

Social Learning with Heterogeneous Preferences

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INTRODUCTION

- ▶ **observational learning** has been shown to be a powerful tool for spreading information in society.
- ▶ e.g.: Green Revolution in the developing world.
- ▶ farmers observe their neighbors using new technologies and techniques and copy their behavior.
- ▶ (Krishnan, Patnam 2014) on seeds and fertilizers in Ethiopia.
 - ▶ social learning has long-lasting impacts, unlike direct outreach.

INTRODUCTION

- ▶ evidence that heterogeneity significantly hinders diffusion of technology via social learning.
 - ▶ (Beaman, Dillon 2018) social learning is different according across genders, depending on the structure of the networks and seeding strategies.
 - ▶ (De Groote et al 2016) information about agricultural practices spread more than info about nutrition.
- ▶ **question:** how severe can the impact of heterogeneity (of preferences) on social learning be?
- ▶ **answer:** arbitrarily small amounts of heterogeneity can totally breakdown accumulation of information through social learning.

THIS PRESENTATION

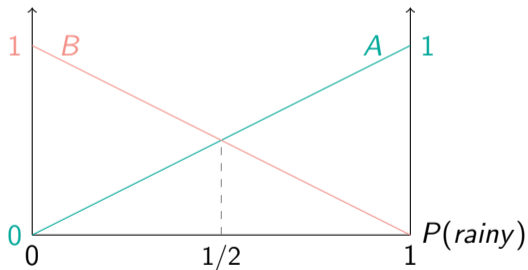
- ▶ in this presentation, I'm going to show that heterogeneity of preferences is associated with **loss of information** throughout time.
- ▶ an example where heterogeneity of preferences leads agents' actions to reflect only their own private signal. **[anti-herding ex]**
- ▶ a **necessary condition** that, if not met, information fails to aggregate well for any sequence of unbounded signal structures. **[th 1]**
- ▶ **robustness result**: information aggregates well for any sequence of unbounded signal structures if and only if a certain condition is met. **[ths 2/3]**
 - ▶ condition limits the amount of heterogeneity: coarsening of preferences must converge to that of a fictitious agent.
- ▶ different **priors** may lead to different asymptotic robustness results. **[th 4]**

TOY MODEL

- ▶ there are \mathbb{N} farmers along an infinite road.
- ▶ each farmer decides whether to grow either A(vocados) or B(ananas) for their own consumption.
- ▶ rainy seasons benefit Avocados, and dry seasons benefit Bananas.
- ▶ before deciding what to grow, each farmer gets a private signal on how rainy the season will be.
- ▶ they also observe what their neighbor to the left decided to grow.

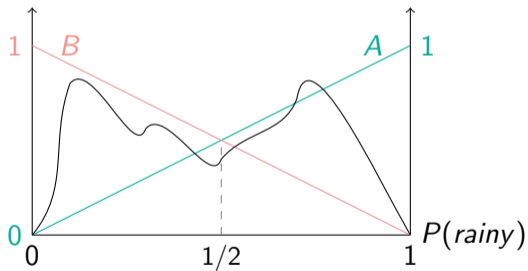
TOY MODEL

- ▶ 1st case (Acemoglu, Dahleh, Lobel 2011): everyone likes A and B equally.
- ▶ payoff is 1 if (Avocado, rainy) or (Banana, dry) and 0 otherwise.



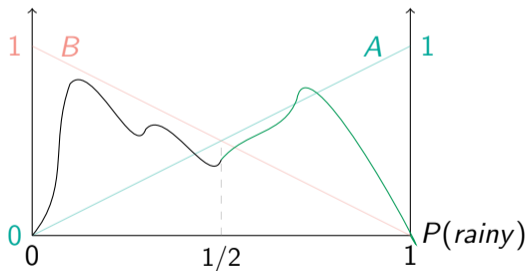
TOY MODEL

- ▶ the distribution of the first player's posteriors is shown below.
- ▶ payoff is 1 if (Avocado, rainy) or (Banana, dry) and 0 otherwise.



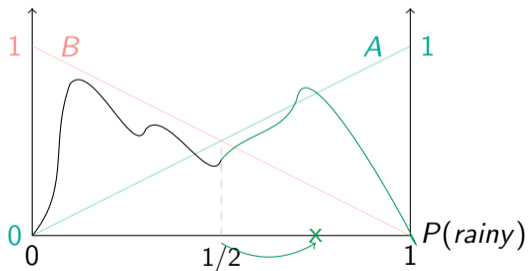
TOY MODEL

- ▶ suppose P2 observes that P1 chose A.
- ▶ P2 infers that P1's posterior was in the green part.
- ▶ P2 updates his belief to the average posterior in the green distribution.



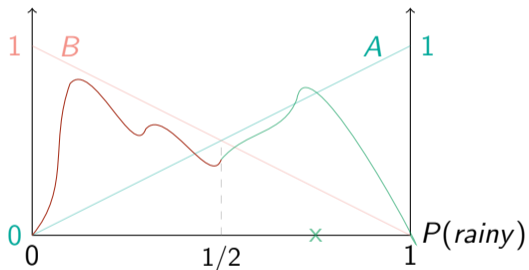
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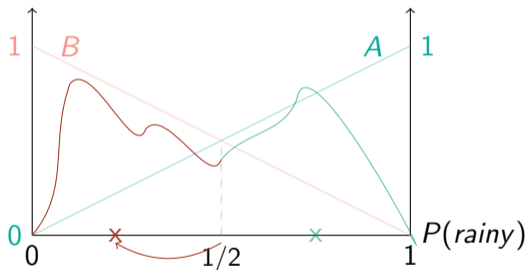
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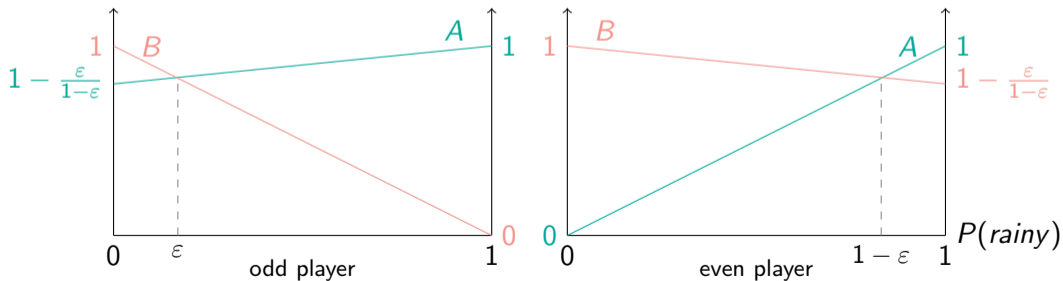


TOY MODEL

- ▶ (Acemoglu Dahlel Lobel 2011): this model has **asymptotic learning**.
 - ▶ in the limit, players take the same decision as the perfectly informed agent.
- ▶ **improvement principle** : a player can emulate the predecessor.
- ▶ by getting more info, she must be weakly better off. this converges to the informed payoff.

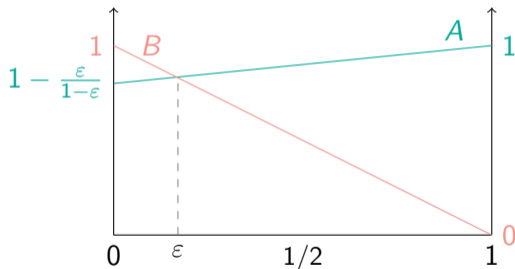
TOY MODEL - HETEROGENEOUS PREFERENCES

- ▶ 2nd case: an agent that doesn't mind bad A is followed by one that doesn't mind bad B, and vice-versa.
- ▶ common prior still $1/2$;
- ▶ with small prob ϕ , agents get a perfectly informative signal; otherwise, uninformative signal.



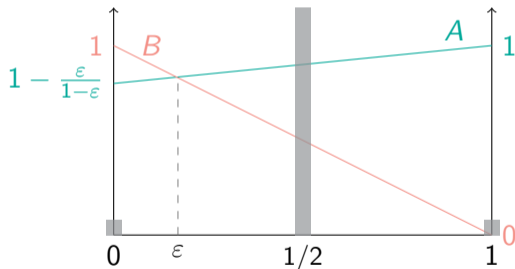
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- ▶ let's see how the first player behaves.
- ▶ P1 only plants Bananas if she learns the season will be dry.



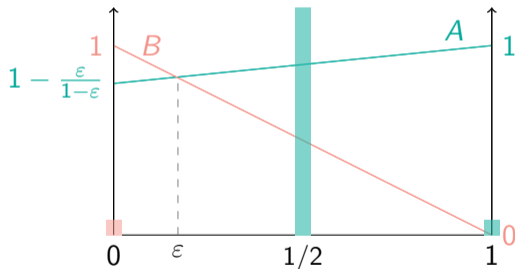
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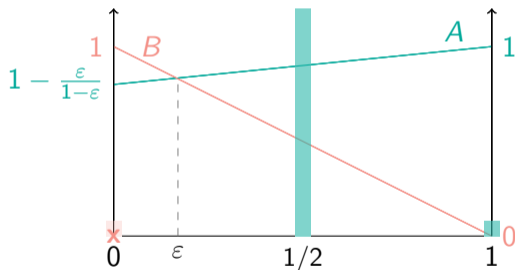
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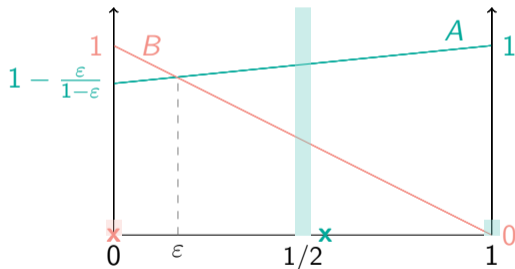
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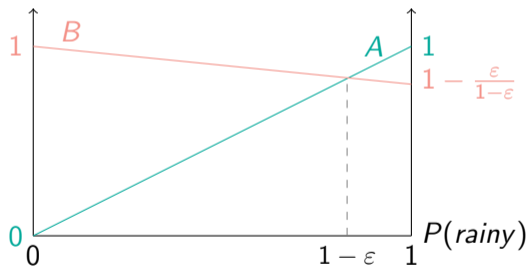
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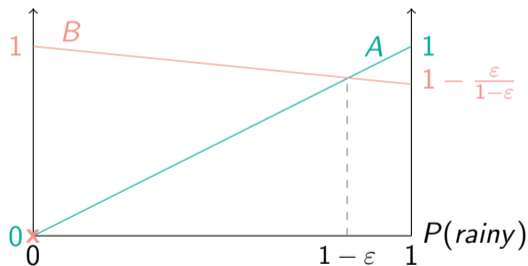
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- ▶ if P2 observes P1 planting B, he learns the state to be dry.



