ECO316: Applied game theory

Lecture 9

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Common value auctions

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- Even a buyer of a work of art may care about its resale value, which depends on other people's valuations of it

Common value auctions

- In many auctions, bidders' valuations are not independent
- Instead, bidders' valuations may be related to each other
- Even a buyer of a work of art may care about its resale value, which depends on other people's valuations of it
- Interdependence of values introduces considerations not present when values are independent

Common value auctions

Drilling for oil

- All firms value oil in the same way

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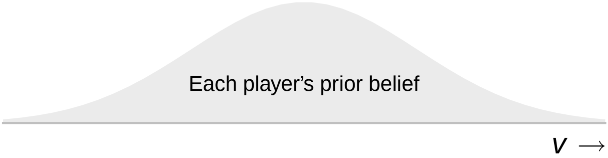
- All firms value oil in the same way
- But no firm knows amount available
- Each firm i privately takes a sample, which generates a signal s_i about amount available
- Samples differ, so firms' estimates of amount available differ
- *If* firm i were to know all firms' signals, $(s_1, \ldots, s_n)$, then its estimate of the amount available would be $V(s_1, \ldots, s_n)$

Common value auctions

Drilling for oil



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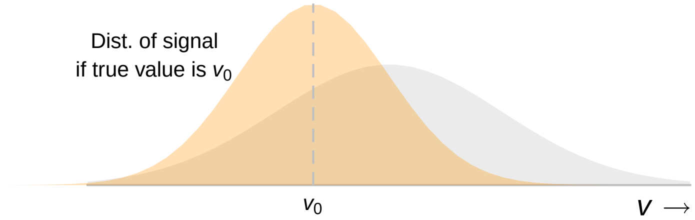

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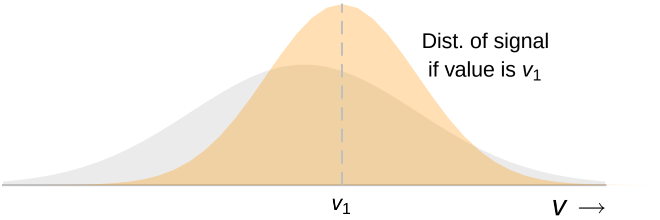

Common value auctions

Drilling for oil

- Each player sees only her *own* signal

Common value auctions

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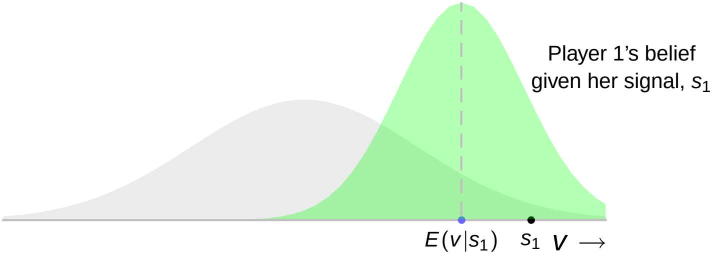

- Each player sees only her *own* signal
- On basis of her signal and prior belief, each player can calculate probabilistic estimate of value (using Bayes' law)

Common value auctions

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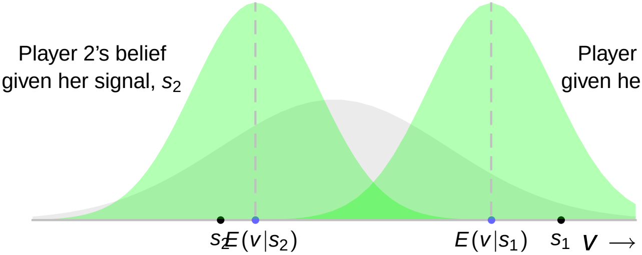

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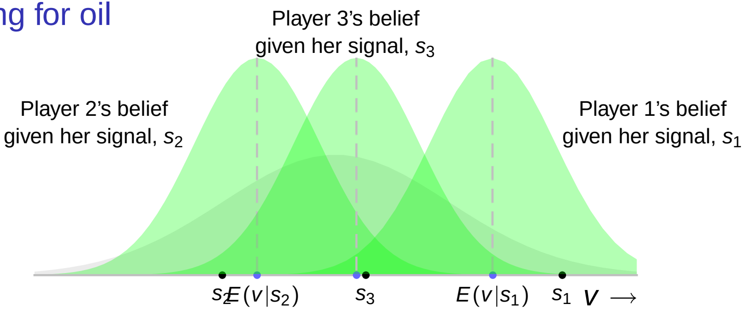

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- Each black dot represents the signal received by a player

Common value auctions

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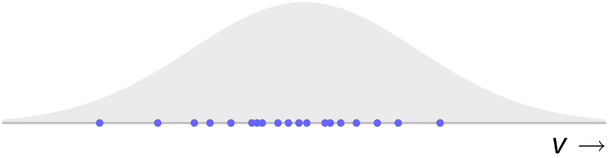
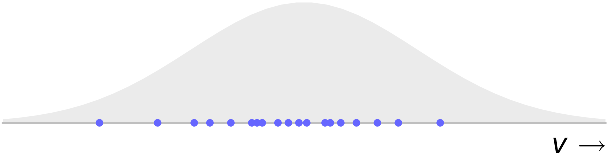


- Each black dot represents the signal received by a player
- Each blue dot represents the expectation of v given the corresponding signal—that is, $E(v \mid \text{signal is } s_i)$

Common value auctions

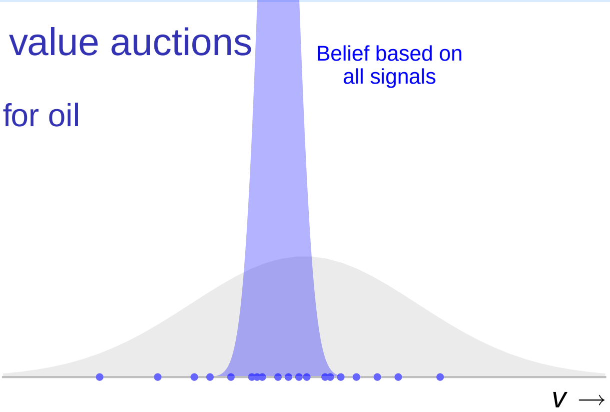
Drilling for oil



- Consider second-price auction

Common value auctions

Drilling for oil



- Consider second-price auction
- If every player's bid is the expectation of the value based solely on her own signal, the second highest bid will typically far exceed the actual value, and the winner's payoff will be negative

Common value auctions

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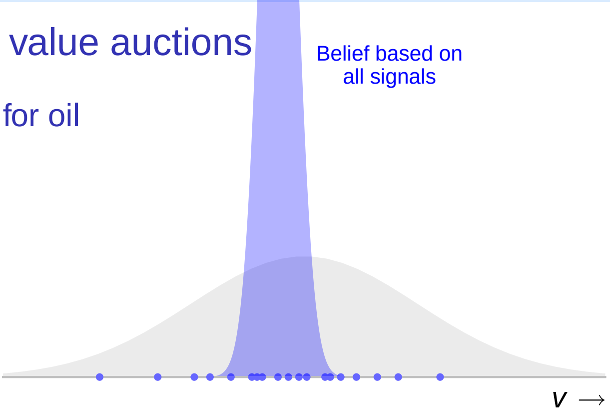

- Consider second-price auction
- If every player's bid is the expectation of the value based solely on her own signal, the second highest bid will typically far exceed the actual value, and the winner's payoff will be negative
- Effect is known as winner's curse

Common value auctions

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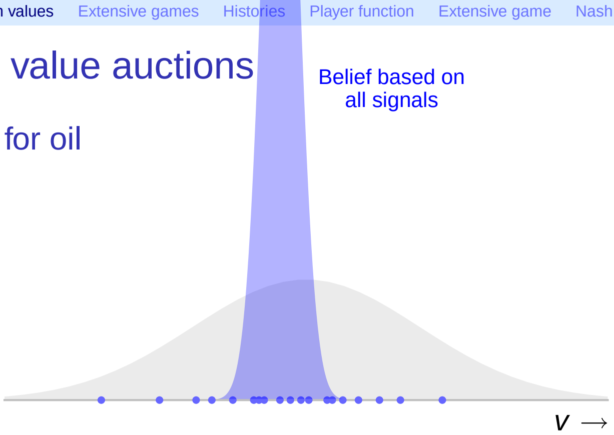

- Player know that if she wins, all other players' signals are lower than hers

Common value auctions

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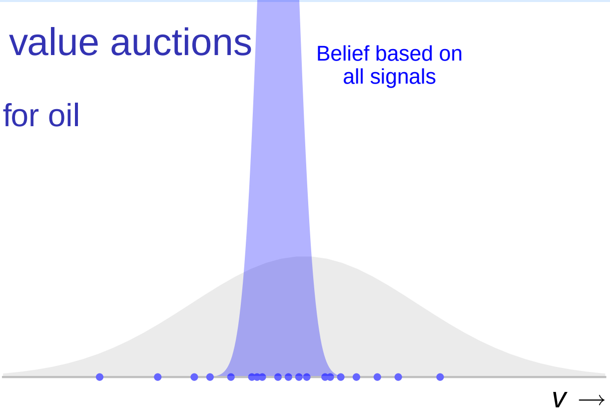
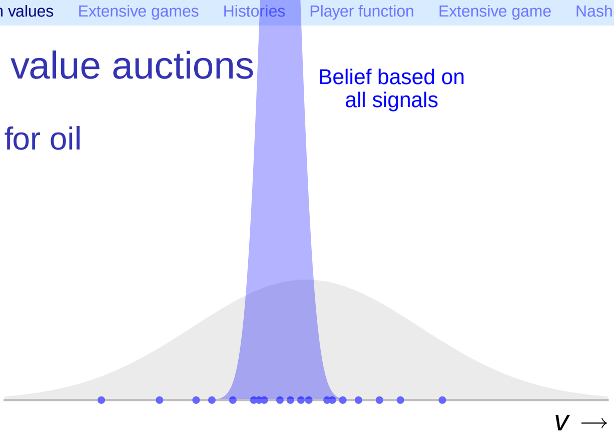


- Player know that if she wins, all other players' signals are lower than hers
- She should taken this information into account, and base her bid on estimate of value *conditional on winning* (given other players' strategies)

Common value auctions

Drilling for oil



- In Nash equilibrium of second-price auction, player i with signal s_i bids

  $E(v \mid i\text{'s signal is } s_i \textit{ and } \text{signals of all other players are} \leq s_i)$

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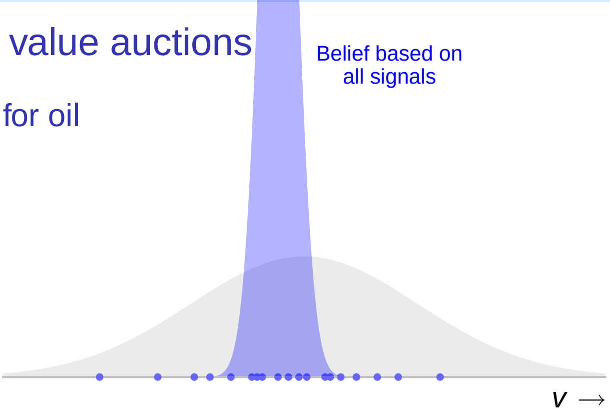

- In Nash equilibrium of second-price auction, player i with signal s_i bids

  $E(v \mid i\text{'s signal is } s_i \textit{ and } \text{signals of all other players are} \leq s_i)$

- This expectation is typically much less than $E(v \mid s_i)$

Common value auctions

Summary

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Common value auctions

Summary

- Even for second-price rule, not an equilibrium in common value auction for each player to bid her valuation based on her own information
- Player who does so suffers “winner’s curse”
- Instead, player should base her bid on her estimate of the value of the object over all cases in which all other bids are lower than hers, given the other players’ equilibrium strategies

Extensive games with perfect information

- Strategic game is not natural model of situation in which actions are chosen sequentially

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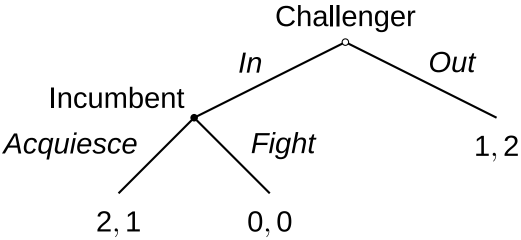
- Actions in strategic game *can* capture behavior that will unfold over time, but strategic game does not allow reevaluation of choices
- Model that explicitly captures sequential choices: *extensive game*

Example: entry game



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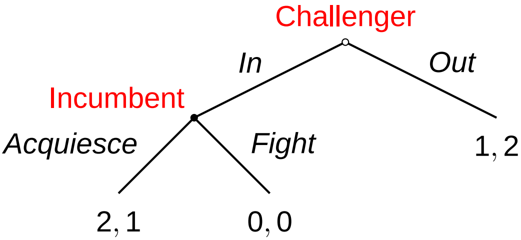
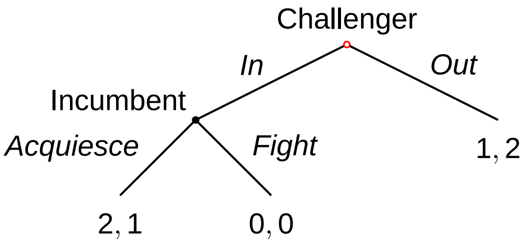


- Two players, Challenger and Incumbent

Example: entry game



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- Small circle denotes start of game

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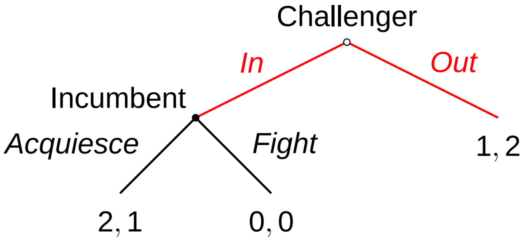

