

# Recursivity and the Estimation of Dynamic Games with Continuous Controls

João Granja (UCL)  
Giuseppe Forte (UCL)

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# Introduction

We revisit the estimation of **dynamic games with continuous controls** (DGCCs)

- ▶ Investments in R&D, quality, capacity, advertising; political campaign spending ...

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- 💡  $\widehat{\text{Transitions}} + \widehat{\text{Continuation}}(\theta) \Rightarrow$  can solve “empirical” Bellman equations

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We **propose** estimators based on the intuition above.

- *Recursive Estimators* (REs).

$$\min_{\theta} d\left(\text{Observed Policy}, (\text{Pseudo}) \text{ Model-Implied Policy}\right)$$

# This Paper 1/2

We **evaluate** REs' relative to Bajari, Benkard, and Levin (2007) (BBL) [► List of applications](#).

- $V(\text{State} \mid \mathbf{Observed Policy}) \geq V(\text{State} \mid \mathbf{Deviation}) \quad \forall \text{ Deviation}.$
- **Q**: Which deviations? We deploy multiple implementations.
- “Empirically-relevant” Monte Carlos based on Hashmi and van Biesebroeck (2016).

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**Bonus** (very little on it today)

- These ideas lead to a semi-parametric (SP) estimator for DGCCs.
- Preliminary: common parametric restrictions lead to large biases; SP estimator works well.

# Related Literature and Contributions

## Estimation of DGCCs

- Bajari et al. (2007), Jofre-Bonet and Pesendorfer (2003), Schrimpf (2011), Srisuma (2013)
- Applications: Ryan (2012), Hashmi and van Biesebroeck (2016), Fowlie, Reguant, and Ryan (2016), Liu and Siebert (2022), Egan, Hortaçsu, Kaplan, Sunderam, and Yao (2025).

## Estimation of Dynamic **Discrete** Games

- Aguirregabiria and Mira (2007), Pakes, Ostrovsky, and Berry (2007), Pesendorfer and Schmidt-Dengler (2008).

## Contributions.

- ▶ REs are **computationally tractable** in empirically realistic settings.
- ▶ And **outperform** the main available alternative.



# Roadmap

- ▶ A **model** of entry, exit, and quality upgrading.
  - Introduce estimators based on recursive equilibrium conditions.
  - A review of the Bajari et al. (2007) inequality estimator.
  - Monte Carlo simulations.
  - Semi-parametric estimation of DGCCs.

# Market Structure and Profits

A variant of Pakes and McGuire (1994)

$\bar{N}$  **single-product firms** in the market

- $N$  active firms,  $N \leq \bar{N}$ ;  $N$  endogenous.
- $\bar{N} - N$  inactive firms.

Firms are described by a **characteristic**  $\xi_j \in \Xi \subset \mathbb{R} \cup \{-\infty\}$

- Quality, capacity, technology, consumer “goodwill”, ...
- $\xi_j = -\infty$  indicates being inactive.

The **industry state** is  $\xi = (\xi_1, \dots, \xi_{\bar{N}})$ .

Firms earn **flow profits** that depend on their qualities:  $\pi_j(\xi)$ .

- $\pi_j(\xi)$  are *symmetric* – Doraszelski and Satterthwaite (2010):

# Quality Transitions & Investment

## Transitions:

- ▶ Firms can invest to affect the evolution of their qualities.
- ▶ Quality transitions are conditionally independent and there are no spillovers:

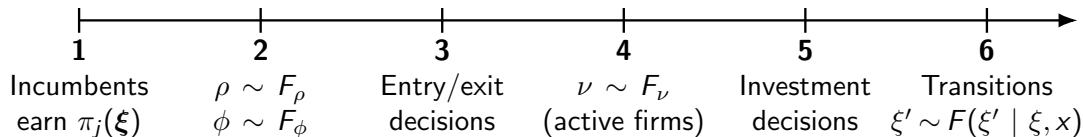
$$F(\xi'|\xi, \mathbf{x}) = \prod_{j=1}^{\bar{N}} F(\xi'_j|\xi_j, x_j) ,$$

- Straightforward to accommodate an aggregate shock.
- This specification includes almost all models in the literature.

Investment is costly:  $c(x, \nu)$

- ▶  $\nu \sim F_\nu$  is an investment cost shock.
  - $F_\nu$  is *known* to the econometrician.

