

Yale University, Economics  
 30 Hillhouse Ave, Office C243  
 New Haven, CT 06511

Website: <http://elliotlipnowski.com/>

## RESEARCH INTERESTS

microeconomic theory, information economics, organizational economics

## ACADEMIC EMPLOYMENT

**Yale University**

Associate Professor, Department of Economics 2024–

**Columbia University**

Assistant Professor, Department of Economics 2019–2024

**University of Chicago**

Assistant Professor, Department of Economics 2017–2019

Research Fellow, Becker Friedman Institute 2016–2017

## EDITORIAL SERVICE

Associate Editor, **Econometrica** 2024–

Associate Editor, **Theoretical Economics** 2022–

Associate Editor, **Journal of Economic Theory** 2021–2024

Track Chair, **ACM Conference on Economics and Computation** 2026

Area Chair / SPC, **ACM Conference on Economics and Computation** 2023–2025

Moderator for Theoretical Economics category, **arXiv** 2024–2025

## EDUCATION

**New York University, Stern School of Business**, New York, USA

Ph.D. and M.A., Economics 2016

*Herman E. Krooss Award for best dissertation in NYU Stern*

**University of Waterloo**, Waterloo, Canada

B.Math., Honours Pure Mathematics (with distinction) 2010

## CONFERENCE AND SEMINAR PRESENTATIONS (# INDICATES ONLINE)

Scheduled: BU, Princeton-Warwick-Yale PE Conference, International Conference on Game Theory (Stony Brook), Purdue

2025: PSE, HEC, BFI Conference on Rational Inattention, NU Conference on Communication Games, City/QMUL Workshop in Economic Theory, ESSET, Waterloo, Oxford

2024: NAWMES, Haas EAP, LSE Capabilities seminar, UWO, Princeton, Caltech, Warwick Theory Workshop, International Conference on Game Theory (Stony Brook), Conference in Honor of Phil Reny, Zurich#, UCLA, USC Marshall, Yale, Wisconsin, ASU, Toronto

2023: ASSA TE Session, Vanderbilt, UC Riverside#, Triangle Micro Conference (UNC), Kansas Workshop, Warwick Theory Workshop, EC, SITE Market Design, Kellogg Strategy, Cornell, Michigan, Yale Theory Lunch

2022: JHU#, Utah Org/Pol Econ Conference, HKBU/Kyoto/NTU/Osaka/Sinica joint seminar#, PKU#, Padua-Venice#, Warwick, International Conference on Game Theory (Stony Brook), SAET#, Asian Meeting of the ES#, NRET Fest (NYU), Chicago, Saieh Family Fellows Conference (Chicago), CIREQ Micro Theory, Collegio Carlo Alberto, SJTU#, Northwestern

2021: Haas BPP#, Insper#, CETC seminar#, AMETS#, VSET#, Olin#, UPF#, Cambridge#, Edinburgh#, U de Montréal, Stanford, Arizona, Penn, SNU#, ASSA#

2020: TAU, Hebrew U, Ben-Gurion, CETTC (Caltech)#, Virtual Formal Theory#, Oxford#, UCL#, SITE Political Economic Theory#, Essex#, SET (Warwick)#, Higher School of Economics#, Ashoka#, Leicester#, Brown#, Pitt/CMU#, EUI#

2019: Columbia, NYU, Michigan State, Michigan, Harvard/MIT, BFI Fellows, Cornell/Johnson, Caltech Junior Theory Retreat, Warwick Theory Workshop, BRIC (Aarhus), LSE, Frontiers in Design (UCL), SAET (Ischia), Applied Theory Summer Camp (MIT), NYU Alumni, Stony Brook, Boston College, Rice, UCSD, CIREQ Micro Theory, Bonn

2018: Minnesota, WUSTL, UW Milwaukee, McGill, CETC (Toronto), UIUC, Org Econ Junior Faculty Workshop (Columbia), SFU, UCLA, PSE, T@PS, ASU Theory Conference, UW Madison

2017: ASSA, UCSB, Penn, CETC (UBC), Kellogg Strategy, ESEM (Lisbon), FSU, Yale, Stanford, UNC/Duke, Sloan, Chicago, UT Austin

