Special Issue

Communication and Persuasion and Their Economic and Political Applications

Message from the Guest Editors

Many economic and political situations feature a divergence between information and decision-making power. In such situations, the informed party may, through a variety of channels and methods, convey information to the uninformed party, so as to influence the latter's decision. In recent decades, economics has turned its attention to the formal analysis of strategic communication and persuasion. The focus is on the limits and potentials of communication and persuasion, as well as ways to enhance them so as to improve information transmission and decision-making. Both the theory and applications are making rapid advances. In this Special Issue, we invite submissions that make theoretical, experimental, and other empirical contributions to the fundamental theory of strategic communication and persuasion, as well as those that explore applications of the theory to economic contexts like auctions, bargaining, consumer privacy, market competition, organizational design, price discrimination, and social and traditional media and political contexts such as electoral accountability, legislation, lobbying, political campaigns, and transparency.

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