

# CONSUMER THEORY FOR CHEAP INFORMATION

GARY BAKER

17 September 2021

UW–Madison Theory Seminar

## QUESTION

Consider a constrained decision-maker who has to make a decision under uncertainty.

Before acting, she has access to multiple, costly sources of information about the state of the world.

## QUESTION

Consider a constrained decision-maker who has to make a decision under uncertainty.

Before acting, she has access to multiple, costly sources of information about the state of the world.

She must decide

- ▶ **how much** information to buy

## QUESTION

Consider a constrained decision-maker who has to make a decision under uncertainty.

Before acting, she has access to multiple, costly sources of information about the state of the world.

She must decide

- ▶ **how much** information to buy
- ▶ **from which** sources to get it from.

# QUESTION

For example:

- ▶ Voter trying to decide on a party:
  - ▶ **State:** true optimal policy
  - ▶ **Action:** for which party to vote
  - ▶ **Info sources:** different newspapers
  - ▶ **Amount of info:** how many articles to read
  - ▶ **Constraint:** limited time to read the news

# QUESTION

For example:

- ▶ Voter trying to decide on a party:
  - ▶ **State:** true optimal policy
  - ▶ **Action:** for which party to vote
  - ▶ **Info sources:** different newspapers
  - ▶ **Amount of info:** how many articles to read
  - ▶ **Constraint:** limited time to read the news

# QUESTION

For example:

- ▶ Voter trying to decide on a party:
  - ▶ **State:** true optimal policy
  - ▶ **Action:** for which party to vote
  - ▶ **Info sources:** different newspapers
  - ▶ **Amount of info:** how many articles to read
  - ▶ **Constraint:** limited time to read the news

# QUESTION

For example:

- ▶ Voter trying to decide on a party:
  - ▶ **State:** true optimal policy
  - ▶ **Action:** for which party to vote
  - ▶ **Info sources:** different newspapers
  - ▶ **Amount of info:** how many articles to read
  - ▶ **Constraint:** limited time to read the news



# QUESTION

For example:

- ▶ Voter trying to decide on a party:
  - ▶ **State:** true optimal policy
  - ▶ **Action:** for which party to vote
  - ▶ **Info sources:** different newspapers
  - ▶ **Amount of info:** how many articles to read
  - ▶ **Constraint:** limited time to read the news

# QUESTION

For example:

- ▶ Voter trying to decide on a party:
  - ▶ **State:** true optimal policy
  - ▶ **Action:** for which party to vote
  - ▶ **Info sources:** different newspapers
  - ▶ **Amount of info:** how many articles to read
  - ▶ **Constraint:** limited time to read the news
- ▶ A researcher studying a vaccine:
  - ▶ **State:** whether effective or not
  - ▶ **Action:** whether to introduce the vaccine or not
  - ▶ **Info sources:** different trial protocols
  - ▶ **Amount of info:** how many trial participants
  - ▶ **Constraint:** grant budget

# GOAL

We'd like to have a consumer theory for information.

- ▶ Demand for information in constrained settings
  - ▶ Elasticities

# GOAL

We'd like to have a consumer theory for information.

- ▶ Demand for information in constrained settings
  - ▶ Elasticities
- ▶ Tradeoffs between different sources
  - ▶ marginal rate of substitution

# POTENTIAL APPLICATIONS

- ▶ Media and rational inattention: how people allocate their resources (e.g. time) between different news/info sources
- ▶ Research design and optimal treatment allocation

# PROBLEMS WITH INFORMATION

Going back to Blackwell [1951]:

- ▶ Information from different sources can't easily be compared

# PROBLEMS WITH INFORMATION

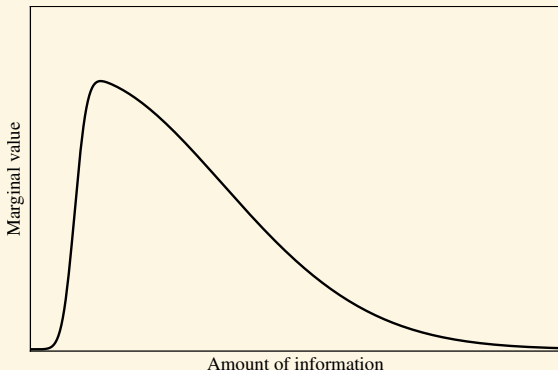
Going back to Blackwell [1951]:

- ▶ Information from different sources can't easily be compared
- ▶ In the broadest sense, information sources can only be ordered by garbling.

# PROBLEMS WITH INFORMATION

**Another example:** Marginal values of information can slope up at small samples.

- ▶ FOC analysis doesn't easily work





# PROBLEMS WITH INFORMATION

In general, information value doesn't have a nice, closed-form expression.

# WHAT I DO

To answer these questions I develop an **approximate** consumer theory for information.

That is, I will

- ▶ Define a generalized notion of **precision**
  - ▶ Demand approximately follows a maximin rule

# WHAT I DO

To answer these questions I develop an **approximate** consumer theory for information.

That is, I will

- ▶ Define a generalized notion of **precision**
  - ▶ Demand approximately follows a maximin rule
- ▶ Explore implications for consumer theory

# WHAT I DO

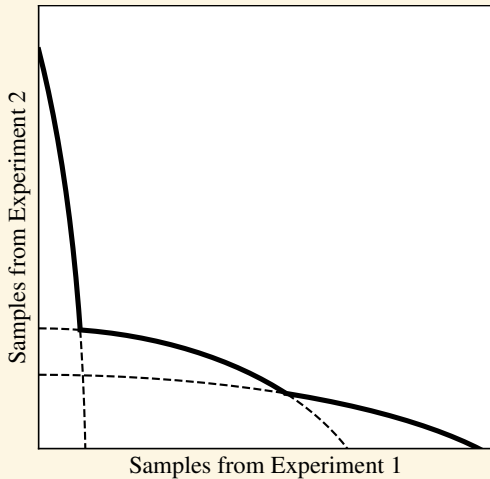
To answer these questions I develop an **approximate** consumer theory for information.

That is, I will

- ▶ Define a generalized notion of **precision**
  - ▶ Demand approximately follows a maximin rule
- ▶ Explore implications for consumer theory

Information is **not** described by the convex-preference benchmark.

# WHAT I DO



## WHAT I DO

- ▶ This approximation will **not** depend on decision-maker characteristics (prior, utility function).

# WHAT I DO

- ▶ This approximation will **not** depend on decision-maker characteristics (prior, utility function).
- ▶ Everyone facing the same costs will agree on the optimal bundle at large samples.

# AGENDA

Preview of results

Literature

Model

Large-deviations approximations

- Two states

- Many states

Consumer theory

- Demand for samples

- Substitutability of samples

How good is the approximation?

Conclusion and future work



# AGENDA

Preview of results

Literature

Model

Large-deviations approximations

Two states

Many states

Consumer theory

Demand for samples

Substitutability of samples

How good is the approximation?

