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A Two-Stage Supply Chain Coordination Mechanism considering Price Sensitive Demand and Quantity Discounts

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Highlights

- We explore the coordination between a supplier and a buyer within a decentralized supply chain.
- Players face inventory and pricing decisions.
- The product traded experiences a price sensitive demand
- We propose both cooperative and non-cooperative approaches.
- We illustrate our findings with a numerical example showing the difference in the players' payoff.

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