

## Pierpaolo Battigalli: Publications

### Books

- *Restrizioni razionali su sistemi di probabilità soggettive e soluzioni di giochi ad informazione completa*. Milano: EGEA, 1993.
- *Teoria dei Giochi*, Treccani, 2021 (previously published in 2004 as entry “Teoria dei Giochi” in *Enciclopedia del Novecento*, III supplemento).

### Edited Books

- *Decisions, Games and Markets*. Dordrecht: Kluwer Academic Publishers, 1997 (with A. Montesano and F. Panunzi).

### Articles and Notes in Refereed Journals

- “Reduced Strategies and Cognitive Hierarchies in the Extensive and Normal Form,” *Games and Economic Behavior* (2026), **158**, 317–329.
- “Monotonicity and Robust Implementation Under Forward-Induction Reasoning” (with E. Catonini), *Econometrica* (2026), **94**, 505–536.
- “Disclosure of Belief-Dependent Preferences in a Trust Game” (with G. Attanasi, E. Manzoni, and R. Nagel), *Economic Theory* (2026), **81**, 303–340.
- “Sophisticated Reasoning, Learning, and Equilibrium in Repeated Games with Imperfect Feedback” (with D. Bordoli), *Economic Theory* (2025), **80**, 421–464.
- “Guilt and Inequality in Dictator Games” (with G. Di Bartolomeo and S. Papa), *Economic Letters* (2025), **247**, 112129.
- “The Epistemic Spirit of Divinity” (with E. Catonini), *Journal of Economic Theory* (2024), **222**, 105903.
- “Information Flows and Memory in Games” (with N. Generoso), *Games and Economic Behavior* (2024), **145**, 356–376.
- “The Joint Determination of the Payment Method and the Bid Premium in M&As: What is the Role of Firm Opacity?” (with C. Chiarella, S. Gatti, and T. Orlando), *European Financial Management* (2024), **30**, 2195–2241, DOI: 10.1111/eufm.12474.
- “Belief Change, Rationality, and Strategic Reasoning in Sequential Games” (with E. Catonini and J. Manili), *Games and Economic Behavior* (2023), **142**, 527–551.
- “Learning and Selfconfirming Equilibria in Network Games” (with F. Panebianco, and P. Pin), *Journal of Economic Theory* (2023), **212**, 105700.
- “Belief-Dependent Motivations and Psychological Game Theory” (with M. Dufwenberg), *Journal of Economic Literature* (2022), **60**, 833–882.
- “A Framework for the Analysis of Self-Confirming Policies” (with S. Cerreia Vioglio, F. Maccheroni, M. Marinacci, and T. Sargent), *Theory and Decisions* (2022), **92**, 455–512.
- “Beliefs, Plans, and Perceived Intentions in Dynamic Games” (with N. De Vito), *Journal of Economic Theory* (2021), **195**, 105283.