Conclusion and future work

# LITERATURE

## Statistics:

Chernoff [1952] (Asymptotic relative efficiency)

- ▶ How many samples from one test needed to do as well as  $n$  from another
- ▶ Comparison of extremes: all one or the other
- ▶ Only covers simple hypothesis tests (2 states)

# LITERATURE

## Statistics:

Chernoff [1952] (Asymptotic relative efficiency)

- ▶ How many samples from one test needed to do as well as  $n$  from another
- ▶ Comparison of extremes: all one or the other
- ▶ Only covers simple hypothesis tests (2 states)

## Contribution:

- ▶ Extend to local comparisons (MRS), and
- ▶ to arbitrary finite-action/finite-state problems.

# LITERATURE

Economics:

Moscarini and Smith [2002]

- ▶ Apply similar methods to approximate info value and demand for information in the single source case

Contribution:

# LITERATURE

Economics:

Moscarini and Smith [2002]

- ▶ Apply similar methods to approximate info value and demand for information in the single source case

Contribution:

- ▶ Economic: extend this to environment with multiple sources.
- ▶ Technical: tighten the bounds on the convergence rate.

## OTHER RELATED LITERATURE

**Value of and comparisons between information sources:**

Börgers et al. [2013], Athey and Levin [2018], &c.

**Rational inattention:**

Sims [2003], &c.

**Optimal experiment design:**

Elfving [1952], Chernoff [1953], Dette et al. [2007], &c.

# AGENDA

Preview of results

Literature

**Model**

Large-deviations approximations

Two states

Many states

Consumer theory

Demand for samples

Substitutability of samples

How good is the approximation?

Conclusion and future work

## MODEL – ENVIRONMENT

- ▶ Finitely many possible states of the world,  
 $\theta \in \Theta$
- ▶ DM prior,  $p \in \Delta\Theta$  (no degenerate beliefs)



## MODEL – ENVIRONMENT

- ▶ Finitely many possible states of the world,  
 $\theta \in \Theta$ 
  - ▶ DM prior,  $p \in \Delta\Theta$  (no degenerate beliefs)
- ▶ Finitely many possible actions,  $a \in A$

## MODEL – ENVIRONMENT

- ▶ Finitely many possible states of the world,  $\theta \in \Theta$ 
  - ▶ DM prior,  $p \in \Delta\Theta$  (no degenerate beliefs)
- ▶ Finitely many possible actions,  $a \in A$
- ▶ **DM state-dependent utility,  $u(a, \theta)$** 
  - ▶ Assume each state has a unique and distinct optimal action

## MODEL – ENVIRONMENT

- ▶ Finitely many possible states of the world,  $\theta \in \Theta$ 
  - ▶ DM prior,  $p \in \Delta\Theta$  (no degenerate beliefs)
- ▶ Finitely many possible actions,  $a \in A$
- ▶ DM state-dependent utility,  $u(a, \theta)$ 
  - ▶ Assume each state has a unique and distinct optimal action
- ▶ DM chooses action to maximize expected payoff

## MODEL – ENVIRONMENT

- ▶ Finitely many possible states of the world,  $\theta \in \Theta$ 
  - ▶ DM prior,  $p \in \Delta\Theta$  (no degenerate beliefs)
- ▶ Finitely many possible actions,  $a \in A$
- ▶ DM state-dependent utility,  $u(a, \theta)$ 
  - ▶ Assume each state has a unique and distinct optimal action
- ▶ DM chooses action to maximize expected payoff
- ▶ Prior to acting, DM can purchase information about the state.

# MODEL – INFORMATION SOURCES

Information sources  $\mathcal{E}_1, \mathcal{E}_2$

AKA: tests, signals, (Blackwell) experiments

- ▶  $\mathcal{E}_j \equiv \langle F_j(x | \theta) \rangle$  ( $x \in X$  realizations)

# MODEL – INFORMATION SOURCES

Information sources  $\mathcal{E}_1, \mathcal{E}_2$

AKA: tests, signals, (Blackwell) experiments

- ▶  $\mathcal{E}_j \equiv \langle F_j(x | \theta) \rangle$  ( $x \in X$  realizations)
- ▶ Assume: “thin tails”

# MODEL – INFORMATION SOURCES

Information sources  $\mathcal{E}_1, \mathcal{E}_2$

AKA: tests, signals, (Blackwell) experiments

- ▶  $\mathcal{E}_j \equiv \langle F_j(x | \theta) \rangle$  ( $x \in X$  realizations)
- ▶ Assume: “thin tails”
  - ▶  $\Rightarrow$  no realization perfectly reveals or rules out any state.

## MODEL - INFORMATION SOURCES

- ▶ DM can purchase an arbitrary number of *conditionally independent* samples,  $n_i$ , from each source at cost  $\epsilon c_i$  per sample
  - ▶  $\epsilon$  small
- ▶ For exposition, assume sources are **infinitely-divisible**, so fractional “samples” are allowed.



## MODEL - INFORMATION SOURCES

- ▶ DM can purchase an arbitrary number of *conditionally independent* samples,  $n_i$ , from each source at cost  $\epsilon c_i$  per sample
  - ▶  $\epsilon$  small
- ▶ For exposition, assume sources are **infinitely-divisible**, so fractional “samples” are allowed.
- ▶ DM has budget  $Y$  to spend on info.

## MODEL - INFORMATION SOURCES

- ▶ DM can purchase an arbitrary number of *conditionally independent* samples,  $n_i$ , from each source at cost  $\epsilon c_i$  per sample
  - ▶  $\epsilon$  small
- ▶ For exposition, assume sources are **infinitely-divisible**, so fractional “samples” are allowed.
- ▶ DM has budget  $Y$  to spend on info.
- ▶ After choosing a bundle of information  $(n_1, n_2)$ , DM observes the vector of realizations, and updates via Bayes Rule.

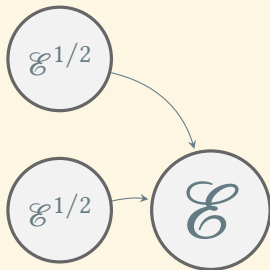
# INFINITE-DIVISIBILITY

## Definition

Say an information source,  $\mathcal{E}$  is **infinitely-divisible** if for any  $k$  there exists an information source  $\mathcal{E}^{1/k}$  such that  $k$  samples conditionally i.i.d. from  $\mathcal{E}^{1/k}$  is equivalent to 1 sample from  $\mathcal{E}$ .

# INFINITE-DIVISIBILITY

$1/2$  “samples” from  $\mathcal{E}$  means 1 sample from  $\mathcal{E}^{1/2}$



## INFINITE DIVISIBILITY - EXAMPLE

An infinitely-divisible analog of any experiment can be achieved by **Poissonizing** it.

Instead of choosing samples directly, DM chooses **expected samples** and then receives an appropriate Poisson draw of samples.

