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dynamic companies, from Alibaba to Facebook to Visa, and the most valuable start-ups, such as Airbnb and Uber, are matchmakers that connect one group of customers with another group of customers. Economists call matchmakers multisided platforms because they provide physical or virtual platforms for multiple groups to get together.

Matchmakers:

Jean Tirole, Chairman, Toulouse School of Economics; Winner, 2014 Nobel Prize in Economic Sciences— “ David Evans and Richard Schmalensee are masters at combining strategic analysis and economic theory. Matchmakers is a journey through the strategies of platform businesses, which are central to our economies. Full of stories, fun to read, stimulating, and rigorous, this terrific book is required reading, from the economics and MBA student to the entrepreneur looking at building a platform ...

The Matchmakers: The New Economics of ... - Amazon.co.uk

In Matchmakers, David Evans and Richard Schmalensee, two economists who were among the first to analyze multisided platforms and discover their principles, and who've consulted for some of the most successful platform businesses in the world, explain how matchmakers work best in practice, why they do what they do, and how entrepreneurs can improve their chances for success.

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Matchmakers: The New Economics of Multisided Platforms ...

David S. Evans is an economist, business adviser, and entrepreneur. He has done pioneering research into the new economics of multisided platforms. He has also consulted for many of the largest...

Matchmakers: The New Economics of Multisided Platforms ...

Publication Date: May 24, 2016. Many of the most dynamic public companies, from Alibaba to Facebook to Visa, and the most valuable start-ups, such as Airbnb and Uber, are matchmakers that connect...

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Matchmakers create and release value by connecting different groups and reducing transactional and other friction costs. Matchmakers are also known as multi-sided platforms and are becoming increasingly popular and profitable due to advances in technology. Matchmakers operate under a different set of economic rules as their raw materials aren't commodities but the different groups they bring together and the access they give to other groups.

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Matchmakers: The New Economics of Multi-Sided Platforms by ...

Matchmakers: The New Economics of Multisided Platforms. Evans, David S, Schmalensee, Richard. Overview: Many of the most dynamic public companies, from Alibaba to Facebook to Visa, and the most valuable start-ups, such as Airbnb and Uber, are matchmakers that connect one group of customers with another group of customers.

Matchmakers: The New Economics of Multisided Platforms ...

Abstract. The new economics of multi-sided platforms involves a number of concepts that are familiar to economists as well as some new ones. This glossary, which is drawn from our book Matchmakers: The New Economics of Multi-sided Platforms, is an attempt to put together the main concepts and to provide short definitions for them.

The New Economics of Multi-Sided Platforms: A Guide ... - SSRN

Jean Tirole, Chairman, Toulouse School of Economics; Winner, 2014 Nobel Prize in Economic Sciences— “ David Evans and Richard Schmalensee are masters at combining strategic analysis and economic theory. Matchmakers is a journey through the strategies of platform businesses, which are central to our economies. Full of stories, fun to read, stimulating, and rigorous, this terrific book is required reading, from the economics and MBA student to the entrepreneur looking at building a

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platform ...

Matchmakers: The New Economics of Multisided ... - amazon.com

Matchmakers: The New Economics of Multisided Platforms Audible Audiobook – Unabridged. Richard Schmalensee (Author), David Richard S. Evans (Author), John McLain (Narrator), Audible Studios (Publisher) & 1 more. 4.2 out of 5 stars 117 ratings.

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Matchmakers: The New Economics of Multisided Platforms ...

This item: Matchmakers: The New Economics of Multisided Platforms by David S. Evans Hardcover S\$38.52 Ships from and sold by The Book Depository Limited. Platform Revolution: How Networked Markets Are Transforming the Economy and How to Make Them Work... by Geoffrey G. Parker Paperback S\$24.15

Matchmakers: The New Economics of Multisided Platforms ...

Matchmakers lies somewhere between being a guide for entrepreneurs to start their

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own multisided platform and being an introductory, economics handbook on multisided platforms, although Evans and Schmalensee land closer to the former than the latter. As a person with a background in economics, I wish the authors would focus more on the economics and theoretical models behind multisided platforms, but the book features more anecdotal examples of rather than research papers on such platforms.

Matchmakers: The New Economics of Multisided Platforms by ...

Evans, Schmalensee – Matchmakers: The New Economics of Multisided Platforms. Home; Products; Evans, Schmalensee – Matchmakers: The New Economics of Multisided Platforms

Evans, Schmalensee – Matchmakers: The New Economics of ...

Entirely new business models have evolved around the platform, connecting supply and demand, service provider and customer, sender and receiver. "Matchmakers" captures this phenomenon on the platform ecosystem in a way that makes this book compelling reading for anyone seeking to understand the role that platforms play in today's economy.

Matchmakers: The New Economics of Multisided Platforms ...

Jean Tirole, Chairman, Toulouse School of Economics; Winner, 2014 Nobel Prize in Economic Sciences--"David Evans and Richard Schmalensee are masters at

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