

Yale University, Economics
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 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

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: , BFI Conference on Rational Inattention, NU Conference on Communication Games, City/QMUL Workshop in Economic Theory, ESSET

2025: PSE, HEC

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

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

Theoretical Economics

Forthcoming

“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

Forthcoming

Abstract in EC 2022

“Political Accountability Under Moral Hazard” (with Avidit Acharya and João Ramos)

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

WORKING PAPERS

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

Abstract in EC 2023

“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

<i>Excellence in Refereeing Award</i> , AER Insights	2021
<i>Excellence in Refereeing Award</i> , AEJ Microeconomics	2020
<i>Excellence in Refereeing Award</i> , AER	2017

Co-director:

Cowles Theory Program, Yale	2024–2025
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Seminar coordinator:

Yale Microeconomic Theory Workshop	Spring 2025
Yale Micro Theory Lunch	2024–2025
Columbia Economic Theory Workshop	2019–2020, 2022–2023
Columbia Economic Theory Student Colloquium	2020–2021
Chicago Workshop in Economic Theory	Spring 2017, Fall 2017

Conference organizer:

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	2019

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), IO Theory (2019), Cowles Theory (2021), NBER Org Econ (2021, 2022), T@PS (2021), SFS Cavalcade (2022)

Department committee service:

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

University of Waterloo

Mathematics for Economists (undergraduate)	2010
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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