

Psychology and pricing your business service

1

Use odd-even pricing: This pricing strategy involves setting prices that end in the number 9. For example, a business might price a service at \$99 instead of \$100. This is because people tend to perceive prices that end in 9 as being lower than they actually are.

2

Use bundles: Bundling is a pricing strategy that involves selling multiple products or services together for a single price. This can be a good way to increase the perceived value of a service, as well as the overall price.

3

Use free trials: Offering free trials is a great way to let customers try your service before they buy it. This can help to reduce the risk of customers making a purchase that they're not happy with.

4

Use scarcity: Creating a sense of scarcity around your service can make it seem more valuable. This can be done by offering limited-time discounts or by making your service available only to a select group of people.

5

Use comparison pricing: Comparing your prices to those of your competitors can help to make your service seem more affordable. This is especially effective if your competitors are priced higher than you are.

Right Price For Your Business

L Darling-Hammond



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