

Research Paper on the Distribution Channels as an Element in Pricing Essay

Introduction

Starbucks is the coffee market leader as it controls a large market share as compared to its competitors. Channel pricing entails the utilization of the distribution channels as an element in pricing. The pricing channel that Starbucks should use is promotion pricing, and it involves recommending retail price of its products. It ensures that the customers who the company values get discounts and coupons when they purchase products from the firm.

According to Krafft and Mantrala, the marketing business is short-term and mainly concerned with the price promotions. Many firms are currently doing well in the market due to the promotions they give their clients. The main advantage of the promotional pricing strategy is that it increases sales of the products. Also, it helps in attracting new customers who can remain loyal to the firm. Promotional pricing strategy increases value perception and revenue growth. However, the firm should not input costly promotions for new clients as they might not purchase any product from Starbucks

The following graph shows the movement of promotion and sales:

Promotion

Sales

The above graph shows when there are several promotions, then the company's sales increase which is an indication that promotion has an impact on sales.

Distribution strategies

It is the process in which a company efficiently gets its products and services to the consumers. The company should use the intensive distribution method in reaching its esteemed clients. The intensive distribution strategy that should be used is a direct retail system. It entails importing and processing coffee then selling it directly to the customer's using the company's brand name (Louckx, 2014). Through this process, the firm will be able to reach a high number of customers.

The other intensive distribution strategy that firm can use to maximize its profits is selling its products to the shopping centers and supermarkets considering the high competition in the coffee market. Currently, the world is globally changing, and most of the people including low-income earners use the supermarkets and shopping centers to purchase their products. The other distribution channel that can be used is selling the products to hotels, airlines, and coffee suppliers. Through these distribution strategies, the company will reach a wide market as compared to its competitors.

- Indirect Distribution (hotels, airlines, supermarkets, and coffee suppliers)

Essays On Value Distribution

Nobuki Mochida



Essays On Value Distribution:

Essays on Value and Distribution Nicholas Kaldor, 1960 *Economic Theory in Retrospect* Mark Blaug, 1997-03-27
This book first published in 1997 is a history of economic thought from Adam Smith to John Maynard Keynes **Essays on Value Distributions in All-pay Auctions** Suat Akbulut, 2021 This dissertation consists of three chapters The first chapter studies the value distribution adoption choice of a player when she competes against an incumbent in an all pay auction setting The second chapter analyzes how much would a player like to learn about her own valuation in a similar setting Lastly the third chapter analyzes the best information disclosure policy that an auctioneer can adopt according to different performance measures in a two player two stage all pay auction setting where the players choose their value distributions in the first stage The first chapter considers a two player all pay auction setting and modifies it by adding a technology adoption stage at the beginning of the game In a discrete valuations environment assuming one player's valuation is common knowledge we allow the other player informed to pick a distribution over the valuation space Her opponent uninformed observes her choice of distribution However her valuation is privately drawn according to this distribution The two players then play an asymmetric all pay auction We show that in such a setting the informed player adopts a distribution that assigns positive probabilities to at most two elements that will always contain the supremum and sometimes the infimum of the set of available values She pools the extreme values in order to create an information asymmetry which then would make the uninformed player bid less aggressively We later impose a mean condition on the distribution that the informed player could pick and observe that she still prefers to split the probability mass on in between values to the extreme ones As a result she picks the same support but arranges the probability mass on these values to meet the mean condition In other words the informed player is first interested in including only the extreme values in the support of her value distribution and then the probabilities assigned to those values The second chapter assumes that the informed player's value distribution is common knowledge and that she cannot observe her realized value However she can acquire additional information about her realized value by adopting a learning experiment She picks such an experiment in the first stage Even though her choice of experiment is observed by the uninformed player she privately learns the realization of the experiment Then they play an all pay auction in the second stage of the game Every learning experiment induces a posterior probability distribution over the convex hull of the set of available values The informed player bids as if her value is drawn from this posterior distribution where she privately observes her value Therefore her problem boils down to choosing a posterior distribution that stochastically dominates the prior in the second order sense We show that the informed player's motivation to split the probability mass on in between types to the extreme types is still present However due to the distributional constraints she will pick a fully informative experiment to learn her value as long as it does not result in her two lowest values bidding zero with a positive probability in the equilibrium of the all pay auction stage If that is the case she would try to mimic the prior

distribution for the high types who will never bid zero and allocate the remaining probability to only one type to meet the constraint. One natural extension of our analysis is studying the equilibrium value distribution profiles when both players are choosing their own value distribution. When the possible values are only high and low we show that the profile in which one player picks the high value with probability one while the other player assigns probability half to each value is the unique up to symmetry value distribution profile. Moreover when we consider any set of values we show that the profile in which one player picks the highest value with probability one while the other player assigns probability half to the highest and the lowest values each is an equilibrium value distribution profile. Due to the lack of an analytical approach to the equilibrium bidding distributions of the all pay auctions in an asymmetric information environment checking whether this equilibrium is unique is left as future work. The last chapter analyzes the best information disclosure policy that an auctioneer can adopt according to different performance measures namely players payoff, prize allocation efficiency and aggregate effort. The significant contribution of the analysis is that players have the ability to choose the distribution from which their own types are drawn. Using a two player all pay auction with the two type setting we show that the optimal disclosure policy depends on the ratio of the value of winning for a low type to the value of winning for a high type.

Nicholas Kaldor and Mainstream Economics Edward J. Nell, Willi Semmler, 1991-06-18 An examination of the role of Nicholas Kaldor within economics. Topics covered range from Kaldor's discovery of the Von Neumann input output model to cyclical growth in a Kaldorian model to Nicholas Kaldor as advocate of commodity reserve currency.

Essays on Value and Distribution. (Repr.). Káldor Miklós, 1966

Institutions, Behaviour and Economic Theory Heinrich Bortis, 1997 This book is about the conceptual foundations of an intermediate way between liberalism and socialism. From a standpoint of economic theory this middle way is conceived of as a synthesis of classical Ricardian and Keynesian political economy. While the former deals with proportions between individuals or collectives and society in tackling the problems of distribution and value on the basis of the surplus principle the latter is concerned with the scale of economic activity as explained by the principle of effective demand. Political economy pictures the economic aspects of the functioning of the institutional system within which the behaviour of individuals is embedded. The economy considered is primarily neither a market nor a planned economy but rather a monetary production economy. To establish an alternative to liberalism and socialism requires setting up a system of the social sciences. In this work suggestions are made for linking political economy with other social sciences i.e. sociology, law and politics in the traditional sense thus establishing the unity of the social sciences. In a Keynesian vein the social sciences are conceived of as moral sciences a view which gives rise to a specific philosophy of history. To complete the picture issues of method associated with the theory of knowledge in the social sciences and the problem of linking theory with historical reality are also covered.

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Distributional Justice Hilde Bojer,2005-07-05 The book covers utilitarianism and welfare economics moving on to Rawls s social contract and the Sen Nussbaum capability approach with a refreshingly readable style It is an important read for economists and other social scientists

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