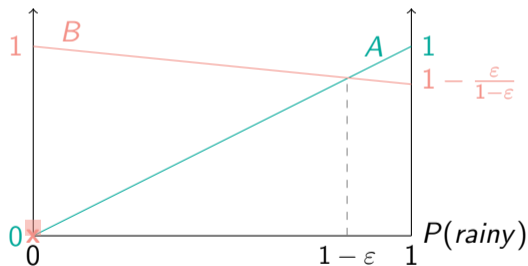
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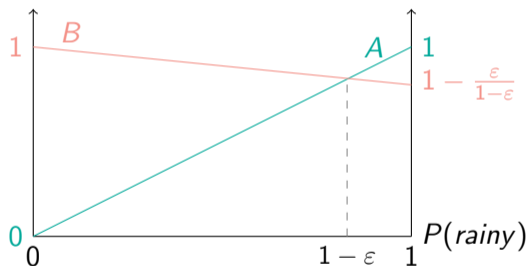
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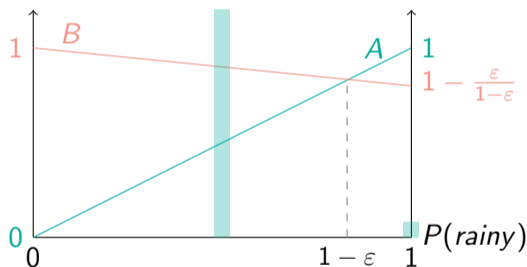
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- ▶ if P2 observes P1 planting A, he slightly updates his prior.



- ▶ P2 only plants A if he gets a signal that reveals the season to be rainy.

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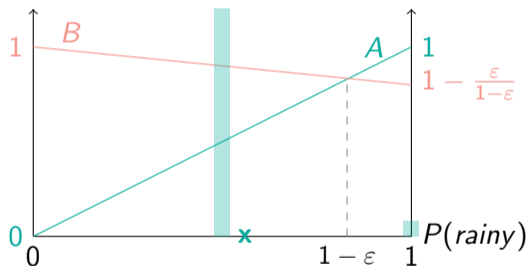
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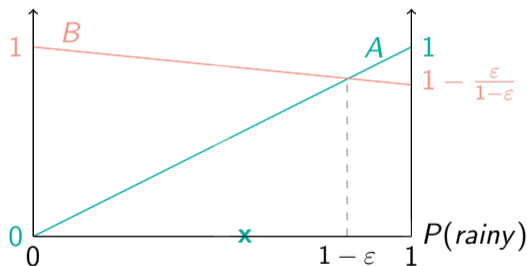
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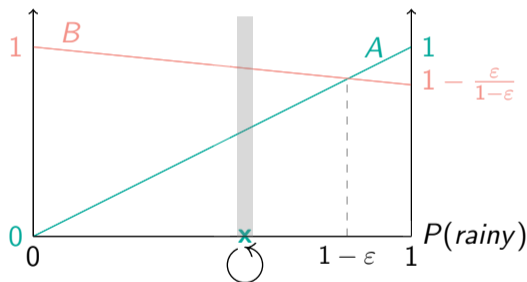
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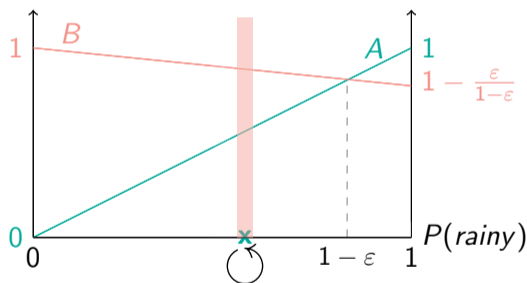
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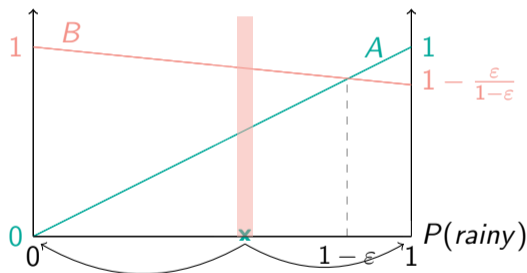
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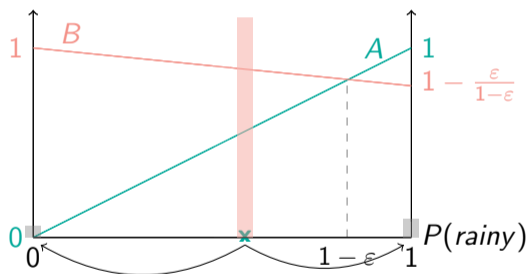
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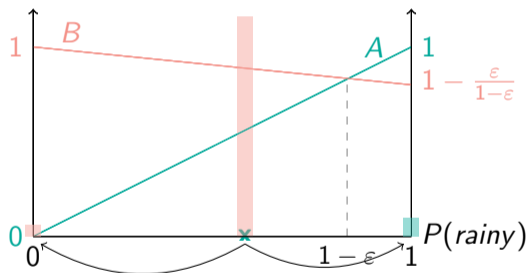
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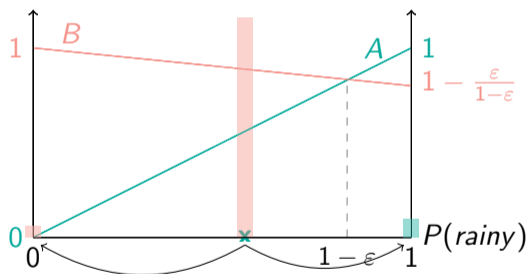
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TOY MODEL - HETEROGENEOUS PREFERENCES

- ▶ induction: players will only plant the fruit they “dislike” when they get a private signal saying that it’s a good season for it.
- ▶ a player’s action will be **uninformative** about past players’ information.
 - ▶ **anti-herding**: player’s actions only reflect their private information.
 - ▶ opposite of herding (Bikhchandani Hirshleifer Welch 92, Banerjee 92).
- ▶ information fails to accumulate over generations.
- ▶ in this talk, i’ll show that:
 - ▶ this failure depends on heterogeneity of preferences;
 - ▶ arbitrarily small heterogeneity of preferences can lead to breakdown of info accumulation;
 - ▶ discuss extensions, such as optimal network design.

THE MODEL

- ▶ discrete time model: $t = 1, 2, 3, \dots$
- ▶ at each period, a different player i gets to play.
- ▶ (*finite*) space of uncertainty Θ .
 - ▶ common prior $\mu \in \Delta(\Theta)$.
- ▶ player i maximizes $u_i : A_i \times \Theta \rightarrow \mathbb{R}$ uniformly bounded by M .
 - ▶ $\{u_i\}_i$ is **common knowledge**.
 - ▶ (A_i is finite).
 - ▶ for all θ , i has a uniformly strict best response at δ_θ .
- ▶ information structure:
 - ▶ each player i gets a private signal s_i , that induces conditional distribution over posteriors $F_\theta^i \in \Delta(\Delta(\Theta))$.
 - ▶ player i observes the action taken by his immediate predecessor.
 - ▶ “no herding” suff condition (e.g.: arbitrarily precise signals or gaussian signals).
- ▶ model: $\{\Theta, \{A_i, u_i\}_i, \{\{F_\theta^i\}_\theta\}_i\}$.

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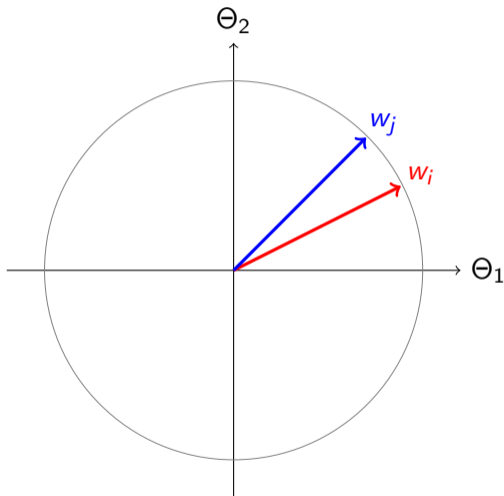
INFO STRUCTURE ASSUMPTIONS

- ▶ **assumption 1:** “no herding sufficient assumption”
 - ▶ arbitrarily precise signals (based on Smith Sorensen 2000): $\delta_\theta \in \text{supp}F_\theta^i$.
 - ▶ gaussian signal structure (as Example 1).

- ▶ **assumption 2:** informativeness level of the signal structure bounded away from zero: $I(\mu, \{F^i\}_i) > \varepsilon$ for some ε .