# Timing and Solution Concept



## Definition (Symmetric MPE)

A **Symmetric Markov Perfect Equilibrium** (SMPE) is a tuple

$$\sigma(\xi, \varepsilon) = (\alpha^E(\xi, \phi), \alpha^I(\xi, \rho), \sigma^x(\xi, \nu))$$

such that, given that all firms behave according to this tuple,

1.  $\alpha^E(\xi, \phi) \in \{0, 1\}$  maximizes the potential entrant's ENPV of profits;
2.  $\alpha^I(\xi, \rho) \in \{0, 1\}$  maximize the incumbent's ENPV of profits.
3.  $\sigma^x(\xi, \nu)$  maximizes the ENPV of profits of a firm that chooses to be active in  $t + 1$ .

# A Modicum of Characterization

The firm's investment problem can be written as

$$\max_{x \in \mathbb{R}_+} \left\{ -c(x, \nu) + \beta \int_{\xi'_1} W(\xi'_1 \mid \xi, F^\sigma) dF(\xi'_1 \mid \xi_1, x) \right\},$$

where

- ▶  $W(\xi'_1 \mid \xi, F^\sigma) := \int_{\xi'_2} \cdots \int_{\xi'_N} \bar{V}_I(\xi'_1, \xi'_{-1}) dF^\sigma(\xi'_N \mid \xi_N) \cdots dF^\sigma(\xi'_2 \mid \xi_2);$
- ▶  $\bar{V}_I(\xi) := \int_\rho V_I(\xi, \rho) dF_\rho.$
- ▶  $F^\sigma(\xi'_j \mid \xi_j) := \int_{\varepsilon_j} F(\xi'_j \mid \xi_j, \sigma_j(\xi_j, \varepsilon_j)) dG_{\varepsilon_j};$

We would like the problem above to have a **unique solution**

- Computing equilibria.
- Estimation based on solving this problem.

# Unique Optimal Investments

## Definition (Doraszelski and Satterthwaite (2010))

The distribution  $F(\xi' \mid \xi, x)$  is UIC-admissible if, for all  $\xi', \xi \in \Xi$ , and  $x \in \mathbb{R}_+$

$$F(\xi' \mid \xi, x) = L(\xi', \xi) + K(\xi', \xi)Q(\xi, x) ,$$

where  $Q(\xi, x)$  is  $\mathcal{C}^2$  in  $x$  for all  $\xi \in \Xi$  and satisfies

$$\frac{\partial Q(\xi, x)}{\partial x} > 0 \quad \text{and} \quad \frac{\partial^2 Q(\xi, x)}{\partial x^2} < 0 .$$

## Proposition

If  $F(\xi' \mid \xi, x)$  is **UIC-admissible**, then there is a **unique optimal investment** for all  $(\xi, \nu) \in \Xi \times \text{supp}(F_\nu)$ .

► Alternative conditions for uniqueness.

# Existence and Equilibrium Computation

## Proposition

*Suppose  $|\Xi| < \infty$ . Then there exists a Symmetric MPE.*

- Not previously established for this class of models.
- Despite the continuous controls, good old Brouwer suffices.
  - Only endogenous parameter in the investment problem is  $F^\sigma$ , **finite-dimensional**.
  - We prove the existence of a fixed point for  $F^\sigma$  and from it construct an equilibrium.
  - Akin to the *Representation Lemma* in Aguirregabiria and Mira (2007).

## Computation

- Looks for a fixed point for  $F^\sigma$ .
- Not dissimilar to Pakes and McGuire (1994).

# Roadmap

- A model of entry, exit, and quality upgrading.
- ▶ Introduce estimators based on **recursive equilibrium conditions**.
- A review of the Bajari et al. (2007) inequality estimator.
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# The Estimation Problem

**The econometrician observes** a panel of  $M$  markets over  $T$  periods

- ▶ For each of the  $N_{mt}$  active firms, the data include
  - the firm's characteristic  $\xi_{jmt}$ ;
  - the firm's investment  $x_{jmt}$ ;

## Flow profits and transitions

- ▶ Can be estimated “offline”.
  - I.e., without imposing dynamic equilibrium conditions.