2016: McGill, BU, Toronto/Rotman, Northwestern, UWO, Chicago, Bocconi, Princeton, Rochester, Miami Economic Theory

2015: SITE Dynamic Games, World Congress (Montreal), International Conference on Game Theory (Stony Brook), Public Economic Theory (Luxembourg), CEA (Ryerson), CETC (UWO), Midwest Theory (Ohio State), Waterloo

2014: Midwest Theory (Kansas), EconCon (Princeton)

## PUBLICATIONS

*“Perfect Bayesian Persuasion”* (with Doron Ravid and Denis Shishkin)

**Journal of Political Economy: Microeconomics**

Forthcoming

*“The Production and Consumption of Social Media”* (with Apostolos Filippas, John Horton, and Prasanna Parasurama)

**Management Science**

2025

Abstract in EC 2022

*“Fostering Collaboration”* (with Joyee Deb and Aditya Kuvalekar)

**Theoretical Economics**

2025

*“Political Accountability Under Moral Hazard”* (with Avidit Acharya)

and João Ramos)	
<b>American Journal of Political Science</b>	2025
<i>“Knowing the Informed Player’s Payoffs and Simple Play in Repeated Games”</i> (with Takuma Habu and Doron Ravid)	
<b>Journal of Economic Theory</b>	2024
<i>“Buying from a Group”</i> (with Nima Haghpanah and Aditya Kuvalekar)	
<b>American Economic Review</b>	2024
Abstract (titled “Selling to a Group”) in EC 2021	
<i>“Persuasion via Weak Institutions”</i> (with Doron Ravid and Denis Shishkin)	
<b>Journal of Political Economy</b>	2022
<i>“Goodwill in Communication”</i> (with Aditya Kuvalekar and João Ramos)	
<b>Journal of Economic Theory</b>	2022
<i>“Addressing Strategic Uncertainty with Incentives and Information”</i> (with Marina Halac and Daniel Rappoport)	
<b>AEA Papers and Proceedings</b>	2022
<i>“Optimal Attention Management: A Tractable Framework”</i> (with Laurent Mathevet and Dong Wei)	
<b>Games and Economic Behavior</b>	2022
<i>“Pooled Testing for Quarantine Decisions”</i> (with Doron Ravid)	
<b>Journal of Economic Theory</b>	2021
<i>“Rank Uncertainty in Organizations”</i> (with Marina Halac and Daniel Rappoport)	
<b>American Economic Review</b> (lead article)	2021
<i>“Cheap Talk with Transparent Motives”</i> (with Doron Ravid)	
<b>Econometrica</b>	2020
<i>“Repeated Delegation”</i> (with João Ramos)	
<b>Journal of Economic Theory</b>	2020
<i>“Job Insecurity”</i> (with Aditya Kuvalekar)	
<b>American Economic Journal: Microeconomics</b>	2020
<i>“Attention Management”</i> (with Laurent Mathevet and Dong Wei)	
<b>American Economic Review: Insights</b>	2020
<i>“Peer-Confirming Equilibrium”</i> (with Evan Sadler)	
<b>Econometrica</b>	2019
<i>“Disclosure to a Psychological Audience”</i> (with Laurent Mathevet)	
<b>American Economic Journal: Microeconomics</b>	2018

WORKING PAPERS

*“Replacement and Reputation”* (with Navin Kartik and Harry Pei)

*“Predicting Choice from Information Costs”* (with Doron Ravid)

Abstract in EC 2023

R&R at **Journal of Economic Theory**

*“Pricing for Coordination”* (with Marina Halac and Daniel Rappoport)

R&R at **American Economic Review**

*“Simplifying Bayesian Persuasion”* (with Laurent Mathevet)

*“Equivalence of Cheap Talk and Bayesian Persuasion in a Finite Continuous Model”*

