

## Causal Inference

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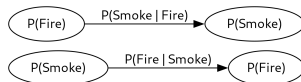
**References:**

- Easy:
  - Hurwitz, Thompson: Causal Artificial Intelligence: The Next Step in Effective Business AI, 2024
- Medium / Difficult
  - AIMA
  - Facuce



- ***Causal Networks***
  - Variables
  - Intervention
  - Type of Variables in Causal AI
  - Paths

# (Non-Causal) Bayesian Networks

- **Bayesian networks** represent a joint distribution function
  - The direction of the arrow represent **conditional dependence** (not causality)
    - $A \rightarrow B$  requires to estimate  $\Pr(A|B)$
  - There are many possible **edges** and **node ordering** for the same Bayesian network
- E.g., a Bayesian network with *Fire* and *Smoke*, which are dependent
  - $Fire \rightarrow Smoke$ 
    - Need  $\Pr(Fire)$  and  $\Pr(Smoke|Fire)$  to compute  $\Pr(Fire, Smoke)$
  - $Smoke \rightarrow Fire$ 
    - Need  $\Pr(Smoke)$  and  $\Pr(Fire|Smoke)$
  - Networks are equivalent and convey the same information
  - Different difficulties to estimate
- There is an **asymmetry in nature**
  - Extinguishing fire stops smoke
  - Clearing smoke doesn't affect fire



# Causal (Bayesian) Networks

- **Causal networks** are Bayesian networks forbidding **non-causal edges**
- Use judgment based on nature instead of just statistics
  - E.g., from “Are random variables *Smoke* and *Fire* correlated?” to “What causes what, *Smoke* or *Fire*?”
- **"Dependency in nature" is like assignment in programming**
  - E.g., nature assigns *Smoke* based on *Fire*:
    -   $Smoke := f(Fire)$
    -   $Fire := f(Smoke)$
  - Structural equations describe “assignment mechanism” in causal graphs

$$X_i := f(X_j) \iff X_j \rightarrow X_i$$

# Causal DAG

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- **Causal DAG**

- *Directed*: Arrows show direction of cause  $\rightarrow$  effect
- *Acyclic*: No feedback loops
  - Causal relationships assume a temporal order: cause happens before effect
  - A cycle would imply a variable is both a cause and effect of itself (paradox)

- **Benefits**

- DAGs encode *causal* rather than *associative* links
- Enables reasoning about interventions and counterfactuals
- Supports explainable AI models
- Stability to conditional probability estimation

- **Limitations**

- Requires domain knowledge to specify structure
- Assumes all relevant variables are included (e.g., no hidden confounders)

# Causal Edges are Stable

- **Causal edge**  $X \rightarrow Y$  shows direct causal influence of  $X$  on  $Y$ , holding other variables constant
  - Captures how manipulating  $X$  changes  $Y$ , not just their covariance
- Causal edges reflect **stable relationship**
  - Mechanistic stability
    - Causal relationships show system function, not just behavior in one dataset
    - E.g., “Temperature  $\rightarrow$  ice melting rate” holds true in Alaska and Arizona
  - Invariance under interventions
    - If  $X$  causes  $Y$ , intervening on  $X$  affects  $Y$  consistently, despite confounders or context changes
  - Easier estimation through causal modeling
    - Identifying causal direction focuses estimation on effect size (e.g., regression of  $Y$  on  $X$  under intervention)
  - Reduced sensitivity to sampling and omitted variables
    - Correlations may change with confounder addition or removal
    - True causal edge persists, stable across model specifications
- **Example:** study *Exercise*  $\rightarrow$  *Health*:
  - Correlation may differ in young or elderly populations
  - Causal effect remains stable, as physiological mechanism doesn't change

# Structural Causal Model

- A **Structural Causal Model** (SCM) translates a causal DAG into mathematical equations
  - DAGs show structure (variables and arrows)
  - SCMs use equations to define how variables interact
- **Structure of SCMs**
  - Variables  $X_1, X_2, \dots, X_n$  represent quantities in the system
  - Equations model each variable as a function of its direct causes
  - Formally,  $X_i$  is modeled as:

$$X_i = f_i(\text{Parents}(X_i), \varepsilon_i)$$

where:

- $\text{Parents}(X_i)$  are direct causes of  $X_i$
  - $\varepsilon_i$  is an exogenous (external, unobserved) noise term
- **Properties**
  - Explain causal relationships between variables
  - Provide a foundation for causal reasoning and simulation
  - Describe how the world works, not just variable correlations

