

Abstract: We study coordination games with pre-play communication in which agents have private preferences over the feasible coordinated outcomes. We present a novel intuitive equilibrium strategy with the following properties: (1) each agent reports his preferred outcome (and nothing else), (2) agents never miscoordinate, (3) if the agents have the same preferred outcome, then they coordinate on this outcome, and (4) otherwise, there is a “fallback norm” that determines the coordinated outcome. We show that this behavior is essentially the unique renegotiation-proof strategy, and that it satisfies appealing properties: independence of the distribution of private preferences, Pareto optimality, high ex-ante expected payoff, and evolutionary stability.