

Columbia University, Economics  
International Affairs Building, Room 1204  
420 West 118th Street  
New York, NY 10027

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

## RESEARCH INTERESTS

microeconomic theory, information economics, organizational economics

## ACADEMIC EMPLOYMENT

<b>Columbia University</b> , New York, USA	
Assistant Professor, Department of Economics	2019–
<b>University of Chicago</b> , Chicago, USA	
Assistant Professor, Department of Economics	2017–2019
Research Fellow, Becker Friedman Institute	2016–2017

## EDITORIAL SERVICE

Associate Editor, <b>Theoretical Economics</b>	2022–
Associate Editor, <b>Journal of Economic Theory</b>	2021–
Area Chair, <b>ACM Conference on Economics and Computation</b>	2023, 2024
Moderator for Theoretical Economics category, <b>arXiv</b>	2024

## EDUCATION

<b>New York University, Stern School of Business</b> , New York, USA	
Ph.D. and M.A., Economics	2016
<i>Herman E. Krooss Award for best dissertation in NYU Stern</i>	
<b>University of Waterloo</b> , Waterloo, Canada	
B.Math., Honours Pure Mathematics (with distinction)	2010

## CONFERENCE AND SEMINAR PRESENTATIONS (# INDICATES ONLINE)

Scheduled: Princeton, UCLA, Caltech, Warwick Theory Workshop, International Conference on Game Theory (Stony Brook), Zurich<sup>#</sup>

2024: NAWMES, Haas EAP, LSE Capabilities seminar, UWO

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

- “Political Accountability Under Moral Hazard”* (with Avidit Acharya and João Ramos)  
**American Journal of Political Science** Forthcoming
- “Persuasion via Weak Institutions”* (with Doron Ravid and Denis Shishkin)  
**Journal of Political Economy** October 2022
- “Goodwill in Communication”* (with Aditya Kuvalekar and João Ramos)  
**Journal of Economic Theory** July 2022
- “Addressing Strategic Uncertainty with Incentives and Information”* (with Marina Halac and Daniel Rappoport)  
**AEA Papers and Proceedings** May 2022
- “Optimal Attention Management: A Tractable Framework”* (with Laurent Mathevet and Dong Wei)  
**Games and Economic Behavior** May 2022
- “Pooled Testing for Quarantine Decisions”* (with Doron Ravid)  
**Journal of Economic Theory** December 2021
- “Rank Uncertainty in Organizations”* (with Marina Halac and Daniel Rappoport)

<b>American Economic Review</b> (lead article)	March 2021
“ <i>Cheap Talk with Transparent Motives</i> ” (with Doron Ravid)	
<b>Econometrica</b>	July 2020
“ <i>Repeated Delegation</i> ” (with João Ramos)	
<b>Journal of Economic Theory</b>	July 2020
“ <i>Job Insecurity</i> ” (with Aditya Kuvalekar)	
<b>American Economic Journal: Microeconomics</b>	May 2020
“ <i>Attention Management</i> ” (with Laurent Mathevet and Dong Wei)	
<b>American Economic Review: Insights</b>	March 2020
“ <i>Peer-Confirming Equilibrium</i> ” (with Evan Sadler)	
<b>Econometrica</b>	March 2019
“ <i>Disclosure to a Psychological Audience</i> ” (with Laurent Mathevet)	
<b>American Economic Journal: Microeconomics</b>	November 2018

#### WORKING PAPERS

“ <i>Predicting Choice from Information Costs</i> ” (with Doron Ravid)	
Abstract in Proceedings of ACM Economics & Computation 2023	
“ <i>Buying from a Group</i> ” (with Nima Haghpanah and Aditya Kuvalekar)	
Abstract (titled “Selling to a Group”) in Proceedings of ACM Economics & Computation 2021	
R&R at <b>American Economic Review</b>	
“ <i>Fostering Collaboration</i> ” (with Joyee Deb and Aditya Kuvalekar)	
R&R at <b>Theoretical Economics</b>	
“ <i>Perfect Bayesian Persuasion</i> ” (with Doron Ravid and Denis Shishkin)	
“ <i>The Production and Consumption of Social Media</i> ” (with Apostolos Filippas and John Horton)	
Abstract in Proceedings of ACM Economics & Computation 2022	
R&R at <b>Management Science</b>	
“ <i>Knowing the Informed Player’s Payoffs and Simple Play in Repeated Games</i> ” (with Takuma Habu and Doron Ravid)	
R&R at <b>Journal of Economic Theory</b>	
“ <i>Simplifying Bayesian Persuasion</i> ” (with Laurent Mathevet)	
“ <i>Equivalence of Cheap Talk and Bayesian Persuasion in a Finite Continuous Model</i> ”	

#### 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

Seminar coordinator:

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  
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:

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:

PhD Admissions, Columbia 2020–2021, 2022–2024  
PhD Placement, Columbia 2019–2020, 2021–2022

Junior Faculty Recruitment, Chicago

2016–2019

COURSES TAUGHT

**Columbia University**

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

Lavine Family Faculty Development Fund, Columbia	2020–
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