

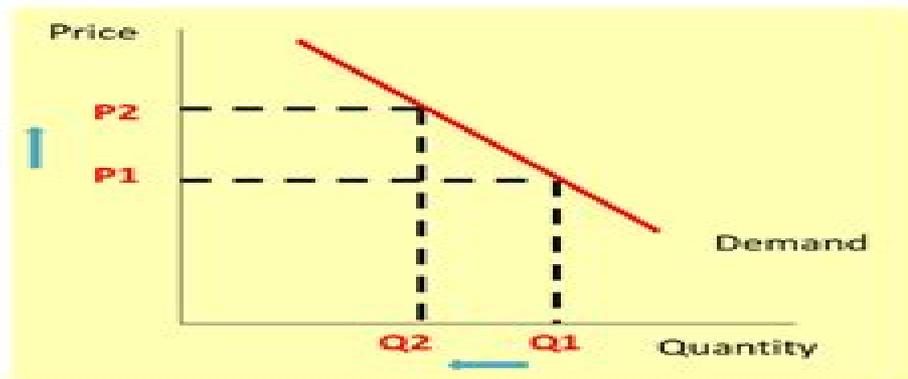
Lecture 9:

Pricing Decisions and Profitability Analysis

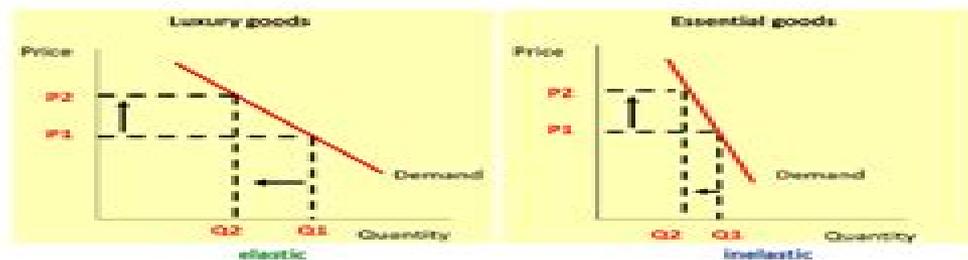
Theory of pricing

Economic theory

- According to **the law of demand**, market demand varies inversely with product price.
- The higher the price, the lower the market demand.

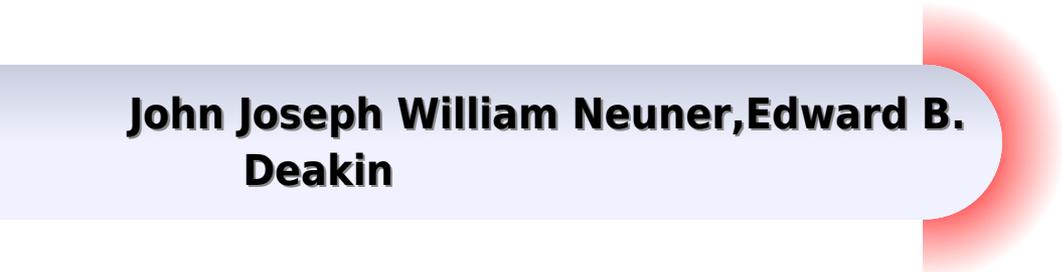


- The market demand of **essential goods** (e.g., bread) is less susceptible to price changes (= **inelastic**)
 - The demand of **luxury goods** (e.g., watch) is relatively **elastic**.



Pricing Decisions Profitability Analysis

**John Joseph William Neuner, Edward B.
Deakin**



Pricing Decisions Profitability Analysis:

Cost & Management Accounting: Tools for Planning and Control Prof. (Dr.) Savita Mohan, Prof. Moumita Mishra, Prof. Saumya Srivastava, 2025-04-17

Master Budgeting Luna Z. Rainstorm, 2023-07-04

Mastering budgeting is not just about managing money but about managing your life and achieving your dreams. Master Budgeting: Orchestrating Your Financial Success is the ultimate guide to mastering the art of budgeting. This comprehensive book covers everything you need to know about budgeting from the basics to advanced applications for businesses and non-profit organizations. The book begins with an overview of budgets and budgeting, including the purpose of budgeting and the budgeting process. Readers will also learn about the different types of budgets and the concept of a master budget. Master Budgeting then guides readers through the process of setting financial goals, projecting income, and budgeting for expenses. The book covers fixed, variable, and discretionary expenses, as well as sales, production, overhead, cash flow, and capital budgets. Readers will also learn about budget variance analysis, the role of technology in budgeting, and common budgeting mistakes to avoid. The book includes case studies and real-life examples to illustrate budgeting principles and provide inspiration for successful budgeting. In addition to personal budgeting, Master Budgeting also covers budgeting for businesses, non-profit organizations, and international operations. The book provides guidance on budget adjustments and flexibility, zero-based budgeting, budgeting for uncertainty, and the relationship between the master budget and financial statements. The book also explores the ethics of budgeting, auditing the master budget, the psychology of budgeting, and leveraging the master budget for investment and growth. Readers will learn about the role of budgeting in strategic planning and how to align their budget with organizational goals. Whether you are an individual looking to improve your personal finances or a business owner or manager looking to improve your budgeting skills, Master Budgeting is the perfect guide. With clear explanations, real-world examples, and practical tools and techniques, this book will help you take control of your finances and achieve your goals. Master Budgeting also includes a glossary of budgeting terms, resources for further learning, FAQs, and a detailed preparation process for the master budget. Whether you are a beginner or an experienced budgeter, Master Budgeting is the ultimate resource for mastering the art of budgeting and achieving financial success.

Table of Contents: Understanding Budgets and Budgeting, The Purpose of Budgeting, The Budgeting Process, Types of Budgets, The Concept of Master Budget, Definition and Importance, Components of a Master Budget, Setting Financial Goals, Long-term and Short-term Goals, Setting Realistic Goals, Budgeting for Income, Projecting Your Income, Handling Irregular Income, Budgeting for Expenses, Fixed Expenses, Variable Expenses, Discretionary Expenses, The Sales Budget, Elements of a Sales Budget, Creating a Realistic Sales Budget, The Production Budget, Understanding the Production Budget, Calculating Production Costs, The Overhead Budget, Defining Overhead Costs, Budgeting for Overhead Costs, The Cash Flow Budget, Importance of Cash Flow Management, Preparing a Cash Flow Budget, The Capital Budget, Capital Expenditure Planning, Financing Capital Expenditures, Budget Variance

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among the activities of that unit It makes use of concepts and theories of economics and assists managers to make rational decision The present book emphasizes on conceptual clarity and simplified presentation The book comprehensively covers all the aspects that impinge upon economic decision making of modern business units Thus allowing a great deal of flexibility in the choice of topics that any teacher or student may wish to cover This text would be helpful for the students of Commerce Management Economics Engineering Law and other social sciences disciplines It is also useful to the practicing managers of various business units within and outside the country The book integrates various concepts and ideas from the fields of economics and other subjects which have bearing on managerial decision making and policy formulation within the business unit It provides a number of suitable examples including large number of review questions objective type questions and exercises The text focuses on the concepts related to macroeconomics and business decision and modern approaches to managerial economics

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