Economics 885 – Spring 2020
Persuasion and Information Design

Instructor: Arjada Bardhi
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Class meetings: W 4:40-7:10 PM, SocSci 327
Office hours: Tuesdays 4-6 PM & by appointment
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Course description

This module surveys recent developments in information design and Bayesian persuasion, as well as the wider tradition of persuasion models in economic theory. We will delve into static and dynamic models of Bayesian persuasion, a variety of persuasion models with hard evidence, as well as the foundations and applications of information design in games. The module is intended primarily for PhD students interested in information economics who are transitioning into doing research in the topic. The course is therefore reading-intensive and oriented towards open research questions.

Grading policy

Assessment will be based on a 3-5 page referee report (25%), a class presentation (25%), and a take-home final exam (50%). Active participation during lectures is encouraged. Each week participants will circulate brief reflection pieces on the assigned readings.

Tentative schedule of topics

Articles marked with (**) will be covered in lectures and those marked with (***) are available for student presentations.

Week 0: Background reading


Week 1 (Jan 15): Overview of Bayesian persuasion and information design


Week 2 (Jan 22): Earlier models of persuasion


Week 3 (Jan 29): Commitment and competition in information provision


Lipnowski, Elliot and Doron Ravid. “Cheap Talk with Transparent Motives.”


**Student presentations I**

**Week 4 (Feb 5): Information design in games: Foundations**


**Student presentations II**

**Week 5 (Feb 12): Information design in games: Applications**


**Student presentations III**

**Week 6 (Feb 19): Dynamic information design**


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**Student presentations IV**

**Week 7 (Feb 27): Worldviews and narratives**


**Student presentations V**

**Papers recommended for referee reports**


**Tentative deadlines**

- Referee report is due at the beginning of class on Feb 19.
- Take-home exam will be distributed (tentatively) on Feb 28 and is due within 24 hours.