## What remains to be estimated

- ▶ Investment cost parameters  $\theta_x$  in  $c(x, \nu; \theta_x)$ .
- ▶ Scrap value parameters  $\theta_\rho$  in  $F_\rho(\rho; \theta_\rho)$ .
- ▶ Entry cost parameters  $\theta_\phi$  in  $F_\phi(\phi; \theta_\phi)$ .

# Recursive Estimator

- ▶ Assume (as in BBL) we have estimates of
  - $\hat{F}(\xi' \mid \xi, x)$
  - $\hat{F}^\sigma(\xi' \mid \xi)$
  - $\widehat{V}_I(\xi; \hat{\sigma}, \theta_x, \theta_\rho)$  of  $\bar{V}_I(\xi; \sigma, \theta_x, \theta_\rho)$

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Then we can set up and solve the RHS of firms' Bellman equations for any  $\nu$ :

$$\max_{x \in \mathbb{R}_+} \left\{ -c(x, \nu; \theta_x) + \beta \int_{\xi'_1} W(\xi'_1 | \xi, \hat{F}^\sigma; \theta_x, \theta_\rho) d\hat{F}(\xi'_1 | \xi_1, x) \right\}$$

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$\Rightarrow$  Predicted levels of investment  $T_{\{\theta_x, \theta_\rho\}}(\xi, \nu; \hat{\Phi})$ , where  $\hat{\Phi} = (\widehat{\bar{V}}_I(\{\theta_x, \theta_\rho\}), \hat{F}, \hat{F}^\sigma)$

- ▶ Use  $T_{\{\theta_x, \theta_\rho\}}(\xi, \nu; \hat{\Phi})$  in estimation.
- ▶ E.g., **Indirect inference**, MLE, MD, NNLS, etc.

# Recursive Estimator: Indirect Inference

Investment

Run

$$T_{\{\theta_x, \theta_\rho\}}(\xi_i, \nu_i; \hat{\Phi}) = \sum_{k=1}^B \lambda_k^x \psi_k^x(\xi_i) + \zeta_i^x \Rightarrow \hat{\lambda}_{\text{Investment}}(\{\theta_x, \theta_\rho\}; \hat{\Phi})$$

for draws  $\nu_i \sim F_\nu$  and the analogous regression on observed investment.

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## Entry/Exit

Solving the investment problems yields  $\hat{V}_I^A(\xi; \theta_x, \theta_\rho) \Rightarrow \hat{\mathbb{P}}(\text{Exit} \mid \xi; \theta_x, \theta_\rho)$ .

- ▶ Run regressions of these probabilities on functions of  $\xi$ .
- ▶ Run analogous regressions on observed exit decisions.
- ▶ Similarly for entry decisions.



# How to Estimate Continuation Values?

We show that

$$[I - \beta \mathbf{M}(\mathbf{P})] \bar{\mathbf{V}}_I = \boldsymbol{\pi} - \mathbf{K}(\boldsymbol{\theta}_x) + \boldsymbol{\Sigma}(\boldsymbol{\theta}_\rho). \quad (1)$$

► Details

- $\bar{\mathbf{V}}_I$  estimable up to  $\boldsymbol{\theta}$ ; no simulation error.
- Similar calculations in Jofre-Bonet and Pesendorfer (2003) and Pakes et al. (2007).

**Is it feasible to repeatedly solve (12)?**

- Some models have special structure that makes it very fast (more below).
- O.w., use e.g. Chen (2025).
- Alternatively, simulate  $W(\xi' \mid \boldsymbol{\xi}; \boldsymbol{\theta}_x, \boldsymbol{\theta}_\rho)$



# Roadmap

- A model of entry, exit, and quality upgrading.
- Introduce estimators based on recursive equilibrium conditions.
- ▶ A review of the Bajari et al. (2007) inequality estimator.
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## Bajari et al. (2007)

If  $\sigma$  is a SMPE then  $\forall \xi, \sigma'$

$$\bar{V}_I(\xi; \sigma, \sigma, \theta_x, \theta_\rho) \geq \bar{V}_I(\xi; \sigma', \sigma, \theta_x, \theta_\rho);$$

► Analogous condition holds for  $\bar{V}_E$ .