# Structural Causal Model: Example

- **Explanatory variables**

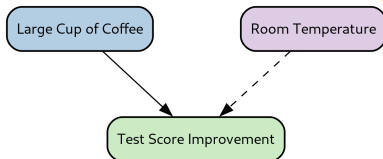
- You can manipulate or observe when changes are applied
- E.g., *"does a large cup of coffee before an exam help with a test?"*

- **Outcome variables**

- Result of the action
- E.g., *"by how much did the score test improve?"*

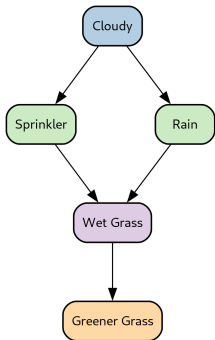
- **Unobserved variables**

- Not seen or more difficult to account
- E.g., *"temperature of the room makes students sleepy and less alert"*





# Structural Causal Model: Sprinkler Example



- Structural equations for this model:

$$\begin{cases} C := f_C(\varepsilon_C) \\ R := f_R(C, \varepsilon_R) \\ S := f_S(C, \varepsilon_S) \\ W := f_W(R, S, \varepsilon_W) \\ G := f_G(W, \varepsilon_G) \end{cases}$$

- Unmodeled variables  $\varepsilon_x$  represent error terms
  - E.g.,  $\varepsilon_W$  is another source of wetness besides *Sprinkler* and *Rain* (e.g., *MorningDew*)
- Assume unmodeled variables are exogenous, independent, with a certain distribution (prior)
- Express joint distribution of five variables as a product of conditional distributions using causal DAG topology:

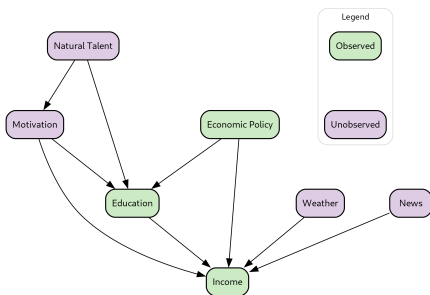
$$\Pr(C, R, S, W, G) = \Pr(C) \Pr(R|C) \Pr(S|C) \Pr(W|R, S) \Pr(G|W)$$

- Causal Networks
  - *Variables*
  - Intervention
  - Type of Variables in Causal AI
  - Paths

# Observed Vs. Unobserved Variables

- **Observed variables**

- Aka “measurable” or “visible”
- Variables directly measured or collected in a dataset
- E.g.,
  - Education
  - Income
  - Blood pressure
  - Product price



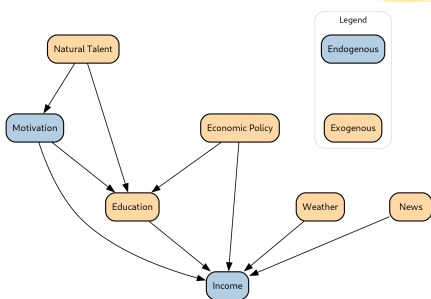
- **Unobserved variables**

- Aka “latent” or “hidden”
- Exist but not measured or included in data
- E.g.,
  - Natural talent
  - Motivation
  - Company culture
- Ignoring unobserved variables distorts causal relationships
  - Observed: *IceCreamSales* and *DrowningRates*
  - Unobserved: *Temperature*
  - Misleading conclusion: *IceCream* causes *Drowning*

# Endogenous Vs. Exogenous Variables

- **Endogenous variables**

- Values determined *within* the model
  - Dependent on other variables in the system
- Represent system's internal behavior and outcomes
- E.g.,
  - Motivation
  - Income



- **Exogenous variables**

- Originate *outside* the system being modeled
  - Not caused by other variables in the model
- Represent background conditions or external shocks
- E.g.,
  - Natural talent
  - Economic policy
  - Weather
  - News

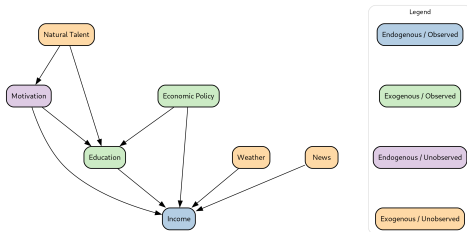
# Endo / Exogenous, Observed / Unobserved Vars

- In **Structural Causal Models**

$$X_i = f_i(\text{Parents}(X_i), \varepsilon_i)$$

where:

- $X_i$ : endogenous
- $\varepsilon_i$ : exogenous noise
- **Typically**
  - *Endogenous variables*: focus for prediction and intervention
  - *Exogenous variables*: capture randomness or unknown external factors



Variable Type	Observability	Example
Endogenous	Observed	Income
Exogenous	Observed	Education
Endogenous	Unobserved	Motivation
Exogenous	Unobserved	Natural Talent

