

The economics of strategic communication and persuasion: Application to ethics and incentives in scientific research

28th October, 2017

ORGANIZERS

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VENUE

Center for Interuniversity Research and Analysis of Organizations (CIRANO)

1130, Sherbrooke West, 14th Floor

Montréal (Québec) H3A 2M8

MISSION

Many economic and social situations feature a divergence between information and decision-making power. In such situations, 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. In recent decades, economics has turned its attention to formal analysis of strategic communication and persuasion. The focus is on the limits and potentials of communication and persuasion, as well as ways to enhance them so as to improve information transmission and decision-making. This year's program includes both theory and experiments, with considerable focus on the application to the conduct of scientific research and its influence of public policy.



Saturday, 28th October, 2017

8:15-9:00 Registration and Breakfast

9:00-10:00 Peter Norman Sørensen (University of Copenhagen)

“Strategic sample selection”

Coauthors: Alfredo Di Tillio; Marco Ottaviani

Discussant: René Kirkgaard (University of Guelph)

10:00-10:30 Coffee break

10:30-11:30 Guillaume Fréchette (New York University)

“Rules and commitment in communication”

Coauthors: Alessandro Lizzeri; Jacopo Perego

Discussant: Radovan Vadovič (Carleton University)

11:30-12:30 Andy Zapechelnyuk (University of St Andrews)

“On the connection between persuasion and delegation”

Coauthor: Anton Kolotilin

Discussant: Deniz Dizdar (Université de Montréal and CIREQ)

12:30-14:00 Lunch (CIRANO)

14:00-15:00 Huan Xie (Concordia University, CIREQ, and CIRANO)

“Persuasion bias in scientific research: An experiment”

Coauthors: Arianna Degan; Ming Li

Discussant: Chris Cotton (Queen’s University)

15:00-16:00 Quyen Nguyen (Utah State University)

“Bayesian persuasion: Evidence from the laboratory”

Discussant: Shih En Lu (Simon Fraser University and visiting Concordia University)

16:00-16:30 Coffee break

16:30-17:30 Odilon Câmara (University of Southern California)

“On the value of persuasion by experts”

Coauthor: Ricardo Alonso

Discussant: Maxim Ivanov (McMaster University)

17:30-17:45 Break

17:45-18:30 Roundtable discussion (refreshments will be served, including wine and beer)

19:30 Conference dinner (by invitation)