# Article information:

Pay-What-You-Want Pricing in the Digital Product Marketplace: A Feasible Alternative to Piracy Prevention?  
<https://pubsonline.informs.org/doi/epdf/10.1287/isre.2021.1094>

# Article summary:

1. Pay-what-you-want (PWYW) pricing is a feasible alternative to piracy prevention in the digital product marketplace.

2. PWYW pricing can be effective when the quality of illegal copies is high and the cost of development is low.

3. Network externalities can impact the profitability of PWYW pricing, making it less profitable than traditional posted pricing in markets with strong network effects.

# Article rating:

Appears moderately imbalanced: The article provides some useful information, but is missing several important points or pieces of evidence that would be required to present the discussed topics in a balanced and reliable way. You are encouraged to seek a more balanced perspective on the presented issues by exploring the provided research topics and looking at different information sources.

# Article analysis:

该文章探讨了在数字产品市场中采用“按需付费”定价策略作为防止盗版的替代方案。然而，该文章存在一些潜在的偏见和局限性。

首先，该文章没有考虑到消费者可能会滥用PWYW定价策略。如果消费者可以自由选择支付金额，那么他们可能会选择支付最低金额或零元，从而导致数字产品公司无法获得足够的收入来支持其业务。

其次，该文章没有充分考虑到数字产品市场中存在的竞争压力。如果其他公司采用传统的定价策略并提供更具吸引力的价格和服务，那么PWYW定价策略可能无法吸引足够多的消费者。

此外，该文章没有探讨PWYW定价策略对数字产品公司品牌形象和声誉的影响。如果消费者认为这种定价策略是不公平或贪婪的，那么他们可能会转向其他公司，并对原始公司产生负面印象。

最后，该文章没有考虑到PWYW定价策略可能会导致数字产品公司面临风险和不确定性。如果消费者选择支付较低或零元金额，则数字产品公司将无法预测其未来收入，并可能无法维持其业务。

因此，该文章的结论需要谨慎对待，并需要更全面和客观地考虑数字产品市场中的各种因素。

# Topics for further research:

* Consumer behavior and misuse of PWYW pricing strategy
* Competition and attractiveness of traditional pricing strategies
* Impact of PWYW pricing on brand image and reputation
* Risk and uncertainty for digital product companies
* Other factors affecting digital product pricing strategies
* Need for a more comprehensive and objective analysis of digital product market dynamics

# Report location:

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