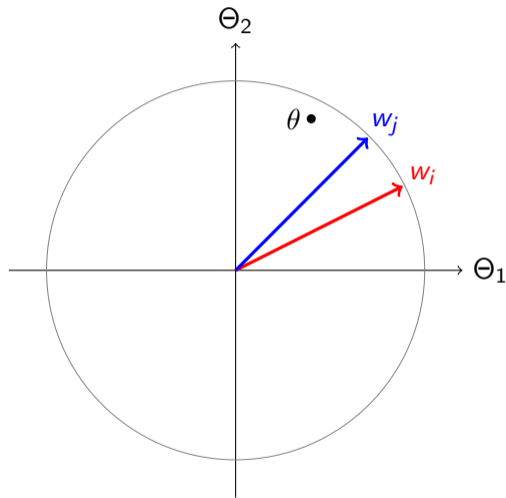
EXAMPLE 2: GAUSSIAN WORLD

- ▶ $\Theta = \mathbb{R}^2 = \Theta_1 \times \Theta_2$
- ▶ $u_i(a, \theta) = -(a - w_i \cdot \theta)^2$
 - ▶ $A_i = \mathbb{R}$ (actions are scalars)
 - ▶ $\|w_i\| = 1$
 - ▶ w_i determines what dimension i cares about.
- ▶ $\mu \sim N(0, I)$
- ▶ $s_i = \theta + \varepsilon_i$, where $\varepsilon_i \sim N(0, \Sigma)$



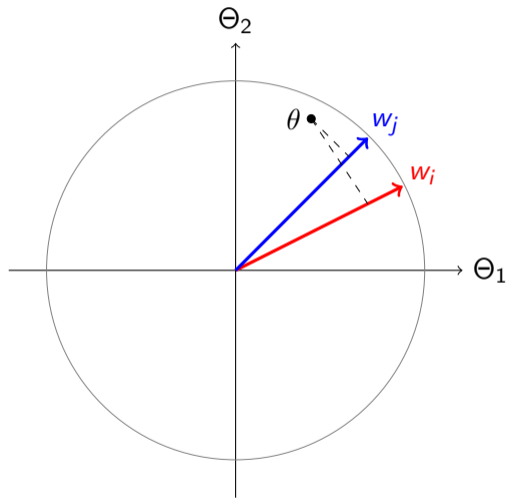
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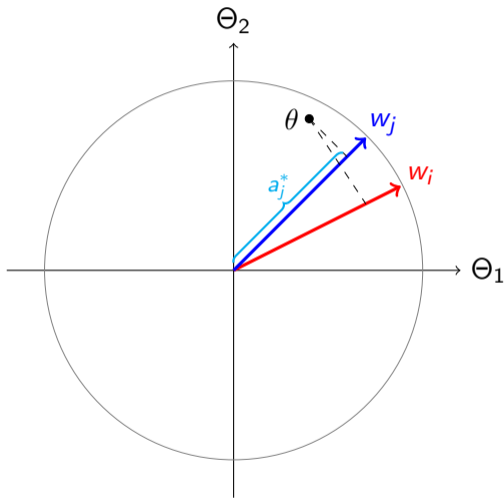
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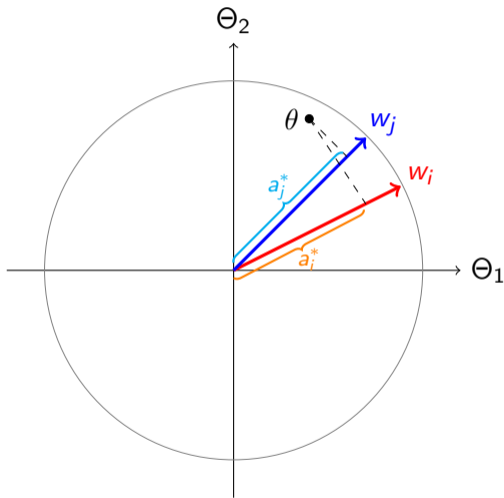
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BENCHMARK: ASYMPTOTIC LEARNING

DEFINITION 1

The model features **asymptotic learning** if, in equilibrium σ^* , agents get arbitrarily close to the best payoff possible for the true state of the world. That is,

$$|u_i(\sigma_i^*, \theta) - \max_a u_i(a, \theta)| \rightarrow_p 0.$$

THE GAUSSIAN EXAMPLE

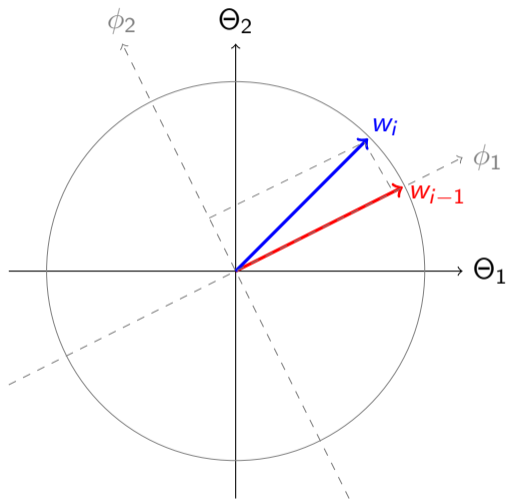
- ▶ let's see if asymptotic learning happens under the Gaussian example.

PROPOSITION 1

In the Gaussian World model, asymptotic learning happens if and only if the preference vectors converge to being on the same direction, that is, if

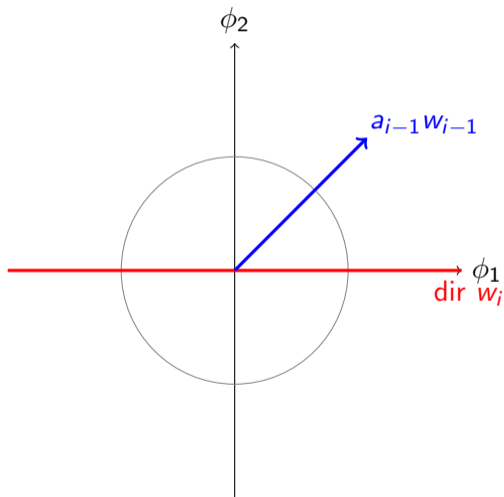
$$\lim_{i \rightarrow \infty} |w_i \cdot w_{i+1}| = 1.$$

THE GAUSSIAN EXAMPLE



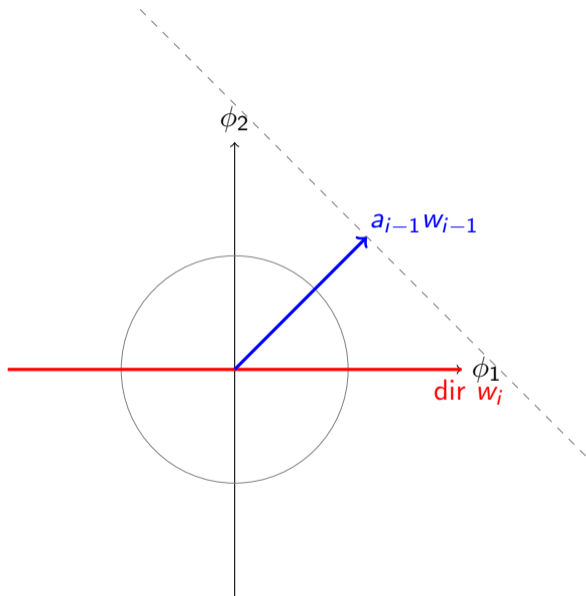
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- ▶ suppose predecessor is perfectly informed.
- ▶ by observing the predecessor's actions, the posterior will have support only on the dimension orthogonal to the predecessor's preferences w_{i-1} .



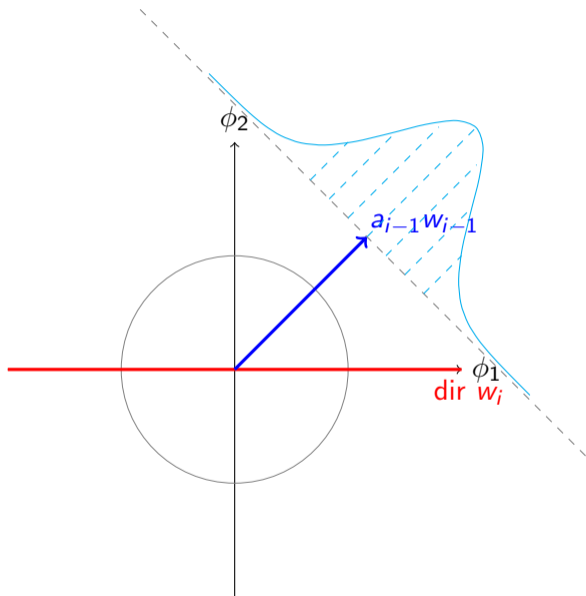
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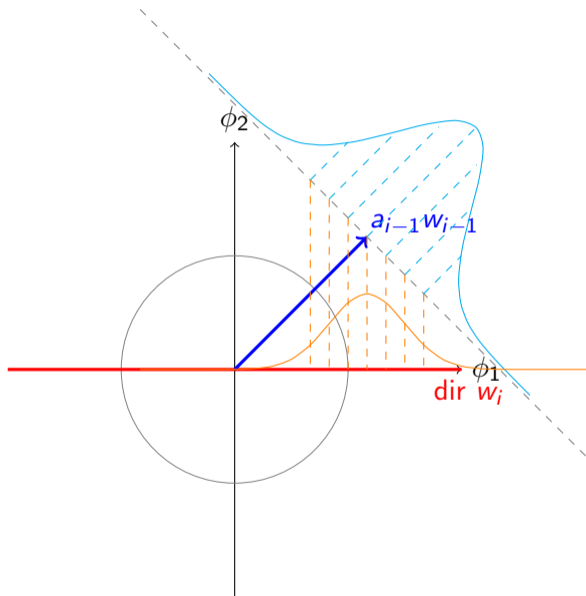
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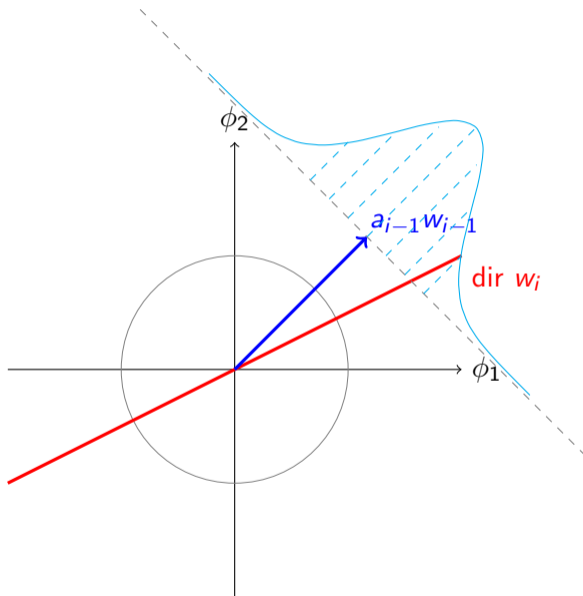
THE GAUSSIAN EXAMPLE

- ▶ but what matters for the successor is the projection of that interim belief onto the direction w_i .