Define

$$g_s(\xi, \sigma'; \sigma, \theta) := \bar{V}_s(\xi; \sigma, \sigma, \theta) - \bar{V}_s(\xi; \sigma', \sigma, \theta), \quad s \in \{I, E\}.$$

The **BBL estimator** is

$$\hat{\theta}_{BBL} = \arg \min_{\theta} \hat{Q}(\theta, \hat{\sigma}) = \frac{1}{n_I} \sum_{i=1}^{n_I} \left( \min \{ \hat{g}_{s_i}(\xi_i, \sigma'_i; \hat{\sigma}, \theta), 0 \} \right)^2$$

- Estimates are a function of the chosen **deviations**  $\sigma'$ .
  - How to choose deviations  $\sigma'$ ?
  - Choice does matter: Srisuma (2013) and simulations below.

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We specialize the framework above.

- Adding entry and exit to the **Hashmi and van Biesebroeck (2016)** model.

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  - Single-product firms facing nested logit demand.
  - Constant marginal cost  $mc(\xi)$ .
  - Nash-Bertrand competition.
  - ▶ Flow Profit Derivation

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- ▶ Transitions
  - $\xi' \in \{\xi - \delta, \xi, \xi + \delta\}$ .
  - $P(\xi + \delta \mid \xi, x)$ :  $\uparrow x, \downarrow \xi$ .
  - ▶ Computational payoff of local transitions + absorbing exit

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▶  $c(x, \nu) = \theta_{x1}x + \theta_{x2}x^2 + \theta_{x3}\nu x$ .

▶  $\bar{N} = 5$ .



# Monte Carlo Setup

Parameter	Value
<b>Data Structure</b>	
Number of Markets	100
Number of Periods	40
Maximum Number of Firms	5
Own State Space	$[-\infty, -1.4, -1.2, \dots, 1.2, 1.4]$
<b>Model Parameters</b>	
Discount Factor	0.925
Investment Cost Parameters	$[2.625, 1.624, 0.5096]$
Scrap Value Distribution	$\log N(-1.0, 0.75)$
Entry Cost Distribution	$\log N(0.625, 0.5)$
<b>II Estimator</b>	
Number of Investment Repetitions	5
Weight Matrix	Bootstrap
Number of Bootstrap Samples	1000
<b>BBL Estimators</b>	
Number of Inequalities	5000
Number of Simulated Paths	500
Simulation Horizon	80

Two-parameter  $F_\rho, F_\phi$ , as opposed to common exponential.

# First Stage: II and BBL

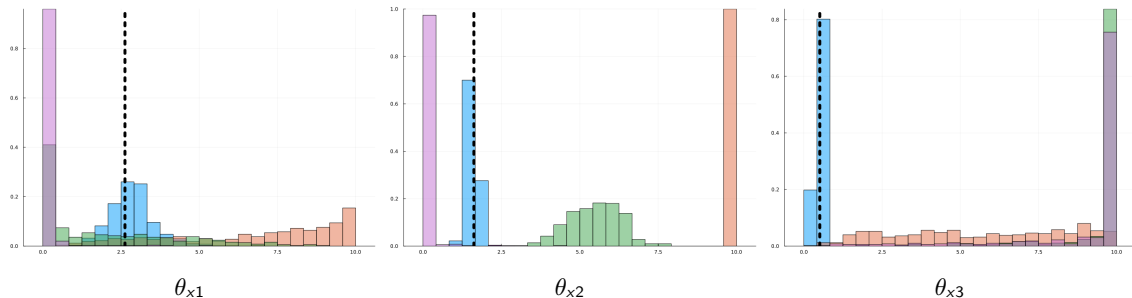
- ▶  $\pi(\xi)$ 
  - Treated as known.
- ▶  $\sigma^x(\xi, \nu)$ 
  - $\sigma^x(\xi, \nu) = F_X^{-1}(1 - F_\nu(\nu) \mid \xi)$
  - We estimate evenly spaced **quantile regressions** of investment on functions of  $\xi$ .
  - Commonly used  $\mathbb{E}[x \mid \xi]$  ignores dependence on  $\nu$ .
- ▶  $P(\xi' \mid \xi, x)$ 
  - MLE, parametric structure imposed above.
- ▶  $P(\xi' \mid \xi) \approx \sum_k \omega_k P(\xi' \mid \xi, \sigma(\xi, \nu_k))$ 
  - Combine previous two steps.
- ▶ Probabilities of entry and exit.
  - Logit on functions of  $\xi$ .