## INFINITE DIVISIBILITY - EXAMPLE

An infinitely-divisible analog of any experiment can be achieved by **Poissonizing** it.

Instead of choosing samples directly, DM chooses **expected samples** and then receives an appropriate Poisson draw of samples.

Sum of Poissons is Poisson:

1 sample from the Poissonization with 1 expected sample



2 samples from the Poissonization with 0.5 expected samples.

## MODEL – EXPECTED LOSS

Expected difference in value of acting correctly and acting with information

$$L(n_1, n_2) =$$

$$\sum_{\theta} p_{\theta} \left[ \int_x \underbrace{(u(a^*(\theta), \theta) - u(a(x), \theta))}_{\text{cost of choosing } a(x) \text{ when } a(\theta) \text{ optimal}} f_{n_1, n_2}(x | \theta) dx \right]$$

cost of choosing  $a(x)$  when  $a(\theta)$  optimal

## MODEL – EXPECTED LOSS

Expected difference in value of acting correctly and acting with information

$$L(n_1, n_2) =$$

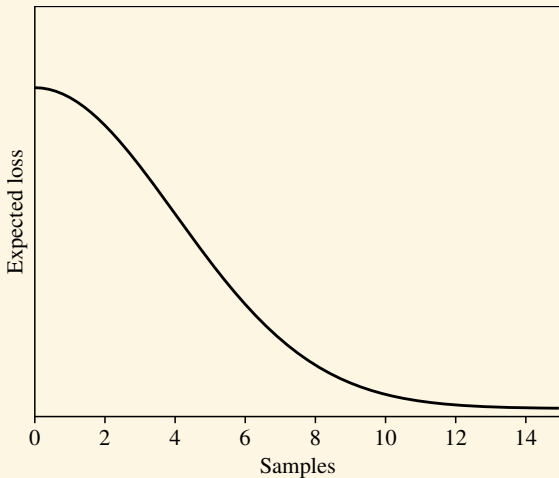
$$\sum_{\theta} p_{\theta} \left[ \int_{\mathbf{x}} \underbrace{(u(a^*(\theta), \theta) - u(a(\mathbf{x}), \theta))}_{\text{cost of choosing } a(\mathbf{x}) \text{ when } a(\theta) \text{ optimal}} f_{n_1, n_2}(\mathbf{x} | \theta) d\mathbf{x} \right]$$

cost of choosing  $a(\mathbf{x})$  when  $a(\theta)$  optimal

**Goal: Minimize subject to budget constraint**  
(equivalent to maximizing value of information)



## MODEL – EXPECTED LOSS



# APPROACH

1. Review the relevant large-deviations approximations
  - ▶ Generalize to the multi-source model

# APPROACH

1. Review the relevant large-deviations approximations
  - ▶ Generalize to the multi-source model
2. Transform into a “utility function”
  - ▶ Define **precision**

# APPROACH

1. Review the relevant large-deviations approximations
  - ▶ Generalize to the multi-source model
2. Transform into a “utility function”
  - ▶ Define **precision**
3. Examine properties of the approximation and implications for demand

# AGENDA

Preview of results

Literature

Model

Large-deviations approximations

Two states

Many states

Consumer theory

Demand for samples

Substitutability of samples

How good is the approximation?

Conclusion and future work

# TWO STATES – SETUP

- ▶ States:
  - ▶ Null hypothesis –  $H_0$
  - ▶ Alternative hypothesis –  $H_1$
  - ▶ Prior that alternative is true –  $p$

# TWO STATES – SETUP

- ▶ States:
  - ▶ Null hypothesis –  $H_0$
  - ▶ Alternative hypothesis –  $H_1$
  - ▶ Prior that alternative is true –  $p$
- ▶ Actions
  - ▶ Accept the null –  $\mathcal{A}$
  - ▶ Reject the null –  $\mathcal{R}$

## TWO STATES – EXPECTED LOSS

$$L(n_1, n_2) = (1 - p) \alpha_I(n_1, n_2) \overbrace{\left( u(\mathcal{A}, H_0) - u(\mathcal{R}, H_0) \right)}^{\text{loss from Type-I error}} \\ + p \alpha_{II}(n_1, n_2) \underbrace{\left( u(\mathcal{R}, H_1) - u(\mathcal{A}, H_1) \right)}_{\text{loss from Type-II error}}$$

- ▶  $\alpha_I$  – Probability of Type-I error
- ▶  $\alpha_{II}$  – Probability of Type-II error



## TWO STATES – EXPECTED LOSS

$$L(n_1, n_2) = (1 - p) \alpha_I(n_1, n_2) \overbrace{\left( u(\mathcal{A}, H_0) - u(\mathcal{R}, H_0) \right)}^{\text{loss from Type-I error}} \\ + \underbrace{p \alpha_{II}(n_1, n_2) \left( u(\mathcal{R}, H_1) - u(\mathcal{A}, H_1) \right)}_{\text{loss from Type-II error}}$$

- ▶  $\alpha_I$  – Probability of Type-I error
- ▶  $\alpha_{II}$  – Probability of Type-II error

## TWO STATES – EXPECTED LOSS

$$L(n_1, n_2) = (1 - p) \alpha_I(n_1, n_2) \overbrace{\left( u(\mathcal{A}, H_0) - u(\mathcal{R}, H_0) \right)}^{\text{loss from Type-I error}} \\ + p \alpha_{II}(n_1, n_2) \underbrace{\left( u(\mathcal{R}, H_1) - u(\mathcal{A}, H_1) \right)}_{\text{loss from Type-II error}}$$

- ▶  $\alpha_I$  – Probability of Type-I error
- ▶  $\alpha_{II}$  – Probability of Type-II error

**GOAL:** Approximate error probabilities

# ERROR PROBABILITIES

Start with the one-source case

$$\alpha_I(n) = \mathbb{P} \left( \frac{p \prod_{k=1}^n f(x_k | H_1)}{p \prod_{k=1}^n f(x_k | H_1) + (1 - p) \prod_{k=1}^n f(x_k | H_0)} > \bar{p} \mid H_0 \right)$$

## ERROR PROBABILITIES

Change to log-likelihood ratios:

$$\alpha_I(n) \\ = \mathbb{P} \left( \log \left( \frac{p}{1-p} \right) + \sum_{k=1}^n \log \left( \frac{f(x_k | H_1)}{f(x_k | H_0)} \right) > \log \left( \frac{\bar{p}}{1-\bar{p}} \right) \mid H_0 \right)$$

# ERROR PROBABILITIES

Change to log-likelihood ratios:

$$\begin{aligned} & \alpha_I(n) \\ &= \mathbb{P} \left( \log \left( \frac{p}{1-p} \right) + \sum_{k=1}^n \log \left( \frac{f(x_k | H_1)}{f(x_k | H_0)} \right) > \log \left( \frac{\bar{p}}{1-\bar{p}} \right) \mid H_0 \right) \\ &= \mathbb{P} \left( \sum_{k=1}^n s_k > \bar{l} - l \mid H_0 \right) \end{aligned}$$

# ERROR PROBABILITIES

$$\alpha_I(n) = \mathbb{P} \left( \sum_{k=1}^n s_k > \bar{l} - l \right)$$

If we divide by  $n$ , we have a statement about sample averages.

