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Manipulation of Choice Behavior

by Paola Manzini, Marco Mariotti, Christopher J. Tyson
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Abstract:

We introduce and study the problem of manipulation of choice behavior. In a class of two-stage models of decision making, with the agent's choices determined by three "psychological variables," we imagine that a subset of these variables can be selected by a "manipulator." To what extent does this confer control of the agent's behavior? Within the specified framework, which overlaps with two existing models of choice under cognitive constraints, we provide a complete answer to this question.

Text: See [Discussion Paper No. 5891](#)



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