Mariia "Masha" Titova

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CONTACT INFORMATION

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EDUCATION

Ph.D. Candidate in Economics — 2021 (Expected)
University of California, San Diego — La Jolla, CA

- Committee: Renee Bowen (co-chair), Joel Sobel (co-chair), Simone Galperti, Joel Watson, Sebastian Saiegh (dept. of Political Science)

M.Sc. in Financial Economics — 2015
B.Sc. in Applied Mathematics and Information Science — 2013
National Research University – Higher School of Economics — Moscow, Russia

REFERENCES

Renee Bowen	UC San Diego	r0bowen@ucsd.edu
Joel Sobel	UC San Diego	jsobel@ucsd.edu
Simone Galperti	UC San Diego	sgalperti@ucsd.edu

FIELDS OF INTEREST

Microeconomic Theory, Information Economics, Political Economy, Industrial Organization

JOB MARKET PAPER

"Persuasion with Verifiable Information" — December 2020

This paper studies persuasion with verifiable information. An informed sender with state-independent preferences sends private verifiable messages to multiple receivers attempting to convince them to approve a proposal. I find that every equilibrium is outcome equivalent to a direct equilibrium, in which the sender tells each receiver what to do, and receivers obediently follow their recommendations. This allows me to characterize the full equilibrium set. The sender-worst equilibrium outcome is one in which information unravels, and receivers act as if under complete information. The sender-preferred equilibrium outcome is the commitment outcome of the Bayesian persuasion game. In the leading application, I study targeted advertising in elections and show that by communicating with voters privately, a challenger may win elections that are unwinnable with public messages. As the electorate becomes more polarized, the challenger can swing unwinnable elections with a higher probability.

RESEARCH IN PROGRESS

"Collaborative Search for a Public Good" November 2019

This paper studies a model of costly sequential search among risky alternatives performed by a group of agents. The learning process stops and the best uncovered option is implemented when the agents unanimously agree to stop, or when all the projects have been researched. Both the implemented project and all the information gathered during the search process are public goods. I show that the equilibrium path implements the same project based on the same information, gathered in the same order as the social planner. At the same time, due to free-riding, search in teams does lead to a delay at each stage of the learning process, the size of which grows with search costs. Consequently, the team manager prefers to delegate search to an individual agent, while every agent prefers searching with a partner, since in the latter case she collects the same reward, but only pays the search cost half the time.

"Targeted Advertising in Elections" October 2019

This paper studies how a politician who challenges the status quo optimally advertises his private policy position to the electorate via verifiable messages. Each voter has an ideal position on a finite number of issues and expressively votes for the candidate closest to it. Some elections are unwinnable when the challenger advertises publicly because the pivotal voters are located on the opposite sides of the status quo. Our main result states that by targeting, the challenger can swing any election that is unwinnable under public disclosure, but only if his position is moderately close to the status quo. That is inefficient because voters regret their choices with a positive probability. As the electorate of unwinnable elections becomes more polarized (which happens when voters move away from the status quo in the opposite directions), the challenger's odds of swinging elections rise, making the voters regret their choices more often.

PUBLISHED PAPERS

"Shopping Malls, Platforms and Consumer Search" with Alexei Parakhonyak 2018
International Journal of Industrial Organization, vol. 58, 2018, pp. 183–213

We consider a model of a market for differentiated goods in which firms are located in marketplaces e.g., shopping malls or platforms. There are search frictions between marketplaces, but not within. Marketplaces differ in size. We show that an equilibrium in which consumers start their search at the largest marketplace and continue in the descending order of size, always exists. Despite charging lower prices, firms in larger marketplaces earn higher profits. Under free entry, all firms cluster in one marketplace provided that search frictions are large enough. If a marketplace determines the price of entry, then the equilibrium marketplace size is a single-peaked function of search costs and is decreasing for most of the search cost range.

PRESENTATIONS

2021	University of Amsterdam, University of Manchester, Berlin School of Economics, Vanderbilt University
2020	CSQIEP, University of Bern, UC San Diego
2019	Young Economists Symposium (Columbia University), Economics Graduate Student Conference (Washington University in St. Louis), UC San Diego
2018	Southwest Economic Theory Conference (UC Santa Barbara), UC San Diego
2017	Psychological Game Theory Ph.D. Summer School (UEA), UC San Diego

TEACHING EXPERIENCE

University of California, San Diego — La Jolla, CA
Main Instructor — Summer 2020

- Econ 1 (Introductory Microeconomics, remote) – 100% recommended instructor

Teaching Assistant — 2016 – present

- Econ 1 (Introductory Microeconomics), Econ 100ABC (Microeconomics), Econ 171 (Decisions Under Uncertainty), Econ 172B (Operations Research), Econ 176 (Marketing), GPCO 453 (Quantitative Methods I, graduate)

National Research University – Higher School of Economics — Moscow, Russia
Co-Instructor (with Alexis Belianin) — 2014 –2015

- Game Theory for Political Scientists (Graduate, Master in Political Analysis and Public Policy)

Teaching Assistant — 2011 – 2015

- Game Theory, Development Economics (University of London External Programme)
- Real Analysis, Game Theory, Differential Equations (dept. of Computer Science)

SERVICE

ACADEMIC

UCSD Economic Theory Reading Group (organizer); UCSD Women in Econ (small group leader)

REFEREE

2019 *Economic Theory*

FELLOWSHIPS AND AWARDS

Clive Granger Research Fellowship Prize	2020
Best Undergraduate Teaching by an Associate-In for the Academic Year 2019/2020	2020
Summer Graduate Teaching Scholar	2020
UC San Diego Economics Department Candidate of Philosophy Fellowship	2019
UC San Diego International Travel Grant	2017, 2019
UC San Diego Graduate Summer Research Fellowship	2016, 2017
UC San Diego Regents Fellowship	2015 – 2018

OTHER INFORMATION

Languages:	fluent English, native Russian
Programming:	proficient in Python and MATLAB
Certifications:	CFA Level I (December 2012)
Citizenship:	Russia (F-1 visa)