When Price Discrimination is Possible

When They Make Peace
• The Hatfield-McCoy feud is ancient history.
• If you tried this strategy today, McCoy’s would just buy at Hatfield Price.
• Moral: you must be able to prevent arbitrage and be able to identify your customers.

When can you Discriminate?
• Children and Adults
  – Restaurants
  – Movies
  – Why stop at age 12?
  – Sesame Place

• Senior Citizens
When can you Discriminate?

- Children and Adults
- Senior Citizens
- Domestic and International Pricing

Closer to our Goal?

End

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