




Question #1 of 9

Question ID: 1573335

Debrin Company uses a tiered pricing strategy. Debrin is *most likely* to:

- A) charge higher prices during peak times of day. 
- B) offer a discount for buying a large number of units. 
- C) set a temporarily low price until it builds market share and scales up production. 

Explanation




Tiered pricing refers to setting prices based on a customer's volume of purchases.

(Module 28.1, LOS 28.b)

Question #2 of 9

Question ID: 1575466

To generate more sales on slow days, a hair salon will be offering its services at a 50% discount on Sundays and Mondays, but it will increase its prices by 20% on Fridays and Saturdays. Which pricing model *best* describes the company's strategy?

- A) Dynamic pricing. 
- B) Razors-and-blades. 
- C) Tiered pricing. 

Explanation

Dynamic pricing is a pricing model where a company charges different prices based on what time of day or time of week a purchase is made. Offering the same services at different prices on busier and slower days is an example of dynamic pricing.

Tiered pricing is a pricing model based on the volume of purchases; typically, the greater the volume purchased, the greater the overall price discount. *Razors-and-blades* is a pricing model for multiple products; typically, one product is sold at a low price and low margin, while a second complementary product is sold at a high margin.

(Module 28.1, LOS 28.a)

Question #3 of 9

Question ID: 1573336

Virtual Business Reading Quiz Answers Pricing

S. Rao Vallabhaneni



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