

# Chiara Aina

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chiaraaina.github.io

## Education

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University of Zurich, PhD Candidate, Department of Economics 08.2017 – current

Advisors: J. Steiner, N. Netzer, R. Weber

Bocconi University, MSc International Management, 110/110 2013 – 2016

Bocconi University, BSc Business Administration and Management, 110/110 *cum laude* 2010 – 2013

## Research Visit

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Harvard Business School 2021 – 2022

Carnegie Mellon University, Social and Decision Science 04.2022

University of California Santa Cruz Fall 2012

## Research Interests

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Behavioral Economics, Microeconomic Theory, Experimental Economics

## Job Market Paper

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### *“Tailored Stories”*

Is it possible to persuade others only by providing interpretations of future events? I study the problem of persuading a boundedly rational agent without tampering with, or even knowing, the piece of information they observe. Persuasion is achieved by providing models, whereby the persuader can communicate ways of interpreting observable signals. The key assumption is that the agent adopts the model that best fits what is observed given her initial beliefs, and takes the action that maximizes their expected utility under the adopted model. Anticipating this, a persuader can strategically communicate models to manipulate how the receiver interprets the different realizations. I characterize the extent of belief manipulability in this setting and I show that the agent may hold inconsistent beliefs across signal realizations – posterior beliefs across signal realizations do not average to her prior – because different realizations might trigger the adoption of conflicting models. While persuasion can mislead the agent, its impact is bounded and depends on initial beliefs. I discuss this framework in the context of political polarization, conflict of interests in finance, lobbying, and self-persuasion. In particular, I show that polarization is inevitable if agents with sufficiently different initial beliefs are exposed to the same conflicting models.

## Publication

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*“Frustration and Anger in the Ultimatum Game: An Experiment”* (with P. Battigalli and A. Gamba) *Games & Economic Behavior* (2020) 122: 150-167

## Work in Progress

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*“Conditional Belief Updating”* (with A. Amelio and K. Brütt, data collection in progress)

## Professional Activities

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Referee: *European Economic Review*, *Games & Economic Behavior*, *Journal of Economic Behavior & Organization*, *Journal of Economic Theory*, *Quarterly Journal of Economics*, *Review of Economic Studies*

Academic Committee: Early-Career Behavioral Economics Conference (2022)

## Teaching

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Teaching Assistant for Behavioral Theory (Master), University of Zurich Fall 2018, Fall 2019

Teaching Assistant at Bocconi IT Education Services Center, Bocconi University 2012 – 2016

## Honors & Awards

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SNSF Doc. Mobility scholarship	2021 – 2022
UBS Center Scholarship holder	2017 – current
Best Teaching Assistant Award, Department of Economics, University of Zurich	Fall 2019
Bocconi Merit Awards, full-waiver scholarship	2013 – 2015
Mario Negri Scholarship	2011 – 2015

## Presentations

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Virtual Formal Theory Workshop, SITE “Psychology and Economics”, Workshop on “Economic Choices under Partial Representations” (Ca’ Foscari University), ESA World Meeting, Mini-workshop on “Narratives in Economics” (CREED), Center for Behavioral and Decision Research Seminar (Carnegie Mellon University), MIT Behavioral Student Lunch, ASSA Annual Meetings (poster)	2022
Harvard Theory Graduate Student Seminar, EEA-ESEM conference, UEA Workshop on Behavioral Game Theory, SSES Congress, IAREP-SABE, North American Summer Meeting of the Econometric Society, Swiss Theory Day, Early Career Behavioral Economics Conference, QMUL Economics and Finance Workshop for PhD & Post-doctoral Students	2021
Workshop on Social and Moral Behavior (University of Zurich); GSDS Conference on Decision Sciences (Konstanz); JDMx Meeting for Early-Career Researchers (GSDS, Konstanz)	2018
IBE Symposium: “Economics of Anger” (University of Arizona)	2017

## Work Experience

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Research Assistant for P. Battigalli, Bocconi University (05.2016 – 07.2017), Research Assistant for C. Fumagalli, Bocconi University (09.2016 – 07.2017), oTree Programmer for D. Baldassarre, Bocconi University (05.2017 – 07.2017)

## Workshop & Summer Schools

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Russell Sage Foundation Summer Institute in Behavioral Economics (2022), Belief Based Utility Conference, University of Amsterdam (2022), briq Summer School in Behavioral Economics (2021), NOMIS Summer school on Cognitive Foundations of Economic Behavior (2019), Field Experiments in Economics, short-course by J. List, University of Basel (2018), Workshop & Summer School on Behavioral Game Theory (with scholarship), University of East Anglia (2017), Microfoundations of Expectations, Max Planck Institute for Mathematics in the Sciences, Leipzig (2017), Social Science Data Analysis & Collection at Nuffield Centre for Experimental Social Sciences, Oxford University (2015)

## References

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Jakub Steiner	Nick Netzer	Joshua Schwartzstein	Roberto Weber
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## Placement Director

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