## PHIL309P

# Philosophy, Politics and Economics 

Eric Pacuit<br>University of Maryland, College Park<br>pacuit.org<br>Politics cases maxan  Nition ine Philosophy Game The May's Theorem Gaus Nash Condorcet's Paradox Expected utitry<br>Rational Choice Theory. ParetoHarsany<br>ArrowSocial Choice TheorySen<br>Rationality<br>Arrow's Theorem

## Announcements

 waveneme weormeconomics Arrow Rationality

- Course website https://myelms.umd.edu/courses/1133211
- Online quiz 3
- Reading: Gaus, Ch 4; Reiss, Ch 4


## Strategic Games


 $\underset{\text { Rrrows theorem }}{\text { Ratity }}$

A strategic game is a tuple $\left\langle N,\left\{A_{i}\right\}_{i \in N},\left\{\geq_{i}\right\}_{i \in N}\right\rangle$ where

- $N$ is a finite set of players


## Strategic Games

 wans rame ther Arrow Rationality

A strategic game is a tuple $\left\langle N,\left\{A_{i}\right\}_{i \in N},\left\{\geq_{i}\right\}_{i \in N}\right\rangle$ where

- $N$ is a finite set of players
- for each $i \in N, A_{i}$ is a nonempty set of actions


## Strategic Games

 uns nemene wein Nash Condorcet's Parasot Rational Choice Theory ParetoHarsany Arrow RationalityA strategic game is a tuple $\left\langle N,\left\{A_{i}\right\}_{i \in N},\left\{\geq_{i}\right\}_{i \in N}\right\rangle$ where

- $N$ is a finite set of players
- for each $i \in N, A_{i}$ is a nonempty set of actions
- for each $i \in N, \geq_{i}$ is a preference relation on $A=\prod_{i \in N} A_{i}$ (Often $\geq_{i}$ are represented by utility functions $u_{i}: A \rightarrow \mathbb{R}$ )


## Strategic Games: Comments on Preferences

- Preferences may be over a set of consequences $C$. Assume $g: A \rightarrow C$ and $\left\{\geq_{i}^{*} \mid i \in N\right\}$ a set of preferences on $C$. Then for $a, b \in A$,

$$
a \geq_{i} b \text { iff } g(a) \geq_{i}^{*} g(b)
$$

- Consequences may be affected by exogenous random variable whose realization is not known before choosing actions. Let $\Omega$ be a set of states, then define $g: A \times \Omega \rightarrow C$. Where $g(a \mid \cdot)$ is interpreted as a lottery.
- Often $\geq_{i}$ are represented by utility functions $u_{i}: A \rightarrow \mathbb{R}$


## Strategic Games: Example

 Nash connarests magos ECOMOMISS ArrowSocial Choice TheorySen

- $N=\{$ Row, Column $\}$
- $A_{\text {Row }}=\{u, d\}, A_{\text {Column }}=\{r, l\}$
- $(u, r) \geq_{\text {Row }}(d, l) \geq_{\text {Row }}(u, l) \sim_{\text {Row }}(d, r)$
$(u, r) \geq_{\text {Column }}(d, l) \geq_{\text {Column }}(u, l) \sim_{\text {Column }}(d, r)$


## Strategic Games: Example


 Arrow Social Choice
Rationality
arrows theocem


- $N=\{$ Row, Column $\}$
- $A_{\text {Row }}=\{u, d\}, A_{\text {Column }}=\{r, l\}$
$-u_{\text {Row }}: A_{\text {Row }} \times A_{\text {Column }} \rightarrow\{0,1,2\}, u_{\text {Column }}: A_{\text {Row }} \times A_{\text {Column }} \rightarrow\{0,1,2\}$ with $u_{\text {Row }}(u, r)=u_{\text {Column }}(u, r)=2, u_{\text {Row }}(d, l)=u_{\text {Column }}(d, l)=2$, and $u_{x}(u, l)=u_{x}(d, r)=0$ for $x \in N$.