- “Frustration and Anger in the Ultimatum Game: An Experiment” (with C. Aina, and A. Gamba), *Games and Economic Behavior* (2020), **122**, 150-167.
- “Behavioral Equivalence of Extensive Game Structures” (with P. Leonetti and F. Maccheroni), *Games and Economic Behavior* (2020), **121**, 533-547.
- “Epistemic Game Theory Without Type Structures. An Application to Psychological Games” (with R. Corrao, and F. Sanna), *Games and Economic Behavior* (2020), **120**, 28-57.
- “Incorporating Belief-Dependent Motivation in Games” (with R. Corrao, and M. Dufwenberg), *Journal of Economic Behavior & Organization* (2019), **167**, 185-218.
- “Belief-Dependent Preferences and Reputation: Experimental Analysis of a Repeated Trust Game” (with G. Attanasi, E. Manzoni, and R. Nagel), *Journal of Economic Behavior & Organization* (2019), **167**, 341-360.
- “Interactive Epistemology in Simple Dynamic Games with a Continuum of Strategies” (with P. Tebaldi), *Economic Theory* (2019), **68**, 737-763.
- “Learning and Self-Confirming Long-Run Biases” (with A. Francetich, G. Lanzani, and M. Marinacci), *Journal of Economic Theory* (2019), **183**, 740-785.
- “Frustration, Aggression, and Anger in Leader-Follower Games” (with M. Dufwenberg and A. Smith), *Games and Economic Behavior* (2019), **117**, 15-39.
- “Ambiguity Attitudes and Self-Confirming Equilibrium in Sequential Games” (with G. Lanzani, E. Catonini, and M. Marinacci), *Games and Economic Behavior* (2019), **115**, 1-29.
- “Cooperation Across Disciplines: A Multilevel Perspective on Cooperative Behavior in Governing Interfirm Relations” (with C. Salvato and J. Reuer), *Academy of Management Annals* (2017), **11**, 1-45.
- “Mixed Extensions of Decision Problems under Uncertainty” (with S. Cerreia Vioglio, F. Maccheroni, M. Marinacci), *Economic Theory* (2017), **63**, 827-866.
- “Analysis of Information Feedback and Selfconfirming Equilibrium” (with S. Cerreia Vioglio, F. Maccheroni, M. Marinacci), *Journal of Mathematical Economics* (2016), **66**, 40-51.
- “A Note on Comparative Ambiguity Aversion and Justifiability” (with S. Cerreia Vioglio, F. Maccheroni, and M. Marinacci), *Econometrica* (2016), **84**, 1903-1916.
- “Incomplete Information Models of Guilt Aversion in the Trust Game” (with G. Attanasi and E. Manzoni), *Management Science* (2016), **62**, 648-667.
- “Self-Confirming Equilibrium and Model Uncertainty” (with S. Cerreia Vioglio, F. Maccheroni, M. Marinacci), *American Economic Review* (2015), **105**, 646-677.
- “Deception: The Role of Guilt” (with G. Charness and M. Dufwenberg), *Journal of Economic Behavior & Organization* (2013), **93**, 227-232.
- “Transparent Restrictions on Beliefs and Forward Induction Reasoning in Games with Asymmetric Information” (with A. Prestipino), *The B.E. Journal of Theoretical Economics* (2013), **13**: Iss. 1 (Contributions), 1-53.
- “Forward Induction Reasoning Revisited” (with A. Friedenberg), *Theoretical Economics* (2012), **7**, 57-98.

- “Interactive Epistemology and Solution Concepts for Games with Asymmetric Information” (with A. Di Tillio, E. Grillo and A. Penta), *The B.E. Journal of Theoretical Economics* (2011), **11** : Iss. 1 (Advances), Article 6.
- “Dynamic Psychological Games” (with M. Dufwenberg), *Journal of Economic Theory* (2009), **144**, 1-35. [lead article, included in the *50th Anniversary special issue* of the JET.]
- “Costly Contracting in a Long-Term Relationship” (with G. Maggi), *RAND Journal of Economics* (2008), **39**, 352-377.
- “Interactive Epistemology in Games with Payoff Uncertainty” (with M. Siniscalchi), *Research in Economics* (2007), **61**, 165-184.
- “Guilt in Games” (with M. Dufwenberg), *American Economic Review (P&P)*, **97** (2007), 170-176.
- “Buyer Power and Quality Improvement” (with C. Fumagalli and M. Polo), *Research in Economics* (2007), **61**, 45-61.
- “Rationalization in Signaling Games: Theory and Applications,” *International Game Theory Review*, **8** (2006), 1-27.
- “Rationalizable Bidding in First Price Auctions” (with M. Siniscalchi), *Games and Economic Behavior*, **45** (2003), 38-72.
- “Rationalization and Incomplete Information” (with M. Siniscalchi), *Advances in Theoretical Economics*, **3** (2003) (1), Article 3.
- “Rationalizability in Infinite, Dynamic Games of Incomplete Information,” *Research in Economics*, **57** (2003), 1-38.
- “Strong Belief and Forward Induction Reasoning” (with M. Siniscalchi), *Journal of Economic Theory*, **106** (2002), 356-391.
- “Rigidity, Discretion and the Cost of Writing Contracts” (with G. Maggi), *American Economic Review*, **92** (2002), 798-817.
- “A Note on Rationalizability and Reputation with Two Long-Run Players,” *RISEC (International Review of Economics and Business)*, **48** (2001), 383-393.
- “Hierarchies of Conditional Beliefs and Interactive Epistemology in Dynamic Games” (with M. Siniscalchi), *Journal of Economic Theory*, **88** (1999), 188-230.
- “Interactive Beliefs, Epistemic Independence and Strong Rationalizability” (with M. Siniscalchi), *Research in Economics*, **53** (1999), 247-273.
- “Recent Results on Belief, Knowledge and the Epistemic Foundations of Game Theory” (with G. Bonanno), *Research in Economics*, **53** (1999), 149-225.
- “Synchronic Information and Common Knowledge in Extensive Games” (with G. Bonanno), *Research in Economics*, **53** (1999), 77-99.
- “Dynamic Consistency and Imperfect Recall,” *Games and Economic Behavior*, **20** (1997), 31-50.
- “On Rationalizability in Extensive Games,” *Journal of Economic Theory*, **74** (1997), 40-61.

