



Forty-one discrepancies, no personalisation

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The guest does not see the cause: they see a price going up while they book.**

Cause of the discrepancy	Count
Last room at the low rate taken by another booking	38
Rate-grid change applied mid-session	3

What changes

Rule	Applied?
Rate frozen for the whole session, duration stated	Yes
Loss of availability announced explicitly, with its cause	Yes

The price the guest sees is the same for everyone — five common techniques left aside

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Technique	Used?
Rate by device or operating system	No
Rate by country of connection	No
Rate by visitor history	No
"3 people are looking at this room"	No
"Last room at this price", unverifiable	No

Those techniques exist and they work: they charge more to whoever is believed able to pay more.

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