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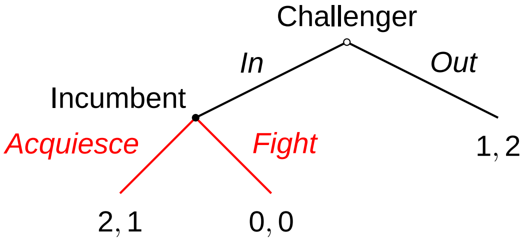

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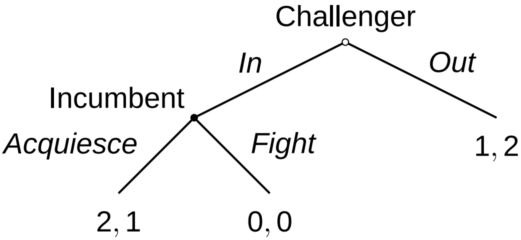

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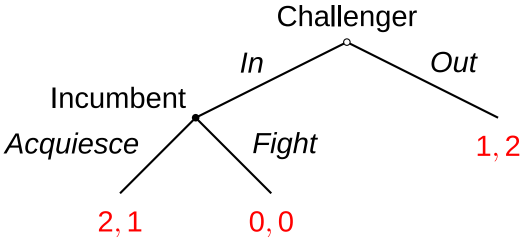

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- First, Challenger chooses *In* or *Out*
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- Payoffs are numbers at bottom (challenger's payoff first)

Histories

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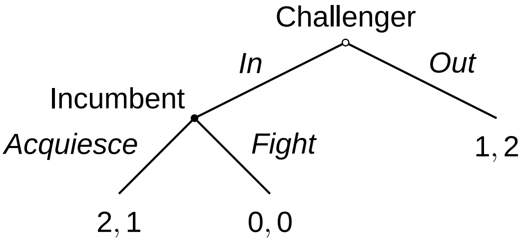

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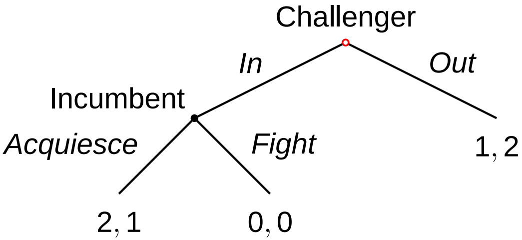

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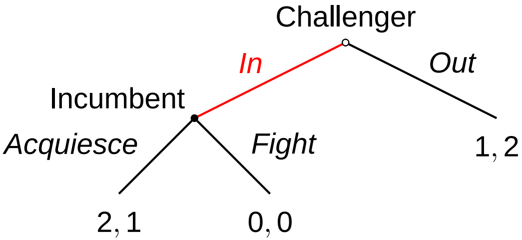

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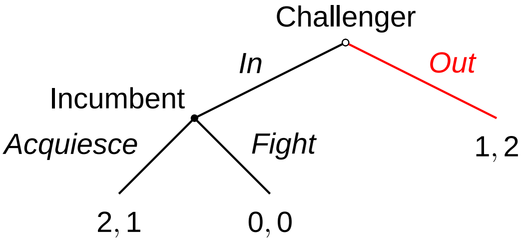

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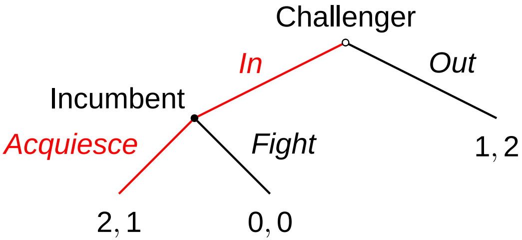

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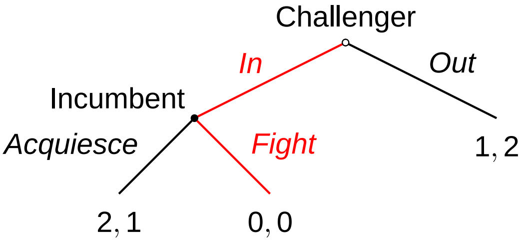

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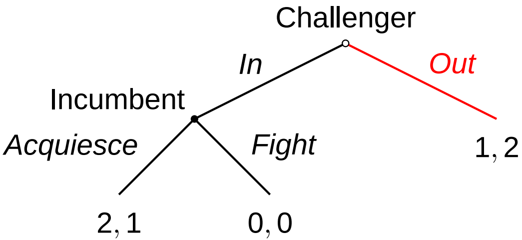

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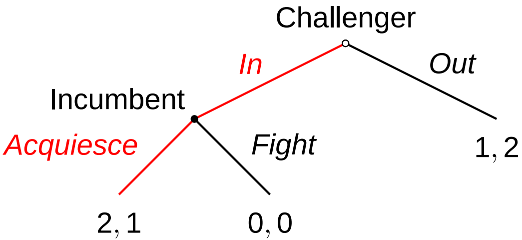

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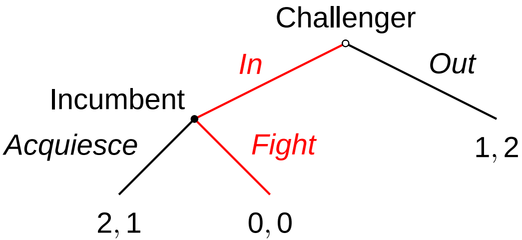

Player function

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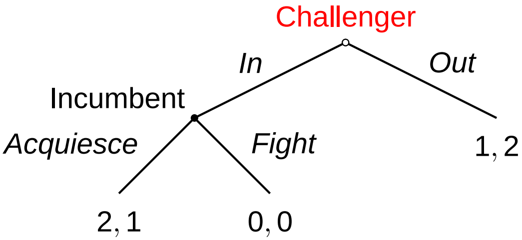

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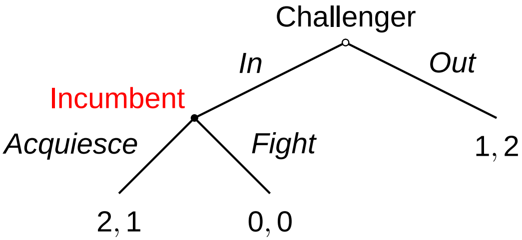

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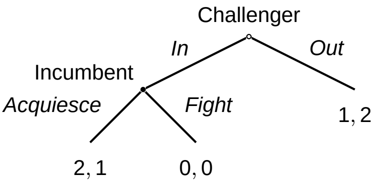

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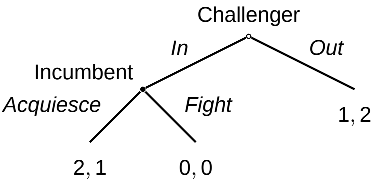

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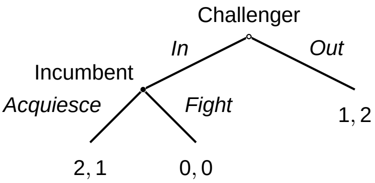
$(In, Acquiesce)$, $(In, Fight)$, Out



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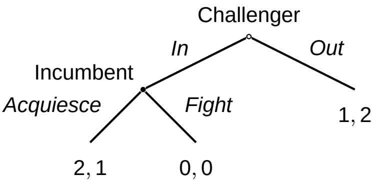

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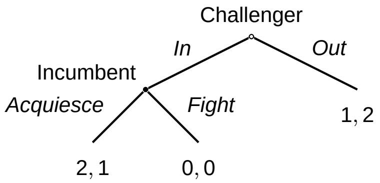
- players' payoffs for each terminal history — $(In, Acquiesce)$: $(2, 1)$; $(In, Fight)$: $(0, 0)$; Out: $(1, 2)$



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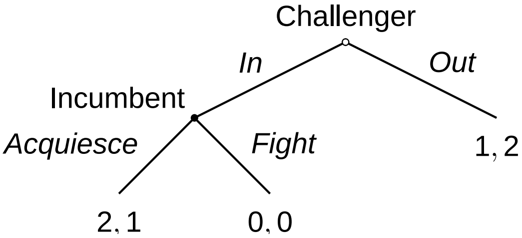

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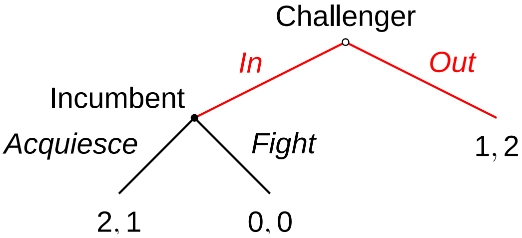

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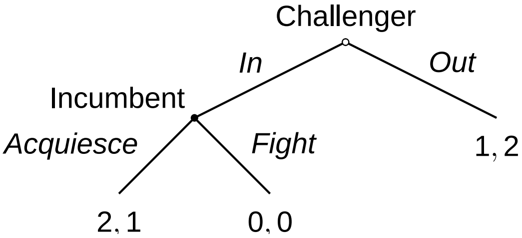

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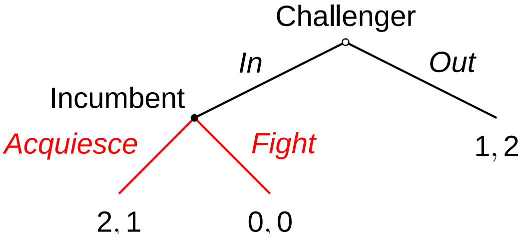

Strategies

Definition

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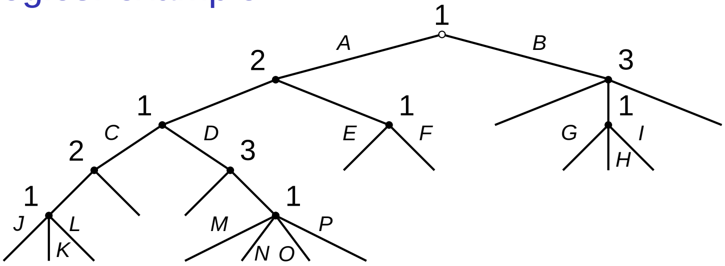
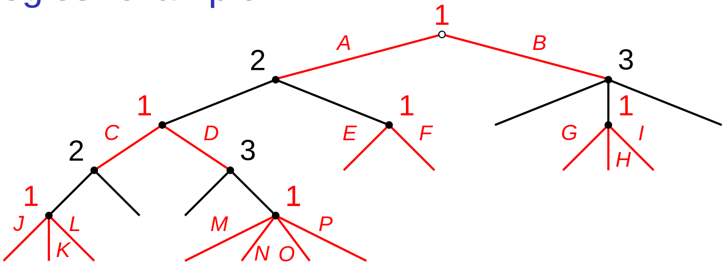
- make list of *all* histories after which player moves
- *one* strategy is obtained by choosing, for each history, one of the player's actions available after that history
- player's *set* of strategies is found by taking all possible combinations of actions after the histories

Strategies: example

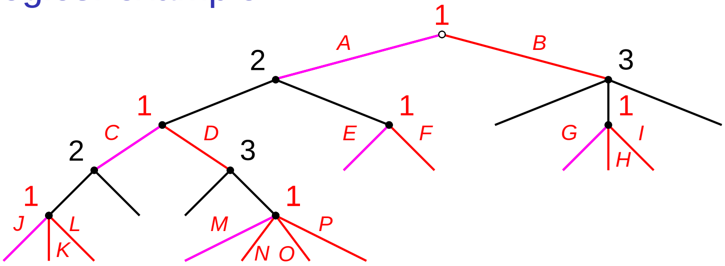


Strategies: example



- Strategies of player 1:

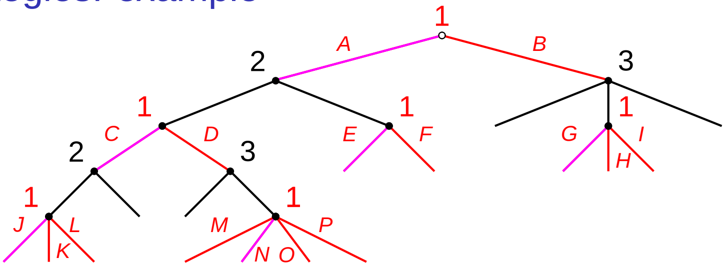
Strategies: example



- Strategies of player 1:

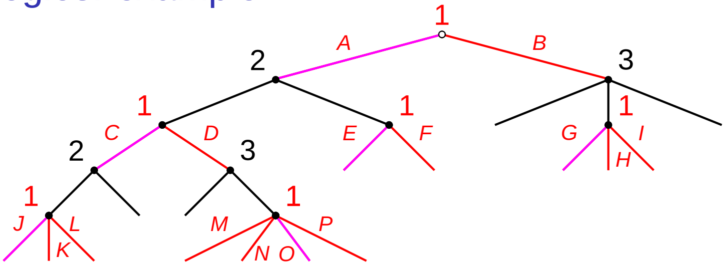
  ACEGJM

Strategies: example



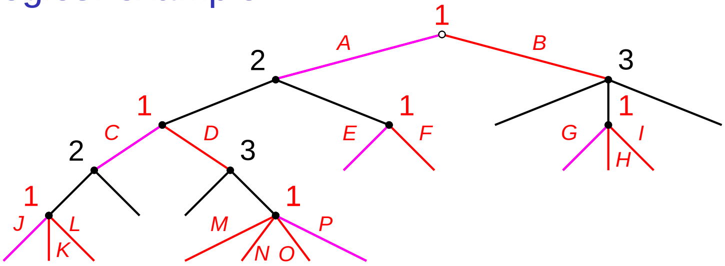
- Strategies of player 1:
  ACEGJM, *ACEGJN*

Strategies: example



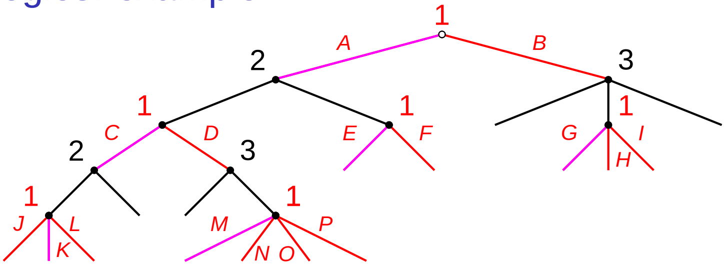
- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*