- Causal Networks
  - Variables
  - ***Intervention***
  - Type of Variables in Causal AI
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# Estimating Causal Effects

- **Goal:** Determine the causal effect of a treatment variable (aka intervention)  $T$  on an outcome  $Y$

- **Example:**

- $T = \text{"takes drug"}$
- $Y = \text{"recovers"}$
- $C = \text{"overall health"}$

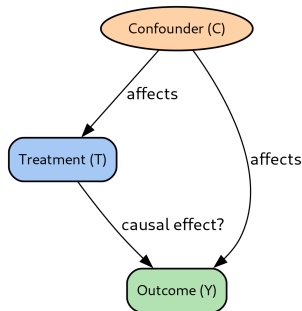
- Healthier people may take medicine and recover faster  $\implies$  correlation without causation

- In **observational data**

- Confounding variable  $C$  affects both treatment  $T$  and outcome  $Y$
- $C$  creates *spurious correlation* between  $T$  and  $Y$

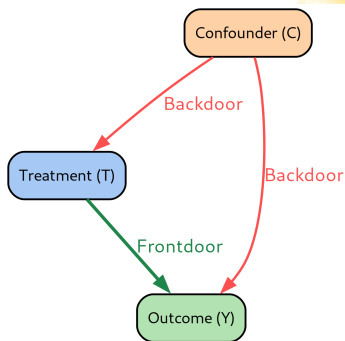
- **Problem**

- There is a "backdoor path"  $Treatment \leftarrow Confounder \rightarrow Outcome$



# Frontdoor and Backdoor Paths: Intuition

- A **backdoor path** is any path from  $T$  to  $Y$  starting with an arrow into  $T$ 
  - E.g.,  $T \leftarrow C \rightarrow Y$
  - Interpretation:
    - $C$  is a common cause of  $T$  and  $Y$ , confounding their relationship
    - Controlling (conditioning) for  $C$  blocks the backdoor path, identifying the causal effect of  $T$  on  $Y$



- A **frontdoor path** goes directly or indirectly from  $T$  to  $Y$  through mediators, following causal flow
  - E.g.,  $T \rightarrow Y$
  - Interpretation:
    - Direct causal path of interest
    - No mediators, so front-door path is direct causal effect of  $T$  on  $Y$

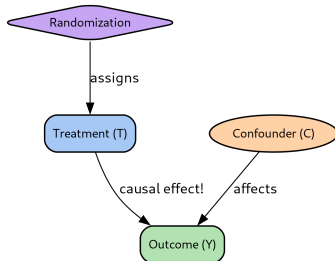
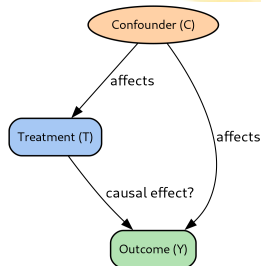


# Randomized Controlled Trials (RCTs)

- **Randomized Controlled Trial** is an experimental study to assess causal effect of an intervention or treatment
  - Determine whether an intervention causes an effect, not just associated with it
  - Eliminate selection bias and confounding variables through randomization
- **Key Components**
  - *Randomization*: ensures groups are statistically equivalent at baseline
  - *Control Group*: receives a placebo or standard treatment
  - *Blinding*: participants and/or researchers do not know the assignment to avoid bias
  - *Outcome Measurement*: pre-defined metrics assess the intervention's effect
- **Example**: testing a new drug
  - Treatment group receives the new drug
  - Control group receives a placebo
  - Compare recovery rates after a fixed period
- **Pros**
  - Provides clear causal inference due to randomization
- **Cons**
  - Expensive and time-consuming
  - Ethical or practical constraints may prevent randomization

# RCTs Solve the Problem of Confounders

- In **observational data**
  - Confounding variable  $C$  affects both treatment  $T$  and outcome  $Y$
  - $C$  creates *spurious correlation* between  $T$  and  $Y$
- In **experimental settings**
  - Randomization ( $R$ ) breaks link between  $C$  and  $T$
  - Random assignment prevents influence on both treatment and outcome
  - $T$  is independent of  $C$ :  $T \perp C$
  - Only open path between  $T$  and  $Y$  is causal path  $T \rightarrow Y$



# Causal Graphs and Interventions

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- **Observing correlations** between variables *does not reveal causality*
  - $\Pr(Y|T)$  confounds direct and indirect influences
- **Randomized Controlled Trials** provide the *gold standard* for causal inference
  - Randomization breaks all back-door (confounding) paths
  - RCTs are expensive, slow, or ethically impossible
- **Alternative solution**
  - Can we estimate the *causal effect* from *observational data alone*?
  - Under *what conditions* and using *which variables*?
- **Idea**: Identify and condition on the right *confounders* to:
  - Block spurious associations between  $T$  and  $Y$
  - Recover the true causal effect  $\Pr(Y|do(T))$

