Record Nr. UNINA9910783536103321 Behavioral pricing [[electronic resource] /] / guest editors Sarah **Titolo** Maxwell and Hooman Estelami Pubbl/distr/stampa Bradford, England, : Emerald Group Publishing, c2005 **ISBN** 1-280-50964-3 9786610509645 1-84544-818-9 Descrizione fisica 1 online resource (48 p.) Collana Journal of product & brand management, featuring pricing strategy & practice;; v.14, no. 6 Altri autori (Persone) EstelamiHooman MaxwellSarah Disciplina 658.8/16 Soggetti Consumer behavior Marketing research Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Contents; Introduction; Price perceptions, merchant incentives, and Nota di contenuto consumer welfare; Economics and marketing on pricing: how and why do they differ?; Good news! Behavioral economics is not going away anytime soon; Do higher face-value coupons cost more than they are worth in increased sales?; Pricing differentials for organic, ordinary and genetically modified food; Differential effects of price-beating versus price-matching guarantee on retailers' price image The approach taken by researchers in the area of behavioral pricing is Sommario/riassunto based on the psychological principles of human perception and information processing as well as on sociological principles of human relations and social norms. In this e-book we feature several researchers who have contributed to this new field of Behavioral Pricing. Their research demonstrates the international scope of this emerging field and was conducted across the globe in countries such as Australia, France, Greece, and the United States.