- “On ‘Reputation’ Refinements with Heterogeneous Beliefs” (with J. Watson), *Econometrica*, **65** (1997), 369-374.
- “The Logic of Belief Persistence” (with G. Bonanno), *Economics and Philosophy*, **13** (1997), 39-59.
- “Strategic Independence and Perfect Bayesian Equilibria,” *Journal of Economic Theory*, **70** (1996), 201-234.
- “A Note on Stochastic Independence without Savage-Null Events” (with P. Veronesi), *Journal of Economic Theory*, **70** (1996), 235-248.
- “Strategic Rationality Orderings and the Best Rationalization Principle,” *Games and Economic Behavior*, **13** (1996), 178-200.
- “Structural Consistency and Strategic Independence in Extensive Games,” *Ricerche Economiche*, **48** (1994), 357-376.
- “A Comment on Strategic Rationality Orderings and Computation Trembles,” *Economic Notes*, **23** (1994), 19-25.
- “Learning and Convergence to Equilibrium in Repeated Strategic Interaction” (with M. Gilli and C. Molinari), *Ricerche Economiche*, **46** (1992), 335-378.
- “Implementable Strategies, Prior Information and the Problem of Credibility in Extensive Games,” *RISEC (International Review of Economics and Business)*, **35** (1988), 705-733.
- “Il concetto di equilibrio nei modelli strategici e parametrici,” *Il Giornale degli Economisti e Annali di Economia*, **47** (1988), 99-118.

### Reviews in Refereed Journals

- “Four Textbooks on Game Theory” (with M. Li Calzi), *Ricerche Economiche*, **47** (1993), 93-103.

### Articles and Notes in Books

- “Psychological Game Theory” (with M. Dufwenberg), in S-H Chuah, R. Hoffmann, and A. Neelim (Eds) *Elgar Encyclopedia of Behavioural and Experimental Economics*, Chapter 99, 339-340.
- “Strategies and Interactive Beliefs in Dynamic Games” (with A. Di Tillio and D. Samet), in D. Acemoglu, M. Arellano, E. Dekel (eds.) *Advances in Economics and Econometrics*, Tenth World Congress, Vol. 1 Economic Theory (Econometric Society Monographs No. 49), Cambridge: CUP, 2013, 391-422.
- “Giochi, teoria dei” in *Dal XX al XXI secolo: problemi e prospettive (Enciclopedia del Novecento*, Supplemento III, Volume A-G, 2004).  
[Also published as a book titled “*Teoria dei Giochi*” in 2021, see above.]
- “Games with Observable Deviators,” in P. Battigalli, A. Montesano and F. Panunzi (eds.) *Decisions, Games and Markets*, Dordrecht: Kluwer Academic Publishers, 1997, 57-96.
- “Conjectural Equilibria and Rationalizability in a Game with Incomplete Information” (with D. Guitoli), in P. Battigalli, A. Montesano and F. Panunzi (eds.) *Decisions, Games and Markets*, Dordrecht: Kluwer Academic Publishers, 1997, pp. 97-124.

