

Achievement Standard

Subject Reference Commerce 1.2

Title Demonstrate understanding of price determination for an organisation

Level 1 **Credits** 5 **Assessment** Internal

Subfield Business Operations and Development

Domain Business Studies

Status Approved **Status date** December 2023

Planned review date December 2028 **Date version published** December 2023

Purpose Statement

Students are able to demonstrate understanding of price determination for an organisation.

Achievement Criteria

Achievement	Achievement with Merit	Achievement with Excellence
<ul style="list-style-type: none"> Demonstrate understanding of price determination for an organisation 	<ul style="list-style-type: none"> Examine price determination for an organisation 	<ul style="list-style-type: none"> Evaluate price determination for an organisation

Explanatory Notes

- 1 *Demonstrate understanding of price determination for an organisation* involves:
- using financial or non-financial information to determine a price supported by a model or concept.

Examine price determination for an organisation involves:

- explaining how the determination of price could be affected by a change in an internal or external factor
- explaining options for changing, or not changing, the price, supported by financial or non-financial information, and a model or concept.

Evaluate price determination for an organisation involves:

- justifying the determined price supported by financial or non-financial information, and a model or concept
- discussing consequences of the determined price with reference to impacts on the organisation and stakeholders.

- 2 *Models or concepts* are used to observe, understand, and make predictions about economic behaviour.

Examples include:

- supply and demand model
- projected income statement
- cost/volume/profit analysis.

- 3 An *organisation* is a group of people who work together with a particular purpose.

For the purpose of this achievement standard, the organisation must be one that sets a price for either a product or service.

- 4 *Internal factors* refer to any circumstances within and under the control of the organisation, and which may have financial implications for the organisation.

Examples include:

- staffing
- processes
- organisational structure.

External factors refer to any circumstances outside and under no control of the organisation, and which may have financial implications for the organisation.

Examples include:

- legislation and regulation
- competition
- customers and suppliers.

- 5 *Stakeholders* are people or groups with a shared interest in an organisation.

Examples include:

- employees
- suppliers
- whānau, hapū, or iwi.

- 6 Refer to the NCEA [glossary](#) for Māori, Pacific, and further subject-specific terms and concepts.

- 7 This achievement standard is derived from the Social Sciences Learning Area at Level 6 of *The New Zealand Curriculum*: Learning Media, Ministry of Education, 2007.

Replacement Information

This achievement standard, AS92028, AS92030, and AS92031 replaced AS90837-AS90842 and AS90976-AS90988.

Quality Assurance

- 1 Schools and institutions must have been granted consent to assess by NZQA before they can register credits from assessment against achievement standards.
- 2 Schools and institutions with consent to assess must engage with the moderation system that applies to those achievement standards.

Consent and Moderation Requirements (CMR) reference 0233