## ERROR PROBABILITIES

$$\alpha_I(n) = \mathbb{P} \left( \sum_{k=1}^n s_k > \bar{l} - l \right)$$

If we divide by  $n$ , we have a statement about sample averages.

But can't use CLT:  $\mathbb{E}(s_i) < 0$  errors happen far from the mean.

This is a **large** deviation.

[MORE INFO](#)

## EFFICIENCY INDEX

Large deviations approximations often depend on a minimized moment generating function:

$$\begin{aligned}\rho &\equiv \min_t M(t) \\ &= \min_t \int e^{t \log\left(\frac{f(x|H_1)}{f(x|H_0)}\right)} f(x|H_0) dx \\ &= \min_t \int f(x|H_1)^t f(x|H_0)^{1-t} dx\end{aligned}$$



## EFFICIENCY INDEX

$$\rho = \min_t \int f(x | H_1)^t f(x | H_0)^{1-t} dx$$

Call  $\rho$  the (Chernoff) **efficiency index** of the information source.

Properties:

- ▶  $\rho \in (0, 1)$

# EFFICIENCY INDEX

$$\rho = \min_t \int f(x | H_1)^t f(x | H_0)^{1-t} dx$$

Call  $\rho$  the (Chernoff) **efficiency index** of the information source.

Properties:

- ▶  $\rho \in (0, 1)$
- ▶ Blackwell more informative  $\Rightarrow$  **lower** index

# EFFICIENCY INDEX

$$\rho = \min_t \int f(x | H_1)^t f(x | H_0)^{1-t} dx$$

Call  $\rho$  the (Chernoff) **efficiency index** of the information source.

Properties:

- ▶  $\rho \in (0, 1)$
- ▶ Blackwell more informative  $\Rightarrow$  **lower** index
- ▶  $n$  i.i.d. samples has index  $\rho^n$

# EFFICIENCY INDEX

$$\rho = \min_t \int f(x | H_1)^t f(x | H_0)^{1-t} dx$$

Call  $\rho$  the (Chernoff) **efficiency index** of the information source.

Properties:

- ▶  $\rho \in (0, 1)$
- ▶ Blackwell more informative  $\Rightarrow$  **lower** index
- ▶  $n$  i.i.d. samples has index  $\rho^n$
- ▶ **Doesn't depend on DM characteristics**

# LARGE-DEVIATION APPROXIMATION

Large-deviations probabilities fall **exponentially**:  
error probabilities are roughly proportional to

$$\frac{\rho^n}{\sqrt{n}}$$

# LARGE-DEVIATION APPROXIMATION

Large-deviations probabilities fall **exponentially**:  
error probabilities are roughly proportional to

$$\frac{\rho^n}{\sqrt{n}}$$

## *Lemma (MS02)*

*The expected loss from  $n$  samples from an information source with efficiency index  $\rho$  is*

$$L(n) \propto \frac{\rho^n}{\sqrt{n}} \left( 1 + O\left(\frac{1}{\sqrt{n}}\right) \right)$$

# LARGE-DEVIATION APPROXIMATION

Large-deviations probabilities fall **exponentially**:  
error probabilities are roughly proportional to

$$\frac{\rho^n}{\sqrt{n}}$$

## *Lemma (MS02\*)*

*The expected loss from  $n$  samples from an information source with efficiency index  $\rho$  is*

$$L(n) \propto \frac{\rho^n}{\sqrt{n}} \left( 1 + O\left(\frac{1}{n}\right) \right)$$

## TO MULTIPLE SOURCES

$N = n_1 + n_2$ : total sample size

$r = n_1/N$ : composite factor



## TO MULTIPLE SOURCES

$N = n_1 + n_2$ : **total sample size**

$r = n_1/N$ : **composite factor**

MGF of a sum is the product of MGFs

$$M_1(t)^{n_1} M_2(t)^{n_2} = \left( M_1(t)^r M_2(t)^{1-r} \right)^N \equiv M_r(t)^N$$

## TO MULTIPLE SOURCES

$N = n_1 + n_2$ : **total sample size**

$r = n_1/N$ : **composite factor**

MGF of a sum is the product of MGFs

$$M_1(t)^{n_1} M_2(t)^{n_2} = \left( M_1(t)^r M_2(t)^{1-r} \right)^N \equiv M_r(t)^N$$

Define the  $r$ -**composite** efficiency index

$$\rho_r \equiv \min_t M_r(t)$$

## TO MULTIPLE SOURCES

$N = n_1 + n_2$ : **total sample size**

$r = n_1/N$ : **composite factor**

MGF of a sum is the product of MGFs

$$M_1(t)^{n_1} M_2(t)^{n_2} = \left( M_1(t)^r M_2(t)^{1-r} \right)^N \equiv M_r(t)^N$$

Define the ***r*-composite** efficiency index

$$\rho_r \equiv \min_t M_r(t)$$

and similarly the ***r*-marginal** efficiency indices

$$\rho_{ri} = M_i(\tau_r)$$

$$\text{so } \rho_r = \rho_{r1}^r \rho_{r2}^{1-r}$$

# LOSS WITH MULTIPLE SOURCES

Plugging things in, we have

$$\begin{aligned} L(n_1, n_2) &= A(r) \frac{\rho_r^N}{\sqrt{N}} \left( 1 + O\left(\frac{1}{N}\right) \right) \\ &= A(r) \frac{\rho_{r1}^{n_1} \rho_{r2}^{n_2}}{\sqrt{n_1 + n_2}} \left( 1 + O\left(\frac{1}{n_1 + n_2}\right) \right) \end{aligned}$$

where  $A$  depends only on the relative sample proportions  $r$ .

# FORESHADOWING

The marginal index is the MGF evaluated at the minimizer for the composite.

So we have:

$$\rho_r = \rho_{r1}^r \rho_{r2}^{1-r} \geq \rho_1^r \rho_2^{1-r}$$

# FORESHADOWING

The marginal index is the MGF evaluated at the minimizer for the composite.

So we have:

$$\rho_r = \rho_{r1}^r \rho_{r2}^{1-r} \geq \rho_1^r \rho_2^{1-r}$$

Composite experiments perform **worse** than the sum of their parts.

INTUITION

# TO REVIEW

- ▶ Defined the **efficiency index**,  $\rho$
- ▶ Losses fall exponentially fast in  $\rho$  with sample
- ▶ Introduced the **marginal efficiency index**,  $\rho_{rj}$ 
  - ▶ loss is reduced by roughly a factor of  $\rho_{r1}$  consuming a sample from  $\mathcal{E}_1$  in addition to a bundle with sample proportions  $r$

# AGENDA

Preview of results

Literature

Model

Large-deviations approximations

Two states

Many states

Consumer theory

Demand for samples

Substitutability of samples

How good is the approximation?