- “Synchronic Information and Common Knowledge in Extensive Games” (with G. Bonanno), in M. Bacharach, L.A. Gerard-Varet, P. Mongin, and H. Shin (eds.) *Epistemic Logic and the Theory of Games and Decisions*, Dordrecht: Kluwer, 1997, pp. 235-263.  
[Also published in *Research in Economics* (1999), see above.]
- Comment to “On the Decision Theoretic Foundation of Game Theory” by M. Mariotti, in K.J. Arrow, E. Colombatto, M. Perlman, and C. Schmidt (eds) *The Foundations of Rational Economic Behavior*, London: McMillan, 1996.
- “Giochi ad informazione incompleta con aspettative soggettive mutuamente incoerenti,” in A. Montesano (ed.) *Teoria economica dell’organizzazione*, Bologna: Il Mulino, 1996, pp. 211-233.
- “Algorithmic Solutions for Extensive Games,” in G. Ricci (ed.) *Decision Processes in Economics*, Lecture Notes in Economics and Mathematical Systems, Berlin: Springer Verlag, 1991.

### **Work-in-Progress**

- “Perceived Intentions and Backward Induction Reasoning in Sequential Games” (with N. De Vito), mimeo.
- “Exogenous Variation of Endowments and Beliefs in a Dictator Game” (with G. Di Bartolomeo and S. Papa), IGIER working paper 725.
- “Games with Noisy Signals about Emotions” (with N. Generoso), IGIER working paper 719.
- “Regret in Games” (with M. Dufwenberg and S. Lin), IGIER working paper 721.
- “Path Agreements and Off-Path Uncertainty” (with E. Catonini), mimeo.
- *Game Theory: Analysis of Strategic Thinking*, textbook in preparation (with E. Catonini and N. De Vito).

## Other Working Papers and Unpublished Papers

- “International Agreements on Product Standards: An Incomplete-Contracting Theory” (with G. Maggi), NBER working paper #9533, IGIER working paper 229 (2003).
- “Context-Dependent Forward Induction Reasoning” (with A. Friedenberg), Università Bocconi, IGIER working paper 351 (2009).  
[An abridged version of this paper is published in *Theoretical Economics* under the title “Forward Induction Reasoning Revisited.”]
- “Rationalizable Bidding in General First Price Auctions” (with M. Siniscalchi), IGIER Working Paper No. 190, (2000).  
[Working paper version of “Rationalizable Bidding in First Price Auctions,” *Games Econ.Behavior*]
- “A Comment on Non-Nash Equilibria,” typescript, 1999.
- “Rationalizability in Incomplete Information Games,” E.U.I., Working Paper ECO 99/17.
- “Interactive Beliefs and Forward Induction,” European University Institute, Working Paper ECO 99/15.  
[Working paper version of “Strong Belief and Forward Induction Reasoning” *J.Econ.Theory* (2002); most of the results omitted from the published version have been collected in “Interactive Epistemology in Games with Payoff Uncertainty” *Research in Economics*.]
- “An Epistemic Characterization of Extensive Form Rationalizability,” Social Sciences Working Paper 1009, Caltech 1997 (with M. Siniscalchi).  
[Early version of “Strong Belief and Forward Induction Reasoning” *J.Econ.Theory*.]
- “Strategic Independence, Generally Reasonable Extended Assessments and Consistent Assessments,” mimeo, IEP U. Bocconi, 1991.  
[Early version of “Strategic Independence...,” *J.Econ.Theory*, 1996).]
- “Conjectural Equilibria and Rationalizability in a Macroeconomic Game with Incomplete Information” (with G. Guaitoli), Quaderni di Ricerca 1988-6, I.E.P., Università Bocconi.  
[Working paper version of Battigalli and Guaitoli, 1997.]

## Unpublished Dissertation

- *Comportamento razionale ed equilibrio nei giochi e nelle situazioni sociali*, Università Bocconi, Milano, 1987.