## Monte Carlo Results

	Value	Indirect Inference	BBL		
			Asymptotic	Multiplicative	Additive
$\theta_{x1}$	2.625	2.872	6.888	1.944	0.08
		0.734	2.635	2.21	0.442
$\theta_{x2}$	1.624	1.581	10.0	5.481	0.055
		0.148	0.004	0.813	0.335
$\theta_{x3}$	0.5096	0.466	5.714	9.611	9.067
		0.097	2.694	1.142	2.003
$\mu_\rho$	-1.0	-1.127	-1.329	-1.103	-2.0
		0.39	0.101	0.081	0.001
$\sigma_\rho$	0.75	0.746	0.69	0.589	1.038
		0.13	0.036	0.031	0.167
$\mu_\phi$	0.625	0.864	1.809	1.851	1.898
		0.616	0.074	0.063	0.268
$\sigma_\phi$	0.5	0.735	2.998	2.998	3.0
		0.468	0.015	0.019	0.0

- Qualitatively similar results with sample size as in Ryan (2012).

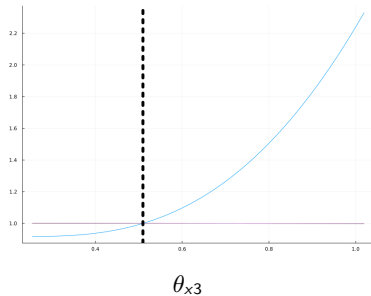
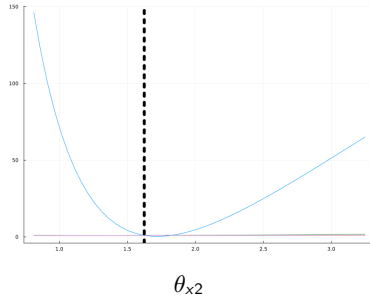
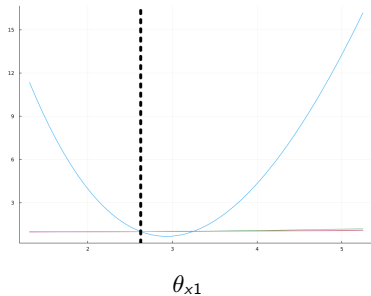
# Investment Cost Parameters Estimates



$$c(x, \nu) = \theta_{x1}x + \theta_{x2}x^2 + \theta_{x3}x\nu$$



# Objective Function: Investment Cost Parameters



$$c(x, \nu) = \theta_{x1}x + \theta_{x2}x^2 + \theta_{x3}x\nu$$



$\theta_{x3}''$  is minimized away from zero in this sample.

► Objective Function:  $F_\rho$  and  $F_\phi$

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- ▶ Semi-parametric estimation of DGCCs.

# Semi-parametric Estimation

💀 This is very preliminary.

Model + data +  $\theta$  induce an operator  $T_\theta : \mathcal{F}_\nu \rightarrow \mathcal{F}_\nu$  as follows:

$$F_\nu \mapsto \sigma^x(\xi, \nu) \mapsto \bar{V}_I \mapsto W(\xi' \mid \xi, F^\sigma) \mapsto F_\nu$$

► Integrated Value Function Details

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► Integrated Value Function Details

If  $T_\theta$  has a unique fixed point  $F_\nu(\theta)$  for all  $\theta$ ,

Then, we can estimate  $\theta$  by solving

$$\min_{\theta} Q(\theta, F_\nu(\theta))$$



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► In the example below,  $\sum_{\xi} d(\hat{F}_X(\cdot \mid \xi), F_X(\cdot \mid \xi, \theta))$ , where  $d(F, G) = \|F^{-1} - G^{-1}\|_\infty$

# Semi-parametric Estimation: Example

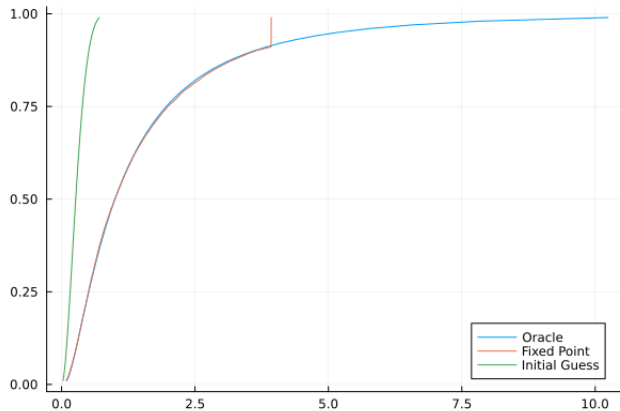
We test the feasibility of the idea above in a very simple setting.