# Intervention in Structural Equations

- **Purpose of Structural Equations**

- Capture causal mechanisms among variables
- Predict impact of external interventions

- **Effect of Intervention**  $do(X_j = x_j)$

- Original equation:

$$X_j = f_j(\text{Parents}(X_j), \varepsilon_j)$$

- Modified by intervention:

$$X_j = x_j \text{ (fixed value)}$$

- “Mutilate” causal network by *removing incoming edges* to  $X_j$
- Recompute joint distribution of all variables using modified structure

- **Intuition**

- *do*-operator enforces variable’s value externally, breaking causal dependencies
- Enables reasoning about “what would happen if...?” scenarios

# Adjustment Formula in Causal Networks

- **Goal**

- Estimate causal effect of intervention  $do(X_j = x_{jk})$  on another variable  $X_i$

- **The Adjustment Formula**

- Derived from the post-intervention joint distribution:

$$\Pr(X_i = x_i | do(X_j = x_j^*)) = \sum_{Parents(X_j)} \Pr(x_i | x_j^*, Parents(X_j)) \Pr(Parents(X_j))$$

- The mechanism for  $X_j$  is *removed*: it is treated as a fixed cause, not a random variable

- **Interpretation**

- Computes a *weighted average* of effects of  $X_j$  and its parents on  $X_i$
- Weights come from prior probabilities of the parents' values

- **Back-Door Criterion**

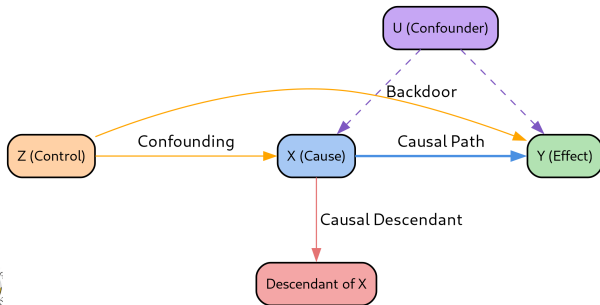
- A set  $Z$  is a valid adjustment set if it blocks *all back-door paths* from  $X_j$  to  $X_i$
- Ensures  $X_i \perp Parents(X_j) | X_j, Z$

- **Why It Matters**

- Enables causal inference from observational data
- Estimate treatment and policy effects *without randomized trials*

# Backdoor Criterion: Definition

- A set of variables  $Z$  satisfies the **backdoor criterion** for variables  $X$  (cause) and  $Y$  (effect) in a causal graph if:
  - No element of  $Z$  is a descendant of  $X$** 
    - Ensures  $Z$  does not “block” part of the causal effect of  $X$  on  $Y$
    - Descendants of  $X$  may carry information about the causal effect and should not be controlled for
  - $Z$  blocks every path between  $X$  and  $Y$  containing an arrow into  $X$** 
    - These paths are *backdoor paths*, representing potential confounding influences
    - Blocking them ensures any remaining association between  $X$  and  $Y$  is causal, not spurious



# Backdoor Criterion: Intuition

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- **Intuition:**

- The goal is to isolate the causal effect of  $X$  on  $Y$  by eliminating *confounding bias*
- Controlling for an appropriate set  $Z$  makes the relationship between  $X$  and  $Y$  as if  $X$  were randomly assigned

- **Application:**

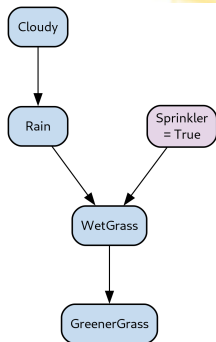
- When  $Z$  satisfies the backdoor criterion, we can estimate causal effects from **observational data** (without experiments)
- The causal effect can be computed using:

$$\Pr(Y|do(X)) = \sum_z \Pr(Y|X, Z = z)P(Z = z)$$

# Intervention: Sprinkler Example

- “Intervene” by turning the sprinkler on
  - In do-calculus  $do(\textit{Sprinkler} = T)$
  - Sprinkler variable  $s$  is independent of cloudy day  $C$
- Structural equations after intervention:

$$\begin{cases} C := f_C(\varepsilon_C) \\ R := f_R(C, \varepsilon_R) \\ S := \textit{True} \\ W := f_W(R, S, \varepsilon_W) \\ G := f_G(W, \varepsilon_G) \end{cases}$$



- $\Pr(S|C) = 1$  and  $\Pr(W|R, S) = \Pr(W|R, S = T)$  and the joint probability becomes:

$$\Pr(C, R, W, G|do(S = \textit{True})) = \Pr(C) \Pr(R|C) \Pr(W|R, S = \textit{True}) \Pr(G|W)$$

