Communication and Persuasion
EUI - Spring 2018

Instructor: Kym Pram.

Overview: This course serves as an introduction to the theory literature on information transmission, with a particular emphasis on persuasion. Persuasion is a rapidly expanding literature within economic theory. The aim is to bring students up to the research frontier in the field.

We will begin by briefly covering models of cheap talk and disclosure. We then cover the canonical persuasion model of Kamenica and Gentzkow and extensions to dynamic and multi-player settings. Finally we look at models of persuasion with bounded rationality and limited commitment power.

Time and Place: TBA.

Prerequisites: First year micro.

Requirements: There will be a take-home exam. Details will be given in class.

Outline: Note that papers highlighted in bold are required reading. The remaining papers are suggested reading and may be mentioned in class.

Session 1: Cheap Talk


Session 2: Disclosure


**Session 3: Persuasion: The canonical model**


**Session 4: Dynamic Persuasion**


**Session 5: Persuasion with multiple receivers**


Session 6: Behavioral models


Session 7: Signaling and interim persuasion


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\(^1\) Compulsory reading only if you are not familiar with signaling models and related refinements.