## Professional Activities

- Charter member of the *Game Theory Society*.
- 2001-2003 Member of the Council of the *Game Theory Society*.
- ORGANIZER
- 2018 Co-organizer, LOFT 2018, Milan, Bocconi University.
- 2018 Co-organizer, “Summer School and Workshop on Psychological Games,” Otranto.
- 2015 Local co-organizer, RUD (Risk, Uncertainty and Decision), Bocconi University.
- 2007, '17, '18 Co-organizer, “CSEF-IGIER Symposium on Economics and Institutions,” Anacapri.
- 2005 Co-organizer, PIER-IGIER conference on Economic Theory, Philadelphia.
- 2005 Organizer, “Interactive Epistemology and Game Theory” session, SAET, Vigo.
- 2005 Co-organizer, workshop on “Stochastic Methods in Game Theory,” Erice.
- 2005 Co-organizer, conference on “Economic Theory and Experimental Economics,” Milano.
- PROGRAM COMMITTEE MEMBER
- 2001, '03, '13, '18 Program Committee Member for the European Meeting of the Econometric Society.
- 2012, 2003 Member of the Scientific Committees of RUD (workshop on Risk, Uncertainty and Decision).
- 2008 Member of the Local Arrangements Committee for the EEA-ESEM conference, Milano.
- 2005, 2019 Program Committee Member for TARK (Theoretical Aspects of Rationality and Knowledge)
- 2005 Conference on “Economic Theory and Experimental Economics,” Milano.
- 2004 Member of the Scientific Committees of SMGTP (Spanish Meeting on GT and Practice).

### EDITORIAL BOARD MEMBER

- Journal of Economic Theory*, (Co)Editor, 2021-
- Econometrica*, 2009-2017
- Games and Economic Behavior*, 2001-2023
- International Journal of Game Theory*, 2000-2018
- International Review of Economics*, 2015-
- Research in Economics*, 1998-2016
- Theoretical Economics*, open-access journal of the Econometric Society, 2006-2015

### ADVISORY BOARD MEMBER

- Texts in Logic and Games*, Amsterdam University Press.

### **Invited plenary and semi-plenary lectures (2010-present)**

- 2025 EER “Summer School and Workshop in Experimental and behavioral Economics,” Rome.  
2025 8<sup>th</sup> Symposium on “Games and Decision in Reliability and Risk,” Milan.  
2024, 2025 CIMEO “Summer School and Workshop on Experimetrics and Behavioral Economics,” Soletto.  
2024 CIMEO “Workshop in Memory of Gary Charness,” Rome.  
2021 Workshop on “Mathematics of Subjective Probabilities,” Milano.  
2020 Conference on Mechanism Design and Institutions 2020, Klagenfurt (moved online)  
2019 EDEEM Doctoral Summer Workshop in Economics, Venice.  
2019 “Social Interactions in Epistemology and in Economics,” CIBS, Copenhagen.  
2019 1<sup>st</sup> CoCoLab “Workshop in Economics and Psychology,” Nice.  
2017, 2018 “Workshop on Psychological Game Theory” (Norwich 2017, Soletto 2018).  
2017 “Theoretical Aspects of Reasoning about Knowledge” (TARK), Liverpool.  
2017 “Microfoundation of Expectations” Max Plank Institut, Leipzig.  
2016 “Logic, Decision and Interaction,” Lorentz Center, Leiden.  
2015 Summer School “New Approaches to Political Economy,” Canazei (Trento).  
2015 Workshop “Knightian Uncertainty in Strategic Interactions and Markets,” Bielefeld.  
2014 Tutorial at the “Games and Decisions 2,” workshop, Scuola Normale Superiore, Pisa.  
2014 The 11th Conference on “Logic and the Foundations of Game and Decision Theory,” Bergen.  
2014 Workshop on “Communication, Reciprocity, and Beliefs,” Rome.  
2013 “Psychology in Game Theory,” EEA conference, Gotheborg.  
2013 Tutorial at the “Games and Decisions” workshop, Scuola Normale Superiore, Pisa.  
2013 “Workshop on Bounded Rationality,” Paris.  
2012 Roundtable on Knowledge and Rationality, conference on “The Constructive in Logic and Applications,” CUNY, New York.  
2011 “Game Theory Festival,” SUNY at Stony Brook.  
2010 Tenth World Congress of the Econometric Society, Shanghai.  
2010 “Game Theory Festival, Workshop on Epistemic Game Theory,” Stony Brook.

