

Rationalizable Persuasion*

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Abstract

We analyze multi-receiver Bayesian persuasion games with heterogeneous beliefs, originating from Kamenica and Gentzkow (2011). We directly examine the sender's messages, which are supported by rationalizability. With no strategic interactions at the stage game, the sender's optimization problem can be viewed as a set of linear programming problems. We also show some generic properties of solutions. With strategic interactions at the stage game, we provide examples on two aspects of communication (only arising with the receivers' strategic interactions): "talking about others privately" and "tacit understandings", of which the latter is implied by forward induction.

Keywords: Bayesian Persuasion Games, Multiple Receivers, Heterogeneous Beliefs