Abstract

Games with frames
The way agents interact with each other crucially depends upon the way they represent and interpret their interactive situation. Game theory has been reluctant to explicitly introduce cognitive representations of interaction, assuming instead that a “game” captures the true structure of the world, and that this is common knowledge among the players. In this talk, I will discuss some (allegedly oversimplified) ways to make game theory more cognitively informed. I will present some recent research that introduces cognitive representations (labelled as “frames”) in games. As illustrations, I will address issues such as how conflict may be triggered by cognitive representations and not just by conflicting interests; how cognition may affect coalition building and collective action; and how a cognitively informed game theory may help to analyze issues of linguistic misunderstandings and misattribution of intentions.

Biography:

Massimo Warglien is a professor at the Department of Management, Università Ca' Foscari, Venezia. He is a board member of the Centre for the Humanities and Social Change and the director, Center for Experimental Research in Management and Economics, Ca' Foscari.