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## Marketing Analysis Toolkit: Pricing and Profitability Analysis

### Introduction

Pricing is one of the most difficult decisions marketers make and the one with the most direct and immediate impact on the firm's financial position. This marketing analysis toolkit introduces the fundamental terminology and calculations associated with pricing and profitability analysis.

### Determining Demand

For most goods, the price of a product determines whether customers will buy it; such that as the price goes up, the quantity demanded by customers goes down, and as the price goes down, the quantity demanded by customers goes up. The relationship between price and demand is graphically represented by a demand curve, which is linear in its most basic form.

A demand curve plots customers' probable purchase quantities at various prices. The slope of a linear demand curve is calculated by the following formula:

$$\text{Slope of the demand curve (m)} = \frac{\text{change in price}}{\text{change in quantity demanded}}$$

The point at which the demand curve crosses the y-axis indicates the price above which any customer will not buy a product because it is too expensive. This indicates the outer boundary of what customers are willing to pay for the product. If the firm prices the product at this price, they will sell zero units.

The point at which the demand curve crosses the x-axis indicates the maximum number of units the firm can sell if the price is zero, the maximum quantity customers are willing to buy at any price. It is important to remember that a demand curve is only a model of what will happen in the market

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Professors Thomas Steenburgh and Jill Avery (Simmons School of Management) prepared this note as the basis for class discussion.

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# Marketing Analysis Toolkit Pricing And Profitability Analysis

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