

Treating Symmetric Buyers Asymmetrically

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Abstract

We investigate a finite-horizon dynamic pricing problem of a seller where he cannot pre-commit to any future price-path. Even when the buyers are ex-ante symmetric to the seller, the seller can charge different prices to different buyers. We show that this asymmetric treatment of symmetric buyers generates higher revenue than the optimal symmetric mechanism. We replace the random tie-breaking allocation rule with a priority-based rule, to generate higher revenue for the seller.

Speaker Profile

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