Conclusion and future work



# GENERALIZING TO MULTIPLE STATES

- ▶ With multiple states, we now have many log-likelihood ratio distributions:

# GENERALIZING TO MULTIPLE STATES

- ▶ With multiple states, we now have many log-likelihood ratio distributions:
  - ▶ e.g. With three states, we have  $\theta_1$  vs  $\theta_2$ ,  $\theta_1$  vs  $\theta_3$ , and  $\theta_2$  vs  $\theta_3$  LLRs.

# GENERALIZING TO MULTIPLE STATES

- ▶ With multiple states, we now have many log-likelihood ratio distributions:
  - ▶ e.g. With three states, we have  $\theta_1$  vs  $\theta_2$ ,  $\theta_1$  vs  $\theta_3$ , and  $\theta_2$  vs  $\theta_3$  LLRs.
- ▶ So for  $\mathcal{E}_i$  we can define an efficiency index for each pair of states

$$\rho_i(\theta, \theta') \equiv \min_t \int f(r | \theta)^t f(r | \theta')^{1-t} dr$$

# EXPECTED LOSS

$$\begin{aligned} & L(n_1, n_2) \\ &= \sum_{\theta} p_{\theta} \sum_{\theta' \neq \theta} \overbrace{\alpha(n_1, n_2; a, \theta)}^{\text{mistake prob.}} \underbrace{(u(a^*(\theta), \theta) - u(a, \theta))}_{\text{Loss from choosing a}} \end{aligned}$$

# EXPECTED LOSS APPROXIMATION

Intuition:

- ▶ Expected loss is a sum of mistake probabilities

# EXPECTED LOSS APPROXIMATION

Intuition:

- ▶ Expected loss is a sum of mistake probabilities
- ▶ Mistake probabilities fall **exponentially**

# EXPECTED LOSS APPROXIMATION

Intuition:

- ▶ Expected loss is a sum of mistake probabilities
- ▶ Mistake probabilities fall **exponentially**
- ▶ Sum of exponentials  $\Rightarrow$  **biggest** term eventually dominates

## EXPECTED LOSS APPROXIMATION

Applying a lemma of MSo2, we have

$$\begin{aligned} L(n_1, n_2) &= A(r) \frac{\max_{\theta, \theta'} \{\rho_r(\theta, \theta')^N\}}{\sqrt{N}} \left(1 + O\left(\frac{1}{N}\right)\right) \\ &= A(r) \frac{\max_{\theta, \theta'} \{\rho_{r1}(\theta, \theta')^{n_1} \rho_{r2}(\theta, \theta')^{n_2}\}}{\sqrt{n_1 + n_2}} \left(1 + O\left(\frac{1}{N}\right)\right) \end{aligned}$$

where  $A$  depends only the relative sample proportions.



## TO REVIEW

- ▶ Efficiency index for each pair of states
  - ▶ How well does an experiment distinguish between a pair of states

## TO REVIEW

- ▶ Efficiency index for each pair of states
  - ▶ How well does an experiment distinguish between a pair of states
- ▶ Loss dominated by most likely mistake, i.e. **highest** index

# APPROACH

1. Review the relevant large-deviations approximations ✓
  - ▶ Generalize to the multi-source model ✓
2. Transform into a “utility function”
  - ▶ Define **precision**
3. Examine properties of the approximation and implications for demand

## PRECISION

The multiplicative form of the approximation screams to have logs taken:

In the one-source, two-state world:

$$-\log(L(n)) = n\beta (1 + O(\log(n)n^{-1}))$$

Call  $\beta \equiv -\log(\rho)$  the **precision** of the experiment

## PRECISION

The multiplicative form of the approximation screams to have logs taken:

In the one-source, two-state world:

$$-\log(L(n)) = n\beta (1 + O(\log(n)n^{-1}))$$

Call  $\beta \equiv -\log(\rho)$  the **precision** of the experiment

Properties

- ▶  $\beta > 0$

# PRECISION

The multiplicative form of the approximation screams to have logs taken:

In the one-source, two-state world:

$$-\log(L(n)) = n\beta (1 + O(\log(n)n^{-1}))$$

Call  $\beta \equiv -\log(\rho)$  the **precision** of the experiment

Properties

- ▶  $\beta > 0$
- ▶ Blackwell more informative  $\Rightarrow$  **higher precision**

# PRECISION

The multiplicative form of the approximation screams to have logs taken:

In the one-source, two-state world:

$$-\log(L(n)) = n\beta (1 + O(\log(n)n^{-1}))$$

Call  $\beta \equiv -\log(\rho)$  the **precision** of the experiment

Properties

- ▶  $\beta > 0$
- ▶ Blackwell more informative  $\Rightarrow$  **higher** precision
- ▶  $n$  i.i.d. samples has precision  $n\beta$

## PRECISION – EXAMPLE

Gaussian noise:  $r \sim \mathcal{N}(0, \sigma^2)$  in state  $H_0$   
 $r \sim \mathcal{N}(\mu, \sigma^2)$  in state  $H_1$



## PRECISION – EXAMPLE

Gaussian noise:  $r \sim \mathcal{N}(0, \sigma^2)$  in state  $H_0$   
 $r \sim \mathcal{N}(\mu, \sigma^2)$  in state  $H_1$

- Precision is  $\beta = \frac{1}{8} \frac{\mu^2}{\sigma^2}$

# PRECISION – EXAMPLE

Gaussian noise:  $r \sim \mathcal{N}(0, \sigma^2)$  in state  $H_0$

$r \sim \mathcal{N}(\mu, \sigma^2)$  in state  $H_1$

- ▶ Precision is  $\beta = \frac{1}{8} \frac{\mu^2}{\sigma^2}$ 
  - ▶ Proportional to the signal-to-noise ratio
  - ▶ Proportional to the classical notion of precision ( $1/\sigma^2$ )

# MARGINAL PRECISION

Similarly, define the  $r$ -**composite** precision and  $r$ -**marginal** precisions.

$$\begin{aligned} -\log(\rho_r) &\equiv \beta_r = r\beta_{r1} + (1-r)\beta_{r2} \\ &\equiv -r \log(\rho_{r1}) - (1-r) \log(\rho_{r2}) \end{aligned}$$

## PRECISION AND UTILITY

Putting it all together we have

$$\begin{aligned} -\log(L(n_1, n_2)) &= \min_{\theta, \theta'} \{N\beta_r(\theta, \theta')\} \left(1 + O\left(\frac{\log(N)}{N}\right)\right) \\ &= \min_{\theta, \theta'} \{n_1\beta_{r1}(\theta, \theta') + n_2\beta_{r2}(\theta, \theta')\} \left(1 + O\left(\frac{\log(N)}{N}\right)\right) \end{aligned}$$

## PRECISION AND UTILITY

Putting it all together we have

$$\begin{aligned}-\log(L(n_1, n_2)) &= \min_{\theta, \theta'} \{N\beta_r(\theta, \theta')\} \left(1 + O\left(\frac{\log(N)}{N}\right)\right) \\ &= \min_{\theta, \theta'} \{n_1\beta_{r1}(\theta, \theta') + n_2\beta_{r2}(\theta, \theta')\} \left(1 + O\left(\frac{\log(N)}{N}\right)\right)\end{aligned}$$

at high enough total samples, prefer bundles with higher total **minimum** (worst-case) precision!

