What Is the Impact of Within-Platform Competition in Two-Sided Markets?

Tavalaei, Santalo and Gawer

Discussion by Ananya Sen (MIT)

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How does competition within one side affect prices across both sides in two sided markets?

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Overview

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Use a Diff-in-Diff and RD strategy analyzing US airports.

Overview

- How does competition within one side affect prices across both sides in two sided markets?
- Use a Diff-in-Diff and RD strategy analyzing US airports.
- Airline competition helps airports which adopt a two-sided pricing approach.
 - Increase per passenger commercial revenues and landing fees.

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• Overall financial performance improves as well.

Relevant and under-explored question related to platforms.

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 Nice policy change used with simple, intuitive empirical analysis.

- Relevant and under-explored question related to platforms.
- Nice policy change used with simple, intuitive empirical analysis.
- Novel way to look at airports from a two-sided market perspective.

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- Its good to document this but how do we use this information?
 - Link to policy/managerial/strategic implications. External validity?

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- Need a formal model to capture moving parts.
 - A case could be made for a structural framework here (to capture equilibrium vs optimal strategies).

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- What explains residual pricing vs not? Capacity constrained vs. not? How does unobserved quality interact with this?

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► Test for pre-trends - go beyond the descriptive figures.

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- Test for pre-trends go beyond the descriptive figures.
- Test for differences in means across the treatment and control groups.
 - ► A priori, seems that treatment and control airports are very different (Also, in Snider and Williams, 2015)

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Aren't some of the controls potentially affected by the policy change? (ticket prices)

- Test for pre-trends go beyond the descriptive figures.
- Test for differences in means across the treatment and control groups.
 - ► A priori, seems that treatment and control airports are very different (Also, in Snider and Williams, 2015)
- Aren't some of the controls potentially affected by the policy change? (ticket prices)
- Use Diff-in-Diff with an RDD? Use different bandwidths for RDD.

Some General Thoughts

- How exogenous was this policy change?
 - Most airports publicly owned and can influence regulation much more effectively.

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Some General Thoughts

- How exogenous was this policy change?
 - Most airports publicly owned and can influence regulation much more effectively.
- Are airports really two/multi-sided markets? Not clear...
 - If yes, which are the two most relevant sides?
 - Different across Snider and Williams (2015), Ivaldi et al. (2017), Gagnepain and Marin (2005).

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