Strategies: example



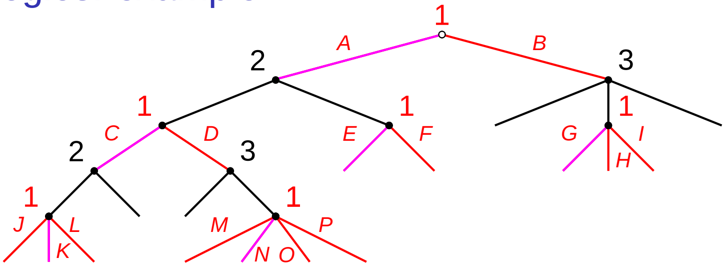
- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*

Strategies: example



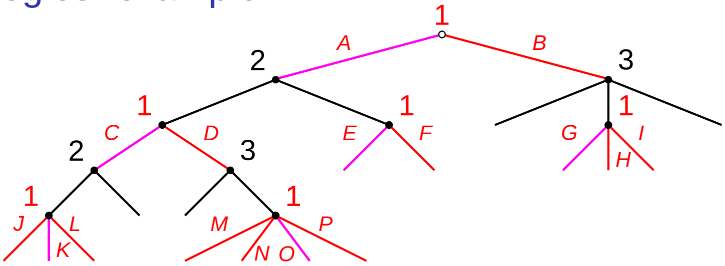
- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*

Strategies: example



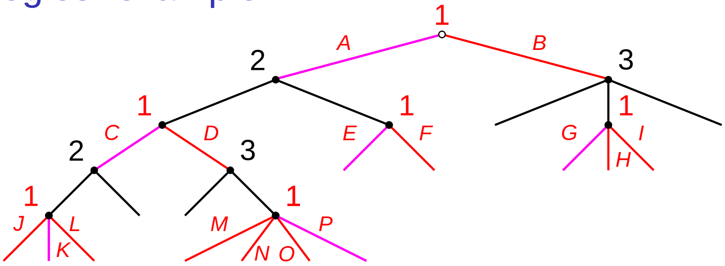
- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*

Strategies: example



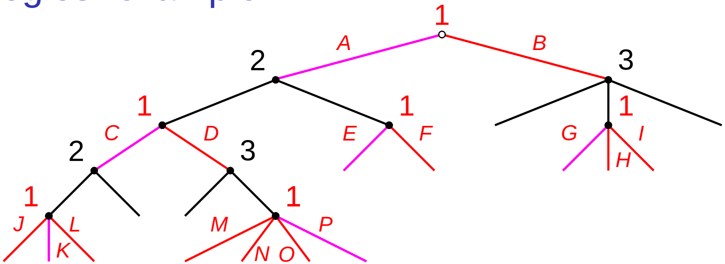
- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*

Strategies: example



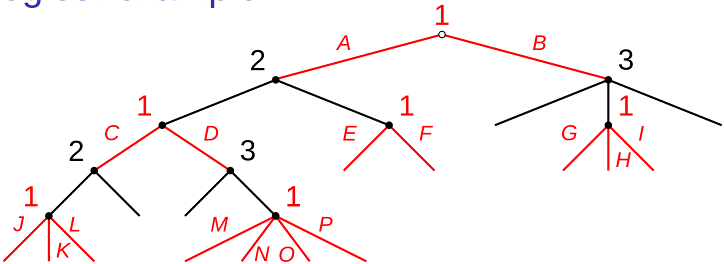
- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*

Strategies: example



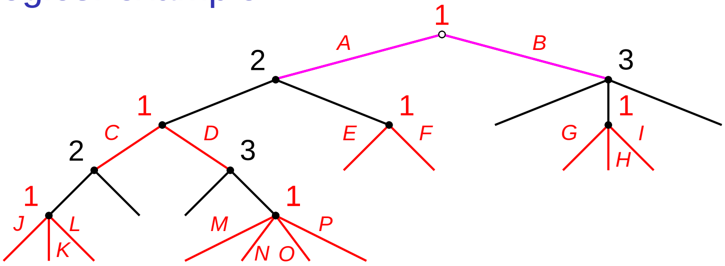
- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, . . . (many more)

Strategies: example



- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, ... (many more)
- How many?

Strategies: example

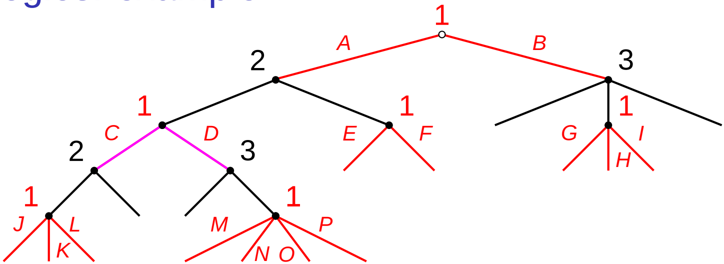


- Strategies of player 1:

  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, . . . (many more)
- How many?

  $2\times$

Strategies: example



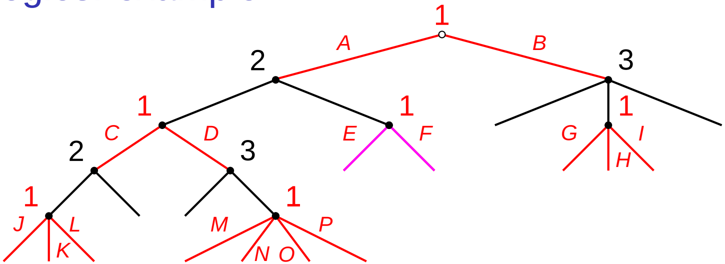
- Strategies of player 1:

  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, ... (many more)

- How many?

$$2 \times 2 \times$$

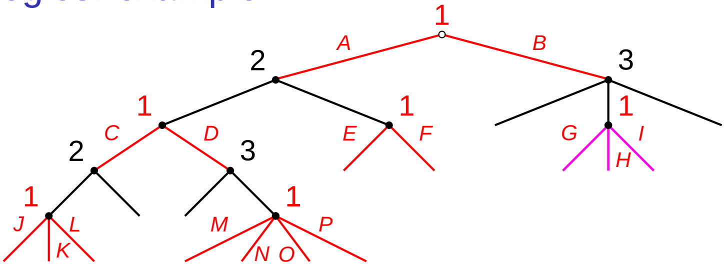
Strategies: example



- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, ... (many more)
- How many?

$$2 \times 2 \times 2 \times$$

Strategies: example

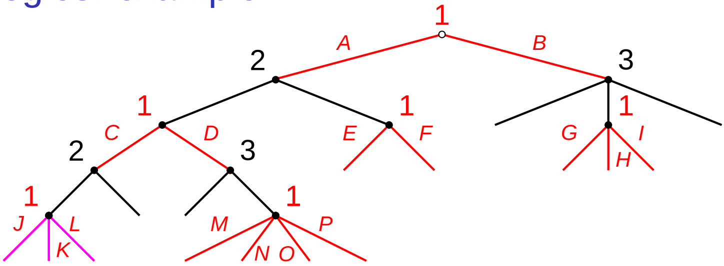


- Strategies of player 1:

  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, . . . (many more)
- How many?

$$2 \times 2 \times 2 \times 3 \times$$

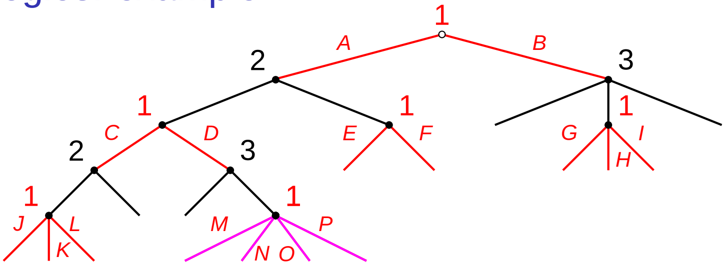
Strategies: example



- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, ... (many more)
- How many?

$$2 \times 2 \times 2 \times 3 \times 3 \times$$

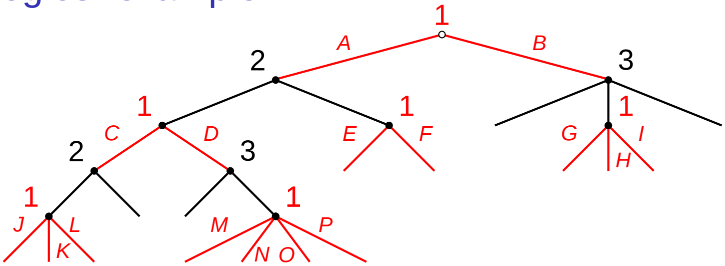
Strategies: example



- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, ... (many more)
- How many?

$$2 \times 2 \times 2 \times 3 \times 3 \times 4$$

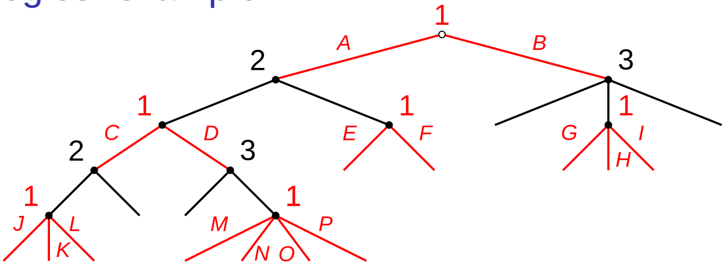
Strategies: example



- Strategies of player 1:
  ACEGJM, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, . . . (many more)
- How many?

$$2 \times 2 \times 2 \times 3 \times 3 \times 4 = 288$$

Strategies: example

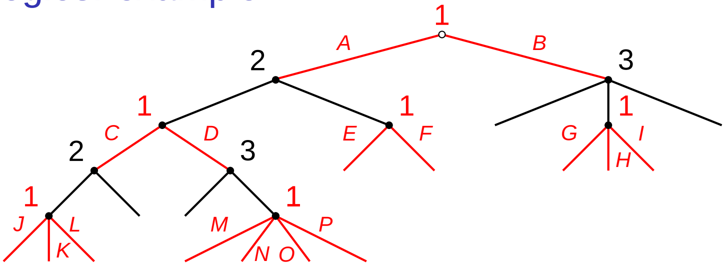


- Strategies of player 1: *ACEGJM*, *ACEGJN*, *ACEGJO*, *ACEGJP*, *ACEGKM*, *ACEGKN*, *ACEGKO*, *ACEGKP*, ... (many more)
- How many?

$$2 \times 2 \times 2 \times 3 \times 3 \times 4 = 288$$

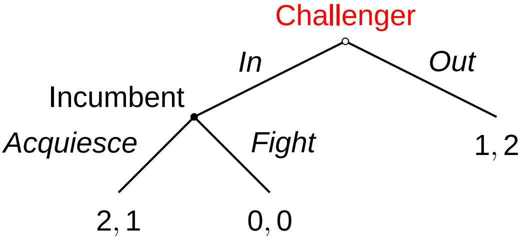
- For any game: If player moves after k histories and has m_1 actions after one history, m_2 actions after another history, ..., m_k actions after kth history, total number of her strategies is

Strategies: example



- Strategies of player 1:
  $ACEGJM$, $ACEGJN$, $ACEGJO$, $ACEGJP$, $ACEGKM$, $ACEGKN$, $ACEGKO$, $ACEGKP$, ... (many more)
- How many?
  $$2 \times 2 \times 2 \times 3 \times 3 \times 4 = 288$$
- For any game: If player moves after k histories and has m_1 actions after one history, m_2 actions after another history, ..., m_k actions after kth history, total number of her strategies is $m_1 m_2 \ldots m_k$.

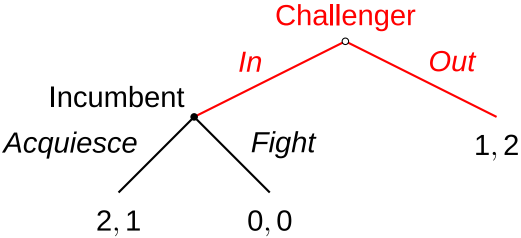
Strategies: Example



Challenger

Incumbent

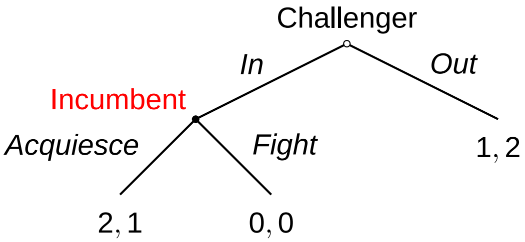
Strategies: Example



Challenger Moves only after null history. Two actions after this history, so two strategies: *In*, *Out*.

Incumbent

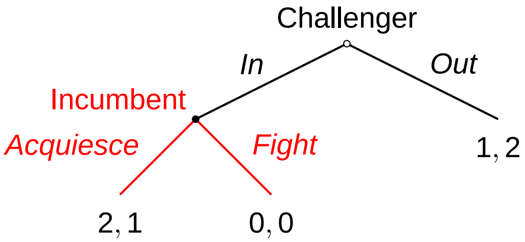
Strategies: Example



Challenger Moves only after null history. Two actions after this history, so two strategies: *In*, *Out*.

Incumbent

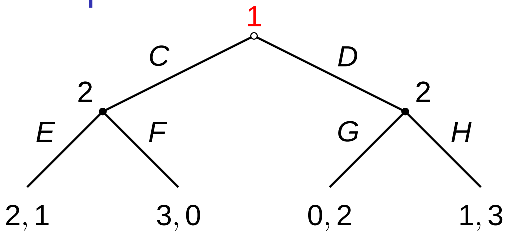
Strategies: Example



Challenger Moves only after null history. Two actions after this history, so two strategies: *In*, *Out*.

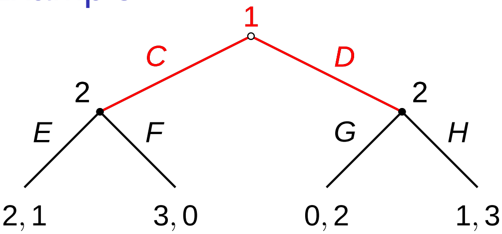
Incumbent Moves only after history *In*. Two actions after this history, so two strategies: *Acquiesce*, *Fight*.