## TO REVIEW

- ▶ Defined a generalized notion of **precision** and **marginal** precision
  - ▶ Approximate utility and marginal utility for information

## TO REVIEW

- ▶ Defined a generalized notion of **precision** and **marginal** precision
  - ▶ Approximate utility and marginal utility for information
- ▶ **Remember:** Precision independent of DM characteristics
  - ▶ Everyone agrees on ranking of bundles at large samples

# APPROACH

1. Review the relevant large-deviations approximations ✓
  - ▶ Generalize to the multi-source model ✓
2. Transform into a “utility function” ✓
  - ▶ Define **precision** ✓
3. Examine properties of the approximation and implications for demand



# AGENDA

Preview of results

Literature

Model

Large-deviations approximations

Two states

Many states

Consumer theory

Demand for samples

Substitutability of samples

How good is the approximation?

Conclusion and future work

# DEMAND FOR CHEAP INFORMATION

## *Proposition (Maximin precision)*

*For budget  $Y$  and per sample costs  $\epsilon c_1$  and  $\epsilon c_2$   
optimal sample demand is*

$$\begin{aligned} & (n_1^*, n_2^*) \\ &= \left( \arg \max_{n_1, n_2} \min_{\theta, \theta'} \{n_1 \beta_{r1}(\theta, \theta') + n_2 \beta_{r2}(\theta, \theta')\} \right) \\ & \quad \times (1 + O(\epsilon)) \end{aligned}$$

*subject to  $\epsilon(n_1 c_1 + n_2 c_2) \leq Y$ .*

## DEMAND FOR CHEAP INFORMATION

### *Proposition (Maximin precision)*

*For budget  $Y$  and per sample costs  $\epsilon c_1$  and  $\epsilon c_2$   
optimal sample demand is*

$$\begin{aligned} & (n_1^*, n_2^*) \\ &= \left( \arg \max_{n_1, n_2} \min_{\theta, \theta'} \{n_1 \beta_{r_1}(\theta, \theta') + n_2 \beta_{r_2}(\theta, \theta')\} \right) \\ & \quad \times (1 + O(\epsilon)) \end{aligned}$$

*subject to  $\epsilon(n_1 c_1 + n_2 c_2) \leq Y$ .*

Can treat total worst-case precision **as if** utility.

## PRECISION PER DOLLAR

Since precision is homothetic, we can equivalently say the optimal sample proportions maximize **precision per dollar**

$$r^* = \arg \max_r \left\{ \min_{\theta, \theta'} \left\{ \frac{\beta_r(\theta, \theta')}{rc_1 + (1-r)c_2} \right\} \right\}$$

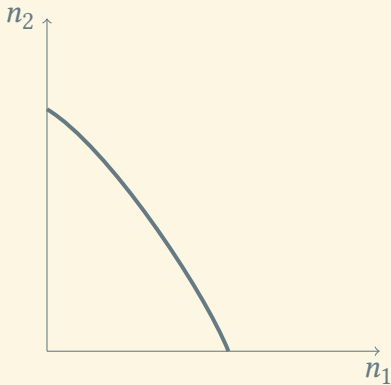
# CORNERS?

Recall composites are worse than the sum of their parts for a fixed dichotomy:

$$\rho_{r1}^{n_1} \rho_{r2}^{n_2} \geq \rho_1^{n_1} \rho_2^{n_2} \quad \Leftrightarrow \quad n_1 \beta_{r1} + n_2 \beta_{r2} \leq n_1 \beta_1 + n_2 \beta_2$$

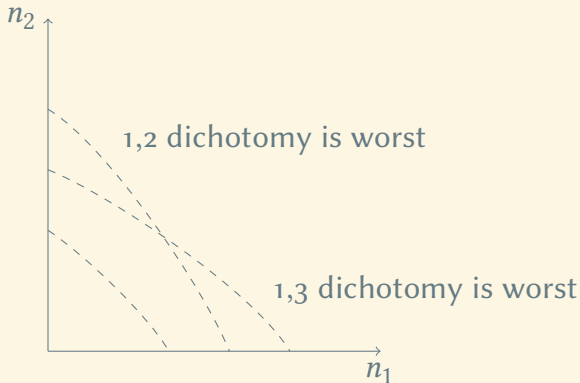
Corners always optimal?

# ISO-LEAST-PRECISION CURVES



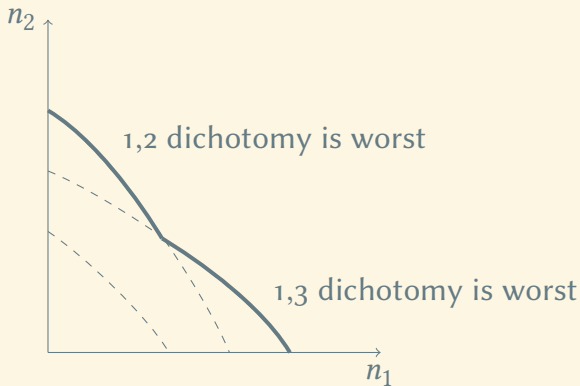
For a single dichotomy, iso-precision curves **bow out**

# ISO-LEAST-PRECISION CURVES



For a single dichotomy, iso-precision curves **bow out**

# ISO-LEAST-PRECISION CURVES



But the outer contour has inward pointing kinks



# PROPERTIES OF PRECISION

## *Lemma*

*For a fixed dichotomy, total precision is homothetic and (quasi)convex.*

*Worst-case precision is thus homothetic and **locally** quasiconvex at almost all sample proportions  $r$ .*

[MORE INFO](#)

# INCOME ELASTICITY

Information sources are always normal goods at large samples.

