

# Hierarchical Dynamic Factor Model

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## 1 Model

$$u_{icjt} = \sum_{p=1}^{P_0} \beta_{icpt} \cdot x_{pcjt} + \epsilon_{icjt}$$

where  $i$  indexes customer,  $c$  indexes category,  $j$  index product, and  $t$  indexes time.  $P_c$  is the number of predictors of brand choice in category  $c$ , i.e., the covariate  $X$ 's dimension.

$$\beta_{icp}(t) = \alpha_{icp} + \sum_{l_G=1}^{L_G} w_{icpl_G}^{\text{Glob}} \cdot \theta_{l_G}^{\text{Glob}}(t) + \sum_{l_c=1}^{L_c} w_{icpl_c}^{\text{Cat}} \cdot \theta_{cl_c}^{\text{Cat}}(t) + \sum_{l_i=1}^{L_i} w_{icpl_i}^{\text{Ind}} \cdot \theta_{il_i}^{\text{Ind}}(t)$$

where

- $\alpha_{icp}$ : the time-invariant level of parameter  $cp$  for customer  $i$
- $\theta_{l_G}^{\text{Glob}}$ :  $L_G$  global factors of all parameters for all customers
- $\theta_c^{\text{Cat}}$ :  $L_c$  factors for category  $c$  across all customers
- $\theta_i^{\text{Ind}}$ :  $L_i$  factors for individual  $i$  across all categories

Let  $s = (c, p)$  and  $w_{isl} = \log(1 + \exp(\tilde{w}_{isl}))$  then model

$$\tilde{w}_{il} = (\tilde{w}_{i1l}, \dots, \tilde{w}_{iSl}) \sim \mathcal{N}(\mathbf{0}, \Sigma_w)$$

In this way, we can model the correlations between all parameters.

For Global factors:

$$w_{isl}^{\text{Glob}} = \log(1 + \exp(\tilde{w}_{isl}^{\text{Glob}}))$$

$$\tilde{w}_{il}^{\text{Glob}} = (\tilde{w}_{i1l}^{\text{Glob}}, \dots, \tilde{w}_{iSl}^{\text{Glob}}) \sim \mathcal{N}(\mathbf{0}, \Sigma_w^{\text{Glob}})$$

For Category factors ( $K$  categories in total):

$$w_{icl}^{\text{Cat}} = \log(1 + \exp(\tilde{w}_{icl}^{\text{Cat}}))$$

$$\tilde{w}_{il}^{\text{Cat}} = (\tilde{w}_{i1l}^{\text{Cat}}, \dots, \tilde{w}_{iKl}^{\text{Cat}}) \sim \mathcal{N}(\mathbf{0}, \Sigma_w^{\text{Cat}})$$

For Individual factors ( $N$  categories in total):

How do we model this? Should individuals be modelled correlated???

Priors:

1. For every latent factor  $l$ :

- $\theta_l(t) \sim \mathcal{GP}(m_l, k(t, t'; 1, \rho_l))$ , where  $k(t, t'; 1, \rho_l)$  is a Matern-3/2 kernel.
- $\rho_l \sim \text{Weibull}(0.1, 1)$

2. For  $w$ :  $\Sigma_w = \text{diag}(\tau)\Lambda_w\text{diag}(\tau)$ , where  $\tau \sim \text{HalfNormal}(5)$ ,  $\Lambda_w \sim LKJ(2)$   
(Then for every individual  $i$  and latent factor  $l$ ,  $\tilde{w}_{il} = (\tilde{w}_{i1l}, \dots, \tilde{w}_{iSl}) \sim \mathcal{N}(\mathbf{0}, \Sigma_w)$ )
3. For  $\alpha$ :  
 $\mu_{\alpha,s} \sim \mathcal{N}(0, 5)$  for each  $s$ , and  $\mu_\alpha = (\mu_{\alpha,1}, \dots, \mu_{\alpha,S})$   
 $\Sigma_\alpha = \text{diag}(\tau_\alpha)\Lambda_\alpha\text{diag}(\tau_\alpha)$ , where  $\tau_\alpha \sim \text{HalfNormal}(5)$ ,  $\Lambda_\alpha \sim LKJ(2)$   
For every individual  $i$ :  
 $\alpha_i = (\alpha_{i1}, \dots, \alpha_{iS}) \sim \mathcal{N}(\mu_\alpha, \Sigma_\alpha)$

## 2 Simplified Model

Suppose we have  $N$  customers,  $K$  categories,  $M$  products in each category, and  $T$  time periods. And suppose there are  $L$  latent factors.

We start with the simplest version of this model. Suppose  $P_c = 1$  for all categories. That means,  $X$  has only one dimension. Then

$$u_{icjt} = \beta_{ict} \cdot x_{cjt} + \epsilon_{icjt}$$

And suppose every latent factor is global.

$$\beta_{ic}(t) = \alpha_{ic} + \sum_{l=1}^L w_{icl} \cdot \theta_l(t)$$

Then we let  $w_{icl} = \log(1 + \exp(\tilde{w}_{icl}))$ , and  $\tilde{\mathbf{w}}_{il} = (\tilde{w}_{i1l}, \dots, \tilde{w}_{iKl})$   
Priors:

1. For every latent factor  $l$ :
  - $\rho_l \sim \text{Weibull}(0.1, 1)$
  - $\theta_l(t) \sim \mathcal{GP}(m_l, k(t, t'; 1, \rho_l))$ , where  $k(t, t'; 1, \rho_l)$  is a Matern-3/2 kernel.
2. For  $w$ :  $\Sigma_w = \text{diag}(\tau)\Lambda_w\text{diag}(\tau)$ , where  $\tau \sim \text{HalfNormal}(5)$ ,  $\Lambda_w \sim LKJ(2)$   
Then for every individual  $i$  and latent factor  $l$ ,  $\tilde{w}_{il} = (\tilde{w}_{i1l}, \dots, \tilde{w}_{iKl}) \sim \mathcal{N}(\mathbf{0}, \Sigma_w)$
3. For  $\alpha$ :  
 $\mu_{\alpha,c} \sim \mathcal{N}(0, 5)$  for each  $c$ , and  $\mu_\alpha = (\mu_{\alpha,1}, \dots, \mu_{\alpha,K})$   
 $\Sigma_\alpha = \text{diag}(\tau_\alpha)\Lambda_\alpha\text{diag}(\tau_\alpha)$ , where  $\tau_\alpha \sim \text{HalfNormal}(5)$ ,  $\Lambda_\alpha \sim LKJ(2)$  ( $\Sigma_\alpha$  is a  $K \times K$  matrix)  
For every individual  $i$ :  
 $\alpha_i = (\alpha_{i1}, \dots, \alpha_{iK}) \sim \mathcal{N}(\mu_\alpha, \Sigma_\alpha)$