

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

Area Chair, **ACM Conference on Economics and Computation** 2023, 2024

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

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: International Conference on Game Theory (Stony Brook), ASU, Zurich#, Wisconsin, UCLA, USC Marshall, SFU, PSE, HEC

2024: NAWMES, Haas EAP, LSE Capabilities seminar, UWO, Princeton, Caltech, Warwick Theory Workshop

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

“Buying from a Group” (with Nima Haghpahan and Aditya Kuvalekar)

American Economic Review

Forthcoming

Abstract (titled “Selling to a Group”) in EC 2021

“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

2022

“Goodwill in Communication” (with Aditya Kuvalekar and João Ramos)

Journal of Economic Theory

2022

“Addressing Strategic Uncertainty with Incentives and Information” (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

“ <i>Predicting Choice from Information Costs</i> ” (with Doron Ravid)	
Abstract in EC 2023	
“ <i>Fostering Collaboration</i> ” (with Joyee Deb and Aditya Kuvalekar)	
R&R at Theoretical Economics	
“ <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 EC 2022	
R&R at Management Science	
“ <i>Knowing the Informed Player’s Payoffs and Simple Play in Repeated Games</i> ” (with Takuma Habu and Doron Ravid)	
Conditionally accepted at Journal of Economic Theory	
“ <i>Simplifying Bayesian Persuasion</i> ” (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 2024–2025

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

FUNDING

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