- Only descendants of manipulated variable *Sprinkler* are affected



# Intervention vs. Observation in Causal Models

- **Intervention** conceptually *breaks* normal causal dependencies
  - Intervening on *Sprinkler* removes causal link from *Weather* to *Sprinkler*
  - After intervention, causal graph excludes arrow *Weather*  $\rightarrow$  *Sprinkler*
  - *Weather* and *Sprinkler* become independent under intervention
- **Observation vs. Intervention**
  - **Observation**: seeing *Sprinkler* = *T*
    - Expressed as  $\Pr(\cdot | \textit{Sprinkler} = T)$
    - Reflects *passive observation* — sprinkler on provides information about weather
    - Since *Weather* influences *Sprinkler*, observing *Sprinkler* = *T* makes it *less likely* *Weather* is cloudy
  - **Intervention**: forcing *Sprinkler* = *T*
    - Expressed as  $\Pr(\cdot | \textit{do}(\textit{Sprinkler} = T))$
    - *Active manipulation* — set sprinkler on regardless of weather
    - Causal link from *Weather* to *Sprinkler* is cut, weather distribution remains unchanged
- **Key intuition**
  - Observation  $\rightarrow$  correlation (information flows along causal links)
  - Intervention  $\rightarrow$  causation (links into manipulated variable are removed)
  - Thus,  $\Pr(\textit{Weather} | \textit{Sprinkler} = T) \neq \Pr(\textit{Weather} | \textit{do}(\textit{Sprinkler} = T))$

# Controlling for a Variable in Causal Analysis

- **Definition**

- To *control* a variable means to hold it constant (statistically or experimentally) to isolate the causal effect of another variable

- **Example**

- Does exercise ( $X$ ) cause weight loss ( $Y$ )?
- Confounder: Diet ( $Z$ ) affects both exercise and weight
- By controlling for diet (e.g., comparing people with similar diets), you can estimate the effect of exercise more accurately

- In **regression analysis**

- Include  $Z$  as an additional independent variable
- E.g., in  $Y = \beta_0 + \beta_1 X + \beta_2 Z + \epsilon$ 
  - $\beta_1$  measures the effect of  $X$  *controlling for*  $Z$
  - Coefficient  $\beta_1$  = *change in  $Y$  with a one-unit change in  $X_1$ , holding  $X_2$  constant*
  - Isolates  $X_1$ 's unique contribution
  - Compares individuals with the same  $X_2$  but different  $X_1$

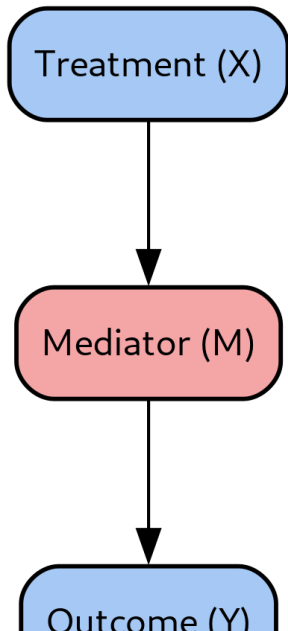
- In **experiments**

- Keep  $Z$  constant or randomize it

- Causal Networks
  - Variables
  - Intervention
  - *Type of Variables in Causal AI*
  - Paths

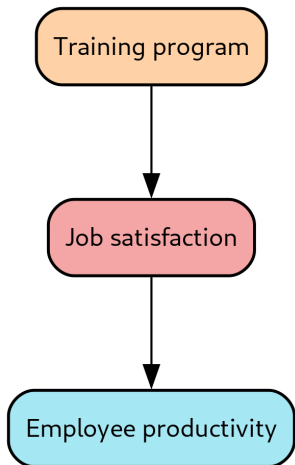
# Mediator Variable

- A **mediator variable**  $M$  is an intermediate variable that *transmits* the causal effect from  $X$  (treatment) to  $Y$  (outcome)
  - Lies **on the causal path** between  $X$  and  $Y$
  - Captures the **mechanism or process** through which  $X$  influences  $Y$



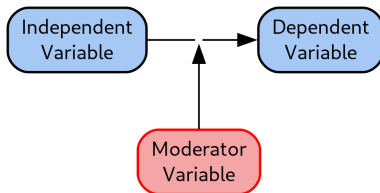
# Mediator Variable: Example

- Research question: does a *training program* increase *employee productivity*?
- The causal effect may be **indirect**, operating through a **mediator**
  - The training program might not immediately boost productivity
  - Instead, it could enhance **job satisfaction**, which in turn raises productivity
- **Causal interpretation**
  - X: Training Program (cause)
  - M: Job Satisfaction (mediator)
  - Y: Employee Productivity (effect)
  - Path:  $X \rightarrow M \rightarrow Y$
- **Direct vs. Indirect effects**
  - *Indirect effect* X affects Y through M
  - *Direct effect* X affects Y not through M
  - Controlling for M separates these two effects, clarifying *how* training impacts outcomes



