

# Attention and value integration in multi-attribute choice

Daniel J Wilson<sup>1</sup>, Cendri Hutcherson<sup>1</sup> <sup>1</sup>Department of Psychology, University of Toronto

Net Value (\$)

(A) Subject accuracy as a function of net value. Multiplier condition refers to the number of multipliers applied to attributes in the trial (0, 1 or 2). (B) First fixation duration as a function of the value

(with multiplier) of the first viewed attribute. Multiplier condition refers to the value of the multiplier (1, 2 or 3). (C) Second fixation duration as a function of the value (with multiplier) of the second

valNonFixItem

### // BACKGROUND

Decisions are often captured as a weighted sum over multiple attributes 1:

Summed Value =  $w_1 * a_1 + w_2 * a_2 ... w_n * a_n$ 

Making good choices requires assigning weights to attributes in a flexible manner, informed by context <sup>2</sup>.

Choice biases can result from difficulty in evaluating attributes or difficulty in assigning them proper weights <sup>3,4</sup>.

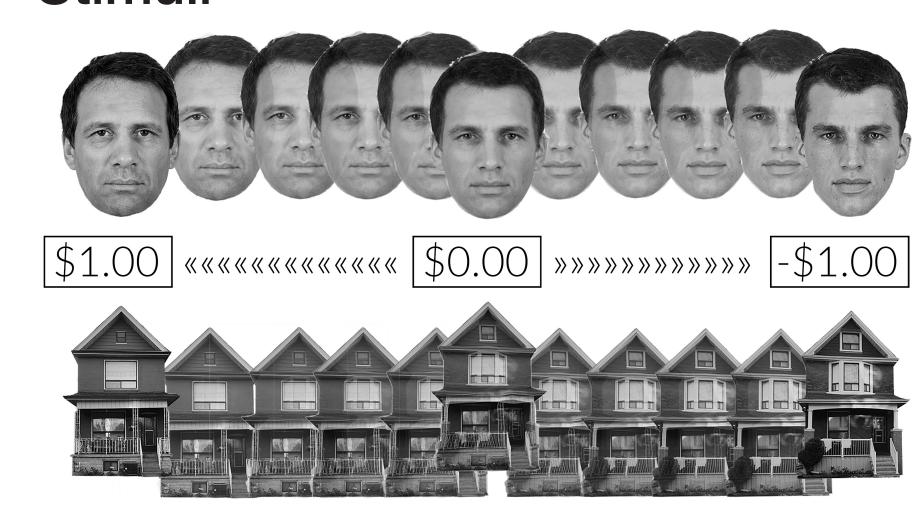
### // GOALS

- 1. Paradigm Confirmation. Can we explicity track attention to attributes and link to final choice people make?
- 2. Determine whether and how people are able to flexibly re-weight attributes.
- 3. Examine interaction between attention and value/weight.

### // METHODS

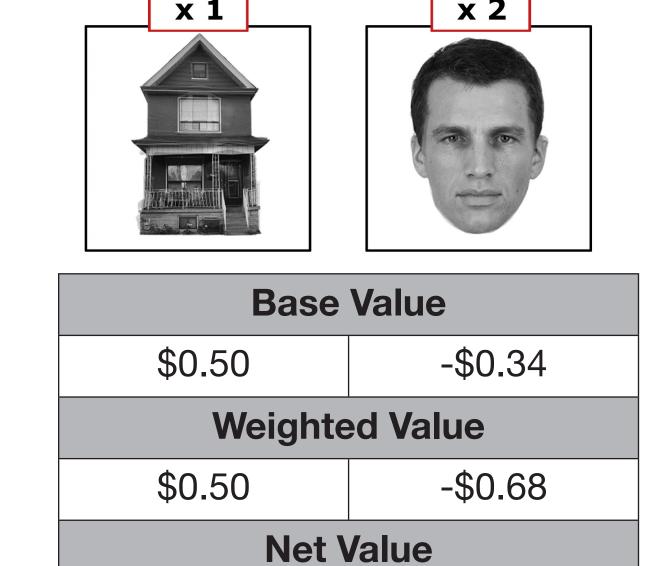
- 1. Subjects (n=23) learned to interpret values from morphed pairs of images of houses and faces.
- 2. Subjects accepted or rejected a proposed combination of 2 attributes (1 face and 1 house) based on the summed value.

