

# Social Learning and Influence in Networks

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Northwestern

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  - ▶ On sequential social learning: G and Sadler survey, Section 2.

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  - ▶ Time permitting, begin linear updating models.

# Social learning setting and interactive learning protocol

A social learning setting consists of:

- ▶  $N$  – a set of players;
- ▶  $A$  – a common action space;
- ▶  $\Theta$  – state space;
- ▶  $u : A \times \Theta \rightarrow \mathbb{R}$  – a common utility function;
- ▶  $S$  – private signal space;
- ▶  $\mu_i$  for each  $i$  –  $i$ 's prior over  $\Omega = \Theta \times S^N$ .

Interactive learning protocol:

- ▶ At  $t = 0$ , get  $s_i$  and take actions  $a_i(0)$  [all simul.].
- ▶ For  $t \geq 1$ , observe  $a_j(s)$  for all  $s < t$ ,  $j \in \mathcal{N}(n)$  and take actions  $a_i(t)$  [all simultaneously].
- ▶ Let  $I_{i,t}$  be the info. of  $i$  at time  $t$  (formally a  $\sigma$ -alg. on  $\Omega$ ).
- ▶ Take a  $u$  maximized by reporting  $\mathbb{P}(\theta = 1 \mid I_{i,t})$ .
- ▶ Players play myopic best-response to all predecessors' strategies.



## Robustness of agreement: Coarse actions

- ▶ Can we say anything about agreement with a coarse action space?
- ▶ If  $i$  takes action  $a$  infinitely often and  $j$  takes action  $a' \neq a$  infinitely often, then it is asymptotically common knowledge between them that  $i$  thinks  $a$  is weakly better while  $j$  thinks  $a'$  is weakly better. I.e.

$$\mathbb{E}[u(a, \theta) - u(a', \theta) \mid \bar{I}_i] \geq 0 \quad \text{and} \quad \mathbb{E}[u(a, \theta) - u(a', \theta) \mid \bar{I}_j] \leq 0.$$

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- ▶ By the Agreeing to Disagree argument, this can only happen if both are equalities. So neighbors have to be indifferent between actions taken infinitely often.
- ▶ Might hope it's nongeneric, but probabilities endogenous.
- ▶ Gale and Kariv (2003), Rosenberg, Solan, and Vieille (2011), Mueller-Frank (2013)

- ▶ nature draws  $\theta \in \{0, 1\}$  with  $q_0 = \mathbb{P}(\theta = 1)$ .
- ▶ Mr.  $n \in \mathbb{N}$  acts at time  $n$
- ▶ sees  $I_n$ :
  - ▶ signal  $s_n \in \mathcal{S}$ ;
  - ▶ actions of nbhd  $\mathcal{N}(n)$ ; dist  $\mathbb{Q}$  is joint of  $(\mathcal{N}(n))_n$
- ▶ makes choice  $a_n \in \{0, 1\}$

About signals:

- ▶ conditionally i.i.d given  $\theta$ ,  $s_n \sim \mathbb{F}_\theta$
- ▶  $\mathbb{F}_0 \neq \mathbb{F}_1$ .

# Sequential social learning using (conditional) martingale

- ▶ Recall: sequential social learning model,  $J_n$  consists of all actions before  $n$ , and  $q_n = \mathbb{P}[\theta = 1 \mid J_n]$ .
- ▶  $r_n = \frac{q_n}{1-q_n}$ .
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$$\frac{q_{n+1}}{1-q_{n+1}} = \frac{q_n}{1-q_n} \times \frac{\mathbb{P}[a_n \mid q_n, \theta = 1]}{\mathbb{P}[a_n \mid q_n, \theta = 0]}$$

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$$\sum_{a_n} \frac{\mathbb{P}[a_n \mid r_n, \theta = 1]}{\mathbb{P}[a_n \mid \circ]} \mathbb{P}[a_n \mid \circ] = \sum_{a_n} \mathbb{P}[a_n \mid r_n, \theta = 1] = 1$$



# Sacrificial lambs

- ▶ Suppose there is a deterministic sequence  $(m_k)_{k=1}^{\infty}$  of “candidate sacrificial lambs.”
- ▶ Their neighborhoods are, independently, empty with some probability  $e_k$ , such that  $\sum_k e_k = \infty$ .
- ▶ For each  $k$ , for any  $\epsilon$  there is an  $N(\epsilon)$  large enough so that any agent  $n \geq N(\epsilon)$  observes  $m_k$  with probability at least  $1 - \epsilon$ .

# SSLM setup reminder

- ▶ nature draws  $\theta \in \{0, 1\}$  with  $q_0 = \mathbb{P}(\theta = 1)$ .
- ▶ Mr.  $n \in \mathbb{N}$  acts at time  $n$
- ▶ sees  $I_n$ :
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About signals:

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Some definitions:

- ▶  $J_n$  consists of all actions before  $n$ , dist  $\mathbb{Q}$  is joint of  $(\mathcal{N}(n))_n$ .
- ▶  $p_n = \mathbb{P}[\theta = 1 \mid s_n]$ .

Let  $\underline{\beta}$  be the infimum of support of  $p_n$ , and  $\bar{\beta}$  be the supremum.

## Fact

There is a distribution  $\tilde{s}$ , called the expert signal, with support  $\{\underline{s}, \bar{s}\}$  s.t.

$$\mathbb{P}(\theta = 1 \mid \tilde{s} = \underline{s}) = \underline{\beta} \quad \mathbb{P}(\theta = 1 \mid \tilde{s} = \bar{s}) = \bar{\beta}$$

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Two famous notions:

- ▶ **herd**: a.s.  $(a_n)_n$  converges;
- ▶ **information cascade**: a.s. players eventually ignore private information.