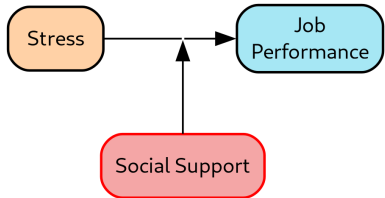
# Moderator Variable

- A **moderator variable** changes the *strength* or *direction* of the relationship between an independent variable ( $X$ ) and a dependent variable ( $Y$ )
  - Moderator is not part of the causal chain but conditions the relationship



# Moderator Variable: Example

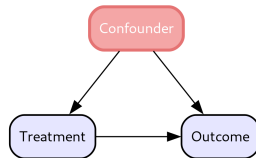
- Research question: study relationship between stress  $X$  and job performance  $Y$
- Social support  $M$  as a moderator
  - High social support weakens stress's negative effect on performance
  - Low social support strengthens stress's negative effect on performance



# Confounder Variable

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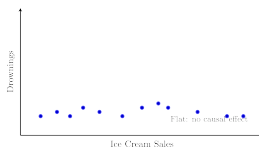
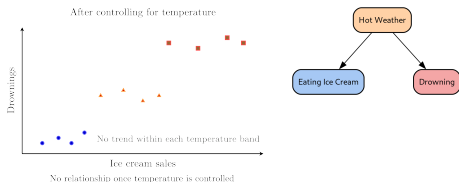
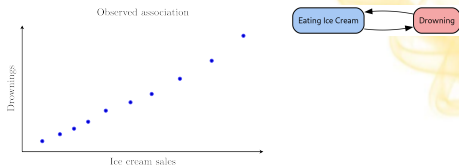
- A **confounder**
  - Influences multiple variables in a causal graph
  - Affects both treatment (cause) and outcome
  - Creates misleading association if not controlled





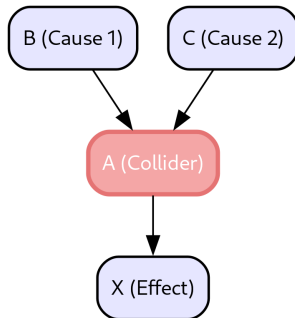
# Confounder Variable: Example

- *IceCreamSales* and *Drowning* move together
  - Correlation-based model claims association, but how to use this relationship?
  - Ban ice cream to prevent drowning?
  - Ice cream maker increase drowning to boost sales?
- In reality, no cause-effect between *IceCreamSales* and *Drowning*
  - *Temperature* is a confounder
  - When controlling for season in regression or intervention, association disappears



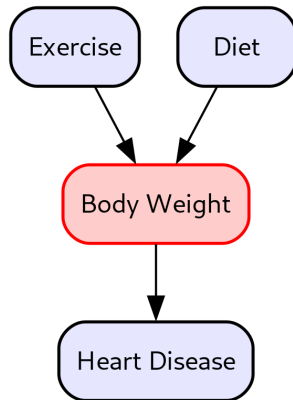
# Collider

- A **collider** is a variable  $A$  influenced by multiple variables
  - In a causal graph  $A$  with incoming edges from variables  $B, C$
- A collider complicates understanding relationships between variables  $B, C$  and those it influences,  $X$



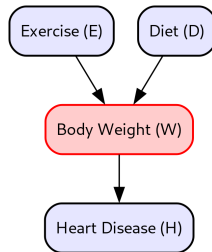
# Collider: Examples

- Study the relationship between *Exercise* and *HeartDisease*
  - *Diet* and *Exercise* influence *BodyWeight*
  - *BodyWeight* influences *HeartDisease*
  - *BodyWeight* is a collider



# Collider Bias

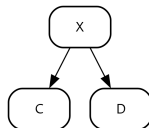
- Aka “Berkson’s paradox”
- Conditioning on a collider can introduce a spurious association between its parents by *“opening a path that is blocked”*
- Consider the variables:
  - Diet ( $D$ )
  - Exercise ( $E$ )
  - BodyWeight ( $W$ )
  - HeartDisease ( $H$ )
- **Without conditioning on  $W$** 
  - $E$  and  $D$  are independent
    - E.g., knowing someone’s exercise level  $E$  doesn’t give information about diet  $D$ , and vice versa
  - The collider  $W$  blocks any association between  $E$  and  $D$
- **After conditioning on  $W$** 
  - E.g., looking for individuals with specific body weight
  - You introduce a dependency between  $E$  and  $D$
  - Since  $W$  is fixed, any change in  $E$  must be balanced by a change in  $D$  to maintain the same