Strategies: Example



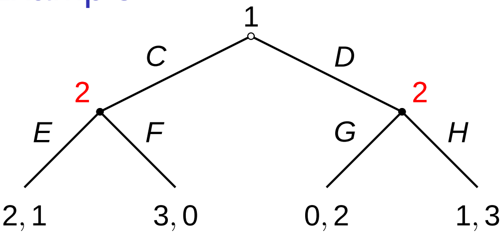
Player 1

Strategies: Example



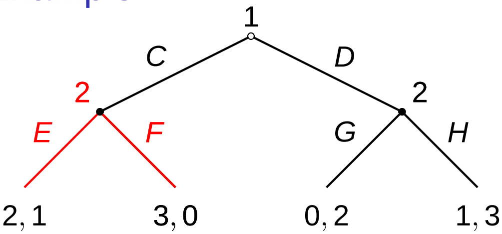
Player 1 Moves only after null history. Two actions after this history, so two strategies: C, D.

Strategies: Example



Player 2 Moves after two histories:

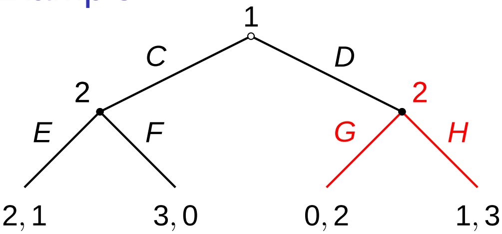
Strategies: Example



Player 2 Moves after two histories:

C: two actions, E and F

Strategies: Example

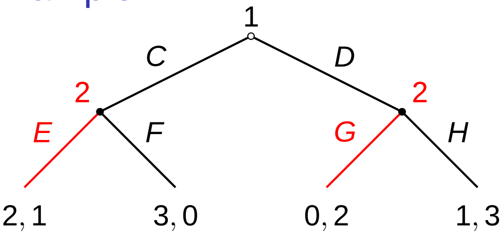


Player 2 Moves after two histories:

C: two actions, E and F

D: two actions, G and H

Strategies: Example



Player 2 Moves after two histories:

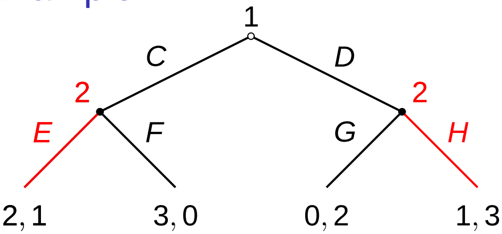
C: two actions, E and F

D: two actions, G and H

Hence four strategies:

- $s_2(C) = E$ and $s_2(D) = G$ (EG for short)

Strategies: Example



Player 2 Moves after two histories:

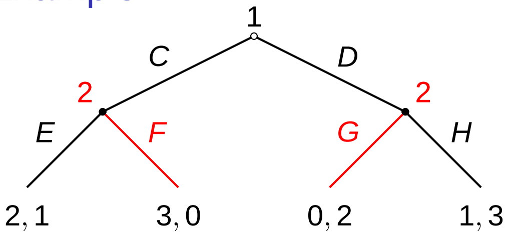
C: two actions, *E* and *F*

D: two actions, *G* and *H*

Hence four strategies:

- $s_2(C) = E$ and $s_2(D) = G$ (*EG* for short)
- $s_2(C) = E$ and $s_2(D) = H$ (*EH* for short)

Strategies: Example



Player 2 Moves after two histories:

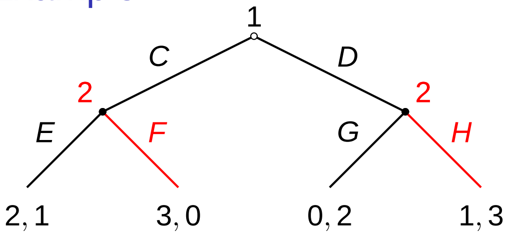
C: two actions, E and F

D: two actions, G and H

Hence four strategies:

- $s_2(C) = E$ and $s_2(D) = G$ (EG for short)
- $s_2(C) = E$ and $s_2(D) = H$ (EH for short)
- $s_2(C) = F$ and $s_2(D) = G$ (FG for short)

Strategies: Example



Player 2 Moves after two histories:

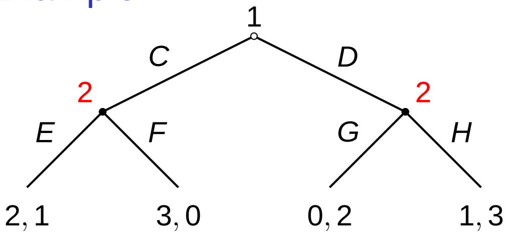
C: two actions, E and F

D: two actions, G and H

Hence four strategies:

- $s_2(C) = E$ and $s_2(D) = G$ (EG for short)
- $s_2(C) = E$ and $s_2(D) = H$ (EH for short)
- $s_2(C) = F$ and $s_2(D) = G$ (FG for short)
- $s_2(C) = F$ and $s_2(D) = H$ (FH for short)

Strategies: Example



Player 2 Moves after two histories:

C: two actions, E and F

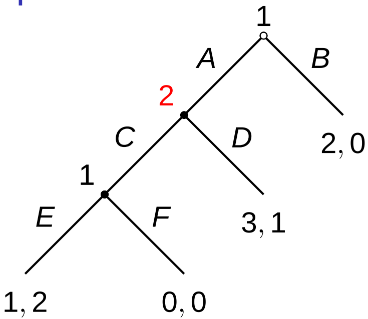
D: two actions, G and H

Hence four strategies:

- $s_2(C) = E$ and $s_2(D) = G$ (*EG* for short)
- $s_2(C) = E$ and $s_2(D) = H$ (*EH* for short)
- $s_2(C) = F$ and $s_2(D) = G$ (*FG* for short)
- $s_2(C) = F$ and $s_2(D) = H$ (*FH* for short)

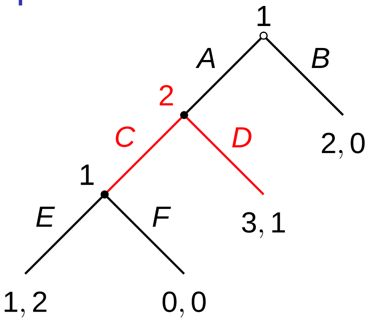
Strategy of player 2 in this game is *plan of action*.

Strategies: Example



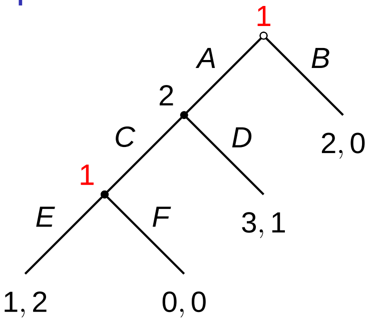
Player 2

Strategies: Example



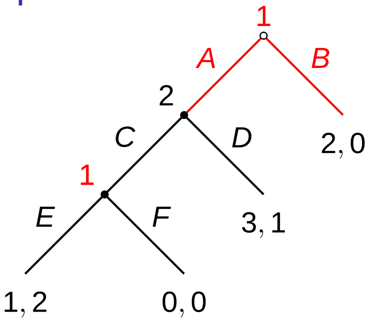
Player 2 Moves after *one* history, *A*, and has 2 actions, *C* and *D*, so 2 strategies: *C*, *D*

Strategies: Example



Player 1

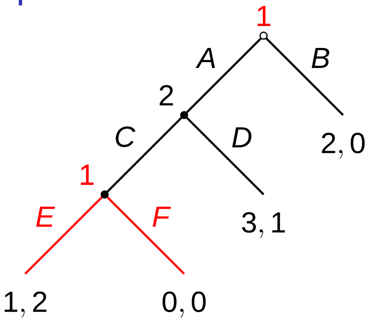
Strategies: Example



Player 1 Moves after

- null history: 2 actions, *A* and *B*

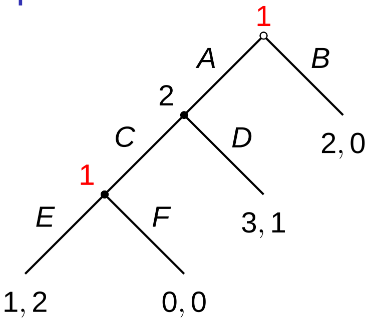
Strategies: Example



Player 1 Moves after

- null history: 2 actions, A and B
- history (A, C): 2 actions, E and F

Strategies: Example

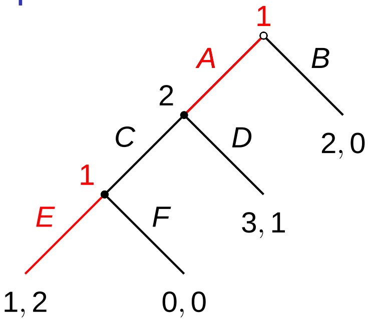


Player 1 Moves after

- null history: 2 actions, A and B
- history (A, C): 2 actions, E and F

So 4 strategies:

Strategies: Example

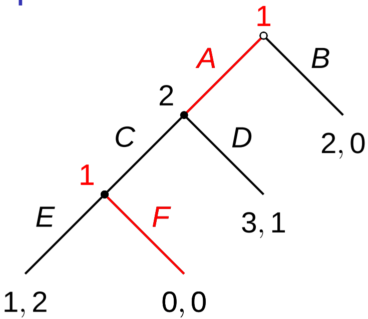


Player 1 Moves after

- null history: 2 actions, A and B
- history (A, C): 2 actions, E and F

So 4 strategies: AE

Strategies: Example

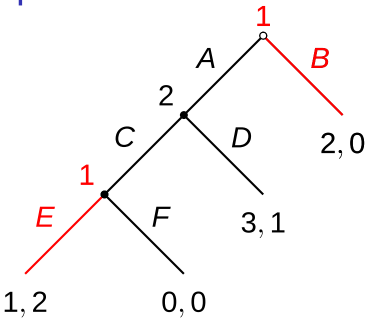


Player 1 Moves after

- null history: 2 actions, *A* and *B*
- history (A, C): 2 actions, *E* and *F*

So 4 strategies: *AE*, *AF*

Strategies: Example

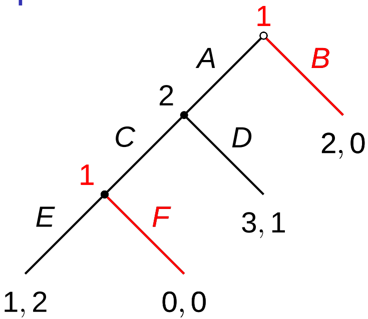


Player 1 Moves after

- null history: 2 actions, A and B
- history (A, C): 2 actions, E and F

So 4 strategies: AE, AF, BE

Strategies: Example

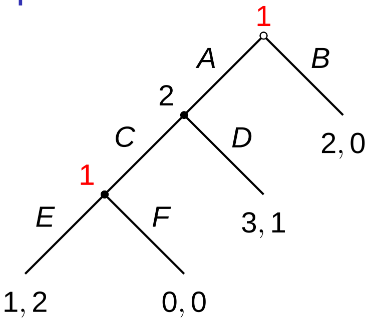


Player 1 Moves after

- null history: 2 actions, A and B
- history (A, C): 2 actions, E and F

So 4 strategies: AE, AF, BE, BF

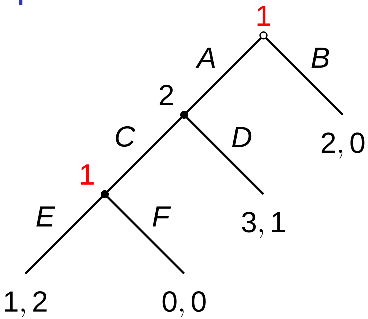
Strategies: Example



Note

- Each strategy of player 1 specifies action after history (A, C) *even if it specifies B at beginning of game*!