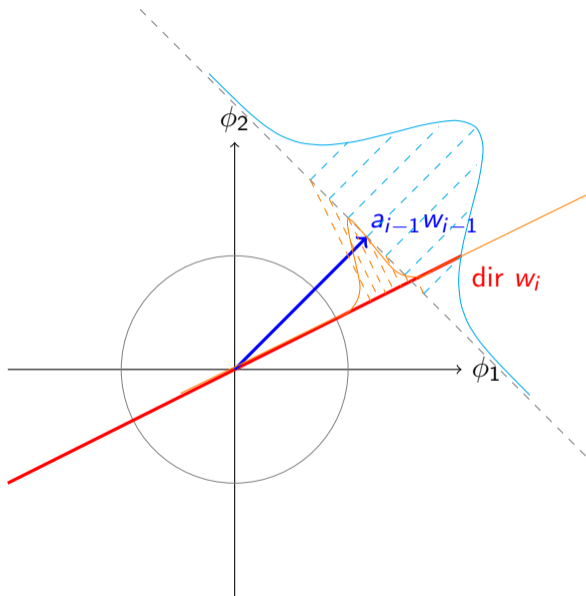
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- ▶ as the directions converge, those projections give rise to a posterior with lower variance.

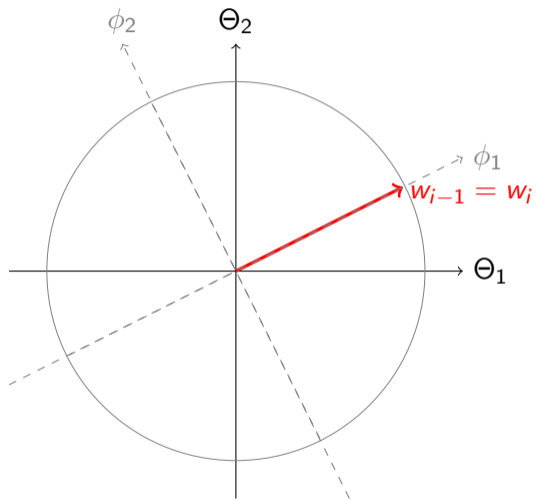


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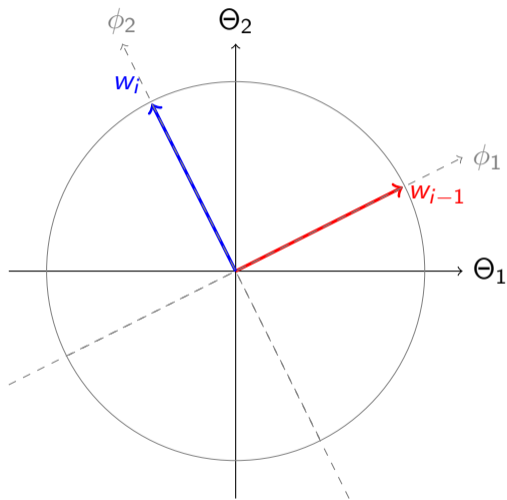
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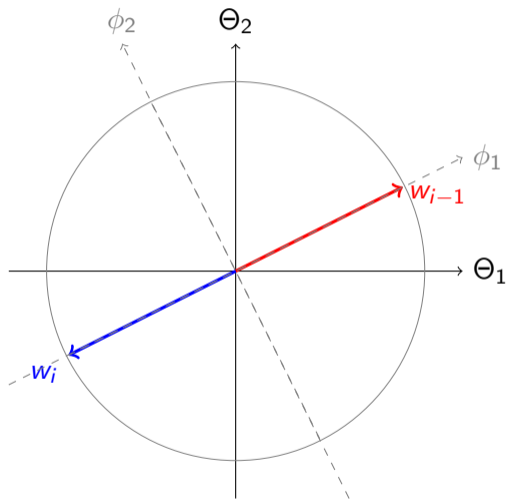
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INFORMATIONAL CONTENT OF BEHAVIOR AT CERTAINTY

- ▶ the Gaussian world suggests that players must care about the same “aspects” of the world, at least at certainty.

DEFINITION 2

A **best-response correspondence** for player i is a mapping $BR_i : \Delta(\Theta) \rightrightarrows A_i$ such that

$$BR_i(\tilde{\mu}) = \arg \max_{a \in A_i} \mathbb{E}_{\tilde{\mu}}[u_i(a, \theta)].$$

DEFINITION 3

Player i 's **informational content of behavior at certainty** is a partition X_i of Θ such that :

$$BR_i(\delta_\theta) = BR_i(\delta_{\theta'}) \iff \exists x \in X_i \text{ such that } \theta, \theta' \in x$$

INFORMATIONAL CONTENT OF BEHAVIOR AT CERTAINTY

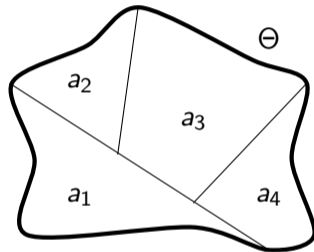


FIGURE: illustration of an informational content of behavior at certainty

INFORMATIONAL CONTENT OF BEHAVIOR AT CERTAINTY

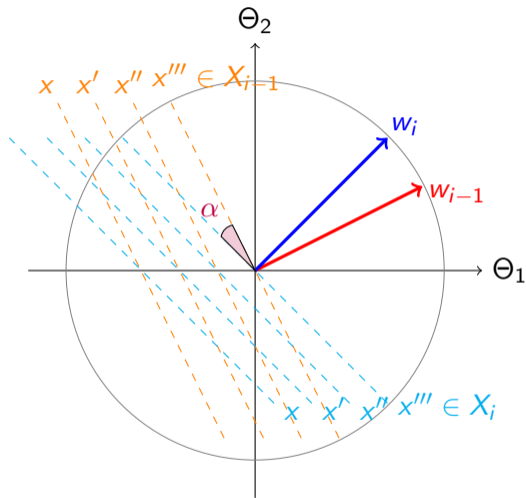


FIGURE: illustration of an informational content of behavior at certainty for the gaussian world. $\alpha \rightarrow 0$ iff $VI(X_i, X_{i-1}) \rightarrow 0$.

THEOREM 1 - A NECESSARY CONDITION

THEOREM 1

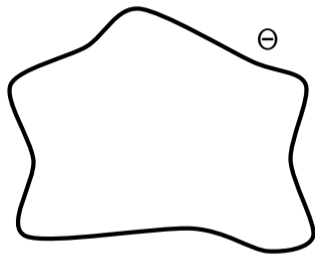
The existence of a partition X of Θ such that the sequence of informational contents at certainty converges to X , $\{X_i\} \rightarrow X$, is a necessary condition for the model to have asymptotic learning.

► The Metric of Convergence (Variation of Information)

THEOREM 1 - SKETCH OF THE PROOF

- ▶ perfectly informed predecessor as the benchmark.
- ▶ “discrepancy sets”
 - ▶ states that wouldn't be maximized by learning X_{i-1} .

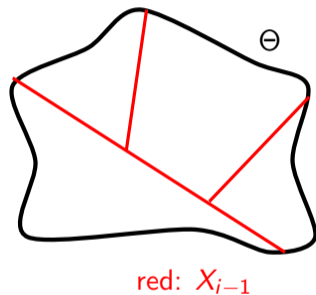
$$SD_i = \{\theta : BR_i(X_{i-1}(\theta)) \neq BR_i(\delta_\theta)\}$$



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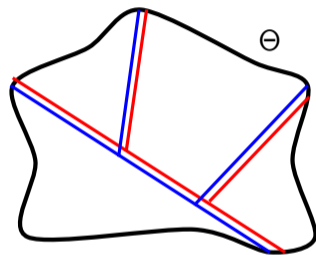
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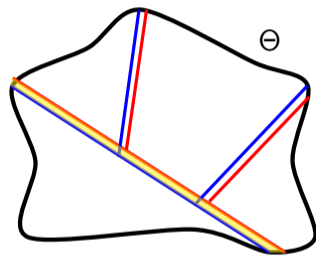
red: X_{i-1}

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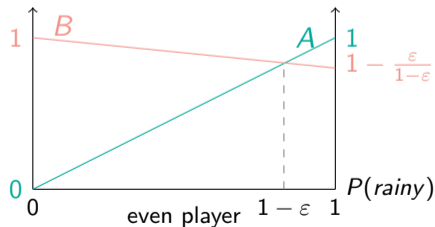
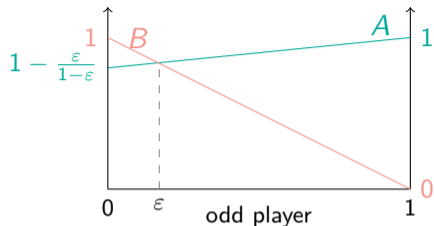


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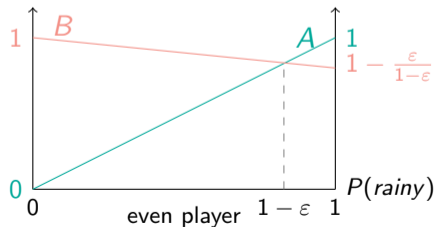
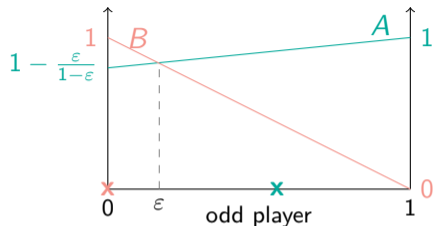
NECESSARY BUT NOT SUFFICIENT

- ▶ similar behavior at certainty is **necessary**, but is it **sufficient**?
- ▶ no. counterexample: anti-herding model.
- ▶ informational content at certainty is the same for all players.
 - ▶ $X_i = \{\{\text{dry}\}, \{\text{rainy}\}\}$
- ▶ as we established, there is no asymptotic learning.