## Nash Equilibrium

 Nens shemenem eronomics Nash benace fempe ArrowSocial ChoiceLet $\left\langle N,\left\{A_{i}\right\}_{i \in N},\left\{\geq_{i}\right\}_{i \in N}\right\rangle$ be a strategic game
For $a_{-i} \in A_{-i}$, let

$$
B_{i}\left(a_{-i}\right)=\left\{a_{i} \in A_{i} \mid\left(a_{-i}, a_{i}\right) \geq_{i}\left(a_{-i}, a_{i}^{\prime}\right) \forall a_{i}^{\prime} \in A_{i}\right\}
$$

$B_{i}$ is the best-response function.

## Nash Equilibrium

 mass Game ceneoryowis Nash conaraces fasaopo ECONOMMICS ArrowSocial ChoiceLet $\left\langle N,\left\{A_{i}\right\}_{i \in N},\left\{\geq_{i}\right\}_{i \in N}\right\rangle$ be a strategic game
For $a_{-i} \in A_{-i}$, let

$$
B_{i}\left(a_{-i}\right)=\left\{a_{i} \in A_{i} \mid\left(a_{-i}, a_{i}\right) \geq_{i}\left(a_{-i}, a_{i}^{\prime}\right) \forall a_{i}^{\prime} \in A_{i}\right\}
$$

$B_{i}$ is the best-response function.
$a^{*} \in A$ is a Nash equilibrium iff $a_{i}^{*} \in B_{i}\left(a_{-i}^{*}\right)$ for all $i \in N$.

## Example: Bach or Stravinsky?

 mos summernomics Nash Condorcets Paradox ECO OOM OMICSRational Choice Thery

ArrowSocial Choice
Rationality
Arows theerem

\[

\]

## Example: Bach or Stravinsky?

 whan fane fronomics Nash Condorcets Paradox ECORational Choice Theory ParetoH Harsanyi

ArrowSocial Choice
Rationality

|  | $b_{c}$ | $s_{c}$ |
| :---: | :---: | :---: |
| $b_{r}$ | 2,1 | 0,0 |
| $s_{r}$ | 0,0 | 1,2 |
|  |  |  |

$$
N=\{r, c\} \quad A_{r}=\left\{b_{r}, s_{r}\right\}, A_{c}=\left\{b_{c}, s_{c}\right\}
$$

## Example: Bach or Stravinsky?

 whon cime hrow Economics

|  | $b_{c}$ | $s_{c}$ |
| :---: | :---: | :---: |
| $b_{r}$ | 2,1 | 0,0 |
| $s_{r}$ | 0,0 | 1,2 |
|  |  |  |

$$
\begin{array}{r}
N=\{r, c\} \quad A_{r}=\left\{b_{r}, s_{r}\right\}, A_{c}=\left\{b_{c}, s_{c}\right\} \\
B_{r}\left(b_{c}\right)=\left\{b_{r}\right\} \quad B_{r}\left(s_{c}\right)=\left\{s_{r}\right\}
\end{array}
$$

## Example: Bach or Stravinsky?

 Natiouch ibie DCo

|  | $b_{c}$ | $s_{c}$ |
| :---: | :---: | :---: |
| $b_{r}$ | 2,1 | 0,0 |
| $s_{r}$ | 0,0 | 1,2 |
|  |  |  |

$$
\begin{array}{ll}
N=\{r, c\} & A_{r}=\left\{b_{r}, s_{r}\right\}, \\
A_{c}=\left\{b_{c}, s_{c}\right\} \\
B_{r}\left(b_{c}\right)=\left\{b_{r}\right\} & B_{r}\left(s_{c}\right)=\left\{s_{r}\right\} \\
B_{c}\left(b_{r}\right)=\left\{b_{c}\right\} & B_{c}\left(s_{r}\right)=\left\{s_{c}\right\}
\end{array}
$$

## Example: Bach or Stravinsky?

 No den hiow Fconomics Nash Condorcets Paraobox Theory ParetoHarsanyi|  | $b_{c}$ | $s_{c}$ |
| :---: | :---: | :---: |
| $b_{r}$ | 2,1 | 0,0 |
| $s_{r}$ | 0,0 | 1,2 |
|  |  |  |

$$
\begin{array}{ll}
N=\{r, c\} \quad A_{r}=\left\{b_{r}, s_{r}\right\}, & A_{c}=\left\{b_{c}, s_{c}\right\} \\
B_{r}\left(b_{c}\right)=\left\{b_{r}\right\} & B_{r}\left(s_{c}\right)=\left\{s_{r}\right\} \\
B_{c}\left(b_{r}\right)=\left\{b_{c}\right\} & B_{c}\left(s_{r}\right)=\left\{s_{c}\right\}
\end{array}
$$