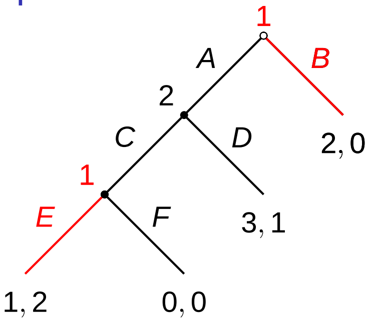
Strategies: Example



Note

- Each strategy of player 1 specifies action after history (A, C) *even if it specifies B at beginning of game*!
- In general: definition of strategy requires action to be specified for *every* history after which it is player's turn to move, *even histories not reached if strategy is followed*

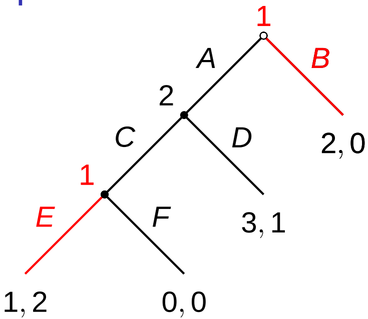
Strategies: Example



One interpretation of strategy *BE* of player 1:

1. Action *E* models behavior of player 1 if, by chance, she doesn't choose *B* at start of game (though she intends to)

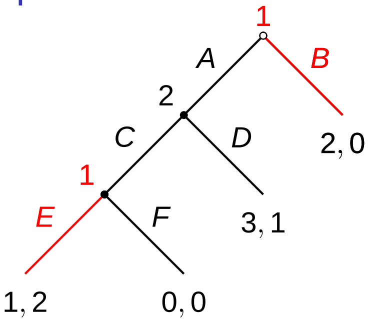
Strategies: Example



Another interpretation of strategy *BE* of player 1:

2. When choosing between *A* and *B*,

Strategies: Example



Another interpretation of strategy *BE* of player 1:

2. When choosing between *A* and *B*,
   - player 1 has to think about action player 2 intends to take

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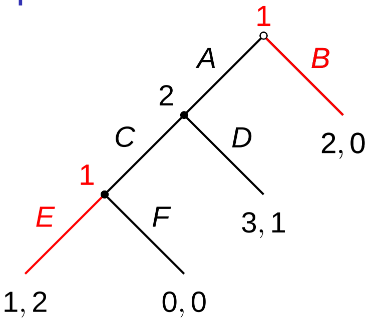

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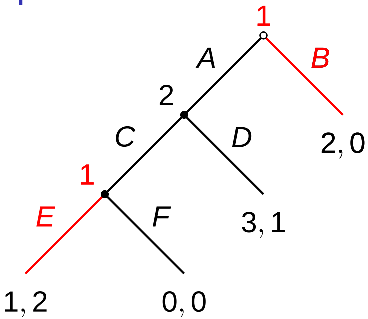

Another interpretation of strategy BE of player 1:

2. When choosing between A and B,
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   - player 1 knows that player 2's action depends on action player 2 thinks player 1 will take after history (A, C)

   Component E of player 1's strategy is her belief about player 2's belief about player 1's action after history (A, C)

Strategic form of extensive game

Given any extensive game, can now define strategic game

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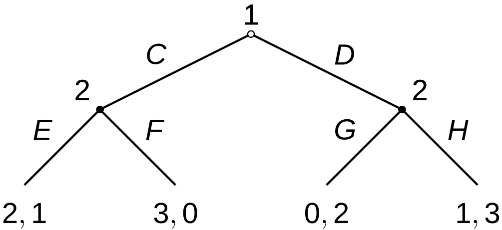
Resulting strategic game is strategic form of extensive game

Example of strategic form



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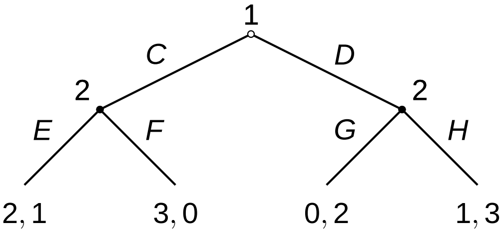

	EG	*EH*	*FG*	*FH*
C				
D				

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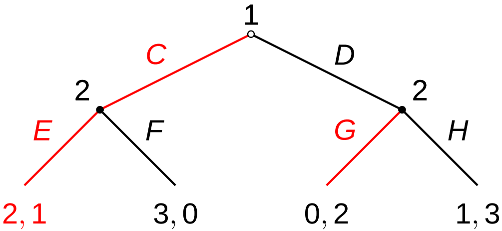
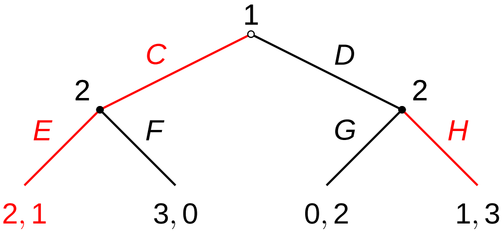


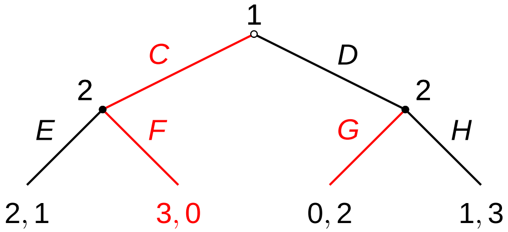
	EG	*EH*	*FG*	*FH*
C	2, 1			
D				

Example of strategic form



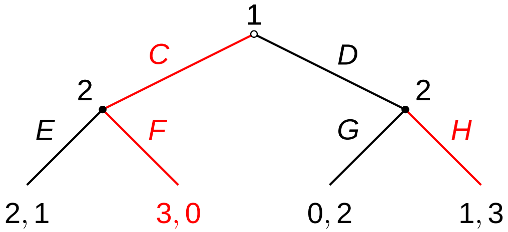
	EG	EH	FG	FH
C	2, 1	2, 1		
D				

Example of strategic form



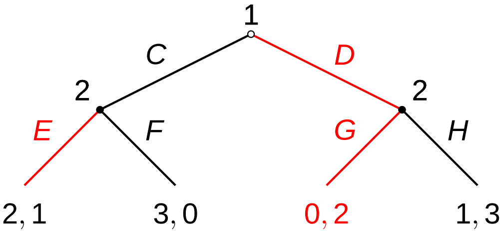
	EG	EH	FG	FH
C	2, 1	2, 1	3, 0	
D				

Example of strategic form



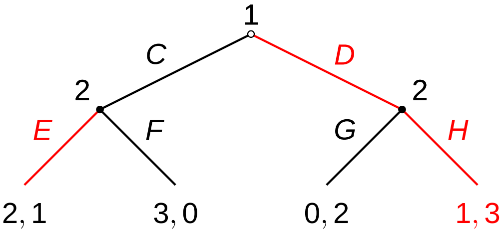
	EG	*EH*	*FG*	*FH*
C	2, 1	2, 1	3, 0	3, 0
D				

Example of strategic form



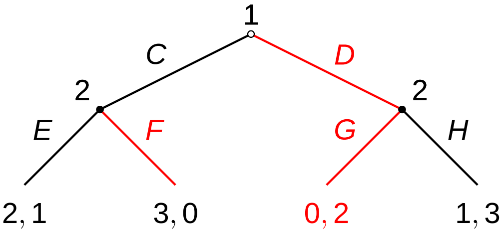
	EG	*EH*	*FG*	*FH*
C	2, 1	2, 1	3, 0	3, 0
D	0, 2			

Example of strategic form



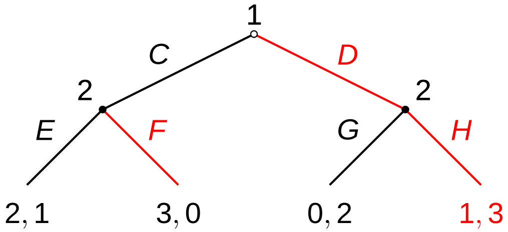
	EG	*EH*	*FG*	*FH*
C	2, 1	2, 1	3, 0	3, 0
D	0, 2	1, 3		

Example of strategic form



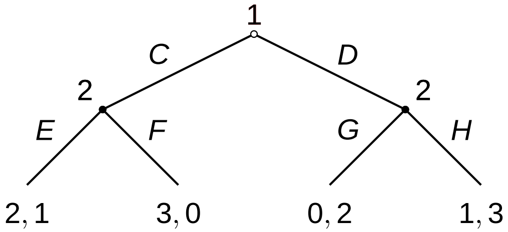
	EG	EH	FG	FH
C	2, 1	2, 1	3, 0	3, 0
D	0, 2	1, 3	0, 2	

Example of strategic form



	EG	*EH*	*FG*	*FH*
C	2, 1	2, 1	3, 0	3, 0
D	0, 2	1, 3	0, 2	1, 3

Example of strategic form



	EG	EH	FG	FH
C	2, 1	2, 1	3, 0	3, 0
D	0, 2	1, 3	0, 2	1, 3

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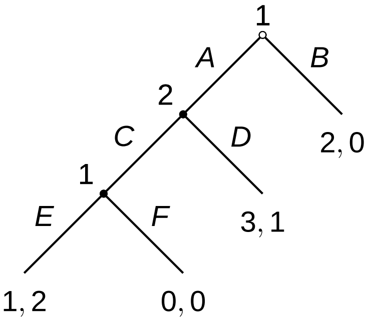

	C	D
AE		
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BF		

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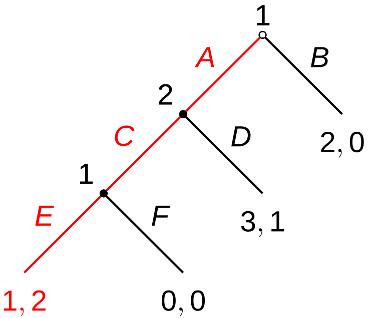
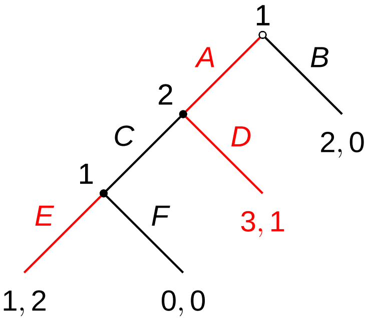


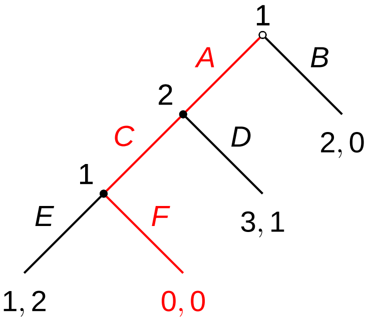
	C	D
AE	1, 2	
AF		
BE		
BF		

Example of strategic form



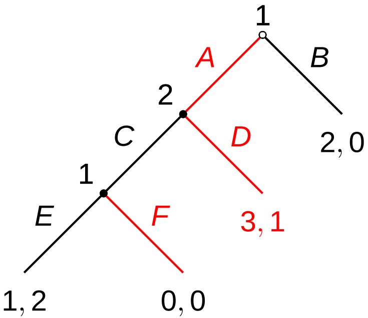
	C	D
AE	1, 2	3, 1
AF		
BE		
BF		

Example of strategic form



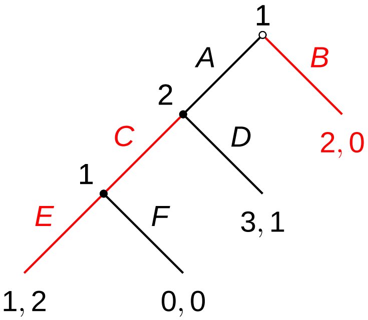
	C	D
AE	1, 2	3, 1
AF	0, 0	
BE		
BF		

Example of strategic form



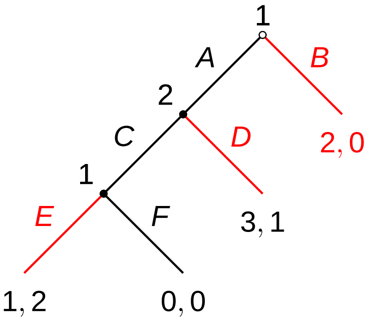
	C	D
AE	1, 2	3, 1
AF	0, 0	3, 1
BE		
BF		

Example of strategic form



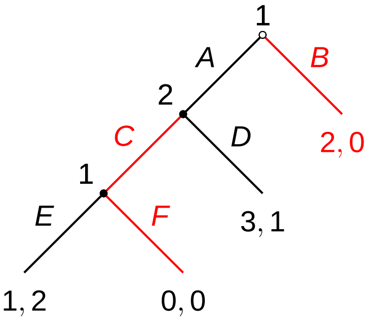
	C	D
AE	1, 2	3, 1
AF	0, 0	3, 1
BE	2, 0	
BF		

Example of strategic form



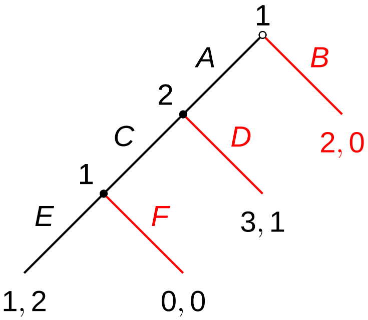
	C	D
AE	1, 2	3, 1
AF	0, 0	3, 1
BE	2, 0	2, 0
BF		

Example of strategic form



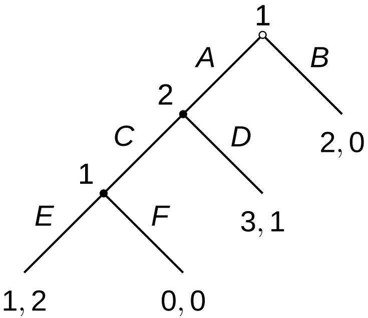
	C	D
AE	1, 2	3, 1
AF	0, 0	3, 1
BE	2, 0	2, 0
BF	2, 0	

Example of strategic form



	C	D
AE	1, 2	3, 1
AF	0, 0	3, 1
BE	2, 0	2, 0
BF	2, 0	2, 0

Example of strategic form



	C	D
AE	1, 2	3, 1
AF	0, 0	3, 1
BE	2, 0	2, 0
BF	2, 0	2, 0

Note duplicate strategies of player 1

Reduced strategic form:

	C	D
AE	1, 2	3, 1
AF	0, 0	3, 1
X	2, 0	2, 0

Nash equilibrium

Definition

A Nash equilibrium of an extensive game with perfect information is a Nash equilibrium of its strategic form

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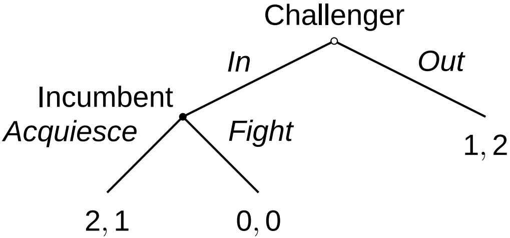

	Acquiesce	*Fight*
In	2, 1	0, 0
Out	1, 2	1, 2

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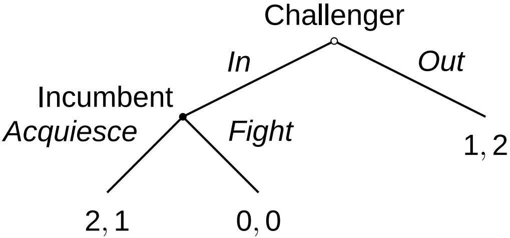

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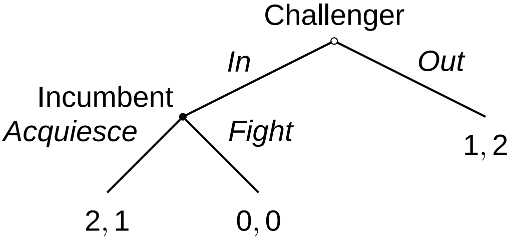

	Acquiesce	*Fight*
In	2, 1	0, 0
Out	1, 2	1, 2

Nash equilibria: (*In*, *Acquiesce*)