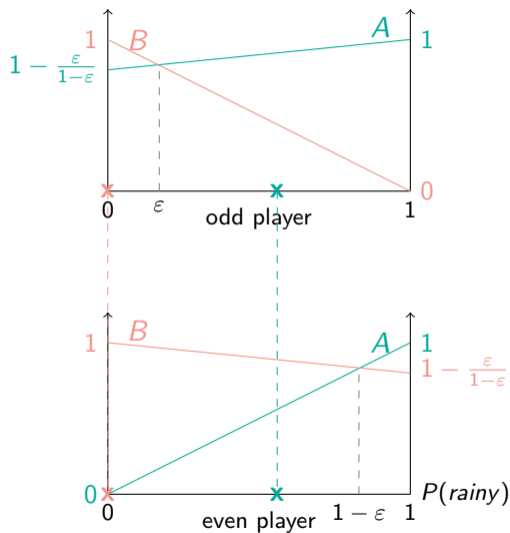
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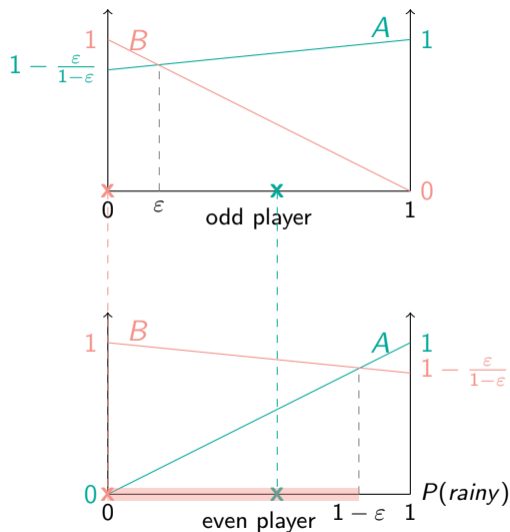
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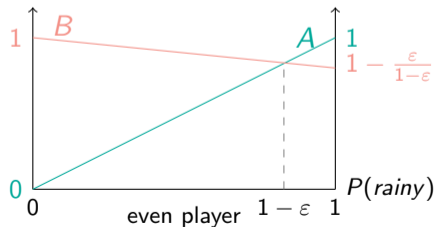
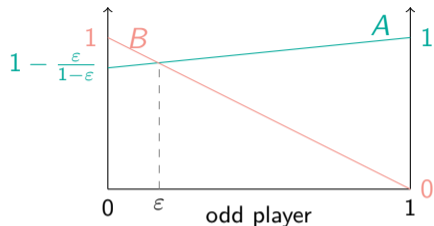
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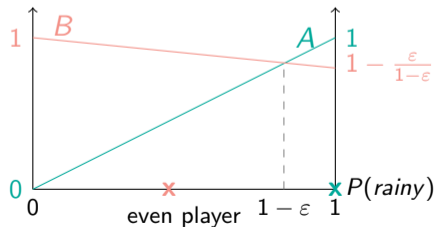
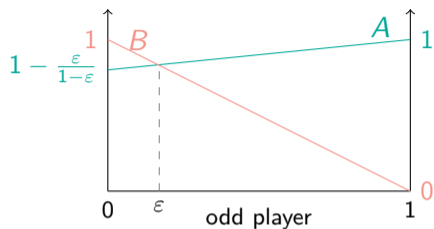
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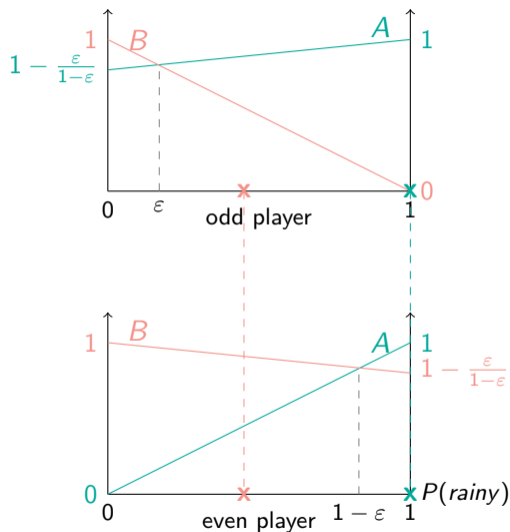
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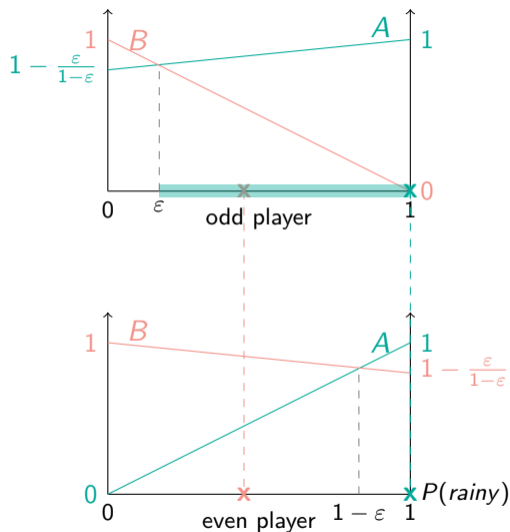
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THEOREM 2

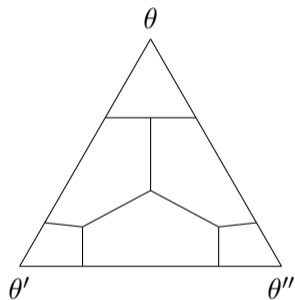
- ▶ **intuition:** the driving force in the anti herding example is that precise beliefs get contaminated by beliefs close to the prior, losing the strength of the accumulation over time.
- ▶ Theorem 2 shows a sufficient condition to avoid that contamination for every signal structure.

DEFINITION 4

A **best response coarsening for player i** is a partition C_i of $\Delta(\Theta)$ such that for every $c \in C_i$, there exists a subset $\tilde{A} \subseteq A_i$ for which $c_i = \bigcup_{a \in \mathcal{P}\tilde{A}} BR_i^{-1}(a)$.

A best response coarsening is **convex** if all its elements are convex sets.

THEOREM 2



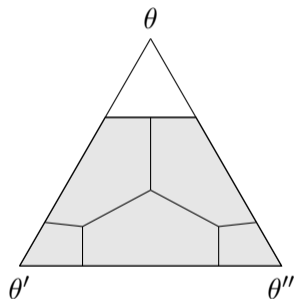
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THEOREM 2



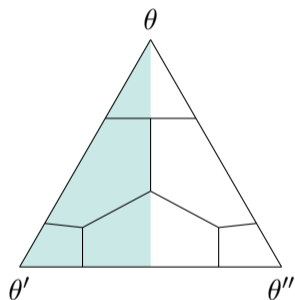
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- ▶ the partition {white triangle, gray diamond} is a convex coarsening of this player's best response partition.

THEOREM 2



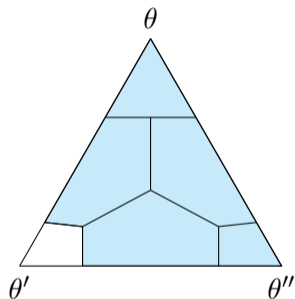
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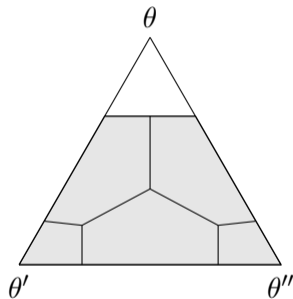
- ▶ suppose we have a player with this best response partition.
- ▶ the partition {white diamond, blue area} is a coarsening of this player's best response partition, but is not convex.

THEOREM 2 - SEPARATION

DEFINITION 5

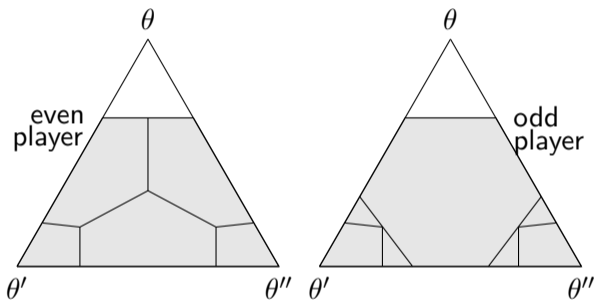
An event $e \subseteq E \subseteq \Theta$ is **separated** at E if there exists a sequence of best response coarsenings of $\Delta(E)$, $\{C_i\}$, that converges to a convex partition C of E such that:

- ▶ there exists $c \in C$ for which $\delta_e \subseteq c$, and
 - ▶ $\delta_{e^c} \cap c = \emptyset$.
- ▶ in this example, if the sequence of best response partitions converges to the one illustrated on the right, then $\{\theta\}$ is separated.



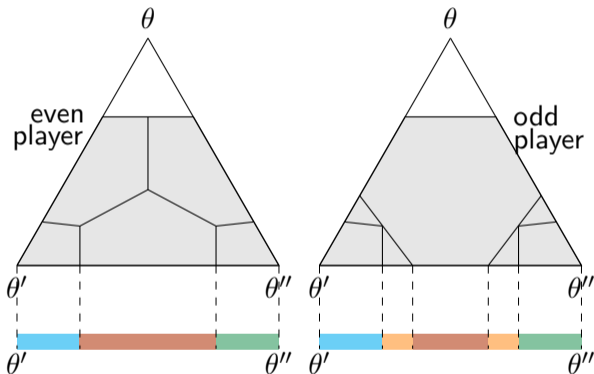
THEOREM 2 - SEPARATION

- ▶ theorem 2 will show that if $\{\theta\}$ can be separated, then, in the limit, players will be able to learn if the event is $\{\theta\}$ or $\{\theta', \theta''\}$.
- ▶ but then we can use the same criterium to try to distinguish between θ' and θ'' .
- ▶ in the second round, we can merge the orange and the pink areas, and separate θ' and θ'' .



