

# Adapted pricing mechanism

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## Abstract

The paper discusses development of algorithms for managing the movement of capital. Such algorithms are configured to resolve conflicts that arise during the identification of inconsistencies in the interests of interested participants in the organization. Thus is formed the skill of pricing in terms of changes in the external environment.

*Keywords:* price, turnover, conflict, algorithm, performance, skill

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## 1 Introduction

Non-standard means of setting the price make the price parameter the main one. When forming the revenue rate, this orientation switches the usual priorities from the parameter that characterizes the number of units sold to the price parameter. This ensures timely detection of violations of capital turnover conditions, which leads to the elimination of unexpected losses

During the study of these characteristics, it was found that the methods of selling goods / services contradict the forced assignment of redundancy in relation to the number of units sold, in case of an unexpected price reduction.

## 2 Approach

The proposed contradiction reduces the research problem to the impossibility of achieving an effective sales system in the absence of adaptation mechanisms in the conditions of changes in the movement of working capital

The object of research is characterized by working capital management algorithms over time in pricing conditions.

The subject of the study is adaptation mechanisms that

are configured to resolve conflict situations detected during the capital turnover cycle.

The purpose of the study is to develop a procedure that ensures the adaptation of mechanisms for managing changes in the movement of working capital.

In accordance with the proposed goal, the following tasks were set:

- 1) Conducting an ongoing analysis of symptoms of typicality of sales.
- 2) Choosing the option for managing the movement of working capital in the conditions of deviations.
- 3) Implementation of the medium-term sales scenario in the absence of excessive trading activity.
- 4) Development of a guide to action to implement effective sales in a changing environment.

## 3 Conclusions

As the tasks are completed, the skill of pricing based on the principles of recent sales is developed. During its acquisition, a pricing algorithm was developed for the entire life cycle of the organization, as well as measures to overcome non-standard situations in the changing environment.