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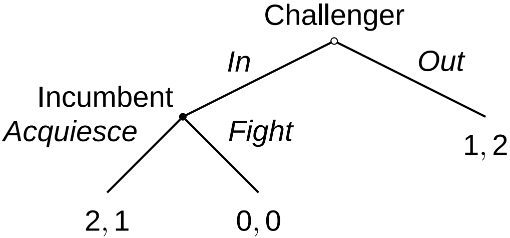

	Acquiesce	*Fight*
In	2, 1	0, 0
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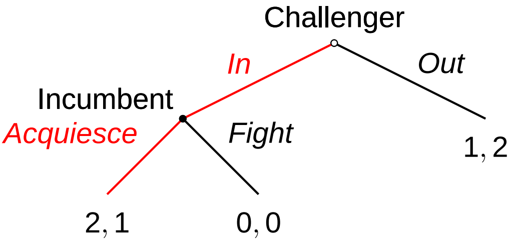
Nash equilibria: (*In*, *Acquiesce*) and (*Out*, *Fight*)

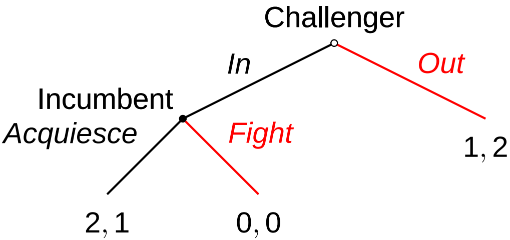
Nash equilibrium: Example



Nash equilibria

(*In*, *Acquiesce*) Both actions played in equilibrium; each is optimal when played

Nash equilibrium: Example



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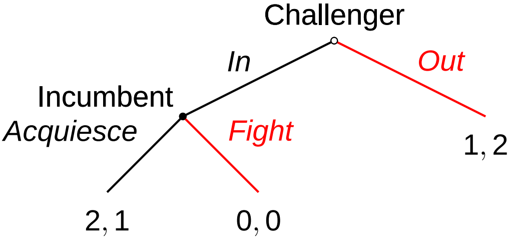

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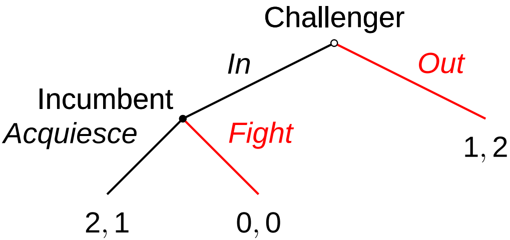
Nash equilibrium: Example



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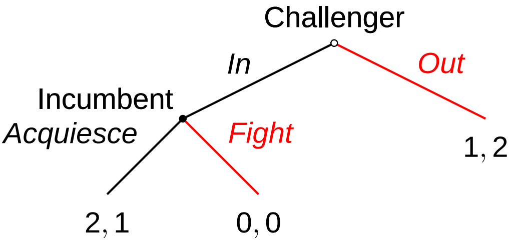

Nash equilibria

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- *Fight* optimal given player 1 chooses *Out* (action of player 2 doesn't affect outcome)
- But *Fight* not optimal if history *In* occurs
  - *Fight* can be interpreted as *non-credible threat*

Nash equilibrium

- In Nash equilibrium, each player’s strategy optimal given other players’ strategies

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Nash equilibrium

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- Notion of *subgame perfect equilibrium* requires that each player's strategy be optimal after *every* history, even histories that do not occur if every player follows her strategy

Subgames

For any nonterminal history h, subgame following h is part of game remaining once h has occurred

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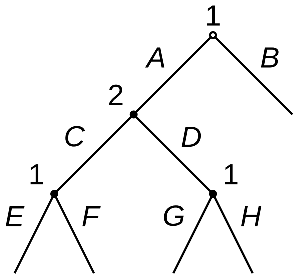

Subgame following $\varnothing$ (whole game)

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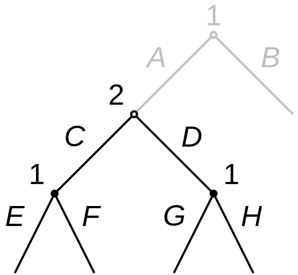
$\Rightarrow$ number of subgames $=$ number of nonterminal histories

Example



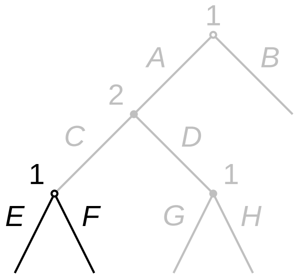
Subgame following A

Subgames

For any nonterminal history h, subgame following h is part of game remaining once h has occurred

$\Rightarrow$ number of subgames $=$ number of nonterminal histories

Example



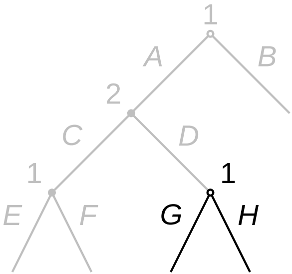
Subgame following (A, C)

Subgames

For any nonterminal history h, subgame following h is part of game remaining once h has occurred

$\Rightarrow$ number of subgames $=$ number of nonterminal histories

Example



Subgame following (A, D)

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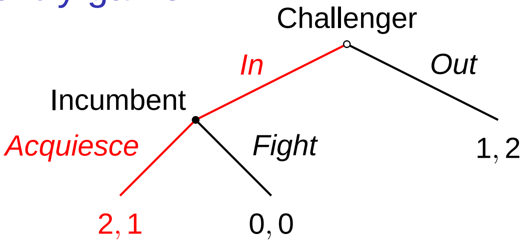
- In a Nash equilibrium, each player's strategy is optimal at start of game, so every subgame perfect equilibrium is a Nash equilibrium
- But not every Nash equilibrium is a subgame perfect equilibrium

Example: entry game



(*In*, *Acquiesce*)

- *In* optimal at start of game, given Incumbent's strategy

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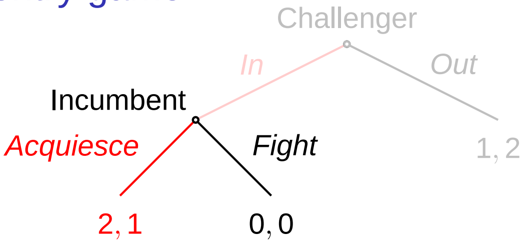

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- *Acquiesce* optimal in subgame following *In*

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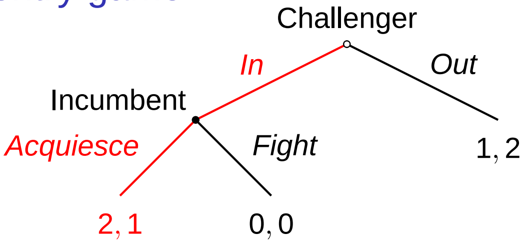

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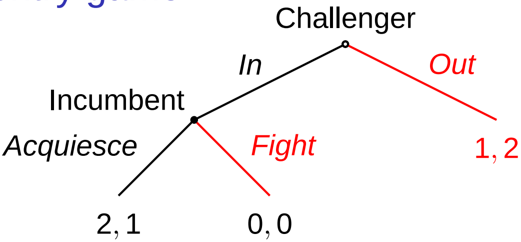

(*In*, *Acquiesce*)

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(*Out*, *Fight*)

- *Out* optimal at start of game

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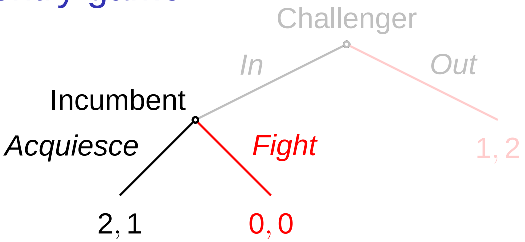

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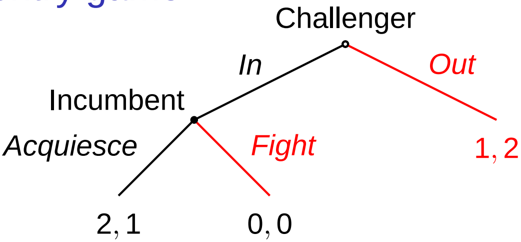

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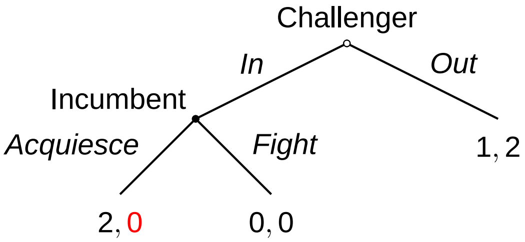
So not subgame perfect equilibrium

Example: variant of entry game



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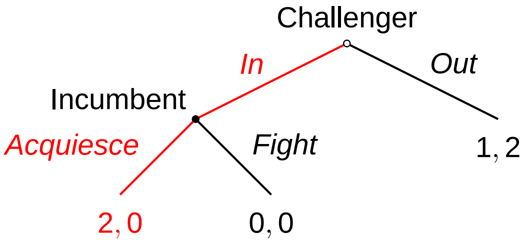

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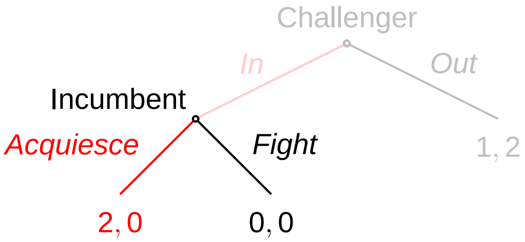
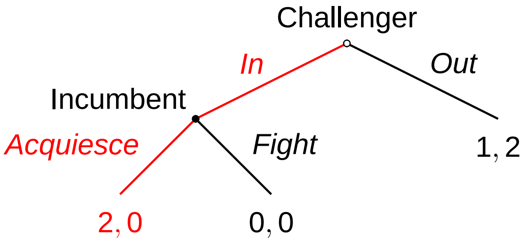


$(In, Acquiesce)$

- *In* optimal at start of game, given Incumbent's strategy
- *Acquiesce* optimal in subgame following *In*

Example: variant of entry game



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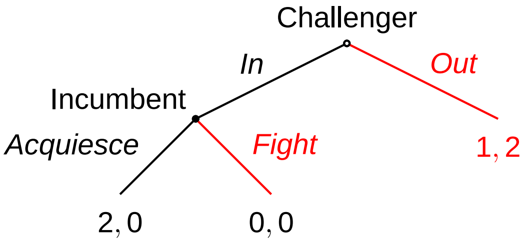
Subgame perfect equilibrium

Example: variant of entry game



(*In*, *Acquiesce*)

- *In* optimal at start of game, given Incumbent's strategy
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Subgame perfect equilibrium

(*Out*, *Fight*)

- *Out* optimal at start of game, given Incumbent's strategy

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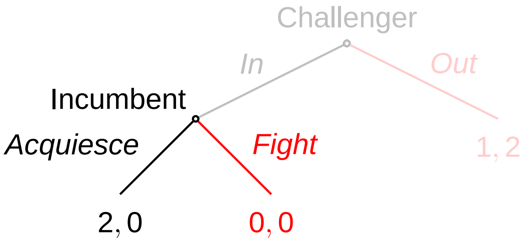

$(In, Acquiesce)$

- *In* optimal at start of game, given Incumbent's strategy
- *Acquiesce* optimal in subgame following *In*

Subgame perfect equilibrium

$(Out, Fight)$

- *Out* optimal at start of game, given Incumbent's strategy
- *Fight* optimal after history *In*

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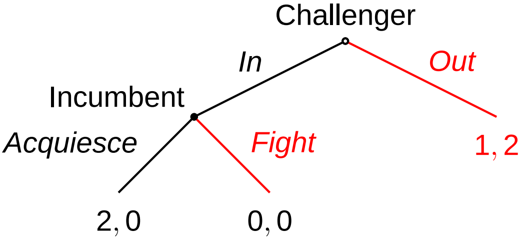

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Subgame perfect equilibrium

(*Out*, *Fight*)

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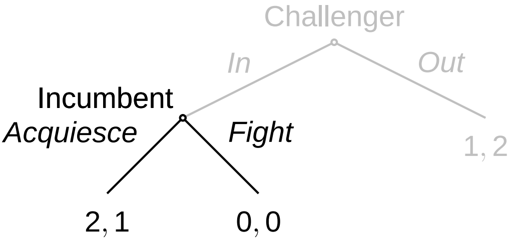
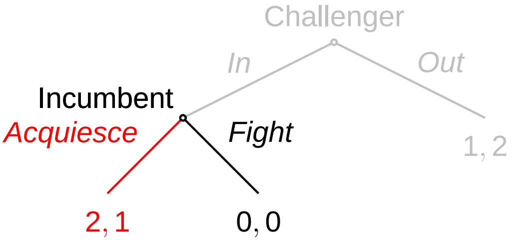
- Strategy profiles found are subgame perfect equilibria

Example: entry game



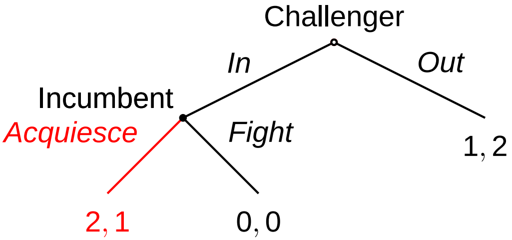
- One subgame of length 1, following history *In*

Example: entry game



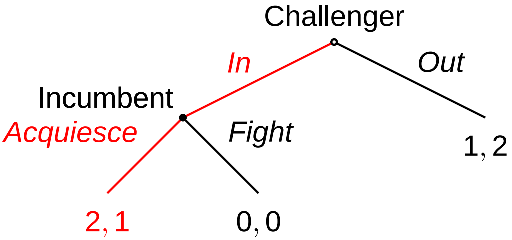
- One subgame of length 1, following history *In*: optimal action (of Incumbent) is *Acquiesce*

Example: entry game



- One subgame of length 1, following history *In*: optimal action (of Incumbent) is *Acquiesce*
- One subgame of length 2 (whole game)