$\left(b_{r}, b_{c}\right)$ is a Nash Equilibrium $\quad\left(s_{r}, s_{c}\right)$ is a Nash Equilibrium

## Battle of the Sexes

 Game Theory Downsmars Theorem Gusis
Nash Consorcets Parado ECOMOMICS Nash Condorcet's Paradox ECO
Rational Choice Theory Pareto Harsanyi

ArrowSocial Choice
Rationality

\[

\]

## Battle of the Sexes




## Bob <br> B $\quad M$ <br> 

$(B, B)(S, S)$, and $([2 / 3: B, 1 / 3: S],[1 / 3: B, 2 / 3: S])$ are Nash equilibria.

Kevin Quealy. Lessons From Game Theory: What Keeps Kasich in the Race?. New York Times, Feb. 24, 2016.

Kevin Quealy. Lessons From Game Theory: What Keeps Kasich in the Race?. New York Times, Feb. 24, 2016.
"The Republican establishment has a problem.

Kevin Quealy. Lessons From Game Theory: What Keeps Kasich in the Race?. New York Times, Feb. 24, 2016.
"The Republican establishment has a problem. It is headed for a car crash. With Jeb Bush out of the Republican presidential race, the two remaining mainstream candidates Marco Rubio and John Kasich are living out an issue studied for decades in game theory. Game theorists might call the G.O.P. predicament an anti-coordination game or even a volunteers dilemma. But most of us might call it by a more familiar name: chicken." , sen winm Economics Nash Consorcet'ts Paradot ECO OOMCS

Rubio


Rubio
$(D, S)$ and $(S, D)$ are Nash equilibria. If both choose their components of these equilibria, we may end up at ( $D, D$ ).

Rubio

$(D, S)$ and $(S, D)$ are Nash equilibria. Their security strategies are $(S, S)$.

Part of the reason this dilemma exists in the first place is that mainstream Republicans lack the unity or influence to compel any cooperation....If establishment Republicans had a clear, unimpeachable leader who was not a participant in the race, that person might be able to compel a candidate to drop out and support whomever the party determined to be strongest, allowing candidates who quit to save face by saying they did it for "the good of the party."

Second, this is a game that's played just once. The chance to be your partys nominee for president comes along only every four or eight years, even for the very luckiest candidates. If the candidates lived in a universe in which they could run for president hundreds of times, they might agree that, on average, their shared interests were better served by cooperating....

Second, this is a game that's played just once. The chance to be your partys nominee for president comes along only every four or eight years, even for the very luckiest candidates. If the candidates lived in a universe in which they could run for president hundreds of times, they might agree that, on average, their shared interests were better served by cooperating....But this is not an iterated dilemma. It's a one-time-only dilemma with a tremendous payoff for the winner. As much as Mr. Kasich might think about his legacy, the good of the party or even his own chances in 2020 or 2024, the future is very far away.

In an arbitrary (finite) games (that are not zero-sum)

- There exists a mixed strategy Nash equilibrium
- Security strategies are not necessarily a Nash equilibrium
- There may be more than on Nash equilibrium
- Components of Nash equilibrium are not interchangeable.
- Why should players play a Nash equilibrium?


## Prisoner's Dilemma

Politics cass tamm



Arows Socal il hoice Pereoryhsen
Rationality
Arows theocem


## Prisoner's Dilemma



Ann's preferences

## Prisoner's Dilemma

Politics case hame in tum Mand cane inurn ies PhiloSOph


Arow Socilil foricie Theorysen
Rationality
Arows theocem


Bob's preferences

## Prisoner's Dilemma

 mass Game theory ArrowSocial Choice
Rationality

$$
\begin{aligned}
& \text { Bob } \\
& \text { C D }
\end{aligned}
$$

What should Ann (Bob) do?