#### Stimuli

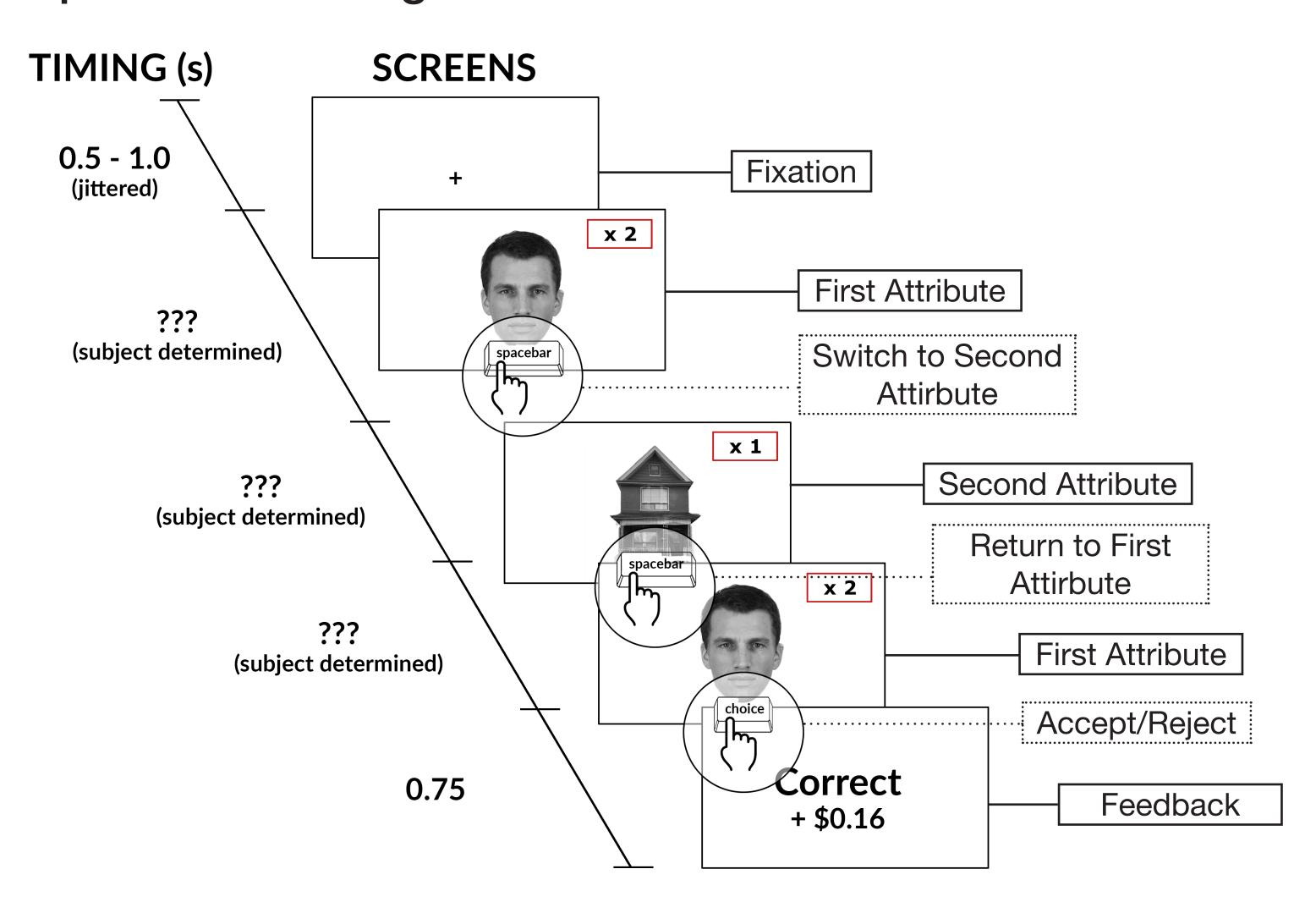


101 morphs, with values from -\$1.00 to \$1.00 were created. Morphs varied lineraly in \$0.02 increments.