## *Corollary (Income elasticity)*

*The (arc) income elasticity of demand given a fixed change in budget is  $1 + O(\epsilon)$ .*

# DEMAND AT KINKS

## *Proposition (corners or kinks)*

*The set of sample proportions that maximize worst-case precision for some cost vector and budget is finite.*

$$|\{r^* : \exists c_1, c_2, Y \text{ s.t. } r^* \in \arg \max_r \{\min_{\theta, \theta'} \beta_r(\theta, \theta') / (rc_1 + (1-r)c_2)\}\}| < \infty$$

# LOCALLY PERFECT COMPLEMENTS

Info behaves (locally) like **perfect complements**:

## *Corollary (Price elasticity)*

*At almost all costs, the (arc) price elasticity of demand for samples from all sources given a small percent change,  $\delta$ , of  $c_1$  is*

$$\eta_1 = \frac{rc_1}{rc_1 + (1-r)c_2} (1 + O(\varepsilon + \delta))$$

## LOCALLY PERFECT COMPLEMENTS

Info behaves (locally) like **perfect complements**:

### *Corollary (Price elasticity)*

*At almost all costs, the (arc) price elasticity of demand for samples from all sources given a small percent change,  $\delta$ , of  $c_1$  is*

$$\eta_1 = \frac{rc_1}{rc_1 + (1-r)c_2} (1 + O(\varepsilon + \delta))$$

But the sample bundle changes drastically around costs that jump between kinks!

## BUNDLE COMPLEXITY

In a two-state environment (one dichotomy) only corners were possible.

Hints that “sophisticated” sample demand requires complicated environments.

## BUNDLE COMPLEXITY

In a two-state environment (one dichotomy) only corners were possible.

Hints that “sophisticated” sample demand requires complicated environments.

### *Proposition*

*The maximin precision sample bundle has support on at most distinct information sources as there are dichotomies—i.e.  $|\Theta|(|\Theta| - 1)/2$ .*

# AGENDA

Preview of results

Literature

Model

Large-deviations approximations

Two states

Many states

Consumer theory

Demand for samples

Substitutability of samples

How good is the approximation?

Conclusion and future work



# MARGINAL RATE OF SUBSTITUTION

Solutions are at kinks so there isn't much use for MRS in a classic budget-constrained environment.

# MARGINAL RATE OF SUBSTITUTION

Solutions are at kinks so there isn't much use for MRS in a classic budget-constrained environment.

But information is weird:

- ▶ Often non-rival, non-excludable

# MARGINAL RATE OF SUBSTITUTION

Solutions are at kinks so there isn't much use for MRS in a classic budget-constrained environment.

But information is weird:

- ▶ Often non-rival, non-excludable
- ▶ Often have additional constraints (finite-sample datasets)

Might want to understand what happens away from the kinks.

# MARGINAL RATE OF SUBSTITUTION

## *Proposition*

*If the worst-case dichotomy,  $D$ , is unique at sample proportion  $r$ , then the marginal rate of substitution is*

$$\frac{\partial L / \partial n_1}{\partial L / \partial n_2} = \frac{\beta_{r1}(D)}{\beta_{r2}(D)} \left( 1 + O\left(\frac{1}{n_1 + n_2}\right) \right)$$

# MARGINAL RATE OF SUBSTITUTION

## *Proposition*

*If the worst-case dichotomy,  $D$ , is unique at sample proportion  $r$ , then the marginal rate of substitution is*

$$\frac{\partial L / \partial n_1}{\partial L / \partial n_2} = \frac{\beta_{r1}(D)}{\beta_{r2}(D)} \left( 1 + O\left(\frac{1}{n_1 + n_2}\right) \right)$$

Samples are substitutable in proportion to their marginal precisions.

# AGENDA

Preview of results

Literature

Model

Large-deviations approximations

- Two states

- Many states

Consumer theory

- Demand for samples

- Substitutability of samples

How good is the approximation?

Conclusion and future work

# SOURCES OF ERROR

Two sources of approximation error:

1. Large-deviations approximation for single mistake probability

# SOURCES OF ERROR

Two sources of approximation error:

1. Large-deviations approximation for single mistake probability
2. Throwing out all but the most likely mistake



## SOURCES OF ERROR

Large-deviations errors are small by the standards of large-sample approximations (CLT is  $O(n^{-1/2})$ )

## SOURCES OF ERROR

Large-deviations errors are small by the standards of large-sample approximations (CLT is  $O(n^{-1/2})$ )

Ignoring less likely mistakes is fine so long as next most likely mistake isn't particularly close

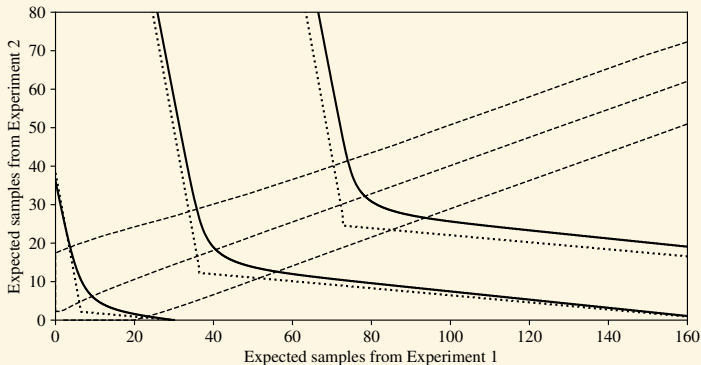
## SOURCES OF ERROR

Large-deviations errors are small by the standards of large-sample approximations (CLT is  $O(n^{-1/2})$ )

Ignoring less likely mistakes is fine so long as next most likely mistake isn't particularly close

Approximation works best when the total number of possible states is small.

# SOURCES OF ERROR



# AGENDA

Preview of results

Literature

Model

Large-deviations approximations

- Two states

- Many states

Consumer theory

- Demand for samples

- Substitutability of samples

How good is the approximation?

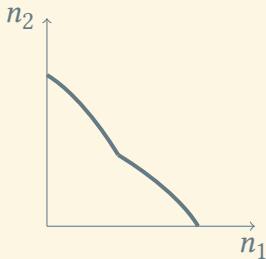
Conclusion and future work

# CONCLUSION

- ▶ Defined a general notion of **precision**
- ▶ Showed demand can be approximately analyzed treating precision **as if** it were a utility function

## CONCLUSION

- ▶ Information demand behaves as though indifference curves were locally bowed out, kinked, and homothetic
- ▶ Locally, sources are perfect complements



# IMPLICATIONS

- ▶ Suggests a form for information demand for applied work
  - ▶ Treat information as a good with care (preferences are **not** convex)



# IMPLICATIONS

- ▶ Suggests a form for information demand for applied work
  - ▶ Treat information as a good with care (preferences are **not** convex)
- ▶ Suggests a Bayesian approach to optimal experiment design
  - ▶ Interior solutions matter

## FUTURE WORK: INFINITE STATES

Most statistical problems are ones of **estimation**.

Unknown state is a real-valued parameter.

# FUTURE WORK: INFINITE STATES

Most statistical problems are ones of **estimation**.

Unknown state is a real-valued parameter.