Example: entry game



- One subgame of length 1, following history *In*: optimal action (of Incumbent) is *Acquiesce*
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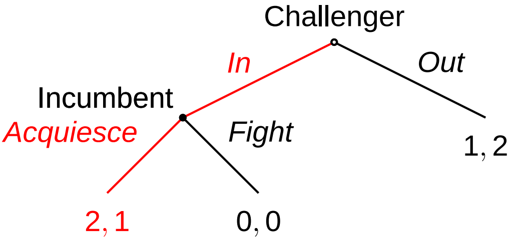
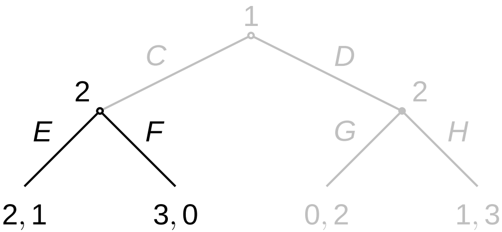


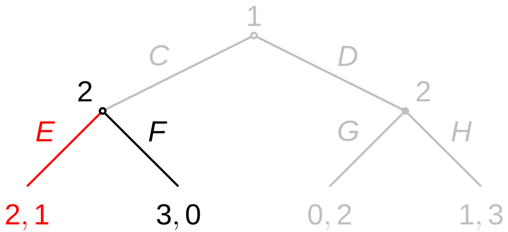
- One subgame of length 1, following history *In*: optimal action (of Incumbent) is *Acquiesce*
- One subgame of length 2 (whole game): optimal action (of Challenger), given outcome in subgame of length 1, is *In*
- Thus game has unique subgame perfect equilibrium, (*In*, *Acquiesce*)

Example



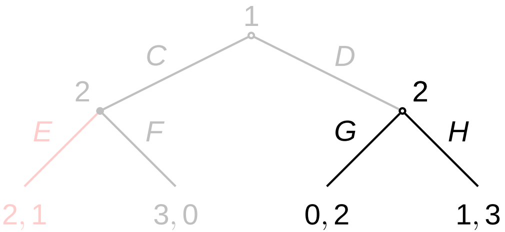
- Subgames of length one:
  - following *C*

Example



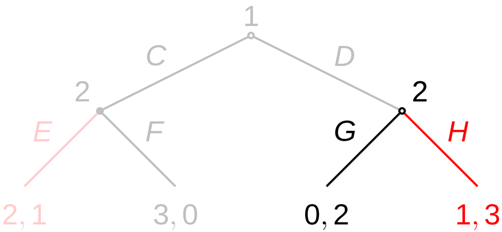
- Subgames of length one:
  - following C: E is optimal

Example



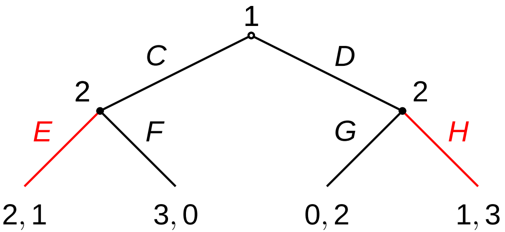
- Subgames of length one:
  - following C: E is optimal
  - following D

Example



- Subgames of length one:
  - following *C*: *E* is optimal
  - following *D*: *H* is optimal

Example



- Subgames of length one:
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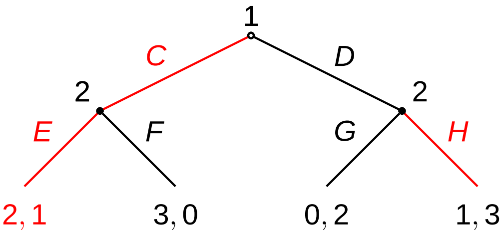
- Subgame of length two (whole game):

Example



- Subgames of length one:
  - following C: E is optimal
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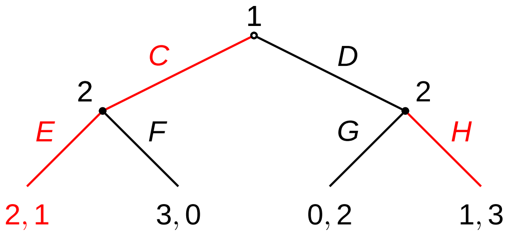
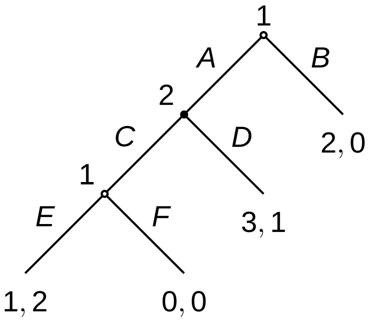
Example

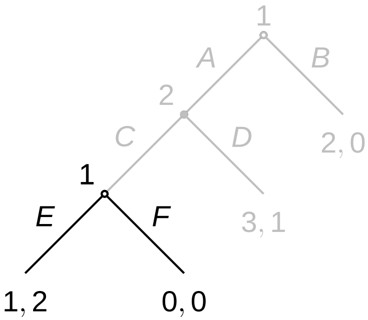


- Subgames of length one:
  - following C: E is optimal
  - following D: H is optimal
- Subgame of length two (whole game):
  - C is optimal
- Thus unique subgame perfect equilibrium: (C, EH)

Example

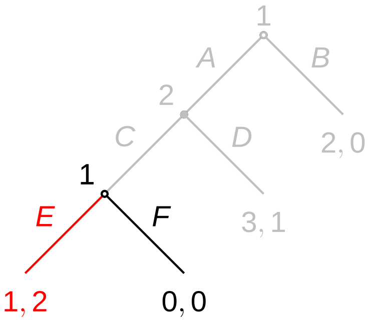


Example



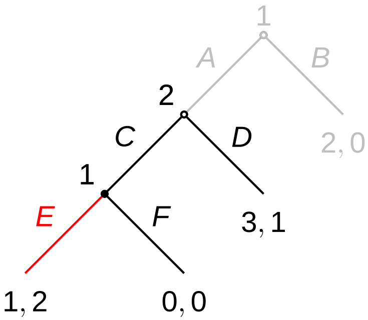
- Subgame of length 1, following (A, C)

Example



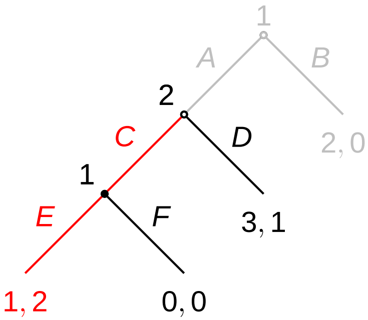
- Subgame of length 1, following (A, C): E is optimal

Example



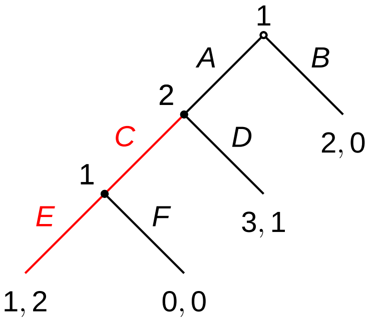
- Subgame of length 1, following (A, C): E is optimal
- Subgame of length 2, following A

Example



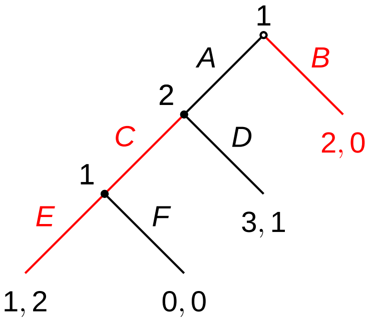
- Subgame of length 1, following (A, C): E is optimal
- Subgame of length 2, following A: C is optimal

Example



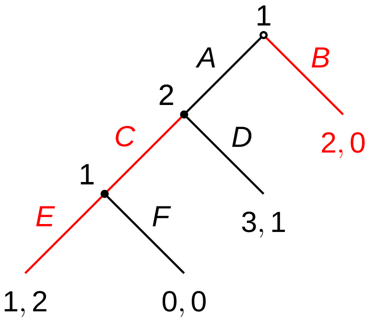
- Subgame of length 1, following (A, C): E is optimal
- Subgame of length 2, following A: C is optimal
- Subgame of length 3 (whole game)

Example



- Subgame of length 1, following (A, C): E is optimal
- Subgame of length 2, following A: C is optimal
- Subgame of length 3 (whole game): B is optimal

Example



- Subgame of length 1, following (A, C): E is optimal
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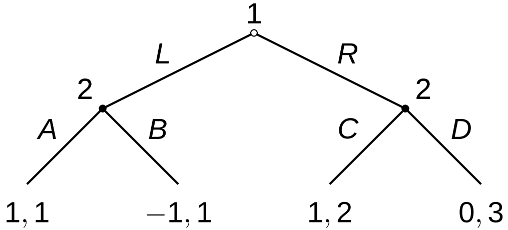
- Thus unique subgame perfect equilibrium: (BE, C)

Example: game with indifference between outcomes



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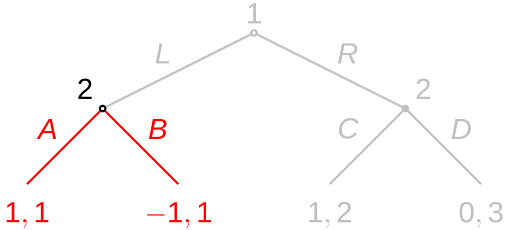

- Subgames of length one:
  - following *L*: *A* and *B* are both optimal

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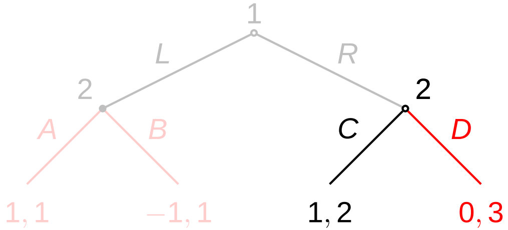

- Subgames of length one:
  - following L: A and B are both optimal
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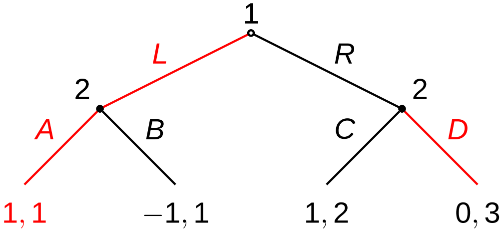

- Subgames of length one:
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- Subgame of length two (whole game): Need to consider separately each collection of optimal actions in subgames of length one:
  - *AD*: *L* is optimal

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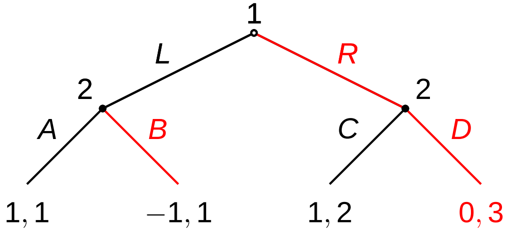

- Subgames of length one:
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  - BD: R is optimal

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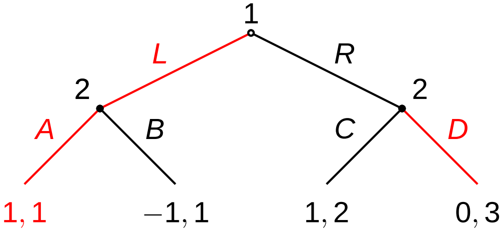

- Subgames of length one:
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- Thus *two* subgame perfect equilibria:
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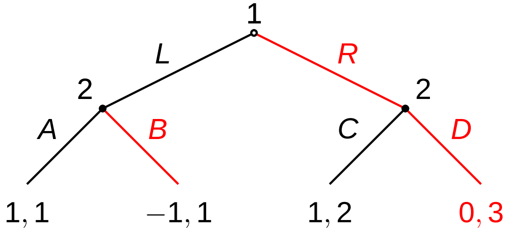

- Subgames of length one:
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Example: electoral competition

- Variant of Hotelling's model, with sequential choice

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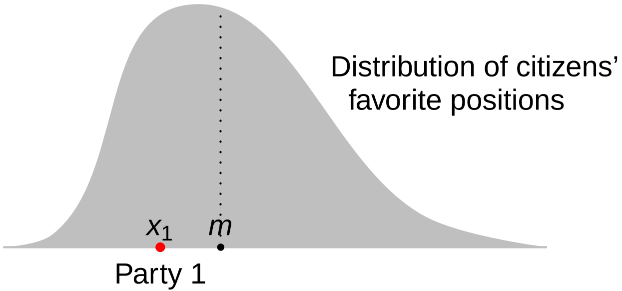
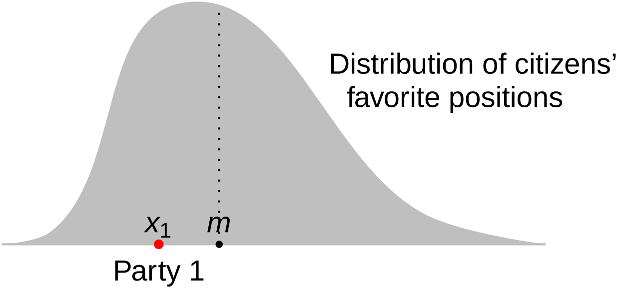
    - party 1 chooses a position



Example: electoral competition

- Variant of Hotelling's model, with sequential choice
- Two parties
  - party 1 chooses a position
  - party 2 observes party 1's position



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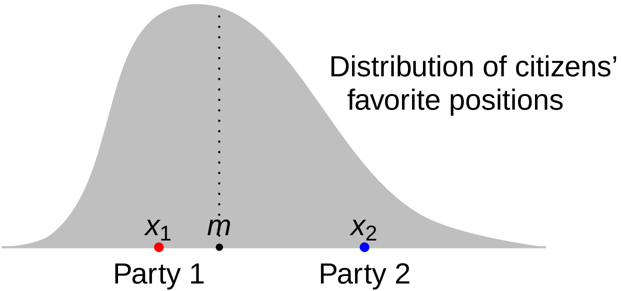
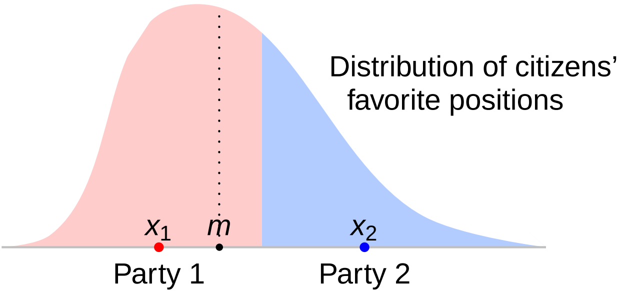


