

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

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

Citizenship: Canadian  
(US permanent resident)

## RESEARCH INTERESTS

microeconomic theory, information economics, organizational economics

## ACADEMIC EMPLOYMENT

**Columbia University**, New York, USA

Assistant Professor, Department of Economics 2019-

**University of Chicago**, Chicago, USA

Assistant Professor, Department of Economics 2017-2019

Research Fellow, Becker Friedman Institute 2016-2017

## EDITORIAL SERVICE

Associate Editor, **Theoretical Economics** 2022-

Associate Editor, **Journal of Economic Theory** 2021-

## 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), SAET#, Asian Meeting of the ES#, CIREQ Micro Theory, Saieh Family Fellows Conference (Chicago), Collegio Carlo Alberto, ASSA TE Session, Vanderbilt

2022: JHU#, Utah Org/Pol Econ Conference, HKBU/Kyoto/NTU/Osaka/Sinica joint seminar#, PKU#, Padua-Venice#, Warwick

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, 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

- “Persuasion via Weak Institutions”* (with Doron Ravid and Denis Shishkin)  
**Journal of Political Economy** Forthcoming
- “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)  
**American Economic Review** (lead article) March 2021
- “Cheap Talk with Transparent Motives”* (with Doron Ravid)  
**Econometrica** July 2020
- “Repeated Delegation”* (with João Ramos)  
**Journal of Economic Theory** July 2020
- “Job Insecurity”* (with Aditya Kuvalekar)  
**American Economic Journal: Microeconomics** 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)	
“ <i>Curtailing Competition</i> ” (with Joyee Deb and Aditya Kuvalekar)	
“ <i>Optimal Political Career Dynamics</i> ” (with Avidit Acharya and João Ramos)	
“ <i>Selling to a Group</i> ” (with Nima Haghpanah and Aditya Kuvalekar)	
Abstract in Proceedings of ACM Economics & Computation 2021	
“ <i>The Production and Consumption of Social Media</i> ” (with Apostolos Filippas and John Horton)	
Abstract in Proceedings of ACM Economics & Computation 2022	
“ <i>Perfect Bayesian Persuasion</i> ” (with Doron Ravid and Denis Shishkin)	
“ <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; Management Science; 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; 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

##### Seminar coordinator:

Columbia Economic Theory Workshop	2019-2020, 2020-2021
Chicago Workshop in Economic Theory	Spring 2017, Fall 2017

Conference organizer:	
BFI Economic Theory Conference	2017, 2019
NSF/NBER/CEME Mathematical Economics Conference	2018
Program committee member:	
ACM Conference on Economics and Computation	2021, 2022
Econometric Society World Congress	2020
Society for the Advancement of Economic Theory meetings	2019
Conference session organizer:	
Stony Brook International Conference on Game Theory	2022
Doctoral committee member:	
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), T@PS (2021), SFS Cavalcade (2022)	

#### COURSES TAUGHT

##### **Columbia University**

Microeconomic Analysis II.ii (doctoral)	2022
Dynamic Games (doctoral)	2021
Microeconomic Analysis II (master's)	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-
NSF Grant SES-1730168 "Credibility in Persuasion" (with Doron Ravid)	2017-2020
Doctoral Fellowship, NYU Stern	2010-2015
NSERC Canada Postgraduate Scholarship M	2010-2011