## Dominance Reasoning



## Dominance Reasoning



## Dominance Reasoning

 mars sheorem GeusNash Condorceets Paradox EOM
EOMOM Nash Consorcets Paradox ECO Pary ArrowSocial Choice
Rationality


Dominance reasoning is appropriate only when probability of outcome is independent of choice.

Dominance reasoning is appropriate only when probability of outcome is independent of choice.

A nasty nephew wants inheritance from his rich Aunt.

Dominance reasoning is appropriate only when probability of outcome is independent of choice.

A nasty nephew wants inheritance from his rich Aunt. The nephew wants the inheritance, but other things being equal, does not want to apologize.

Dominance reasoning is appropriate only when probability of outcome is independent of choice.

A nasty nephew wants inheritance from his rich Aunt. The nephew wants the inheritance, but other things being equal, does not want to apologize. Does dominance give the nephew a reason to not apologize?

Dominance reasoning is appropriate only when probability of outcome is independent of choice.

A nasty nephew wants inheritance from his rich Aunt. The nephew wants the inheritance, but other things being equal, does not want to apologize. Does dominance give the nephew a reason to not apologize? Whether or not the nephew is cut from the will may depend on whether or not he apologizes.

## Prisoner's Dilemma

 mass Game theory ArrowSocial Choice
Rationality

$$
\begin{aligned}
& \text { Bob } \\
& \text { C D }
\end{aligned}
$$

What should Ann (Bob) do?

## Prisoner's Dilemma



What should Ann (Bob) do? Dominance reasoning

## Prisoner's Dilemma



What should Ann (Bob) do? Dominance reasoning

## Prisoner's Dilemma

\section*{Bob D <br> | $\xi^{C}$ | 3,3 | 1,4 |
| :--- | :--- | :--- |
| ${ }_{D}$ | 4,1 | 2.2 |}

What should Ann (Bob) do? Dominance reasoning is not Pareto!

## Prisoner's Dilemma



What should Ann (Bob) do? Think as a group!

## Prisoner's Dilemma



What should Ann (Bob) do? Play against your mirror image!

## Prisoner's Dilemma



What should Ann (Bob) do? Play against your mirror image!

## Prisoner's Dilemma



What should Ann (Bob) do? Change the game...

## Nozick: Symbolic Utility

 NShenal choce ECOMOMICS Arowsocil chicice treornsen RationArous TMenemity
"Yet the symbolic value of an act is not determined solely by that act.

## Nozick: Symbolic Utility

 Nas shemen wo conomics NashRational Choice Theory ParetoHarsany $\underset{\substack{\text { Rrowstionality } \\ \text { Aneorem }}}{ }$
"Yet the symbolic value of an act is not determined solely by that act. The act's meaning can depend upon what other acts are available with what payoffs and what acts also are available to the other party or parties.

## Nozick: Symbolic Utility

"Yet the symbolic value of an act is not determined solely by that act. The act's meaning can depend upon what other acts are available with what payoffs and what acts also are available to the other party or parties. What the act symbolizes is something it symbolizes when done in that particular situation, in preference to those particular alternatives.

## Nozick: Symbolic Utility

"Yet the symbolic value of an act is not determined solely by that act. The act's meaning can depend upon what other acts are available with what payoffs and what acts also are available to the other party or parties. What the act symbolizes is something it symbolizes when done in that particular situation, in preference to those particular alternatives. If an act symbolizes "being a cooperative person," it will have that meaning not simply because it has the two possible payoffs it does

## Nozick: Symbolic Utility

"Yet the symbolic value of an act is not determined solely by that act. The act's meaning can depend upon what other acts are available with what payoffs and what acts also are available to the other party or parties. What the act symbolizes is something it symbolizes when done in that particular situation, in preference to those particular alternatives. If an act symbolizes "being a cooperative person," it will have that meaning not simply because it has the two possible payoffs it does but also because it occupies a particular position within the two-person matrix - that is, being a dominated action that (when joined with the other person's dominated action) yield a higher payoff to each than does the combination of dominated actions. " (pg. 55)
R. Nozick. The Nature of Rationality. Princeton University Press, 1993.

# Prisoner's Dilemma 

What should/will Ann (Bob) do?