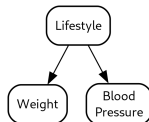
- Causal Networks
  - Variables
  - Intervention
  - Type of Variables in Causal AI
  - *Paths*

# Fork Structure

- A **fork** occurs when a single variable causally influences two or more variables
  - Formally:  $X \rightarrow C$  and  $X \rightarrow D$
- $X$  is a common cause (confounder) of  $C$  and  $D$
- Forks induce statistical dependence between  $C$  and  $D$ 
  - Even if  $C$  and  $D$  are not causally linked
- Conditioning on  $X$  blocks the path and removes spurious correlation

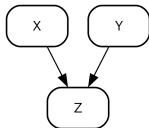


- Example:
  - Lifestyle factors as confounders
  - *Lifestyle* affects both *Weight* and *BloodPressure*
  - These outcomes may appear correlated due to shared cause



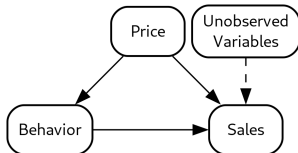
# Inverted Fork

- An **inverted fork** occurs when two or more arrows converge on a common node
  - Also known as a **collider**
- Colliders block associations unless the collider or its descendants are conditioned on
- Conditioning on a collider “opens” a path, inducing spurious correlations
- This is the basis of selection bias
- Example:
  - Sales influenced by multiple independent causes
  - *MarketingSpend* and *ProductQuality* both influence *Sales*
  - Conditioning on *Sales* can induce false dependence between *MarketingSpend* and *ProductQuality*



# Path connecting unobserved variables

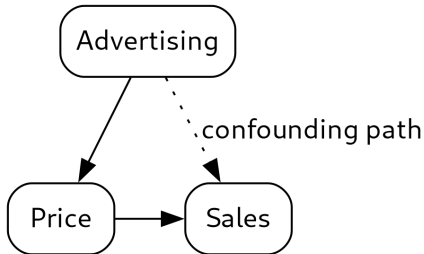
- **Unobserved variables** affect the model but we don't have a direct measure of it
- E.g., consider the causal DAG
  - A retailer does market research, expecting *Price* to influence *Sales* in a predictable way
  - A retailer sets the *Price* of a new product based on market research
  - The retailer can observe and measure *Behavior*, e.g.,
    - Discounts
    - Promotional campaign
  - There are unobserved vars that influence the model, e.g.,
    - Social media buzz
    - Word-of-mouth recommendation





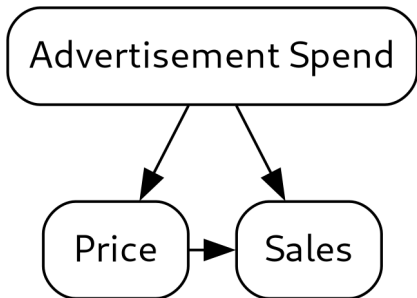
# Front-door Paths in Causal Inference

- A front-door path reveals causal influence through an observable mediator
  - The causal effect flows:  $A \rightarrow P \rightarrow S$
- Requirements for identifiability:
  - All confounders of  $A \rightarrow P$  and  $P \rightarrow S$  are observed and controlled
  - There are no back-door paths from  $A$  to  $S$  through unobserved variables
- Enables causal estimation when back-door adjustment is infeasible
- Example:
  - Advertising impacts sales through customer perception of price
  - $A$ : Advertising,  $P$ : Price perception,  $S$ : Sales
- Pearl's front-door criterion provides a formal method for adjustment
  - Estimate  $P(P|A)$ ,  $P(S|P, A)$ , and  $P(A)$  from data to compute causal effect



# Back-Door Paths

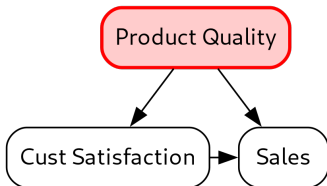
- A company wants to understand the causal effect of price on sales



- Price  $\rightarrow$  Sales is the front-door path
- A confounder is Advertising spend since it can affect both:
  - The price the company can set (e.g., the cost increases to cover advertisement costs and the product is perceived as more valuable)
  - The sales (directly)

# Frontdoor and Backdoor Paths

- Question: *Will increasing our customer satisfaction increase our sales?*
- Assume that the Causal DAG is



