

JOHN
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INSTITUTE



CIREQ



The Economics of Strategic Communication and Persuasion: Application to Evidence-based Public Policy

16th - 17th November, 2018

ORGANIZERS

Ming LI (Concordia University, CIREQ, and CIRANO)
Chris COTTON (Queen's University)
Jian LI (McGill University, Shanghai University of Finance and Economics, and CIREQ)
Arianna DEGAN (Université du Québec à Montréal)
Huan XIE (Concordia University, CIREQ, and CIRANO)

VENUE

Center for Interuniversity Research and Analysis of Organizations (CIRANO)
1130, Sherbrooke West, 14th Floor
Montréal (Québec) H3A 2M8

MISSION

This is the second workshop on the economics of strategic communication and persuasion. When there is a divergence between information and decision-making power in social and economic environments, the informed party may, through a variety of channels and methods, convey information to the uninformed party, so as to influence the latter's decision. It is important to study the limits and potentials of communication and persuasion, as well as ways to enhance them so as to improve information transmission and decision-making. There are a number of academic disciplines that analyze these questions, economics among them. This year's program is multidisciplinary and includes both theory and applications. A special focus is on the exploration of applications to the enhancement of evidence-based public-policy making.

Friday, 16th November, 2018

13:00-13:30 **Registration**

13:30-14:30 **Keynote Speech: Joel Sobel (University of California, San Diego)**
"Sequential versus simultaneous disclosure"
Chair: Szilvia Pápai (Concordia University)

14:30-15:00 **Coffee break**

First Session – Chair: Huan Xie (Concordia University)

15:00-15:50 **Di (Harry) Pei (Northwestern University)**
"Strategic abuse and accuser credibility"
Coauthor: Bruno Strulovici
Discussant: Jean Guillaume Forand (University of Waterloo)

15:50-16:40 **Nicolas Klein (Université de Montréal)**
"Relational contracts with private information on the future value of the relationship: The upside of implicit downsizing costs"
Coauthor: Matthias Fahn
Discussant: Junichiro Ishida (Osaka University)

16:40-17:00 **Break**

17:00-18:00 **Roundtable discussion on evidence-based public policy**
(refreshments will be served, including wine and beer)
Moderator: Chris Cotton
Panelists: Junichiro Ishida, Nicolas Sahuguet, Joel Sobel, Adrian Vetta

19:00 **Conference dinner (by invitation)**

Saturday, 17th November, 2018

8:30-9:00 **Breakfast**

First Session – Chair: Nicolas Sahuguet (HEC Montréal)

09:00-09:50 **Haifeng Xu (Harvard University)**
"Algorithmic persuasion with no externalities"
Coauthor: Shaddin Dughmi
Discussant: Adrian Vetta (McGill University)

09:50-10:40 **Jian Li (McGill University, SHUFE, and CIREQ)**
"Ambiguous persuasion"
Coauthors: Dorian Beauchêne; Ming Li
Discussant: Maxim Ivanov (McMaster University)

10:40-11:00 **Coffee break**

Second Session – Chair: Dipjyoti Majumdar (Concordia University)

11:00-11:50 **Ludovic Renou (Queen Mary University)**
"Information design in multi-stage games"
Coauthor: Miltiadis Makris
Discussant: Peter Norman (University of North Carolina-Chapel Hill)

11:50-12:40 **Kyungmin (Teddy) Kim (University of Miami)**
"Competitive advertising and pricing"
Coauthors: Raphael Boleslavsky; Ilwoo Hwang
Discussant: Tibor Heumann (HEC Montréal)