1. What are the major types of objectives which organisations seek to achieve through their pricing decisions?
2. What three pieces of information are required before marginal analysis may be used in arriving at pricing decisions?
3. Explain what is meant by discriminatory pricing
4. Which class of customer is likely to find uniform delivered pricing unattractive?
5. What form of pricing is said to be between FOB origin pricing and uniform delivered pricing?
6. **What do you mean by short period and long period in price theory?**
7. **All costs are variable costs in the long run. Explain**
8. **What are the variable costs of a firm? Give examples.**
9. **What are the fixed costs of a firm? Give examples**
10. Summarize the modern neo classical theory of equilibrium price.
11. Explain: Smith in the Drift of Economic Thought
12. What are the 3 option for setting the prices?
13. Classify pricing methods
14. What are advantages and disadvantages of Customer value based pricing?
15. What are There are three key factors in options pricing?
16. Why **Volatility is important?**
17. Packaging serves three basic purposes – explain
18. **Storage costs** fall into four categories – explain
19. List the 6 steps of a test market and explain?
20. List the 5 aspects of a new product which greatly influence its rate of adoption?
21. Explain what is meant by **Penetration pricing**
22. Explain what is meant by **Premium pricing**
23. Explain what is meant by **Value-based pricing**
24. Can marketing system can effective without being efficient? Explain and sample
25. What are the 4 pre-conditions of the usefulness of pricing efficiency measures?
26. Please explain what the Asian Productivity Organization noted in Reporting on the participation of the government, in commodity marketing, in sixteen Asian and Pacific countries
27. What is The second class of actor in the commodity marketing system and explain their role
28. What are the advantages of a bulk over a bag storage system in comparative terms?
29. What are the disadvantages of a bulk over a bag storage system in comparative terms?
30. According to Knipscheer et al., what evidence existed to suggested that there was a trend towards integrated markets for small ruminants in Indonesia?
31. Explain the role of an order buyer
32. What are the main determinants of the tenderness, juiciness and flavour of poultry
33. What does a Resazurin test measure?
34. Name as many of the 8 stages of commodity marketing as you can and in their sequential order, as presented in textbook
35. What are the particular problems that livestock farmers face when attempting to adjust the
36. What is the main common objective of these different forms of market organization?
37. What determines whether a dealer will quote a narrow or a wide bid-asked spread?
38. Ignoring for a moment the size of the bid-asked spread, explain why Treasury bonds are more liquid than equities
39. What are the implications for investor decision making of the proposition that markets are efficient?
40. How do investment bankers help companies issue new securities?
41. Investment bankers are compensated for underwriting a new issue in the form of an underwriting spread. What do you imagine determines how big this fee is?
42. Name the criteria used in classifying or grading beef carcasses within the European Union
43. Explain the term ‘candling
44. Why does fluid milk attract higher prices than that destined to be used to make cheese yogurt and butter etc
45. How is the quality of milk assessed?
46. What is meant by the statement, “The income elasticity of demand for beef in particular and other meats in general, tends to be strongly positive in LDCs”?
47. How would you define the term, ‘administered prices’?
48. Outline the chief characteristics of revenue pooling
49. What is the ‘Dutch method’?
50. Give two examples of items that could be classed as order processing costs
51. What are the main objectives of the study of the Commonwealth Secretariat and UNCTAD in order to undertake a preliminary analysis of the secular decline?
52. What are The main objectives of foreign exchange control in LDCs?
53. Explain foreign exchange loss based on the Trend Decline rate
54. Explain foreign exchange loss based on Actual prices
55. Inform about |International Commodity agreements on price and quote
56. pricing objectives can be classified into six major groups: define
57. explain Profitability objectives
58. explain Volume objectives
59. explain competitive objectives
60. explain Strategic objectives
61. Point out that 4 particular factors greatly influence the price elasticity of demand and explain
62. Explain Cost plus method of price determination
63. What is Market oriented pricing
64. What is Geographical pricing and explain main 4 options
65. What is administered pricing and Combinations of pricing and explain systems can be administered in several ways.
66. What factors tend to influence the degree of price elasticity of demand?
67. What was Stoetzel's contribution to our understanding of how consumers perceive price?
68. Explain what is meant by skimming and penetrating the market
69. Why might a bread baker employ customary pricing?
70. Explain Grain Marketing System
71. What are the principal stages of agricultural commodity marketing
72. Whar are the **Development stages of poultry enterprises**
73. What are the four channels for distributing fresh milk can be identified?
74. What are the principal advantages and disadvantages of bulk over bag storage of grains?
75. Name the criteria used in classifying or grading beef carcasses within the European Union