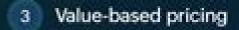
# 10 Retail pricing strategies →

Proper pales

Cost-plus pricing

Cost plus fixed percentage markup Competitive pricing

Match prices with competitors' rates



Price based on customer value Dynamic pricing

Adjust prices with demand changes

5 Penetration pricing

Low price to attract customers 6 Price skimming

High initial, then lower price

7 Bundle pricing

Discount for buying items together 8 Psychological pricing

Prices set for psychological impact

9 Premium pricing

High price for high quality 10 Loss leader pricing

Low-priced item to attract buyers

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# **Retail Pricing Strategies And Market Power**

**Clifford Lane** 

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