

## Faculti Summary

<https://faculti.net/giving-customers-decision-rights/>

This video recounts an anecdote about the speaker's experiences with the "pay what you want" pricing model, particularly during a dinner with a former doctoral student named Ari and his wife Stephanie. While dining at an Indian restaurant that had a "pay what you want" system with a \$5 minimum, the speaker and Ari analyzed their payment choices based on economic and fairness principles. The speaker expresses curiosity about how much others would pay and notes that their efforts to gather data later were hindered by the restaurant's reluctance to share information.

The narrative continues with the speaker's involvement in a local playhouse that introduced a Saturday matinee "pay what you want" event. The speaker collaborated with colleagues to collect data on attendees' payment behaviors, but their research was disrupted when a new director took over and lost the collected data.

The speaker discusses various motivations for adopting a "pay what you want" approach, such as managing excess capacity in theaters or performing a social service for the community. They also note the prevalence of this pricing model in industries like restaurants and museums and highlight the idea of fair pricing as influenced by individual social responsibility versus economic self-interest.

Ultimately, the text reflects on the complexities of the model, the audience's perceptions, and the broader implications for various organizations considering similar pricing strategies. The speaker emphasizes understanding the audience's behavior and the delicate balance between ensuring fair pricing while maintaining economic viability.