

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, **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: Conference in Honor of Phil Reny, Zurich<sup>#</sup>, UCLA, USC Marshall, Yale, Wisconsin, ASU, Toronto, SFU, PSE, HEC

2024: NAWMES, Haas EAP, LSE Capabilities seminar, UWO, Princeton, Caltech, Warwick Theory Workshop, International Conference on Game Theory (Stony Brook)

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

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

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

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

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

*“Knowing the Informed Player’s Payoffs and Simple Play in Repeated Games”* (with Takuma Habu and Doron Ravid)

**Journal of Economic Theory**

Forthcoming

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

**American Economic Review**

2024

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

*“Persuasion via Weak Institutions”* (with Doron Ravid and Denis Shishkin)

**Journal of Political Economy**

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

“ <i>Predicting Choice from Information Costs</i> ” (with Doron Ravid)	
Abstract in EC 2023	
“ <i>Pricing for Coordination</i> ” (with Marina Halac and Daniel Rappoport)	
“ <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 EC 2022	
R&R at <b>Management Science</b>	
“ <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

<b>Columbia University</b>	
Microeconomic Analysis II.ii (doctoral)	2022, 2023
Intermediate Microeconomics (undergraduate)	2023
Dynamic Games (doctoral)	2021
Microeconomic Analysis II (masters)	2020, 2021
<b>University of Chicago</b>	
Dynamic Games (doctoral)	2019
Decision & Strategy (undergraduate)	2018, 2019
<b>New York University</b>	
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

#### 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