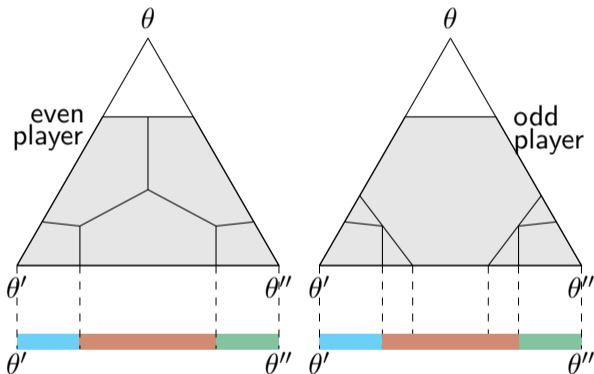
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THEOREM 2 - ITERATION PROCESS

- ▶ consider the following iteration algorithm:
 - ▶ set $t = 0$ and $S_0 = \{\Delta(\Theta)\}$;
 - ▶ consider each element $E \in S_t$. find the finest partition of E such that all of its elements can be separated at E . call this partition P_E
 - ▶ set $S_{t+1} = \times_{E \in S_t} P_E$.
 - ▶ if $S_{t+1} = \Theta$ or $S_{t+1} = S_t$, stop. otherwise, advance one step on t and return to step 2.

THEOREM 2

- ▶ may X be a partition of Θ such that $VI(X_i, X) \rightarrow 0$.

THEOREM 2

If the sequence of preferences leads the iteration algorithm to end at X , then the model will feature asymptotic learning for any sequence of unbounded signal structures.

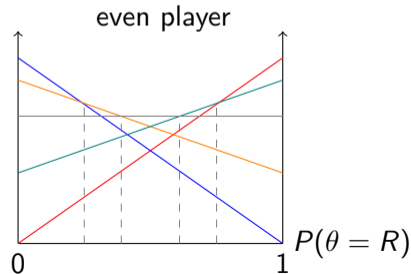
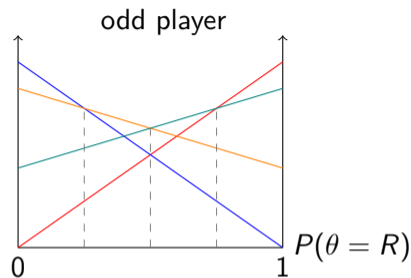
- ▶ **corollary:** homogeneous preferences implies asymptotic learning.

THEOREM 2- OUTLINE OF THE PROOF

- ▶ **goal:** recover some version of the improvement principle.
 - ▶ improvement principle: with homogeneous preferences, the successor can always imitate the predecessor, so his payoff has to be weakly higher.
- ▶ **challenge:** payoffs are changing, so how to compare?
- ▶ **solution:** construct a sequence of players with homogeneous preferences (“limit player”) that:
 1. have a payoff somehow related to the sequence of players;
 2. observes a signal of the action of player i ;
 3. the sequence of payoffs converges to the full information payoff.
- ▶ show that the limit player’s payoff is higher by observing i than by observing $i - 1$.
- ▶ argue that, if the limit player is doing as well as full info by observing a signal of the actions of the actual players, then the actual players must also be doing as well as full info.

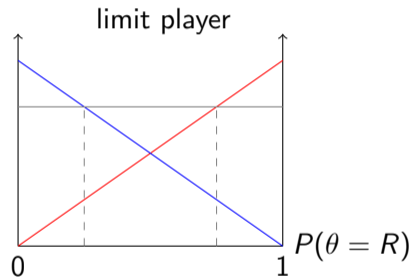
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- ▶ i will give a graphic outline of the proof for a simple, two states case.
- ▶ suppose all players have a common convex coarsening of their best response partition.

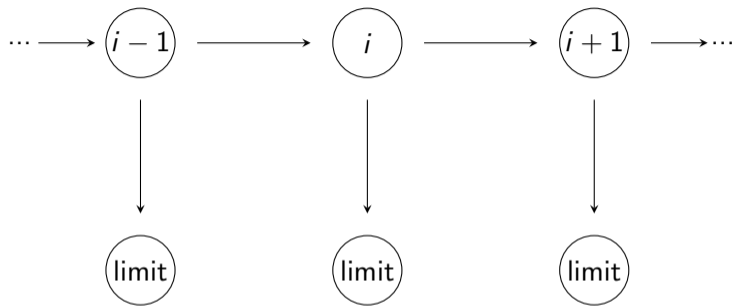


THEOREM 2- OUTLINE OF THE PROOF

- ▶ i will give a graphic outline of the proof for a simple, two states case.
- ▶ suppose all players have a common convex coarsening of their best response partition.
- ▶ we can define a 'limit player' whose best response partition is exactly that convex coarsening.
 - ▶ (that limit player is not unique, but it doesn't matter)

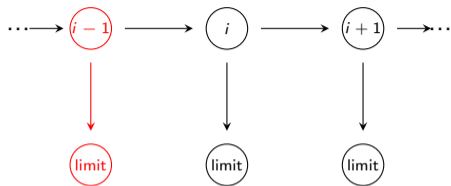


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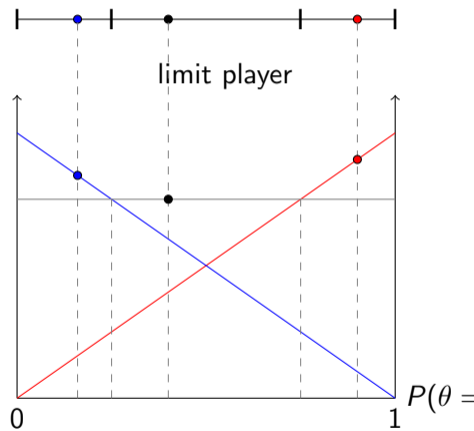


- ▶ I will consider a version of the game in which, at each period, a new limit player shows up and observes only the (censored) action of the player from that period.
- ▶ **censoring:** if two actions a and a' have their inverse best response regions merged, then the limit player won't be able to distinguish between them.
 - ▶ in our example, the limit player can't distinguish between the intermediate actions.

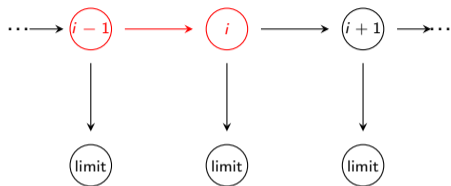
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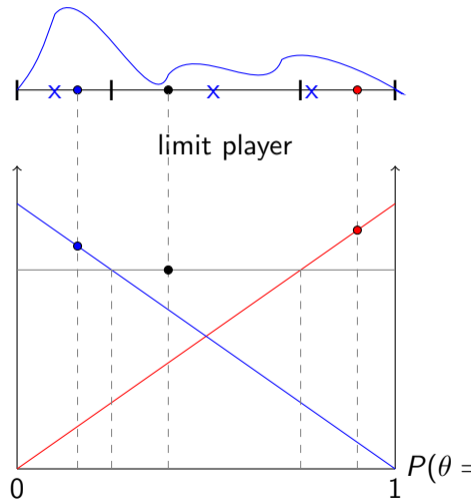
- ▶ let's start by looking at the situation when the limit player observes $i-1$'s censored action.
- ▶ given the structure of the equilibrium, the limit players know the distribution of posteriors of player $i-1$;
- ▶ the dots represent the average posterior conditioning on falling on each one of those regions.



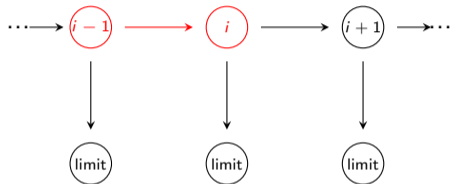
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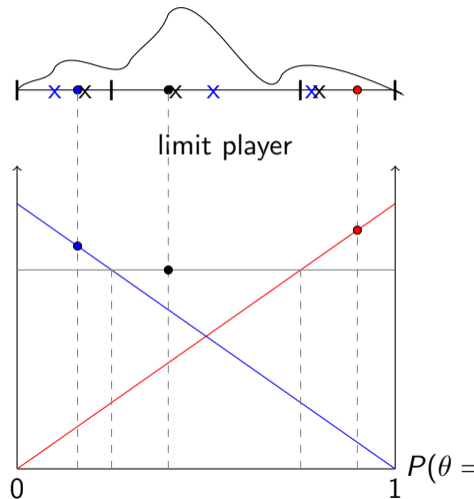
- ▶ now let's look at i observing $i-1$.
- ▶ suppose i observes $i-1$ took the blue action;
- ▶ on top of that, she will get a private signal that will lead to a distribution of posteriors conditional on $i-1$ picking blue.



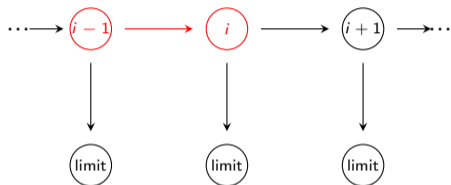
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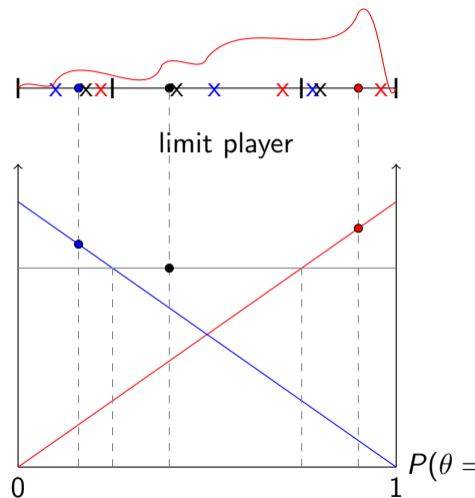
- ▶ now let's look at i observing $i-1$.
- ▶ we can do that for the average of all of $i-1$'s actions in the censored black region...



