

# Note on differential equation for HDLM

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Let's start with the following differential equation:

$$\frac{dq}{dt} = -[c + uA]q + r(1 - I(A)) [b - q] \quad (1) \quad \text{eq:de1}$$

The symbols are defined as follows:

- $q$  ad quality
- $A$  ad spend
- $c$  the rate at which quality attenuates towards zero in the absence of advertising
- $u$  additional attenuation of quality that is proportional to ad spend
- $\delta$  a decay parameter
- $b$  a constant
- $m$  long-run asymptote

If there is no ad spend, so  $A = 0$ , then  $\lim_{t \rightarrow \infty} q_t = \frac{\delta}{c + \delta} b$ . If we define  $m = \frac{\delta}{c + \delta} b$ , then the differential equation is

$$\frac{dq}{dt} = -[c + uA]q + \delta(1 - \mathbb{I}(A)) \left[ \frac{m(c + \delta)}{\delta} - q \right] \quad (2) \quad \text{eq:de2}$$

$$= -[c + uA + (1 - \mathbb{I}(A))\delta]q + (1 - \mathbb{I}(A))m(c + \delta) \quad (3)$$

Thus, if there is no ad spend, then  $\lim_{t \rightarrow \infty} q_t = m$ .

The discrete time version is:

$$q_{t+1} = [1 - c - uA - (1 - \mathbb{I}(A))\delta]q_t + (1 - \mathbb{I}(A))m(c + \delta) \quad (4) \quad \text{eq:de3}$$

The evolution matrix is:

$$G_t = \begin{pmatrix} (1 - \delta) & \tilde{g}(A_{1t}) & \cdots & \cdots & \tilde{g}(A_{Jt}) \\ 0 & (1 - c_1 - u_1 A_{1t}) + (1 - \mathbb{I}(A_{1t}))\delta & & & 0 \\ \vdots & & \ddots & & \vdots \\ \vdots & & & \ddots & 0 \\ 0 & \cdots & \cdots & 0 & (1 - c_J - u_J A_{Jt}) + (1 - \mathbb{I}(A_{1t}))\delta \end{pmatrix} \quad (5) \quad \text{eq:Gt}$$

One component of the innovation matrix comes from the additive term in the differential equation (check subscripts for  $c_j$ ).

$$H_{1t} = \begin{pmatrix} (1 - I(A_{1t}))(c_1 + \delta)m_{11} & \cdots & (1 - I(A_{Jt}))(c_J + \delta)m_{1J} \\ \vdots & & \vdots \\ (1 - I(A_{1t}))(c_1 + \delta)m_{J1} & \cdots & (1 - I(A_{Jt}))(c_J + \delta)m_{JJ} \end{pmatrix} \quad (6) \quad \text{eq:H1t}$$

If we add effects from creatives, then we add another component to the innovation matrix.

$$H_{2t} = \begin{pmatrix} E_{1t} & & 0 \\ & E_{2t} & \\ & & \ddots \\ 0 & & & E_{Jt} \end{pmatrix} \begin{pmatrix} \phi_{11} & \cdots & \phi_{1J} \\ \vdots & \vdots & \vdots \\ \phi_{J1} & \cdots & \phi_{JJ} \end{pmatrix} \quad (7) \quad \text{eq:H2t}$$

Here is how this all relates to the flags in the code. If `replenish` is `TRUE`, then we compute  $H_{1t}$ . Otherwise,  $H_{1t} = 0$ . If `include_phi` is `TRUE`, then we compute  $H_{2t}$ . Otherwise,  $H_{1t} = 0$ .