#### Attribute Pair Example



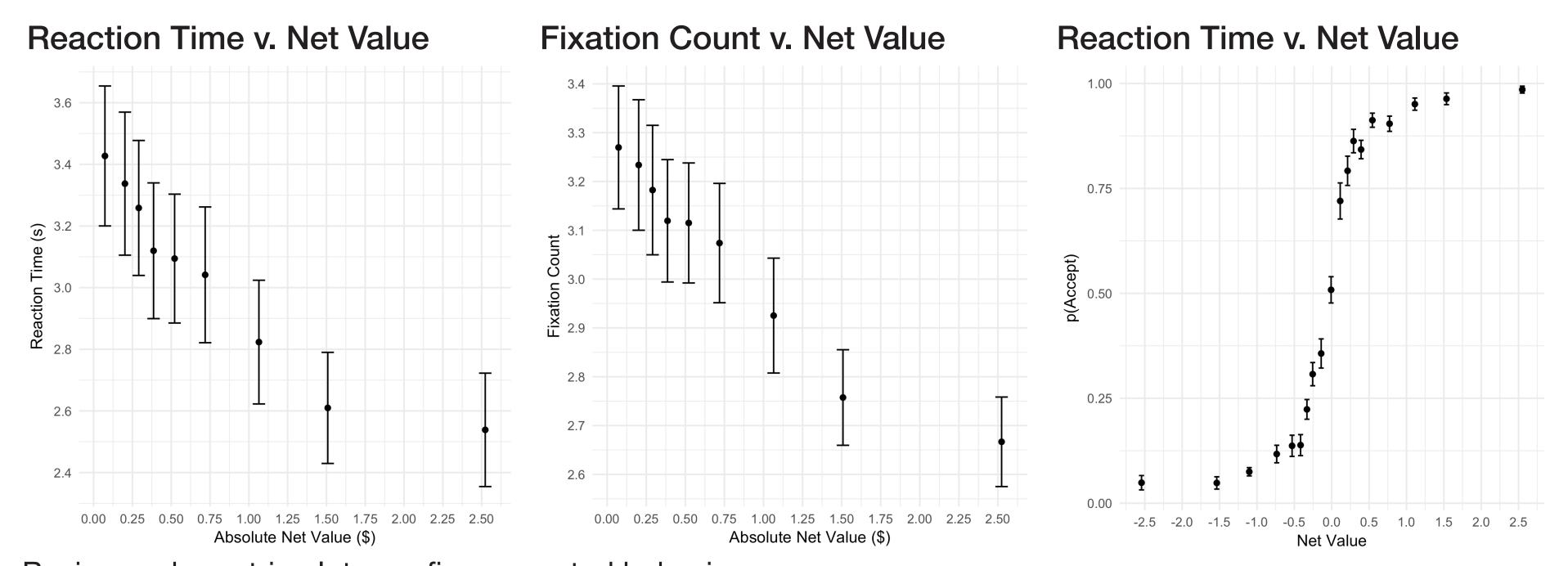
#### Experimental Design



100 trials with no multipliers. 3 blocks of 100 trials with multipliers.

### // RESULTS

### // Basic Psychometrics



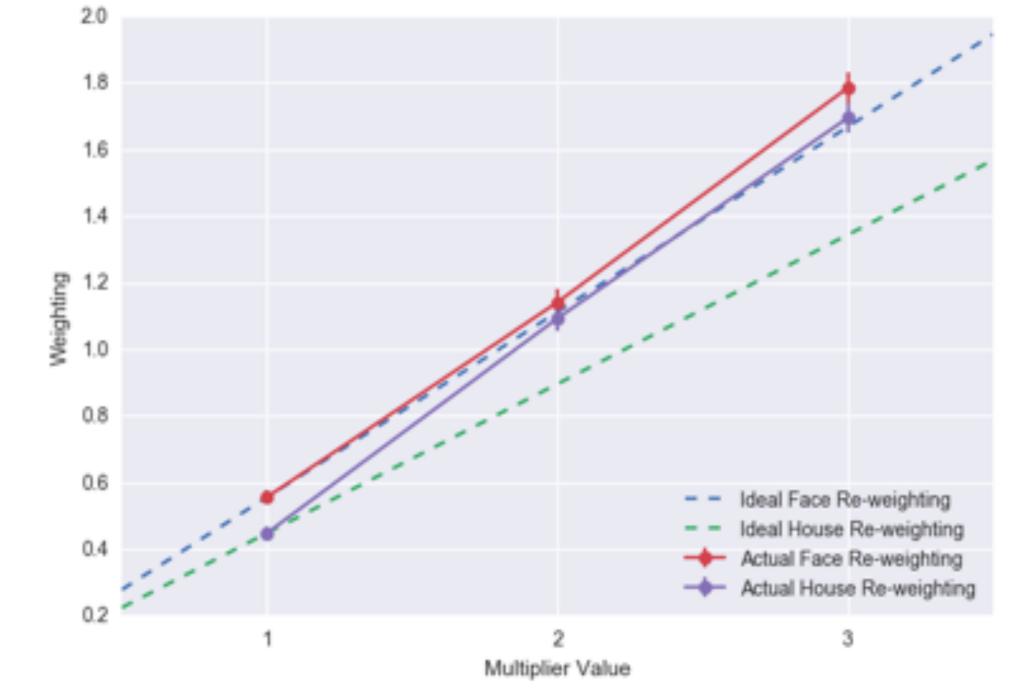
// Attribute Re-weighting: Cognitively Costly?

Basic psychometric plots confirm expected behavior.