#### PROFESSIONAL SERVICE

##### Referee:

Econometrica; American Economic Review; AER Insights; Review of Economic Studies; Journal of Political Economy; Quarterly Journal of Economics; Theoretical Economics; AEJ Microeconomics; Journal of Economic Theory; Games and Economic Behavior; RAND Journal of Economics; Journal of the European Economic Association; JPE Microeconomics; Journal of Public Economics; Journal of Labor Economics; Management Science; Journal of Finance; Journal of Economics & Management Strategy; International Journal of Game Theory; Journal of Economic Behavior & Organization; The Economic Journal; Journal of Mathematical Economics; Economic Theory Bulletin; Economic Letters; Proceedings of the National Academy of Sciences; Bulletin of Economic Research; Journal of Industrial Economics; European Research Council

*Excellence in Refereeing Award*, AER Insights 2021

*Excellence in Refereeing Award*, AEJ Microeconomics 2020

*Excellence in Refereeing Award*, AER 2017

##### Co-director:

Cowles Theory Program, Yale 2024–2026

##### Seminar coordinator:

Yale Microeconomic Theory Workshop

Yale Micro Theory Lunch

Columbia Economic Theory Workshop

Columbia Economic Theory Student Colloquium

Chicago Workshop in Economic Theory

##### Conference organizer:

Cowles Summer Conference in Economic Theory (Yale) 2025

Columbia Conference in Economic Theory 2022, 2024

BFI Economic Theory Conference 2017, 2019

NSF/NBER/CEME Mathematical Economics Conference 2018

##### Program committee member:

North American Winter Meeting of the Econometric Society 2024

Berkeley/Columbia/Duke/MIT/Northwestern IO Theory Conference 2023

ACM Conference on Economics and Computation	2021, 2022
Econometric Society World Congress	2020
Conference session organizer:	
Stony Brook International Conference on Game Theory	2022
Society for the Advancement of Economic Theory meetings	2019
Doctoral committee member:	
Ferdinand Pieroth, Yale	2025
Takuma Habu, Chicago	2023
Bruno Furtado, Columbia	2023
Yu Fu Wong, Columbia	2023
Sara Shahanaghi, Columbia	2022
Duarte Gonçalves, Columbia	2021
Dilip Ravindran, Columbia	2021
Discussant:	
Workshop on Relational Contracts (2017), Queen's Org Econ (2018), ASSA (2019, 2019, 2022, 2026), IO Theory (2019), Cowles Theory (2021), NBER Org Econ (2021, 2022), T@PS (2021), SFS Cavalcade (2022)	
Department committee service:	
Chair of Junior Recruiting, Yale	2025–2026
Junior Recruiting, Yale	2024–2025
PhD Admissions, Columbia	2020–2021, 2022–2024
PhD Placement, Columbia	2019–2020, 2021–2022
Junior Faculty Recruitment, Chicago	2016–2019

## COURSES TAUGHT

### **Yale University**

General Economic Theory: Microeconomics (ii) (doctoral)	2025
Mathematical Economics: Game Theory (undergraduate)	2025

### **Columbia University**

Microeconomic Analysis II(ii) (doctoral)	2022, 2023
Intermediate Microeconomics (undergraduate)	2023
Dynamic Games (doctoral)	2021, 2024
Microeconomic Analysis II (masters)	2020, 2021

### **University of Chicago**

Dynamic Games (doctoral)	2019
Decision & Strategy (undergraduate)	2018, 2019

### **New York University**

Stern PhD Microeconomics (doctoral, non-economics)	2015
Stern Math Bootcamp (doctoral, non-economics)	2013, 2015
<b>University of Waterloo</b>	
Mathematics for Economists (undergraduate)	2010

#### MINICOURSES AND SUMMER SCHOOLS

Mini-courses:	
Bonn	2019
University of Western Ontario	2024
Summer schools:	
Asia Summer School in Economic Theory (Seoul)	2025

#### FUNDING AND AWARDS

Economic Theory Fellow, Society for the Advancement of Economic Theory	2024
Lavine Family Faculty Development Fund, Columbia	2020–2024
National Science Foundation	
Grant SES-1730168 “Credibility in Persuasion” (co-PI with Doron Ravid)	2017–2021
Total award \$465,738	
Doctoral Fellowship, NYU Stern	2010–2015
Natural Sciences and Engineering Research Council of Canada	
Postgraduate Scholarship M	2010–2011
Descartes National Mathematics Scholarship, University of Waterloo	2006–2010