

Your essay

Possible topics

- Present your own signaling game in the style of the discrete model with two states of the world, two signals and two possible reactions to signals that we have seen in class: find all Nash equilibria and discuss possible applications of the model
- A summary and critical evaluation of Spence's (1973) model of signaling in the job market
- A summary and critical evaluation of Milgrom and Roberts's (1986) model of advertising as a costly signal

You can also suggest your own topic of investigation. If you want to do that, please discuss it with so that we can define the scope of your work suitable for this class. In any case, your investigation should be a formal game-theoretic study; it cannot be a purely verbal discussion.

Scope

A reader who has some basic knowledge in game theory but does not necessarily know signaling games should be able to follow your argument.

Deadline

Your final essay is due **April 30, 2021**.

Please send it to my address at Paris 2:
christina.pawlowitsch@u-paris2.fr

Language

The essay has to be written in English.

Format

It should be in pdf format, 6-10 pages, 12pt, single-spaced. No table of contents; no new page at the beginning of a new chapter or section; no logos or other ornaments.

The title page should indicate:

- The title of your paper
- Your name
- The course
- The date

For example:

A review and critical evaluation of Spence's model of costly signaling

Claire Malaurie

Term paper for the class

Applied Game Theory

Instructor: Christina Pawlowitsch

Master 1 ISF

Université Panthéon-Assas, Paris II

May 10, 2020

Your essay should have:

- an abstract and
- a reference list.

Pages should be numbered.

Standards of academic writing

Your essay – no matter if it is a review or presents original research – should respect the standards of academic writing.

Useful resources:

Turabian, Kate L. *A Manual for Writers of Research Papers, Theses, and Dissertations*, 8th ed. Revised by Wayne C. Booth, Gregory G. Colomb, Joseph M. Williams, and the University of Chicago Press Editorial Staff, Chicago: University of Chicago Press, 2013.

Online companion: <https://www.chicagomanualofstyle.org/turabian/toc.html>

University of Chicago Press. *The Chicago Manual of Style*, 16th ed. Chicago: University of Chicago Press, 2010.

Online companion: <https://www.chicagomanualofstyle.org/home.html>

Please note in particular that in an academic essay it is *not* admissible to copy-paste equations or other mathematical expressions from other papers. What can be imported from other papers are *figures* and *tables*. In that case, the source of that element has to be indicated. For example, if you use the game tree or game matrix of another paper, indicate in a caption where it is taken from.

Abstract

The abstract of your essay should not have more than 200 words.

Here is some advice – by two editors – about writing an effective abstract:

<https://www.insidehighered.com/advice/2017/02/23/importance-writing-effective-abstract-when-you-submit-journal-article-essay>

References

References are to be given in the author-date style as recommended by *The Chicago Manual of Style*:

https://www.chicagomanualofstyle.org/tools_citationguide/citation-guide-2.html

Example

Spence, M. 1973. "Job market signaling." *The Quarterly Journal of Economics* 87 (3): 355–374.