Net Value (\$)

viewed attribute. Multiplier condition refers to the value of the multiplier (1, 2 or 3).

### // Attribute Re-Weighting: Bias?



Ideal vs. actual re-weighting. "Ideal" lines are drawn by multiplying the drift value estimate at attribute baseline by the re-weighting multiplier. Error bars are standard deviations clustered by subject.

### // DISCUSSION

Attribute value and weighting affect attention and choice.

Subjects systematically overweight attributes that have been Group drift values were calcu-re-weighted (increased in importance). Weighting is biased in favor lated by fitting a hierarchical of the face attribute over the house attribute. This may be due to the Bayesian drift diffusion model fact that the house morphs are more difficult to decipher than the (HDDM)<sup>5</sup>. Parameters modeled:

a (boundary): # of multipliers

T<sub>er</sub> (nondecision): # of fixation Attention, as measured by attribute fixation duration, is not random. **v** (drift rate):  $\beta_0 + \beta_1 *Face_{M_1}$  + It is affected by value and weighting, and even by un-attended attri- $\beta_2^* House_{M1} + \beta_3^* Face_{M2} + \beta_4^* - 1$  $House_{M2} + \beta_5^* Face_{M3} + \beta_6^* -$ 

Multipliers, difficulty and accuracy interact in non-intuitive ways. where the  $\beta$  coefficients  $(\beta_1 - \beta_6)$ 

are the subject weightings of the multipliers (e.g. Face<sub>M2</sub> is a Face stimulus with a multiplier of 2)

### // FUTURE DIRECTIONS

#### Modeling

tace morphs.

Develop a value-based attentional drift diffusion model that can incorporate information on attribute weights and values.

#### Imaging

Collect functional magnetic resonance imaging and electroencephalogram data in order to localize the neural correlates of attribute evaluation and weighting.

#### **Sticky Weights**

Employ endogenous valuation to examine whether there are certain situations in wihch re-weighting is systematically compromised.

### // Attention, value and choice

-0.03

### Mixed effects logistic regression:

- Choice ~ FaceValue + FaceAttention
- + HouseValue + HouseAttention
- + FaceValue:FaceAttention
- + HouseValue:HouseAttemtion

found choice was not predicted by attention alone (ps > 0.455), but the interaction between attribute values and attention was a significant

predictor of choice (ps < 0.009).

#### Mixed effects linear regression:

log(2nd Attended Attrib. Dur.) ~ β0 + β1 \* Value Attended Attrib.

- + β2 \* Value Unattended Attrib.
- + β4 \* abs(Value Unattended Attrib.)

absolute raw (un-multiplied) value of the attended attribute (b = -0.188, SE = 0.031, p = 1.16e-09), as could be expected, but was also significantly affected by the absolute raw value of the *unattended* attribute (b = 0.063, SE = 0.022, p = 0.004).

- + β3 \* abs(Value Attended Attrib.)

found the duraction of the second fixation was affected not just by the

## // REFERENCES

- . Belton, Valerie. (1986). A Comparison of the Analytic Hierarchy Process and a Simple Multi-Attribute Value Function. *European Journal of Operational Research 26* (1): 7–21.
- 2. Wilkie, William L., and Edgar A. Pessemier. (1973). Issues in Marketing's Use of Multi-Attribute Attitude Models. *JMR*, *Journal of Marketing Research 10* (4). American Marketing Association: 428–41.
- 3. Shimojo, Shinsuke, Claudiu Simion, Eiko Shimojo, and Christian Scheier. (2003). Gaze Bias Both Reflects and Influences Preference. Nature Neuroscience 6 (12): 1317–22.
- 4. Armel, K. Carrie, Aurelie Beaumel, and Antonio Rangel. (2008). Biasing Simple Choices by Manipulating Relative Visual Attention. *Judgment and Decision Making 3* (5). Society for Judgment & Decision Making: 396.
- 5. Wiecki TV, Sofer I and Frank MJ (2013). HDDM: Hierarchical Bayesian estimation of the Drift-Diffusion Model in Python. Front. Neuroinform. 7:14. doi: 10.3389/ fninf.2013.00014

### // Acknowledgements

Many thanks for help running the study and analyzing the data:

Steven Gu Nardin Kirolos Marcellus Singh Hause Lin

### // Further Information

Corresponding author: Daniel J Wilson

danielj.wilson@mail.utoronto.ca www.danieljwilson.com



- 1. Subjects weighted faces significantly more strongly than houses at all multiplier levels.
- 2. Taking a multiplier of 1 as baseline (i.e. those trials in which the value was the same as the learned value), subjects significantly over-estimated the re-weighting effects of multipliers applied to attributes.