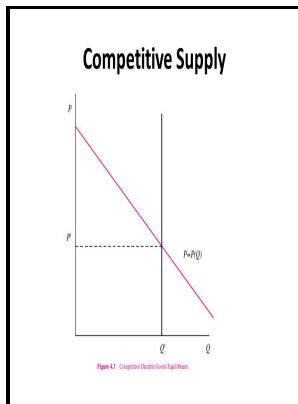


# Strategic consumer of a durable-goods monopolist

European Institute for Advanced Studies in Management - Strategic Vertical Differentiation and Durable Goods Monopoly, The Journal of Industrial Economics



Description: -

- Monopolies.

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## Strategic consumers in a durable

The monopolist could avoid this problem by committing to a stable linear pricing strategy or adopting other business strategies. In addition, we develop a measure of the extent of competition in each segment of the automobile market.

## Durable

Our numerical results suggest that in equilibrium, the producer who is dealing with myopic rather than with forward-looking consumers is more likely to sell some of these held-back goods later, as vintage goods.

## Monopoly production and pricing of finitely durable goods with strategic consumers' fluctuating willingness to pay

General contact details of provider: When requesting a correction, please mention this item's handle: RePEc:eee:proeco:v:154:y:2014:i:c:p:217-232. Our analysis suggests that the fraction of leased cars decreases as the manufacturers' products become more similar and the competition between them increases.

## [PDF] Channel Strategies for Durable Goods: Coexistence of Selling and Leasing to Individual and Corporate Consumers

Our analysis yields three main insights. Moreover, it leads to a prisoners' dilemma situation. The monopoly cannot directly identify individual consumers but it knows that there are 2 different valuations of a good.

## Strategic choice in durable goods market when firms move simultaneously

This means that after the monopolist has sold to all consumers, there can be no further sales. Hence the conjecture is proved.

## Monopoly production and pricing of finitely durable goods with strategic consumers' fluctuating willingness to pay

We show that a simple myopic policy is optimal when each period's demand is independent and identically distributed i.

[PDF] **Channel Strategies for Durable Goods: Coexistence of Selling and Leasing to Individual and Corporate Consumers**

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