Inequality-aware Market Design Seminar Series
Alexis Ghersengorin: Personalized Pricing with Redistributive Concerns

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Details

When: 14 Jun 2023 @ 17:00 GMT+2
Where: GRAPE

Speaker this week
Alexis Ghersengorin↗
Paris School of Economics/Sciences Po

Alexis Ghersengorin recently defended his PhD Thesis at the Paris School of Economics. In September 2023, he will join the Global Priorities Insititute and Oxford's Department of Economics as a Postdoctoral Research Fellow in Economics. His research interests are in microeconomic theory, with a particular focus on information design and communication, decision theory, and behavioral economics.

Abstract: Consumer data can be used to sort consumers into different market segments, allowing a monopolist to charge different prices at each segment. We study consumer-optimal segmentations with redistributive concerns, i.e., that prioritize poorer consumers. Such segmentations are efficient but may grant additional profits to the monopolist, compared to consumer-optimal segmentations with no redistributive concerns. We characterize the markets for which this is the case and provide a procedure for constructing optimal segmentations given a strong redistributive motive. For the remaining markets, we show that the optimal segmentation is surprisingly simple: it generates one segment with a discount price and one segment with the same price that would be charged if there were no segmentation. Find the paper here↗.

Should you have any queries please contact the seminar organizers at **IMD@grape.org.pl**.