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Education

Ph.D. in Economics, New York University, 2012-2018 (expected)
Thesis Title: *Essays in Attention, Communication and Coordination*
M.A. in Economics (Summa Cum Laude), International School of Economics at TSU (ISET), 2010-2012
B.Sc. in Mathematic (Honors), Ivane Javakhishvili Tbilisi State University (TSU), 2006-2010

References

Professor Andrew Schotter
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Professor Alessandro Lizzeri
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Professor Andrew Caplin
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Professor Guillaume Fréchet
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Teaching and Research Fields

Microeconomic Theory, Experimental Economics and Behavioral Economics.

Teaching Experience

Summer 2016 Intermediate Microeconomics, NYU, Instructor.
Spring 2014–16 MA Microeconomics, NYU, teaching fellow for Anna Adachi and James Hodge.
Fall 2015 Undergraduate Statistics, NYU, teaching fellow for Xiaochen Fan.
Fall 2014 Undergraduate Statistics, NYU, teaching fellow for Unurjargal Nyambuu.
Spring 2012 MA Econometrics, ISET, teaching fellow for Karine Torosyan
Fall 2011 MA Macroeconomics, ISET, teaching fellow for Yaroslava Babych
Summer 2011–12 MA Mathematics, ISET, teaching fellow for Tornike Kadeishvili.

Research Experience

Summer 2014–16 Center for Experimental Social Science (CESS), Research Assistant
Summer 2011 National Bank of Georgia (NBG), Research Assistant

Professional Activities

Conferences and Seminar Presentations

2017 SITE Conference at Stanford University; Barcelona GSE Summer Forum; 28th International Conference on Game Theory at Stony Brook; ESA World Meeting, San Diego, CA; Columbia-NYU-Wharton Conference in Experimental Economics; North American ESA Meeting in Richmond, VA.

2016 SITE Conference at Stanford University; Barcelona GSE Summer Forum; Columbia-NYU-Wharton Conference in Experimental Economics; 27th International Conference on Game Theory at Stony Brook; North American ESA Meeting in Tucson, AZ.

2015 North American ESA Meeting in Dallas, Texas.

Summer School

2016 Russell Sage Foundation 12th Summer Institute in Behavioral Economics

Co-organizer

2015-2016 Microeconomics Student Lunch, NYU

Honors, Scholarships, and Fellowships

2017–2018 Dean’s Dissertation Fellowship, NYU
2012–2017 Henry M. McCracken Fellowship, NYU
2012–2014 Dean’s Supplementary Fellowship Grant, NYU
2010–2012 Future Leader Scholarship, ISET
2010–2012 Full scholarship for MA program, TSU
2007–2010 Presidential Scholarship, TSU
2006–2010 Full scholarship for BSc program, TSU

Publications outside of Economics

Avoyan, Ala (2013) “On the Galois Group of some Fuchsian systems,” *Journal of Mathematical Sciences*, Vol. 193, Issue 3 , pp. 359-363.

Avoyan, Ala and David Tsirekidze (2013) “Decomposition of an integer as a sum of two cubes to a fixed modulus,” *Matematički Vesnik*, Vol. 65, No. 3, pp. 383-386.

Research Papers

Communication in Global Games: Theory and Experiment (Job Market Paper)

I study the effects of communication and information sharing in the environments modeled by global games. These include speculative currency attacks, debt crises, bank runs, and political protests. I characterize the equilibria and then test the theoretical predictions in the lab. Introducing simultaneous two sided cheap-talk communication induces an informative partially revealing equilibrium in which individuals only share their intended actions. Communication improves welfare in two distinct ways: (i) the payoff dominant equilibrium is selected for a larger interval of states and hence, the inefficiency region inherent in global games is reduced, and (ii) there is less miscoordination since players’ actions are more correlated.

A Road to Efficiency Through Communication and Commitment (with João Ramos)

We examine the efficiency gains of introducing a pre-play phase—allowing agents to communicate their intentions and commit to them—in a game with Pareto ranked equilibria. We focus on a game in which a Pareto inferior equilibrium is usually chosen. We first derive the theoretical conditions under which the efficient equilibrium is unique in the extended game and then we test our theory in the lab. The introduction of the pre-play revision phase increases the coordination on the Pareto dominant equilibrium, restoring over 50% of the efficiency lost in the standard setting. The results shed new light on cheap talk and reveal that a combination of communication and commitment leads to significantly higher welfare.

Attention In Games: An Experimental Study (with Andrew Schotter)

A common assumption in game theory is that players concentrate on one game at a time. However, in everyday life, we play many games and make many decisions at the same time, and, thus, we have to decide how best to divide our limited attention across these settings. In this paper we ask how players solve this attention-allocation problem and how their decision affects the way players behave in any given game when that game is viewed in isolation. We find that the attention of players is attracted to particular features of the games they play: the maximum payoff in the game, the minimum payoff, the degree of inequality in the game's payoff, whether the game has zero payoffs, the complexity of the game, and the type of game being played. Moreover, how much attention a subject gives to a particular game depends on the other game that he or she is simultaneously attending to.

Research in Progress

Paying For Inattention (with Giorgia Romagnoli)

We extend the model of costly information acquisition to the case where a decision maker is able to affect his own incentives to pay attention via an ex-ante redistribution of payoffs across states. We use this framework to derive a novel method to elicit the level and the cost of attention solely from observing the choices of payoff redistribution. While existing work in this literature typically involves enriched datasets (e.g., mouse and eye tracking, response times, stochastic choice data etc.) our method requires only standard choice data. We conduct an experiment and estimate the level and the cost of attention using our elicitation technique.

The Cost and the Reward of Lying in Cheap-Talk Games (with Nikhil Vellodi)

Cheap talk games are well known to suffer from multiplicity of equilibria. A common approach in addressing this issue is to appeal to refinement concepts that discipline the equilibrium set. However, a potential issue with such an approach is the presence of intrinsic costs of lying that, if left unmodeled, might affect the predictive accuracy of such refinements. We study a game experimentally that allows us to explicitly control for intrinsic costs of lying, by punishing or rewarding lying. The game is simple to implement, and makes sharp and contrasting predictions in the presence/absence of lying costs. We are thus able to make unbiased predictions on the efficacy of the various refinement concepts in question.

Research in Progress under NSF Grant: “Attention in Games and Decisions”

On the Consistency of Attention and Response Times (with Andrew Schotter and Elizabeth Schotter)

Attention Allocation in One Person Decision Problems (with Andrew Schotter and Elizabeth Schotter)