What should/will Ann (Bob) do?


What should/will Ann (Bob) do?


What should/will Ann (Bob) do?


What should/will Ann (Bob) do?


What should/will Ann (Bob) do?


What should/will Ann (Bob) do?


What should/will Ann (Bob) do?


What should/will Ann (Bob) do?


What should/will Ann (Bob) do? Change the game (eg., Symbolic Utilities)

The difference between a standard Assurance Game and Nozick's symbolic solution to the Prisoner's Dilemma is not, as Nozick would have it, that some payoffs are relevant but are not included in the game, as if there is some extra utility lurking some-where outside the matrix.
We can have two games that have identical payoffs yet the nature of their decision trees can differ.


1. I want you to decide if you really want the stuffed animal. If you decide that you want something now and want to use your money, then you can have the stuffed animal.
2. You can have the stuffed animal (but you must use some of your own money).
"Game theorists think it just plain wrong to claim that the Prisoners' Dilemma embodies the essence of the problem of human cooperation.
"Game theorists think it just plain wrong to claim that the Prisoners' Dilemma embodies the essence of the problem of human cooperation. On the contrary, it represents a situation in which the dice are as loaded against the emergence of cooperation as they could possibly be. If the great game of life played by the human species were the Prisoner's Dilemma, we wouldn't have evolved as social animals!
"Game theorists think it just plain wrong to claim that the Prisoners' Dilemma embodies the essence of the problem of human cooperation. On the contrary, it represents a situation in which the dice are as loaded against the emergence of cooperation as they could possibly be. If the great game of life played by the human species were the Prisoner's Dilemma, we wouldn't have evolved as social animals! .... No paradox of rationality exists. Rational players don't cooperate in the Prisoners' Dilemma, because the conditions necessary for rational cooperation are absent in this game."
K. Binmore. Natural Justice. Oxford University Press, 2005.

Nozick's intuition is right. Just because the payoffs are the same-the games look the same in their strategic form-they may nevertheless be different games in their extensive form....In a game, everything of normative relevance for choice-"even the structure of the decision tree itself"-is part of the consequence domain. The utility at the terminal nodes sums up all the normatively relevant considerations.
(G, pp. 115, 116)

## Split or Steal

 Nasheonar Choice Theory ParetoHarsany
Rational Arrow Socialionality

Given a pot of money (say 1,000 pounds), contestants are asked to "Split" or "Steal". If both choose "Split", the pot is split. If both choose "Steal", they go home with nothing. If only one chooses "Steal", then that person goes home with the money.

## Split or Steal

 Nash condorcets Paradox
Rational Choice Theory Pareto Harsanyi

Contestent 2
Split Steal

| $\ddagger$ Split | 500,500 | 0,1000 |
| :---: | :---: | :---: |
| $\overbrace{0}^{6}$ Steal | 1000,0 | 0,0 |

What would you do?

## Weak Dominance



## Weak Dominance



## Weak Dominance



## Weak Dominance



## Contestent 2

## Split Steal

| $\pm$ Split | 500,500 | 0,1000 |
| :---: | :---: | :---: |
| Of Steal | 1000,0 | 0,0 |

What would you do?

## Kasich-Rubio Game

Second, this is a game that's played just once. The chance to be your partys nominee for president comes along only every four or eight years, even for the very luckiest candidates. If the candidates lived in a universe in which they could run for president hundreds of times, they might agree that, on average, their shared interests were better served by cooperating.... But this is not an iterated dilemma. It's a one-time-only dilemma with a tremendous payoff for the winner. As much as Mr. Kasich might think about his legacy, the good of the party or even his own chances in 2020 or 2024, the future is very far away.