Example: electoral competition

- Variant of Hotelling's model, with sequential choice
- Two parties
  - party 1 chooses a position
  - party 2 observes party 1's position
  - party 2 chooses a position
- Each citizen votes for closest party, determining winner



Example: electoral competition

Extensive game

- Players:

Example: electoral competition

Extensive game

- Players: Two parties

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- Terminal histories:

Example: electoral competition

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- Terminal histories: all sequences (x_1, x_2), where x_i is a position for party i

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$$P(\varnothing) = 1 \quad \text{(party 1 moves first)}$$

Example: electoral competition

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$$P(x_1) = 2 \text{ for all } x_1 \quad \text{(after any action of party 1, party 2 moves)}$$

Example: electoral competition

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Example: electoral competition

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- Preferences: Outcome of (x_1, x_2) determined by voters; each party's preferences over outcomes:

$$\text{win} \succ \text{tie} \succ \text{lose}$$

Example: electoral competition

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Note: number of histories is infinite, so game cannot be represented in diagram like one for entry game

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Subgame perfect equilibrium

- Use backward induction

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Subgame perfect equilibrium

- Use backward induction
- First consider subgames of length one: find best position for party 2, given any position for party 1

Example: electoral competition

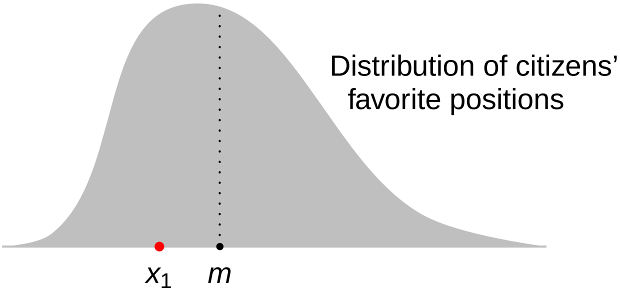
Subgame perfect equilibrium

- Use backward induction
- First consider subgames of length one: find best position for party 2, given any position for party 1
- Then consider whole game: find best position for party 1, given party 2's optimal actions in subgames

Example: electoral competition

Subgame perfect equilibrium: subgames of length 1

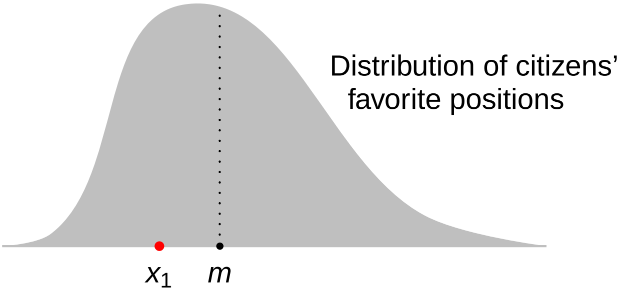
- Fix position x_1 of party 1



Example: electoral competition

Subgame perfect equilibrium: subgames of length 1

- Fix position x_1 of party 1
- If $x_1 \neq m$, best position for party 2:



Example: electoral competition

Subgame perfect equilibrium: subgames of length 1

- Fix position x_1 of party 1
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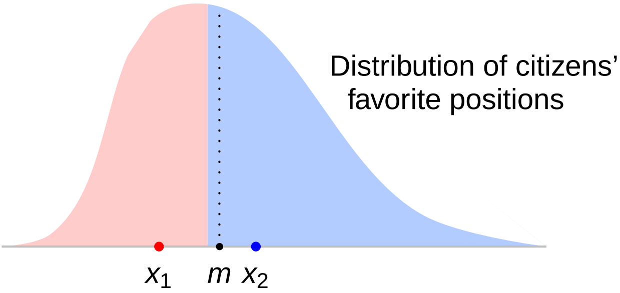

Example: electoral competition

Subgame perfect equilibrium: subgames of length 1

- Fix position x_1 of party 1
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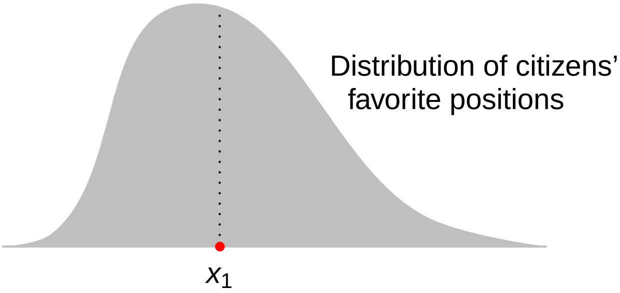
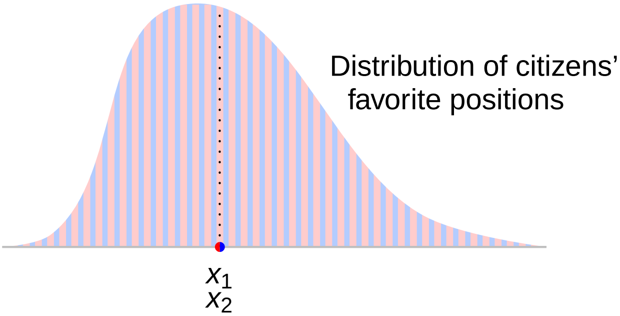


Example: electoral competition

Subgame perfect equilibrium: subgames of length 1

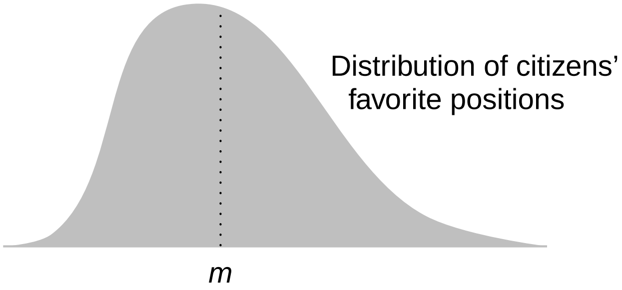
- Fix position x_1 of party 1
- If $x_1 \neq m$, best position for party 2: any position x_2 closer to m than x_1, where party 2 wins
- If $x_1 = m$, best position for party 2: m, where it ties



Example: electoral competition

Subgame perfect equilibrium: subgames of length 2

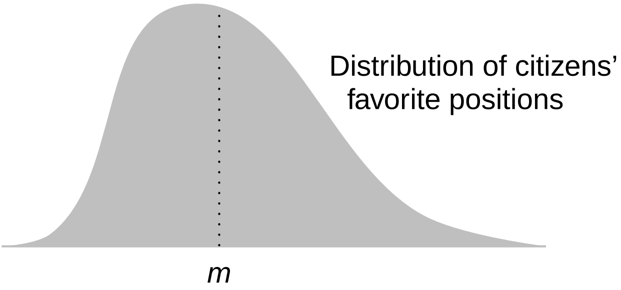
- Given party 2's reactions to party 1's position:
  - if party 1 chooses $x_1 \neq m$ then it loses
  - if party 1 chooses $x_1 = m$ then it ties



Example: electoral competition

Subgame perfect equilibrium: subgames of length 2

- Given party 2's reactions to party 1's position:
  - if party 1 chooses $x_1 \neq m$ then it loses
  - if party 1 chooses $x_1 = m$ then it ties
- Hence optimal position for party 1 at start of game:



Example: electoral competition

Subgame perfect equilibrium: subgames of length 2

- Given party 2's reactions to party 1's position:
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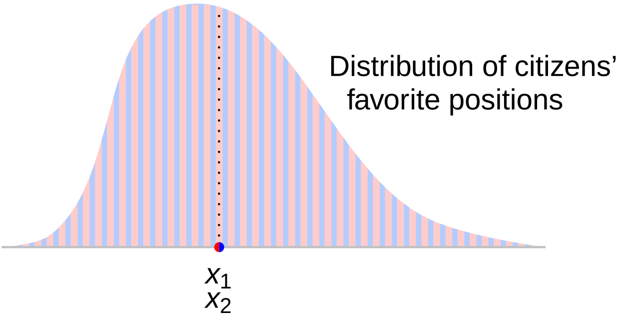
  - if party 1 chooses $x_1 = m$ then it ties
- Hence optimal position for party 1 at start of game: m



Example: electoral competition

Subgame perfect equilibrium: conclusion

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- In every equilibrium, *outcome* is that party 1 chooses m and then party 2 chooses m

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Actions	For each party, set of possible positions

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Strategic form of extensive game

Players	Parties
Actions	For party 1, set of possible positions; for party 2, *function* specifying position for each possible position of party 1

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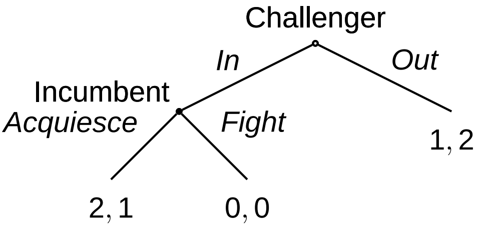

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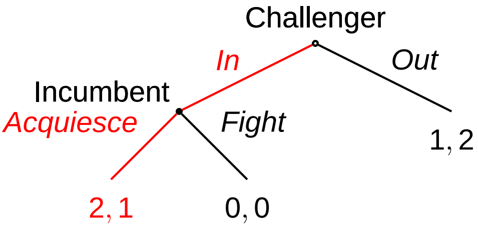
- Consider entry game
- Unique subgame perfect equilibrium is $(\textit{In}, \textit{Acquiesce})$



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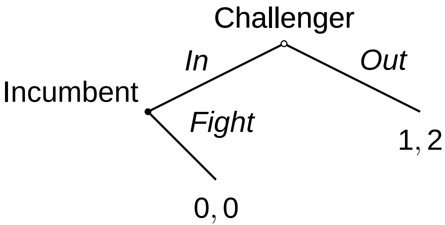
- Eliminate incumbent's option to acquiesce



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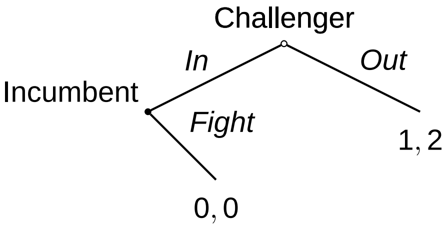

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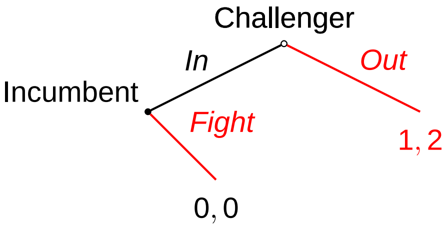

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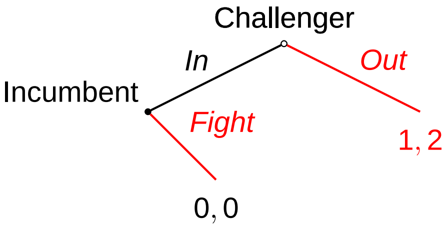

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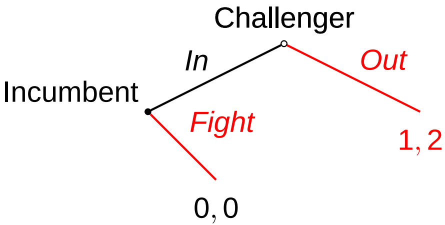

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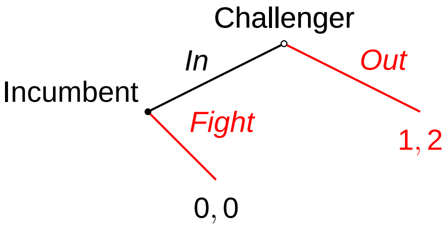
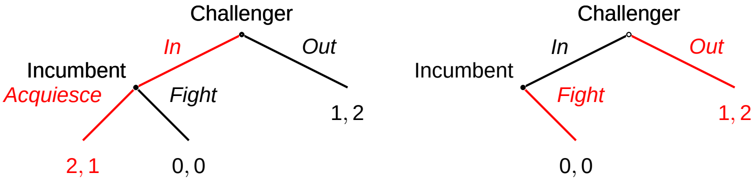


- Then subgame perfect equilibrium: (*Out*, *Fight*)
- Incumbent is *better off* in this equilibrium than in equilibrium of original game
- So fewer options can be better
- Alternatively, commitment has a value
  - without option to acquiesce, threat to fight is credible

In surrounding an enemy, leave him a way out

- From Challenger's point of view, it is *better* for Incumbent to have option to acquiesce



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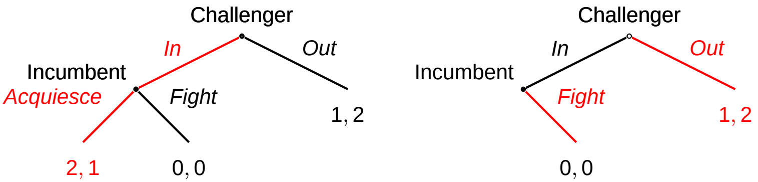

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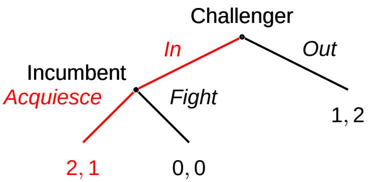

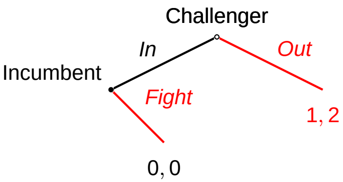

- In this case, Incumbent's having more options is better for Challenger
- Corresponds to Sun Tzu's advice in *The Art of Warfare* (written between 500 BC and 300 BC): "in surrounding the enemy, leave him a way out; do not press an enemy that is cornered"