

# PIETRO DALL'ARA

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## Research Interests

Microeconomic Theory, Game Theory, Information Design, Political Economy.

## References

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## Education

|      |   |
|------|---|
| 2020 | Ph.D. in Economics, Boston College (expected completion in 2024.) |
|      | M.A. in Economics, Boston College ( <i>en route</i> .)            |
| 2018 | M.A. in Economics, University of Bologna ( <i>cum laude</i> .)    |
| 2016 | B.A. in Business and Economics, University of Bologna.            |

## Visits

2023 Visiting Ph.D. Student, European University Institute.  
2018 Erasmus, École Normale Supérieure Paris-Saclay.

## Research

### JOB MARKET PAPER

#### *Coordination in a Complex World*

I explore how complexity — uncertainty incurred by taking innovative actions — affects coordination. I introduce complexity in a coordination game through the presence of status quo actions, so that: the more innovative an action, the more uncertain its outcome. The introduction of complexity preserves the strategic complementarities of the coordination game and leads to new coordination problems. I propose an equilibrium selection based on the game's potential function. I study the implications of complexity for the management of multi-division organizations: complexity can “implement” the same expected profits as if decision rights were centralized. In a model of price competition, complexity induces conformity: as the environment becomes more complex, firms opt for more similar pricing policies. [\[slides.\]](#)

### WORKING PAPERS

#### *The Extensive Margin of Bayesian Persuasion*

I study the persuasion of a receiver who accesses information only if she exerts attention effort. The sender uses information to incentivize the receiver to pay attention. I show that persuasion mechanisms are equivalent to signals. In a model of media capture, the sender finds it optimal to censor high states. [\[slides.\]](#)

#### *Double Votes*

Double votes are used by standard-setting organizations and for unionization decisions. I study the ability of double votes to aggregate information dispersed among voters, in the sense of adopting the same policy as under symmetric information. A double vote aggregates information in situations in which a single vote fails to aggregate information. [\[slides.\]](#)

#### *Policy Competition with Conformity*

I study a spatial model of elections where parties face a complex environment. Each party represents a combination of an agent of a constituency of voters and a career-concerned politician. Complexity lessens platform divergence and platforms converge if career concerns are sufficiently strong.

## Teaching Experience

### PRIMARY INSTRUCTOR

Game Theory (Fall 2023)

## TEACHING ASSISTANT

Ph.D. Micro Theory II (Spring 2022, Spring 2023)

Ph.D. Micro Theory I (Fall 2021, Fall 2022)

Statistics (Fall 2020, Spring 2021)

Machine Learning (Spring 2020)

Market Design (Fall 2019)

Macro Theory (Spring 2019)

## Talks

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|-----------|---|
| 2023-24   | Young Economists Meeting (Collegio Carlo Alberto, Turin), Econometric Society North American Winter Meeting (TX).   |
| 2022-2023 | Econometric Society European Summer Meeting (Barcelona), European University Institute (Micro Group), University of Bologna, 1st BC-BU Theory Conference, Warwick Ph.D. Conference, Queen Mary Ph.D. Workshop, Boston University Theory Reading Group, Brown Theory/Experimental Lunch Seminar. |
| 2021      | Brown Theory/Experimental Lunch Seminar.  |

## Fellowships

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|-----------|---|
| 2023      | BC Visiting Fellowship                    |
| 2023      | Donald J. White Teaching Excellence Award |
| 2022-2023 | Clough Fellowship                         |
| 2022      | BC Dissertation Fellowship (Summer)       |
| 2020      | BC Summer Fellowship                      |
| 2019      | BC Summer Fellowship                      |
| 2017      | U. of Bologna, merit-based fellowship     |

## Miscellanea

Organizer of Theory Reading Group (Spring 2022, Fall 2021) and Pre-Seminar Q&A (Spring 2023.)

Article: Central Bank Communication with the General Public, *Symposium of the Clough Center for Constitutional Democracy*, 2023.

Student Representative in Joint Committee (*Commissione Paritetica*), U. of Bologna.

Nationality: Italian.