## Iterated Prisoner's Dilemma



## Iterated Prisoner's Dilemma

Politics mosme ticuin ies Philosotiphy Mas same thery ECOMOMiCS Arrow Social Choice TheorySen

|  | C | D |  | C | D |  | C | D |  | C | D |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 |
| D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 |

## Iterated Prisoner's Dilemma

Politics mosmen then iew Philosophy Mas semen wisu
 ArrowSocial Choice TheorySen

|  | C | D |  | C | D |  | C | D |  | C | D |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 |
| D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 |

## Iterated Prisoner's Dilemma

Politics mos tame ticisines Philosophy Nas shemen wo conomics
 ArrowSocial Choice
Rationality

|  | C | D |  | C | D |  | C | D |  | C | D |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 |
| D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 |

## Iterated Prisoner's Dilemma

|  | C | D |  | C | D |  | C | D |  | C | D |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 |
| D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 |

## Iterated Prisoner's Dilemma

Politics cass memm tum Mas same thin


|  | C | D |  | C | D |  | C | D |  | C | D |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 | C | 3,3 | 0,4 |  |
| D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 | D | 4,0 | 1,1 |  |



## Strategies

 mass hame cesers mano ECOMOMICS Nashtonarechione Theory Peretetharsany Arrow Rationality- Periodic: All-C, All-D, CD, CCD, CDD, CCDD, ...
- Random
- Memory: Tit-for-Tat, Two-Tit-for-Tat, ...



## Additional Reading

 wans weme therneconomics Nash Rational Choice' Theory ParetoHarsany- S. Kuhn, Prisoner's Dilemma, Stanford Encyclopedia of Philosophy, plato.stanford.edu/entries/prisoner-dilemma/
- W. Poundstone, Prisoner's Dilemma, Anchor, 1993
- Online Game Theory Course (M. Jackson, K. Leyton-Brown and Y. Shoham): game-theory-class.org


## Backward Induction


 Rationality
Arrows theocem


## Backward Induction


 Rationality
Arrows theocem


## Backward Induction


 Rationality
Arrows theocem


## Backward Induction

 wans rame ther Rationality
Arrows theocem


## Backward Induction


 Arrow Social Choice
Rationality
arrows theocrem


## Backward Induction


 Arrow Social Choice
Rationality
Arrows theoerem


## Backward Induction






## Backward Induction






## Backward Induction

Politics cass hasum rum Mans canm inin sem PhiloSOph
 Arrowsocial Choice


## Backward Induction

Politics mon sifine Echomics
 ArrowSocial Choice
Rationality


## Backward Induction

Politics mon sifine Echomics
 ArrowSocial Choice
Rationality


## BI Puzzle

 nes nemen wem Economics Arrow Social Choice
Rationality
arrows theocrem


## BI Puzzle

 nes nemen wem Economics Arrow Social Choice
Rationality
arrows theocrem


## BI Puzzle





## BI Puzzle





## BI Puzzle

 nes nemen wem Economics Nastemace fiedatiect Arrowsocia Choice
$(2,1)$

## BI Puzzle

 nes nemen wem Economics Nastemace fiedatiect Arrowsocia Choice
$(2,1)$

## BI Puzzle


 Arrowsocia Choice

$(2,1)$

## BI Puzzle


 Arrowsocial Choice


## BI Puzzle?

Politicscass hamm kum Mans cane hion seis PhiloSOph Nsinemancersmet heconomicS Arrow Social Choice
Rationality


## BI Puzzle?


 Arrow Social Choice
Rationality
Arows theocem


Experimentally, $92 \%$ of participants choose to continue at the first node. This is perhaps attributed to a social norm of reciprocity - If player 1 continues at the first node, it is more likely that player 2 will also play continue at the second node. Given this behavior, the optimal choice (the one that yields the highest payoff) is actually for player 1 to play continue: Given the distribution of actual play in the laboratory, the ones who play stop are actually making a mistake!

McKelvey and Palfrey. An experimental study of the centipede game. Games and Economic Behavior, 1992.







## Another Example: Pure Coordination




ArrowSocial Choice

\section*{Bob <br> $L \quad R$ <br> $\mathbb{E}_{4}^{U}$|  | 1,1 | 0,0 |
| :--- | :--- | :--- |
| $D$ | 0,0 | 1,1 |
|  |  |  |}

## Another Example: Hi-Low

 Nasch conacectes fagbot ECONOMICS

Arrow Social Choice
Rationality

$$
\begin{aligned}
& L^{\text {Bob }} R \\
& \left\{\begin{array}{l|l|l|} 
& 3,3 & 0,0 \\
D & 0,0 & 1,1 \\
\cline { 2 - 3 } & &
\end{array}\right.
\end{aligned}
$$

## Focal Points

"There are these two broad empirical facts about Hi-Lo games, people almost always choose $A$ [Hi] and people with common knowledge of each other's rationality think it is obviously rational to choose A [Hi]."
[Bacharach, Beyond Individual Choice, 2006, pg. 42]
See also chapter 2 of:
C.F. Camerer. Behavioral Game Theory. Princeton UP, 2003.
N. Bardsley, J. Mehta, C. Starmer and R. Sugden. The Nature of Salience Revisited: Cognitive Hierarchy Theory versus Team Reasoning. Economic Journal.

