

Retail Pricing→ Chapter 15

VIPS:

1. Understand the importance of pricing
2. Compare and contrast High/Low and EDLP strategies
3. Describe and apply how retailers set prices
4. Analyze how and why retailers take price reductions
5. Identifying the pricing techniques that retailers use to increase sales and profits

Pricing Importance

- What is value?
- Why is Pricing Important?
 - Pricing decision is important because customers have alternatives to choose from and are better informed
 - Customers are in a position to seek good value
 - $\text{Value} = \text{Perceived Benefits (Values)} / \text{Price}$
 - Retailers can increase value and stimulate sales by either increasing benefits or reducing price
 - Retailers use Private Label products to increase Value and Gross Profit

Pricing Strategies

- High/Low Pricing→ Discount the initial prices through frequent sales promotions
 - Advantages
 - Increases profits through price discrimination
 - Sales create excitement
 - Sells merchandise
 - Disadvantages
 - Train people to buy on deal and wait
 - Have an adverse effect on profits
- Everyday Low Pricing→ continuity of retail prices at a level between the regular non-sale prices and deep-discount sale of price of high/low...DOESNT mean lowest price, retailers have adopted a low price guarantee policy
 - Advantages
 - Assures customers of low prices
 - Reduces advertising and operating expenses
 - Reduces stockouts and improves inventory management
 - Disadvantages
 - ??

Setting Retail Prices

- Customer Price Sensitivity and Cost
 - As Price goes up, sales can decrease as fewer customers perceive the product is good value/can't afford
 - If customers are very price sensitive, sales volume decreases rapidly as price increases
- How can retailers reduce price competition?
 - Develop lines of unique private label merchandise
 - Negotiate with national brands manufacturers for exclusive distribution rights
 - Have vendors make unique products for them

Study Guide For Rmt Exam

Johnny Lung



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Table of Contents Study Guide For Rmt Exam

1. Understanding the eBook Study Guide For Rmt Exam
 - The Rise of Digital Reading Study Guide For Rmt Exam
 - Advantages of eBooks Over Traditional Books
2. Identifying Study Guide For Rmt Exam
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Study Guide For Rmt Exam
 - User-Friendly Interface
4. Exploring eBook Recommendations from Study Guide For Rmt Exam
 - Personalized Recommendations
 - Study Guide For Rmt Exam User Reviews and Ratings
 - Study Guide For Rmt Exam and Bestseller Lists

5. Accessing Study Guide For Rmt Exam Free and Paid eBooks
 - Study Guide For Rmt Exam Public Domain eBooks
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 - ePub, PDF, MOBI, and More
 - Study Guide For Rmt Exam Compatibility with Devices
 - Study Guide For Rmt Exam Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Study Guide For Rmt Exam
 - Highlighting and Note-Taking Study Guide For Rmt Exam
 - Interactive Elements Study Guide For Rmt Exam
8. Staying Engaged with Study Guide For Rmt Exam
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Study Guide For Rmt Exam
9. Balancing eBooks and Physical Books Study Guide For Rmt Exam
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Study Guide For Rmt Exam
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Study Guide For Rmt Exam
 - Setting Reading Goals Study Guide For Rmt Exam
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Study Guide For Rmt Exam
 - Fact-Checking eBook Content of Study Guide For Rmt Exam
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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