Ariel Rubinstein

Talk 1: A Model of Persuasion with Boundedly Rational Agents

A new model of persuasion is presented. A listener first announces and commits to a codex. The speaker then presents a (not necessarily true) profile that must satisfy the codex in order for the listener to be persuaded. The speaker is boundedly rational in the sense that his ability to come up with a persuasive profile is limited and depends on the true profile and the content and framing of the codex. The circumstances under which the listener can design a codex that will implement his goal are fully characterized.

Talk 2: Complex Questionnaires

We study a principal–agent model in which the agent is boundedly rational in his ability to understand the principal's decision rule. The principal wishes to elicit an agent's true profile so as to determine whether or not to grant him a certain request. The principal designs a questionnaire and commits himself to accepting certain responses. In designing such a questionnaire, the principal takes into account the bounded rationality of the agent and wishes to reduce the success probability of a dishonest agent who is trying to game the system. It is shown that the principal can construct a sufficiently complex questionnaire that will allow him to respond optimally to agents who tell the truth and at the same time to almost eliminate the probability that a dishonest agent will succeed in cheating.