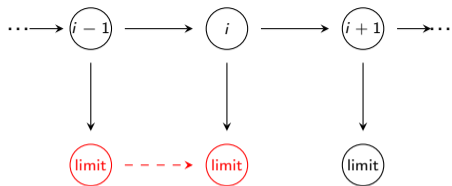
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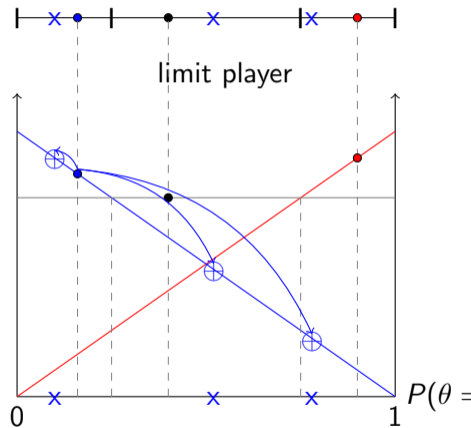
- ▶ now let's look at i observing $i-1$.
- ▶ ... and the red action.



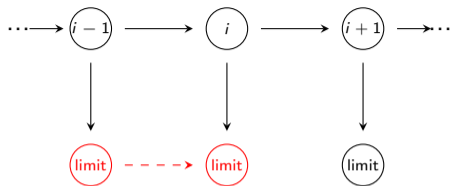
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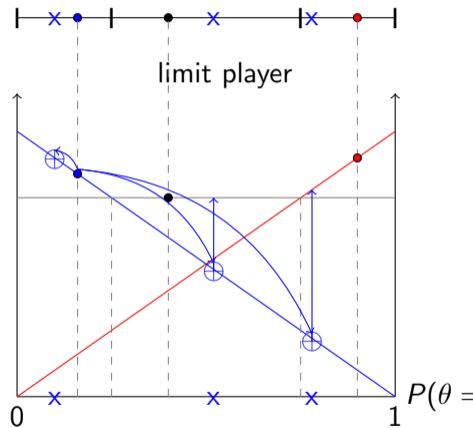
- ▶ let's try a thought experiment:
- ▶ first, we spread the posterior after observing blue from $i-1$ to match the possible posteriors if he was to observe i .
- ▶ if we at first don't allow him to change actions, the expected payoff must not change.
- ▶ and then we see what would be the gain in payoff if we allowed the limit player to change his actions.



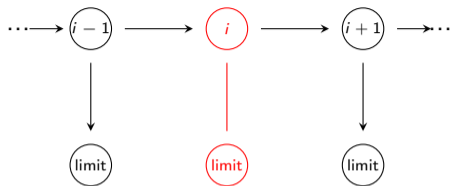
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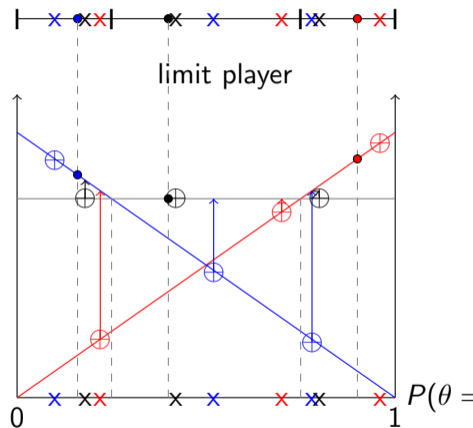
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- ▶ and then we see what would be the gain in payoff if we allowed the limit player to change his actions.



THEOREM 2- OUTLINE OF THE PROOF



- ▶ we can do that for all actions of $i-1$.
- ▶ the new, improved payoffs are exactly the payoffs the limit player gets when he observes i .
- ▶ **takeaway:** when the coarsenings converge, there is an “improvement principle” for the limit player: it is better to observe people that come later in line.



THEOREM 2- OUTLINE OF THE PROOF

- ▶ this improvement is continuous in the joint distribution of actions and states of the player being observed.
- ▶ the payoff of the limit player becomes an increasing, bounded sequence. it converges. because of the continuity argument, it must converge to a stable point. the only stable point is payoff of full information.
- ▶ if the limit player converges to the payoff of full information, it is because the actions of players must become arbitrarily informative about the state of the world.
- ▶ this gives us asymptotic learning.

THEOREM 3 - (OR SECOND PART OF THEOREM 2)

- ▶ Theorem 2 gives us a sufficient condition for asymptotic learning for all sequence of unbounded signal structures.
 - ▶ is it necessary?
 - ▶ yes, it is.

THEOREM 3

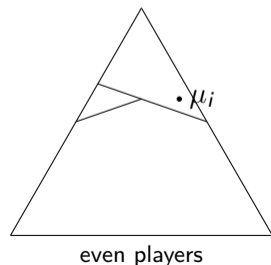
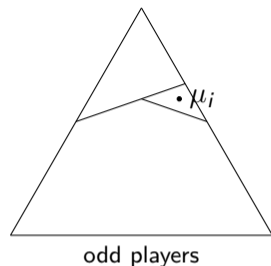
Take any $\varepsilon > 0$. Suppose the algorithm does not converge to X , and suppose it does not feature sparse heterogeneity.

Then, there exists a sequence of unbounded signal structures for which there are infinitely many agents with an expected payoff in equilibrium that is ε -away from the expected payoff they would get if they only had access to their own signal.

- ▶ **corollary:** convergence of the algorithm to X is necessary for there to be asymptotic learning for all signal structures.

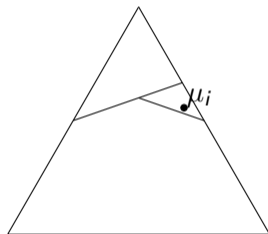
THEOREM 3 - SKETCH OF THE PROOF

- ▶ for this talk, I'll show how to construct such a sequence of signal structures for a specific example.
- ▶ suppose there are three states of the world.
- ▶ players' preferences are described in the triangle.
- ▶ common prior μ .



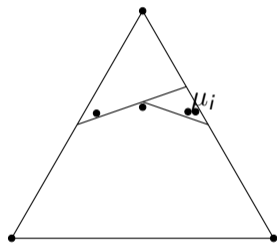
THEOREM 3 - SKETCH OF THE PROOF

- ▶ let's first look at P1.
- ▶ suppose his signal structure induces the posteriors represented in the triangle.
- ▶ large probability of uninformative signal.
- ▶ if P2 observes "bottom", he can't tell which one of the three possible signals P1 received and average them out.



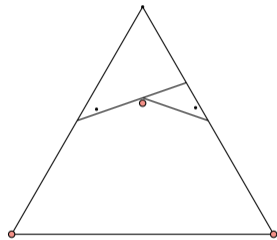
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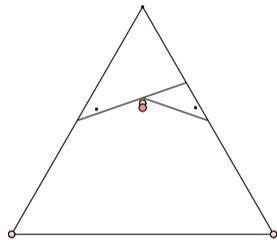
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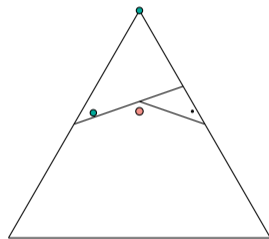
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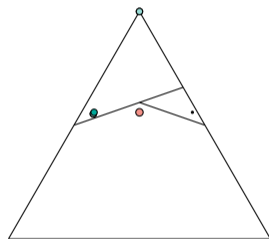
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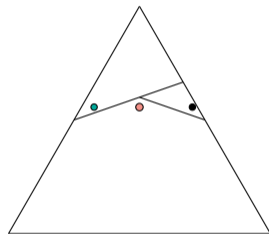
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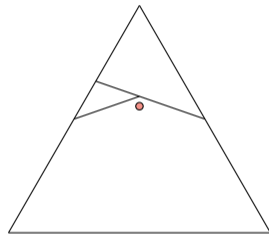
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- ▶ let's first look at P1.
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- ▶ large probability of uninformative signal.
- ▶ if P2 observes **“right”**, he learns what was P1's signal.



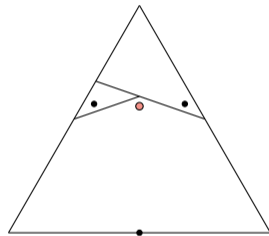
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- ▶ now let's see what is the distribution of posteriors if P2 observes **"bottom"** .
- ▶ the posterior represented already merge all points in the same belief basin.



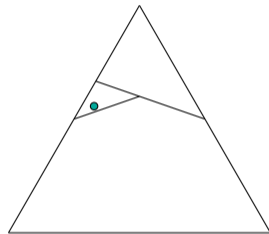
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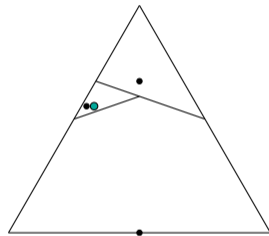
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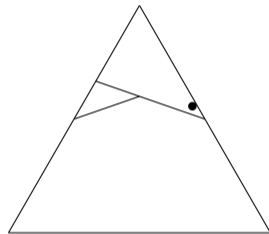
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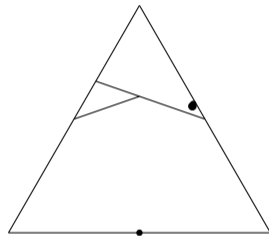
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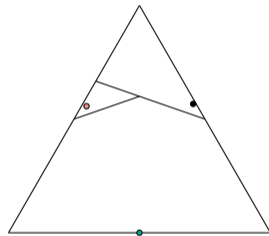
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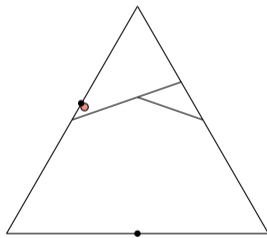
THEOREM 3 - SKETCH OF THE PROOF

- ▶ by averaging all the beliefs in the same basin, the final distribution of interim beliefs for P3 is this one.

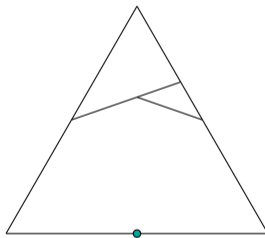


THEOREM 3 - SKETCH OF THE PROOF

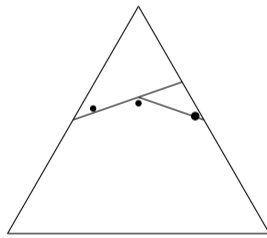
- ▶ suppose the signals for P3, conditional on each action observed is given by the graphs below.