### **Invited seminars (2011-present)**

University of Bonn, Chapman University, University of Edinburgh, University of Glasgow, Tinbergen Institute, Amsterdam; MIT and Harvard University (joint theory seminar, twice); Yale University (twice); UCLA (twice); INSEAD, Fontainebleau, Paris; Paris Game Theory Seminars, Institute Poincaré (twice), Paris; New York University (three times); California Institute of Technology (twice); University of Southern California; University of Arizona (three times); University of Michigan, Ann Arbor; Princeton University (twice); One World Mathematical Game Theory Seminar (Gamenet); Queen Mary University of London, Institute of Mathematical Economics, Bielefeld University (twice); University of Oxford; University of Gothenburg; UC Davis (twice); UC San Diego (twice); Georgetown University; Columbia University; Duke University; University of Pennsylvania; University of Wisconsin, Madison; University of Zurich; HSS, University of Oslo; Paris School of Economics (twice); London School of Economics; Universidad Carlos III de Madrid; Universitat Pompeu Fabra, Barcelona; Università di Milano Bicocca; Boston University; UC Berkeley; Arizona State University, Phoenix; Northwestern University (twice); Université des Sciences Sociales, Toulouse (twice); Université Paul Sabatier, Toulouse; Dept. Economics, MIT; University of Paris 1; University of Bilbao; Università di Siena; Politecnico di Milano (twice); University of Nottingham; University of Copenhagen; University of Southern Denmark, Odense; LUISS, Rome, University of Venice Ca Foscari, Nazarbayev University, University of Bergamo, University of Naples Federico II.

### **Presentations at Conferences (2011-present)**

2024	AMASES, Ischia.
2022	5 <sup>th</sup> UNIBG Industrial Organization Winter Symposium, Tonale (Pontedilegno).
2022	CIMEO Workshop in Experimental Economics, Rome.
2020	Twelfth World Congress of the Econometric Society, Bocconi U. (moved online).
2019	The Economics of Social Interactions, Venice.
2017,' 18,' 22	EEA-ESEM Conference (Lisbon, Cologne, Milano).
2017	EUI Alumni Conference, Fiesole (Florence).
2006 – 19, 2022 – 25	“CSEF-IGIER Symposium on Economics and Institutions,” Anacapri.
2017	Stochastic Methods in Game Theory, Erice.
2016, 2017	D-TEA (Decisions: Theory, Experiments, and Applications),” Paris.
2016	SIE conference, Milan.
2016	“Advances in Decision Making,” Politecnico di Milano.
2016	40th Anniversary of the EUI Economics Department, Fiesole (Florence).
2015	Eleventh World Congress of the Econometric Society, Montreal.
2011,' 13,' 19,' 23,' 25	SAET conference on “Advances in Economic Theory,” Faro, Paris, Ischia, Paris, Ischia.
2013	“Game Theory at the Universities of Milano III,” Milan.
2012	Fourth World Congress of the Game Theory Society,” Istanbul.
2011	RUD conference, Torino.
2011	IMEBE conference, Barcelona.

### Reviewing Activity

*American Economic Review, Economic Journal, Economic Theory, Economics and Philosophy, Econometrica, European Economic Review, Games and Economic Behavior, International Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Literature, Journal of Economic Theory, Journal of the European Economic Association, Journal of International Economics, Journal of Mathematical Economics, Journal of Political Economy, Management Science, Mathematical Social Sciences, Proceedings of the National Academy of Sciences, Quarterly Journal of Economics, The Rand Journal of Economics, Review of Economic Studies, Theory and Decision, AXA, ERC, FNS, NSF, MIUR, Israel Science Foundation.*