

Hyun Chang Yi

PhD candidate (expected date of completion: July 2013)

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Research

Title of Job Market Paper: How do you persuade someone you do not know?

Short description of research: This paper examines the potential for communication via cheap talk between an expert and a decision maker whose type (or preferences) is uncertain.

Supervisor: [Prof. Rajiv Sarin](http://www.birmingham.ac.uk/schools/business/departments/economics/staff/profile.aspx?Referenceld=22636&Name=professor-rajiv-sarin) (<http://www.birmingham.ac.uk/schools/business/departments/economics/staff/profile.aspx?Referenceld=22636&Name=professor-rajiv-sarin>)

Second Supervisor: [Prof. Indrajit Ray](http://www.birmingham.ac.uk/schools/business/departments/economics/staff/profile.aspx?Referenceld=5376&Name=professor-indrajit-ray) (<http://www.birmingham.ac.uk/schools/business/departments/economics/staff/profile.aspx?Referenceld=5376&Name=professor-indrajit-ray>)

Research interests: Game Theory and Decision Theory

Working Paper: Learning Aspiration through Assessing Strategies