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Influences on inter-format retail competition: Study of periodic markets and retail store in rural markets of India

Sanal Kumar Velayudhan¹

Competition between retail formats is expected to be less compared to the intensity of competition within a retail format. This study examines the competition between the rural retail stores and periodic markets. Periodic markets are preferred as outshoppers expect variety, entertainment and reciprocity while the rural retail store provides convenience. Studies in urban areas indicate that consumers favor outshopping and this possibly suggests that increased access to villages would encourage outshopping. This expectation however, may not be true as availability of rural retail stores increase convenience. The prevalence of rural retail stores and the periodic markets are used to understand the inter-format competition and influence of access is examined through availability of paved roads and bus service.

For further details, including copies of working papers, please write to:

Research, Conference & Publications Office, IIM Kozhikode, IIMK Campus PO, Kozhikode 673 570, Kerala, India

> Phone: (91)0495 2809238 Email: <u>rcp@iimk.ac.in</u>

¹ Indian Institute of Management Kozhikode, IIMK Campus PO, Kozhikode- 673570, email: sanal@iimk.ac.in