GREGORY DANNAY

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EDUCATION

PhD in Economics, European University Institute (Florence) *2021 - Present*
Supervisors: Laurent Mathevet and Giacomo Calzolari

Visiting Scholar, Sciences Po (Paris) *Fall 2024*
Host: Eduardo Perez-Richet

MRs in Economics, European University Institute (Florence) *2021 - 2022*

MSc in Economics, Sciences Po (Paris) *2016 - 2019*
Gap year: Ecole 42 Coding School, Specialization in Algorithmic

Bachelor in Economics, Université de Lorraine (Nancy) *2013 - 2017*

Bachelor in Political Sciences, Sciences Po (Nancy) *2013 - 2016*
Exchange Program: Stockholm School of Economics

RESEARCH INTERESTS

Information Economics, Industrial Organization, Mechanism Design

WORK IN PROGRESS

Price discrimination in a competitive market
"I explore how a firm optimally uses data to price discriminate consumers in a duopoly. In a Bertrand competition with two firms, one firm designs a signal and receives additional information about the consumers' preferences which it then uses for price discrimination. I show that the informed firm optimally coarses the signal in order to incentivize its competitor to post a high price. The informational advantage grants the informed firm a higher profit while lowering the uninformed firm's profit and the consumer surplus."

AI and Goal Misalignment

Transparency in Scoring Mechanisms

TEACHING EXPERIENCE

PhD level - European University Institute
Microeconomics 1, TA to Zvika Neeman *2025*
Microeconomics 3, TA to Zeinab Aboutalebi *2025*
Microeconomics 1, TA to Laurent Mathevet *2023*
Microeconomics 1, TA to Laurent Mathevet *2022*

RESEARCH EXPERIENCE AND OTHER EMPLOYMENT

Research Assistant to Thomas Chaney and Johannes Boehm, Sciences Po (Paris) *2020 - 2021*
Research Assistant to Maria Guadalupe and Alexandra Roulet, INSEAD (Paris) *2019 - 2020*
Research Assistant to Alfred Galichon, Sciences Po (Paris) *February-June 2018*

OTHER SKILLS

Languages:
English (Fluent), French (Native), German (Native), Spanish (Intermediate), Italian (Basic)

Programmings Skills:
Python, Julia, R, C, C++, Stata, Latex