P3 observed left



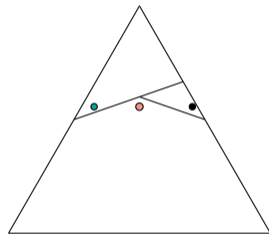
P3 observed bottom



P3 observed right

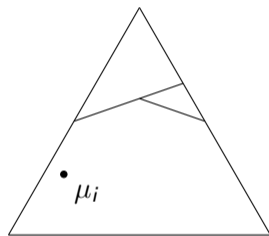
THEOREM 3 - SKETCH OF THE PROOF

- ▶ by averaging out, P4 will have the same distribution of interim beliefs as P2.
- ▶ we can construct cycles.
- ▶ the interim distribution of infinitely many players will be very close to just being their prior.



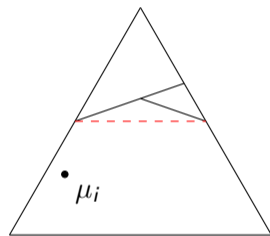
ROLE OF THE PRIOR

- ▶ convexity plays a role because beliefs can be “led” to the non-convex part, and then entirely leave the belief space.
- ▶ nevertheless, if the prior lies outside of the “beak”, the interim belief can never be at the beak.
- ▶ the prior must lie in the convex hull of the interim beliefs.



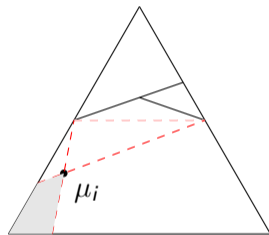
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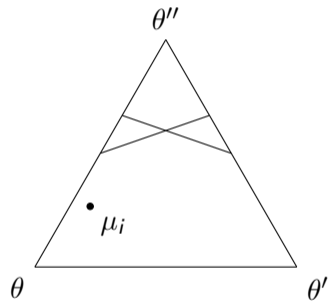
ROLE OF THE PRIOR

THEOREM 4 (ONE DETAIL MISSING IN THE PROOF)

If there exists a hyperplane H that divides the belief space into two half-spaces H^+ and H^- with the following features:

- ▶ *the prior $\mu \in H^+$, and*
- ▶ *all belief basins that do not contain the prior are themselves contained in H^- ,*

then asymptotically, agents will learn the event $\{\theta \in \Theta : \delta_\theta \in H^-\}$.



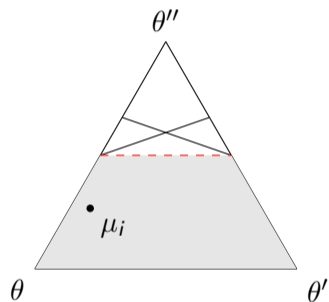
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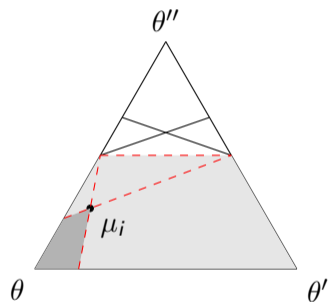
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EXTENSION: OBSERVING MORE THAN PREDECESSOR

- ▶ suppose that player i observes not just $i - 1$, but rather a subset of past players $N(i) \subseteq \{1, \dots, i - 1\}$.
- ▶ furthermore, suppose that we have the **expanding observations** and **no long-run sparsity** assumption.
 - ▶ expanding observations: excludes the case that everyone only observes the first K players for some finite K .
 - ▶ no long-run sparsity: you cannot get disjointed networks if you delete the first K nodes, for any K .
- ▶ qualitatively, the results go through, but we now have to look at the **join** of the observed players' belief basins.

▶ formal definitions

EXTENSION: OBSERVING MORE THAN PREDECESSOR

- ▶ Thm 1 can be rewritten as:

Assume expanding observations and no long-run sparsity. The existence of a partition X of Θ such that the sequence of joins of the informational contents at certainty of the observed players converges to X ,

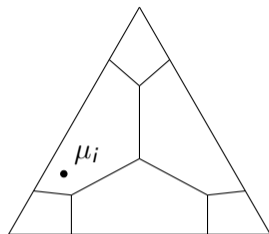
$$\bigwedge_{j \in N(i)} X_j \rightarrow X,$$

is a necessary condition for the model to have asymptotic learning.

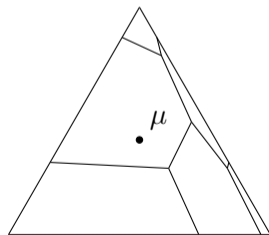
- ▶ the separation algorithm necessary for Thms 2 and 3 looks at the join of the belief basins instead of the belief basins themselves.

EXTENSION: HETEROGENEOUS PRIORS

- ▶ what if, instead of heterogeneous preferences agents have heterogeneous priors?
- ▶ we can turn the heterogeneous priors model into a heterogeneous preferences model and use our results.
- ▶ in this model, agents know what prior the other ones have and try to infer the signal they received.
- ▶ we can replace an agent with a different prior for one with the same prior as everyone else, and changed preferences.
 - ▶ this agent acts the same way upon receiving the same information as the original.



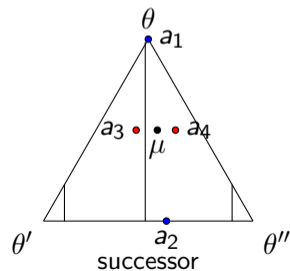
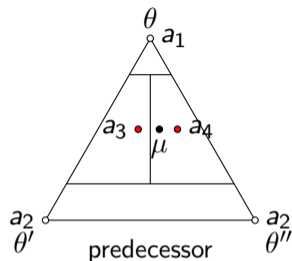
original player



altered player

EXTENSION: BREAK OF MONOTONICITY

- ▶ **Proposition:** with heterogeneous preferences, player i does weakly better if player $i - 1$ is Blackwell-better informed.
- ▶ corollary: it is better to come later in line.
- ▶ this relationship is no longer true with heterogeneous preferences.
 - ▶ giving more information to the predecessor may hurt the successor.



EXTENSION: OPTIMAL NETWORK DESIGN

- ▶ suppose a central planner can organize who observes whom.
- ▶ in general, it is not tractable to talk about optimal queuing without imposing more structure to the problem.
- ▶ the 2-dimensional Gaussian example has enough structure for us to be able to say something.
- ▶ **Proposition:** in the 2-dimensional Gaussian example, any queue that is not ordered by the angle of v_i is dominated.
 - ▶ a queue q is dominated by another queue q' if, in equilibrium, all agents get an expected payoff weakly lower under q than under q' .

WRAPPING UP

- ▶ when we include heterogeneous preferences to a social learning model, the dynamics get richer in novel ways.
- ▶ it is necessary that heterogeneity of **informational content of preferences at certainty vanish** for asymptotic learning to be possible.
- ▶ if the preferences can be **'iteratively coarsened up'** in the limit by that of a representative player then asymptotic learning happens.
otherwise, there will be information structures for which asymptotic learning won't happen.
- ▶ the **geometric position of the prior** is relevant for learning certain events.
- ▶ extensions:
 - ▶ what if the player observes not only its immediate predecessor?
 - ▶ heterogeneous priors.
 - ▶ break of monotonicity.
 - ▶ optimal queue design (gaussian world).

OTHER APPLICATIONS

- ▶ many different applications for different subfields of economics:
 - ▶ development
 - ▶ propagation of technologies and information in developing countries.
 - ▶ io/marketing
 - ▶ advertisement campaigns and word-of-mouth
 - ▶ political economy
 - ▶ spread of misinformation in social networks
 - ▶ macro/finance
 - ▶ spread of information through financial networks

thank you very much!

VARIATION OF INFORMATION

DEFINITION 6

Take two informational contents of behavior at certainty $X, Y \in \mathcal{P}^\Theta$. The **Variation of Information** $VI : (\mathcal{P}^\Theta)^2 \rightarrow \mathbb{R}$ is given by:

$$VI(X, Y) = H(X) + H(Y) - 2I(X, Y), \text{ where}$$

- ▶ $H : \mathcal{P}^\Theta \rightarrow \mathbb{R}$ is the **entropy** function:

$$H(X) = \int_{x \in X} \mu(x) \log \mu(x) dx,$$

- ▶ $I : (\mathcal{P}^\Theta)^2 \rightarrow \mathbb{R}$ is the **mutual information** function:

$$I(X, Y) = \int_{x \in X} \int_{y \in Y} \mu(x, y) \log \left(\frac{\mu(x, y)}{\mu(x)\mu(y)} \right) dx dy.$$

VARIATION OF INFORMATION

$$VI(X, Y) = H(X) + H(Y) - 2I(X, Y)$$

- ▶ **entropy** measures the amount of uncertainty that the random object induced by partition X has.
 - ▶ deterministic ROs have the lowest possible entropy and uniform ROs the highest possible.
- ▶ **mutual information** measures how much you learn about a random object X by observing random object Y .
 - ▶ independent ROs have the lowest possible mutual information, and equal ROs the highest possible (and equal to the entropy).
- ▶ **variation of information** is a metric (Meila 2007) that measures how different the uncertainty of two random objects are.

SPARSE HETEROGENEITY

DEFINITION 7

A model contains **sparse heterogeneity** of preferences if

$$\lim_{i \rightarrow \infty} \frac{|\{j \leq i : VI_{unif}(BR_j, BR_{j+1}) \neq 0\}|}{i} = 0$$

► example:

$$u_i = \begin{cases} \tilde{u} & \text{if } i = 2^n \text{ for some natural } n, \\ u & \text{otherwise.} \end{cases}$$

PROPOSITION 2

If a model has sparse heterogeneity and $\lim_{i \rightarrow \infty} VI(X_i, X_{i+1}) \rightarrow 0$, then it has asymptotic learning

EXPANDING OBSERVATIONS

DEFINITION 8

A network contains **expanding observations** if

$$\lim_{i \rightarrow \infty} \mathbb{1} \left(\max_{b \in B(i)} b < K \right) = 0$$

DEFINITION 9

A network contains **long-run sparsity** if, for every $K > 0$, the network obtained by deleting the first K nodes is connected.

» Extension: networks