- **Front-door path** (i.e., a direct causal relationship): *CustomerSatisfaction* → *Sales*
- **Backdoor path:** *ProductQuality* is a common cause (confounder) of both *CustomerSatisfaction* and *Sales*
- To analyze the relationship between customer satisfaction and sales, we need to:
  - Control for *ProductQuality* to close the backdoor path
  - Eliminate the confounding effect
- In reality there are more confounding effects (e.g., price)

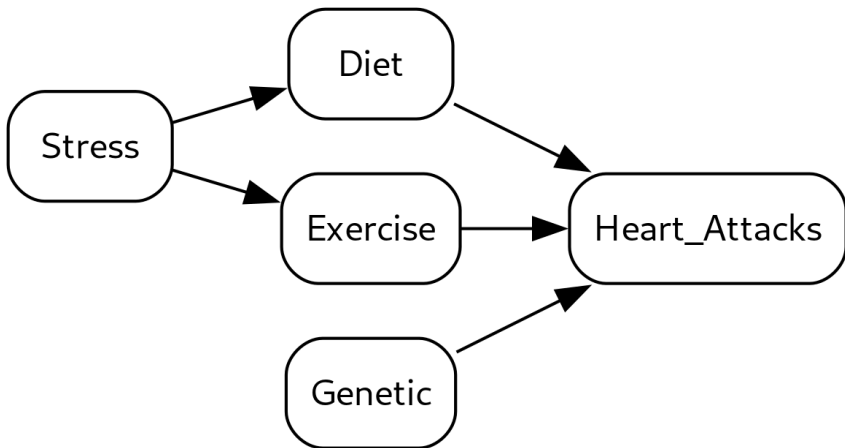
# Building a DAG

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- **Causal models** visually represent complex environments and relationships
- Nodes are like “nouns” in the model:
  - E.g., “price”, “sales”, “revenue”, “birth weight”, “gestation period”
  - Variables can be endogenous/exogenous and observed/unobserved
  - Complex relationships between variables:
    - Parents, children (direct relationships)
    - Descendants, ancestors (along the path)
    - Neighbors
- **Iterative Refinement:**
  - Models are continuously updated with new variables and insights
- **Modeling as a Communication Tool:**
  - A shared language that bridges gaps between technical and non-technical team members
- **Unobservable Variables:**
  - Supports inclusion of variables not empirically observed but known to exist
  - E.g., trust or competitor activity can be modeled despite lack of direct data

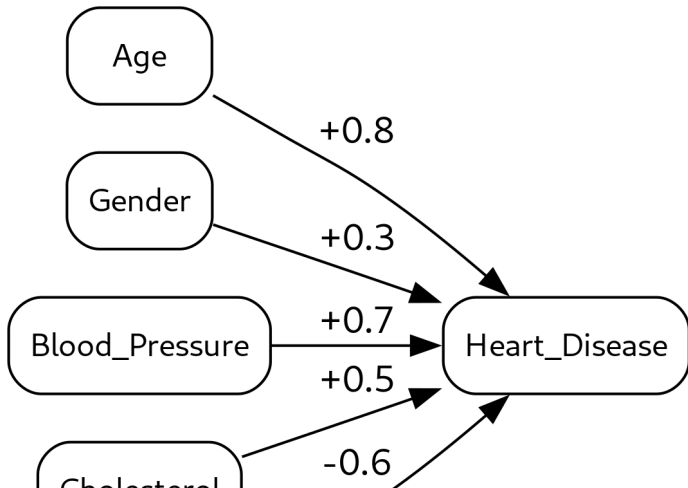
# Heart Attack: Example

- What's the relationship between stress and heart attacks?
  - Stress is the treatment
  - Heart attack is the outcome
  - Stress is not a direct cause of heart attack
    - E.g., a stressed person tend to have poor eating habits



# Weights

- Weights can be assigned to paths to represent the strength of the causal relationship
  - Weights can be estimated using statistical methods
- Sign represents the direction



# Counterfactuals

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- A **counterfactual** describes what would have happened under a different scenario
  - *“What would the outcome have been if X had been different?”*
  - *“If kangaroos had no tails, they would topple over”*
  - *“What if we had two suppliers of our product, rather than one? Would we have more sales?”*
  - *“Would customers be more satisfied if we could ship products in one week, rather than three weeks?”*
- **Causal reasoning:**
  - Goes beyond correlation and association
  - Requires a causal model (like an SCM) to simulate alternate realities
  - E.g.,
    - Actual: A student received tutoring and scored 85%
    - Counterfactual: What if the student didn't receive tutoring?
    - Causal model estimates the alternative outcome (e.g., 70%)
- **Challenges:**
  - Requires strong assumptions and accurate models
  - Difficult to validate directly since counterfactuals are unobservable