

RETAILING EXAM 3 STUDY GUIDE

CHAPTER 13 - RETAIL PRICING

Pricing Strategies:

1. **High/Low Pricing:** discount the initial prices for merchandise through sales promotions. Retailers use this frequently, often weekly; however, some customers learn to expect frequent sales and wait until merchandise they want goes on sale/stock up at low prices
2. **Everyday Low Pricing (EDLP):** continuity of retail prices at a level somewhere between regular non-sale prices and deep-discount sale price of high/low retailers. Occasionally have sales, just not as frequently as high/low; aren't always the lowest prices in the market: super markets, home improvement centers, and discount stores
 - o Low-price guarantee policy: guarantees customers that the retailer will have the lowest price in a market for products it sells, promises to match/beat any lower price found in market

Advantages of High/Low Pricing Strategy:

1. Increases Profits: retailers can charge higher prices to customers who are not price-sensitive while charging lower prices to price-sensitive customers who will wait for "low" sale prices
2. Creates Excitement: "got them while they last" atmosphere occurs during sale
3. Sales, Sales, Stockpiling Merchandise: sales allow retailers to get rid of old merchandise by discounting price

Advantages of EDLP Approach:

1. Assures Customers of Low Prices: customers have been conditioned to buying on sale. Lets customers know they will get the same low prices every time they patronize EDLP retailer
2. Reduces Advertising and Operating Expenses: stable prices limit need for weekly sale advertising, retailers do not incur labor costs of changing price tags and putting up sale signs
3. Reduces Stockouts and Improves Inventory Management: reduces large variations in demand caused by frequent sales with large markdowns, fewer stockouts = satisfied customers and higher sales

Setting Retail Prices: 5 factors retailers must consider...

1. **Price Sensitivity of Customers:** price sensitivity of customers determines how many units will be sold at different price levels; if customers in target market are price-sensitive, sales will decrease when price is increased; a way to measure price sensitivity is a price experiment

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Hiram C. Barksdale, Jac L. Goldstucker

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Study Guide, Lucas/Bush/Gresham Retailing Jill S. Attaway,1994 **Visual Merchandising and In-store Brand Equity - 2ed** Karin Zaghi,2025-01-30T00:00:00+01:00 Crafting and managing visual merchandising in this day and age means necessarily adopting an omnichannel view to satisfy a customer who seeks a seamless comprehensive one stop shopping experience designed to break down the barriers between physical and virtual stores In this new scenario visual merchandising gives substance to a physical point of sale that must transform its very essence to become a place that exists to offer value This is achieved by adopting a mixed model that combines the experience of a store with the access interactivity and convenience of e commerce ultimately consolidating in store brand equity Considering the role of digital technologies and multisensory communication this book sets down guidelines for the store concept delving into applications of color theory and semiotics Moving on to examine the levers of visual merchandising the discussion then turns to designing and managing POP materials in the channel relationship with respect to sustainability communication goals as well Finally the book closes with an evaluation of the customer s perspective in their interaction with the space they experience perceive and desire This text is for people who handle communication for the store in the store as well as retail and industry practitioners agencies producers of POP materials and finally undergraduate and master s students interested in marketing communication and retailing **Retail Worker Politics, Race and Consumption in South Africa** Bridget Kenny,2018-05-23 This book argues that we need to focus attention on the ways that workers themselves have invested subjectively in what it means to be a worker By doing so we gain an explanation that moves us beyond the economic decisions made by actors the institutional constraints faced by trade unions or the power of the state to interpellate subjects These more common explanations make workers and their politics visible only as a symptom of external conditions a response to deregulated markets or a product of state recognition Instead through a history of retailing as a site of nation and belonging changing legal regimes and articulations of race class and gender in the constitution of political subjects from the 1930s to present day Wal Mart this book presents the experiences and subjectivities of workers themselves to show that the collective political subject workers abasebenzi is both a durable and malleable political category From white to black women s labour the forms of precariousness have changed within retailing in South Africa Workers struggles in different times have in turn resolved some dilemmas and by other turn generated new categories and conditions of precariousness all the while explaining enduring attachments to labour politics **Journal of Consumer Satisfaction, Dissatisfaction, and Complaining Behavior** ,1998 **Journal of Retailing** ,2002 **Marketing Information** Hiram C. Barksdale,Jac L. Goldstucker,1995 **Journal of Marketing** ,1995 *Applications of Geographic Information Systems in Retailing* Michelle Mei Sun,1997 **The Cumulative Book Index** ,1995 A world list of books in the English language **The Saturday Review of Politics, Literature, Science and Art** ,1871 **AMA Winter Educators' Conference** ,1995 *The Saturday Review of Politics,*

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