## Focal Points

'primary salience': players' psychological propensities to play particular strategies by default, when there are no other reasons for choice.
pickers: choose between labels without any incentive to choose one rather than the other
pickers: choose between labels without any incentive to choose one rather than the other
guessers: guess how pickers have behaved
pickers: choose between labels without any incentive to choose one rather than the other
guessers: guess how pickers have behaved
coordinators: try to coordinate their choices
pickers: choose between labels without any incentive to choose one rather than the other
guessers: guess how pickers have behaved
coordinators: try to coordinate their choices
labels vs. options
\{water, beer, sherry, whisky, wine\}
\{water, beer, sherry, whisky, wine\}
Task 1: pick an option
\{water, beer, sherry, whisky, wine\}
Task 1: pick an option
\{water, beer, sherry, whisky, wine\}
Task 1: pick an option
Task 2: guess what your opponent picked

$$
\{\text { water, beer, sherry, whisky, wine\} }
$$

Task 1: pick an option
Task 2: guess what your opponent picked Task 3: try to coordinate with your (unknown) partner

$$
\{\text { water, beer, sherry, whisky, wine }\}
$$

Task 1: pick an option
Task 2: guess what your opponent picked Task 3: try to coordinate with your (unknown) partner

|  | pick | guess | coordinate |
| :--- | :---: | :---: | :---: |
| water | 20 | 15 | 38 |
| beer | 13 | 26 | 11 |
| sherry | 4 | 1 | 0 |
| whisky | 6 | 6 | 5 |
| wine | 10 | 4 | 2 |

"The basic intellectual premise, or working hypothesis, for rational players in this game seems to be the premise that some rule must be used if success is to exceed coincidence, and that the best rule to be found, whatever its rationalization, is consequently a rational rule."

Let $G=\left\langle\left\{S_{i}\right\}_{i \in N},\left\{u_{i}\right\}_{i \in N}\right\rangle$ be a finite strategic game.

$$
\Sigma_{i}=\left\{p \mid p: S_{i} \rightarrow[0,1] \text { and } \sum_{s_{i} \in S_{i}} p\left(s_{i}\right)=1\right\}
$$

The mixed extension of $G$ is the game $\left\langle\left\{\Sigma_{i}\right\}_{i \in N},\left\{U_{i}\right\}_{i \in N}\right\rangle$ where for $\sigma \in \Sigma=\Sigma_{1} \times \cdots \times \Sigma_{n}$ :

$$
U_{i}(\sigma)=\sum_{\left(s_{1}, \ldots, s_{n}\right) \in S} \sigma_{1}\left(s_{1}\right) \sigma_{2}\left(s_{2}\right) \cdots \sigma_{n}\left(s_{n}\right) u_{i}\left(s_{1}, \ldots, s_{n}\right)
$$

Theorem. Suppose that $\sigma$ is a Nash equilibrium in mixed strategies for a game $G=\left\langle\left\{S_{i}\right\}_{\in N},\left\{u_{i}\right\}_{\in N}\right\rangle$. Suppose that $s_{i}, s_{i}^{*} \in S_{i}$ are two pure strategies such that $\sigma_{i}\left(s_{i}\right)>0$ and $\sigma_{i}\left(s_{i}^{*}\right)>0$, then

$$
U_{i}\left(s_{i}, \sigma_{-i}\right)=U_{i}\left(s_{i}^{*}, \sigma_{-i}\right)
$$

Theorem (Nash). Every finite game $G$ has a Nash equilibrium in mixed strategies (i.e., there is a Nash equilibrium in the mixed extension $G$ ).

