Chiara Aina

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chiaraaina.github.io

Education

University of Zurich, PhD Candidate, Department of Economics Advisors: J. Steiner, N. Netzer, R. Weber	08.2017 – current
Bocconi University, MSc International Management, 110/110	2013 – 2016
Bocconi University, BSc Business Administration and Management, 110/110 *cum laude*	2010 – 2013

Research Visit

Harvard Business School	2021 – 2022
Carnegie Mellon University, Social and Decision Science	04.2022
University of California Santa Cruz	Fall 2012

Research Interests

Behavioral Economics, Microeconomic Theory, Experimental Economics

Job Market Paper

"*Tailored Stories*"

I study the problem of a persuader who proposes a set of models to manipulate how a boundedly rational agent interprets observable signal realizations. The persuader does not control or know the signal the agent observes. 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 her expected utility under the adopted model. I study the extent of belief manipulability in this setting by characterizing the feasible posteriors across signals. Because each signal could trigger the adoption of a different model, the agent might hold inconsistent beliefs across signal realizations – posterior beliefs across signals do not average to the prior. While persuasion can mislead the agent, the extent to which she is vulnerable to it is driven by her initial beliefs. Polarization is inevitable if agents with sufficiently different priors are exposed to the same conflicting models. I apply this framework to political polarization, conflict of interests in finance, lobbying, and self-persuasion.

Publication

"*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

"*Contingent Belief Updating*" (with A. Amelio and K. Brütt, data collection in progress)

"Weighting Competing Narratives" (with F.H. Schneider, design stage)

Professional Activities

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

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

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 (including scheduled)

Berlin Behavioral Economics Seminar Series, Workshop "Behavior and Strategies in Information Design and Communication" (HEC Paris), Sciences Po, Emory QTM, NYU, University of Nottingham, Universidad Carlos III de Madrid, University of Edinburgh, University of Warwick, Universitat Pompeu Fabra, University of Oslo, LMU Munich	2023
Zurich Workshop in Economics and Psychology (UZH), 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 (Kostanz); JDMx Meeting for Early-Career Researchers (GSDS, Konstanz)	2018
IBE Symposium: "Economics of Anger" (University of Arizona)	2017

Work Experience

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

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)