

Communication in Organizations: Towards Improved Decision-Making and Efficient Outcomes

20th – 21st March, 2020

ORGANIZERS

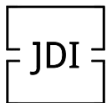
Ming LI (Concordia University, CIREQ, and CIRANO)
Chris COTTON (Queen's University and John Deutsch Institute)
Arianna DEGAN (Université du Québec à Montréal)
Huan XIE (Concordia University, CIREQ, and CIRANO)

VENUE

Center for Interuniversity Research and Analysis of Organizations (CIRANO)
1130 Sherbrooke West, 14th Floor
Montréal (Québec) H3A 2M8

CONTEXT

This is the third Workshop on the Economics of Strategic Communication and Persuasion. When there is a divergence between information and decision-making power in social and economic environments, the informed party may, through a variety of channels and methods, convey information to the uninformed party, so as to influence the latter's decision. It is important to study the limits and potentials of communication and persuasion, as well as ways to enhance them so as to improve information transmission and decision-making. There are a number of academic disciplines that analyze these questions, economics among them. This year's program is multidisciplinary and includes both theory and applications. A special focus is on the exploration of applications to the communication in organizations and its implications for governance.



JOHN DEUTSCH INSTITUTE
FOR THE STUDY OF ECONOMIC POLICY



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Friday, 20th March, 2020

13:00-13:30 Registration

13:30-14:30 **John Deutsch Institute Lecture: Niko Matouschek** (Northwestern University – Kellogg School of Management)
The power of referential advice
Coauthors: Steve Callander; Nicolas Lambert

14:30-14:45 Coffee break

14:45-15:30 **Inga Deimen** (University of Arizona)
Information processing: Contracts versus communication
Coauthors: Andreas Blume; Sean Inoue
Discussant: Shota Ichihashi (Bank of Canada)

15:30-16:15 **Cheng Li** (Mississippi State University)
Bayesian persuasion and authority in organizations
Discussant: Sean Horan (Université de Montréal)

16:15-17:00 **Kohei Kawamura** (Waseda University)
News begets news: A model of endogenously repeated costly consultation
Coauthors: Mark Thordal Le Quement
Discussant: Jian Li (Iowa State University)

17:00-17:15 Break

17:15-18:00 **Roundtable discussion on organizations and communication**
(refreshments will be served, including wine and beer)
Moderator: Chris Cotton
Panelists: Inga Deimen, Kohei Kawamura, Niko Matouschek, Jan Zabochnik

19:00 Conference dinner (by invitation)

Saturday, 21st March, 2020

08:30-09:00 Breakfast

09:00-09:45 **Hitoshi Sadakane** (Kyoto University)
Diversification and decentralization
Coauthors: Ming Li
Discussant: Maxim Ivanov (McMaster University)

09:45-10:30 **Elliot Lipnowski** (Columbia University)
Rank uncertainty in organizations
Coauthors: Marina Halac; Daniel Rappoport
Discussant: Jan Zabochnik (Queen's University)

10:30-11:00 **Coffee break**

11:00-11:45 **Leonie Baumann** (McGill University)

Self-Ratings and Peer Review

Discussant: Noémie Cabau (Concordia University and Université Paris-Dauphine)

11:45-12:30 **Dimitri Migrow** (University of Calgary)

Designing organizations in volatile markets

Coauthors: Shuo Liu

Discussant: Thomas Rivera (McGill University)