

Propositions

attached to the thesis

Essays on Strategic Communication

Zara Sharif

Erasmus University Rotterdam

2 June 2016

I

Parties with easier access to information tend to influence decisions more often. However, in expectation final decisions do not depend on the relative strength of parties.

(Chapter 2)

II

Forcing parties to reveal information discourages their incentives to become informed.

(Chapter 2)

III

Bureaucracy leads to implementation of too many public projects that are on average not too large.

(Chapter 3)

IV

If information supplied by an agent is relevant not only for the amount of spending to allocate towards a project but also for the decision to implement the project, then communication from the agent deteriorates.

(Chapter 3)

V

An informed decision-maker can extract relatively precise information from an agent who shares his values.

(Chapter 4)

VI

Although agents external to an organization are detached from the organizational goal, managers may prefer to take advice from them instead of relying on agents within the organization.

(Chapter 4)

VII

Firm managers can motivate worker initiative by communicating with them their role in the organizational goal instead of simply allocating or delegating tasks to them.

VIII

Fear-mongering is a means to achieve majority approval for the uninformed opinions of a phobic few.

IX

Habits do not require rewards once they are fully formed, unless the habit is the reward and not the action.

X

Individual behavior is affected by social categories, such as gender, if people think of themselves in terms of social categories, and only if self-image is a function of social categories.

XI

Curiosity is easy to satisfy, often with stories of how things have gone with others.