

Chiara Aina

chiara.aina@econ.uzh.ch

chiaraaina.github.io

Education

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

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 persuading a boundedly rational agent without controlling or knowing the piece of information she observes. Persuasion occurs 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 her expected utility under the adopted model. I characterize the extent of belief manipulability in this setting and show that the agent may hold inconsistent beliefs across signal realizations – posterior beliefs across realizations do not average to the prior – because each signal may trigger the adoption of a different model. 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

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

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)

References

Jakub Steiner	Nick Netzer	Joshua Schwartzstein	Roberto Weber
University of Zurich	University of Zurich	Harvard Business School	University of Zurich
jakub.steiner@econ.uzh.ch	nick.netzer@econ.uzh.ch	jschwartzstein@hbs.edu	roberto.weber@econ.uzh.ch

Placement Director

Joachim Voth
University of Zurich
voth@econ.uzh.ch