

# **Rick Harbaugh**

**Associate Professor of Business Economics at Indiana University, Kelley School of Business**  
Bloomington, IN, US

Rick Harbaugh's research focuses on game theory, managerial economics, the Chinese economy and internet economics.

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## **Biography**

Rick Harbaugh's research analyzes how firms and individuals can credibly convey information?how a firm can prove that its products are high quality, how an advertisement can successfully persuade a consumer, how a stock analyst can credibly rate a stock, or how a manager can prove her ability. Harbaugh shows that costless, unverifiable "cheap talk" is a more powerful communication tool than one might think (Cheap Talk Comparisons, Best Foot Forward, Comparative Cheap Talk, Persuasion by Cheap Talk, Biased Recommendations, Persuasive Puffery) and that costly "signaling" and verifiable "persuasion" are less reliable communication tools than one might think (Countersignaling, False Modesty, Label Confusion, Coarse Grades).

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## **Industry Expertise**

Research, Education/Learning, Market Research

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## **Areas of Expertise**

Managerial Economics, Internet Economics, Chinese Economy, Game Theory

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## **Secondary Titles**

Robert James Waller Professor in Economics and Personal Freedom

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## **Event Appearances**

### **Biased Recommendations**

International Industrial Organization Conference

### **Comparative Price Signaling by a Multiproduct Monopolist**

Vlth Conference on the Economics of Advertising

### **Persuasive Puffery**

Informs Marketing Science Conference

### **Coarse Grades**

International Industrial Organization Conference

## **Label Confusion**

International Industrial Organization Conference

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## **Education**

**Yale School of Management**

Postdoctoral Study

**University of Pittsburgh**

Ph.D. Economics

**National Taiwan University**

M.A. Economics

**University of Pennsylvania**

B.A. (Hons) Economics

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## **Accomplishments**

**Dean's Teaching List**

2004, 2005, 2006, 2008, 2009, 2011 Awarded by the Kelley School of Business at Indiana University

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