result? (Detailed explanation is required) 2. Explain the factors effecting oil prices (detailed explanation is required) 3. How the oil price reduction affect to the economy of developed countries? Elaborate in details 4. What are the current reasons those prevent the oil prices to rise? 5. Arguments for and against government price controls 6. Explain price ceiling hidden costs 7. What is non-binding and binding price controls (Detailed explanation is required) 8. Explain price floor form of price control in details 9. Explain price ceiling form of price control in details 10. What are the recent reforms implemented in Azerbaijan that consequently contribute to reduce the cost of products? 11. How the firms should react to competition? 12. When a managerial price sensitivity analysis can be considered as a complete? 13. The factors should be considered while preparing a managerial price sensitivity analysis 14. What are the characteristics of reference value 15. Explain economic value in details 16. Explain role of value in pricing 17. What are the factors affecting perceptions of value? 18. How to make price reactions more cost-effective? 19. What are the factors those affect price policy? 20. Internal considerations in pricing products 21. External considerations in pricing products 22. What are the characteristics of reference value 23. Explain the anti dumping procedure and its impact to the market of Azerbaijan |