Not all equilibrium are created equal...

## Perfect equilibrium

 Game Theory DownsMars. Theorem Gus
Nash Condorcels Parado ECOMOMICS Nash Condorcets Paradox ECO Pational Choice Theory ParetoHarsanyi

ArrowSocial Choice
Rationality

\section*{Bob L R丘U |  | 1,1 | 0,0 |
| :--- | :--- | :--- |
| $D$ | 0,0 | 0,0 |}

## Perfect equilibrium

 Game theory downsmars Theorem Guss
Nash Consorectsp Paratox ECOMOMICS Nash Condorcets Paradox ECO
Rational Choice Theory ParetoHarsanyi

ArrowSocial Choice

\section*{Bob <br> L $\quad$ R <br> | ¢ | 1,1 | 0,0 |
| :---: | :---: | :---: |
| D | 0,0 | 0,0 |

## Perfect equilibrium

Politics.ewnemionion Mas Game tuanis riex Phillosoph
 ArrowSocial Choice
Rationality
Bob


Isn't $(U, L)$ more "reasonable" than $(D, R)$ ?

## Perfect equilibrium

\section*{Bob <br> $L \quad R$ <br> | - | 1,1 | 0,0 |
| :---: | :---: | :---: |
| D | 0,0 | 0,0 |

Completely mixed strategy: a mixed strategy in which every strategy gets some positive probability

## Perfect equilibrium



Completely mixed strategy: a mixed strategy in which every strategy gets some positive probability
$\epsilon$-perfect equilibrium: a completely mixed strategy profile in which any pure strategy that is not a best reply receives probability less than $\epsilon$
Prefect equilibrium: the mixed strategy profile that is the limit as $\epsilon$ goes to 0 of $\epsilon$-prefect equilibria.

## Normal form vs. Extensive form


 Arrow Rationality


## Normal form vs. Extensive form



## Normal form vs. Extensive form



\[

\]

## Normal form vs. Extensive form



\[

\]

## Normal form vs. Extensive form

 Nash Condorcets Parabox Leory Pareto Harsanyi Arrowsocial Cholice

(Cf. the various notions of sequential equilibrium)

## Who is game theory about?

 Nens shemenem Economics anaik menaity

## Who is game theory about?

 Mssheme whern Nash benaxe finget ArrowSocial Choice TheorySen $\underset{\text { Arows theorem }}{\substack{\text { Rationality }}}$1. Classical view: idealized world with perfectly rational agents
2. Humanistic view: real people in interactive situations
L. Samuelson. Comments on Game Theory. Game Theory: 5 Questions, Automatic Press, 2007.

## Who is game theory about?

1. Classical view: idealized world with perfectly rational agents

- The game itself it taken to be a literal description of the strategic interaction
"We adhere to the classical point of view that the game under consideration fully describes the real situation - that any (pre) commitment possibilities, any repetitive aspect, any probabilities of error, or any possibility of jointly observing some random event, have already been modeled in the game tree." (pg. 1005)
E. Kohlberg and J.-F. Mertens. On the strategic stability of equilibria. Econometrica, 54, pgs. 1003 - 1038, 1986.
L. Samuelson. Comments on Game Theory. Game Theory: 5 Questions, Automatic Press, 2007.


## Who is game theory about?

1. Classical view: idealized world with perfectly rational agents

- The game itself it taken to be a literal description of the strategic interaction
- Any appropriate concept of equilibrium should be an implication of the information provided in the modeled interpreted through an assumption of perfect rationality.

2. Humanistic view: real people in interactive situations
L. Samuelson. Comments on Game Theory. Game Theory: 5 Questions, Automatic Press, 2007.

## Who is game theory about?

1. Classical view: idealized world with perfectly rational agents

- The game itself it taken to be a literal description of the strategic interaction
- Any appropriate concept of equilibrium should be an implication of the information provided in the modeled interpreted through an assumption of perfect rationality.

2. Humanistic view: real people in interactive situations

- the mathematical structures are models of interactive situations
- the appropriate notion of equilibrium is part of the specification of the model
L. Samuelson. Comments on Game Theory. Game Theory: 5 Questions, Automatic Press, 2007.