**PROBLEM:** As two states get close, the precision goes to zero.

NAÏVE APPROACH

# THANK YOU!

EMAIL: [gary.baker@wisc.edu](mailto:gary.baker@wisc.edu)

WEBSITE: [garygbaker.com](http://garygbaker.com)

# LARGE VS SMALL DEVIATIONS

- ▶ Could we just use a CLT?
  - ▶ No: CLT approximates  $\mathbb{P}(\bar{x}_n - \mu < \epsilon/\sqrt{n})$
  - ▶ Pr. that the deviation from the true mean is bigger than some shrinking cutoff
  - ▶ i.e. that the deviation is small.
- ▶ We have  $\mathbb{P}(\bar{x}_n - \mu > -\mu + L/n)$ 
  - ▶ Pr. that the deviation from the true mean is more than a fixed amount
  - ▶ This is a **large** deviation.

**BACK**

## INTUITION

The minimizer,  $\tau$ , is heuristically a measure of **slant**.

Consider 2 news sources reporting about 2 candidates (R and L):

| Truth \ Report    | Source 1 (R leaning) |          | Source 2 (L leaning) |          |
|-------------------|----------------------|----------|----------------------|----------|
|                   | favors R             | favors L | favors R             | favors L |
| R actually better | 0.99                 | 0.01     | 0.02                 | 0.98     |
| L actually better | 0.98                 | 0.02     | 0.01                 | 0.99     |

Precision of both is the same, but minimizers are far apart.

## INTUITION

The minimizer,  $\tau$ , is heuristically a measure of **slant**.

Consider 2 news sources reporting about 2 candidates (R and L):

| Truth \ Report    | Source 1 (R leaning) |          | Source 2 (L leaning) |          |
|-------------------|----------------------|----------|----------------------|----------|
|                   | favors R             | favors L | favors R             | favors L |
| R actually better | 0.99                 | 0.01     | 0.02                 | 0.98     |
| L actually better | 0.98                 | 0.02     | 0.01                 | 0.99     |

Precision of both is the same, but minimizers are far apart.

In this case, most decision makers will prefer 2 samples from one or the other over 1 from each because 97% of the time, the two sources will send contradictory signals.

# LOCAL (QUASI)CONVEXITY

## Definition

Say a function,  $f$ , is **locally (quasi)convex** around a point  $x$  if for  $\varepsilon$  small enough  $f$  is (quasi)convex on  $B(x, \varepsilon)$ .

[BACK](#)



## DISCRETE ANALOG TO MRS

### *Proposition*

*Suppose  $\mathcal{E}_1, \mathcal{E}_2$  not infinitely divisible. If there is a unique worst-case dichotomy at sample proportions,  $r$ , then the minimum number of samples from  $\mathcal{E}_2$ ,  $k_2$ , required to minimally compensate for a loss of  $k_1$  samples from  $\mathcal{E}_1$  is exactly*

$$k_2 = \left\lceil k_1 \frac{\beta_{r1}(D)}{\beta_{r2}(D)} \right\rceil$$

*for  $n_1 + n_2$  high enough.*

**BACK**

## INFINITE STATES: NAÏVE APPROACH

Heuristically, the state hardest to distinguish from  $\theta$  is the one “adjacent” to it,  $\theta + d\theta$

With some work, it happens to be the case that

$$\beta(\theta, (\theta + d\theta)) = \underbrace{\int \frac{d^2}{d\theta^2} \log(f(r|\theta)) dr}_{\hat{\beta}(\theta)} d\theta^2$$

Roughly,  $\hat{\beta}(\theta)$  measures how well a source can distinguish  $\theta$  from nearby states.

## INFINITE STATES: NAÏVE APPROACH

Heuristically, the state hardest to distinguish from  $\theta$  is the one “adjacent” to it,  $\theta + d\theta$

With some work, it happens to be the case that

$$\beta(\theta, (\theta + d\theta)) = \underbrace{\int \frac{d^2}{d\theta^2} \log(f(r|\theta)) dr}_{\hat{\beta}(\theta)} d\theta^2$$

Roughly,  $\hat{\beta}(\theta)$  measures how well a source can distinguish  $\theta$  from nearby states.

But you might know  $\hat{\beta}(\theta)$  by another name: Fisher information

# INFINITE STATES: NAÏVE APPROACH

Suggests a link between Chernoff's efficiency notion and Pitman's efficiency notion.

| Names of Contributors | Behavior of Type I Error Probability $\alpha_n$ | Behavior of Type II Error Probability $\beta_n$ | Behavior of Alternatives            |
|-----------------------|---|---|-------------------------------------|
| Pitman                | $\alpha_n \rightarrow \alpha > 0$               | $\beta_n \rightarrow \beta > 0$                 | $F^{(n)} \rightarrow \mathcal{F}_0$ |
| Chernoff              | $\alpha_n \rightarrow 0$                        | $\beta_n \rightarrow 0$                         | $F^{(n)} = F$ fixed                 |
| Bahadur               | $\alpha_n \rightarrow 0$                        | $\beta_n \rightarrow \beta > 0$                 | $F^{(n)} = F$ fixed                 |
| Hodges & Lehmann      | $\alpha_n \rightarrow \alpha > 0$               | $\beta_n \rightarrow 0$                         | $F^{(n)} = F$ fixed                 |
| Hoeffding             | $\alpha_n \rightarrow 0$                        | $\beta_n \rightarrow 0$                         | $F^{(n)} = F$ fixed                 |
| Rubin & Sethuraman    | $\alpha_n \rightarrow 0$                        | $\beta_n \rightarrow 0$                         | $F^{(n)} \rightarrow \mathcal{F}_0$ |

BACK

Susan Athey and Jonathan Levin. The value of information in monotone decision problems. *Research in Economics*, 2018. doi: 10.1016/j.rie.2017.01.001.

David Blackwell. Comparison of experiments. In *Proceedings of the Second Berkeley Symposium on Mathematical Statistics and Probability*, page 93–102. University of California Press, 1951.

Tilman Börgers, Angel Hernando-Veciana, and Daniel Krähmer. When are signals complements or substitutes? *Journal of Economic Theory*, 148 (1):165–195, jan 2013. doi: 10.1016/j.jet.2012.12.012.

Herman Chernoff. A measure of asymptotic

efficiency for tests of a hypothesis based on the sum of observations. *The Annals of Mathematical Statistics*, 23(4):493–507, 1952.

Herman Chernoff. Locally optimal designs for estimating parameters. *The Annals of Mathematical Statistics*, 24(4):586–602, dec 1953.  
doi: 10.1214/aoms/1177728915.

Holger Dette, Linda M. Haines, and Lorens A. Imhof. Maximin and Bayesian optimal designs for regression models. *Statistica Sinica*, 17(2): 463–480, 2007.

G. Elfving. Optimum allocation in linear regression theory. *The Annals of Mathematical Statistics*, 23

(2):255–262, jun 1952. doi:  
10.1214/aoms/1177729442.

Giuseppe Moscarini and Lones Smith. The law of large demand for information. *Econometrica*, 70(6):2351–2366, 2002.

Christopher A Sims. Implications of rational inattention. *Journal of Monetary Economics*, 50:665–690, 2003. doi:  
10.1016/S0304-3932(03)00029-1.