- ▶ A monopolist solving a dynamic decision problem.
- ▶  $D(p; \xi) = \xi - p \Rightarrow \pi(\xi)$ .
- ▶  $\xi \in \{\xi_L, \xi_H\}$ .
- ▶ Monopolist controls dynamics of  $\xi$  via  $P(\xi_L \mid \xi, x)$ .

This is a rather difficult DGP:

- ▶ Only two states.
- ▶ Stationary distribution has  $P(\xi_H) = 0.9$ .
- ▶ And still ...

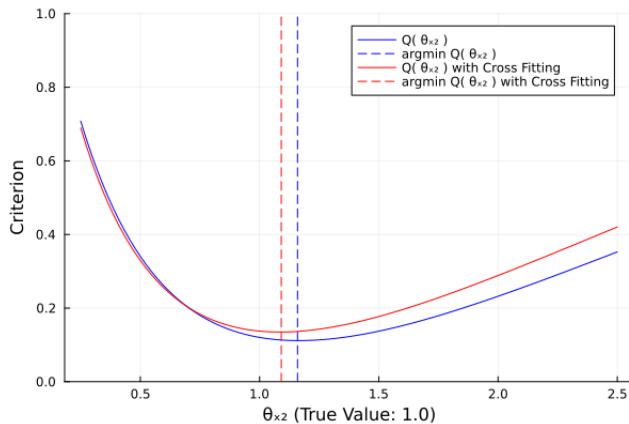
## Semi-parametric Estimation: $T_\theta$



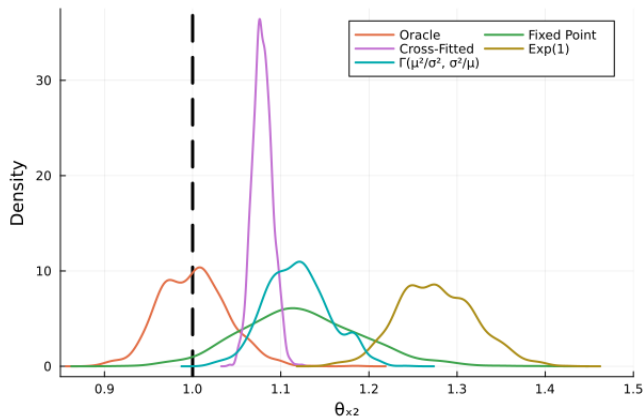
$T_\theta$  seems rather stable in this example.

- Looks like a contraction with a rather low contraction modulus.
- We have found convergence for all  $\theta$  and  $F_\nu^0$ .

# Semi-parametric Estimation: Example



# Semi-parametric Estimation: Monte Carlo with Misspecification



## Conclusion

Many of the decisions we want to model are most naturally treated as **continuous**.

Yet, applications of DGCCS are not as plentiful as one might expect. **Why?**

- ▶ Many barriers to estimating a DGCC.
- ▶ An important one, we hypothesize, is the performance of available estimators.

We **show** that estimators of DGCCs based on firms' optimality conditions

- ▶ Are sufficiently **cheap** to compute in an empirically-relevant setting.
- ▶ Deliver substantial **performance gains** relative to the most popular alternative.

We have also given a preliminary rough outline of a **semi-parametric** estimator for DGCCs.

- ▶ They perform reasonably well in a simple example.
- ▶ We show that misspecification of  $F_\nu$  can impart significant bias on  $\hat{\theta}$ .

**Thank you!**

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# Value Functions: The Incumbent's Investment Problem

The expected net present value (ENPV) to the incumbent entering the period is

$$\bar{V}_I(\xi) = \int_{\rho} V_I(\xi, \rho) dF_{\rho} = \int_{\rho} \max \left\{ \pi(\xi) + \rho, \int V_I^A(\xi, \nu) dF_{\nu} \right\} dF_{\rho}$$

where  $V_I^A(\xi, \nu)$  is the ENPV of having chosen to be active next period, i.e.

$$V_I^A(\xi, \nu) = \max_{x \in \mathbb{R}_+} \left\{ \pi(\xi) - c(x, \nu) + \beta \mathbb{E}[V_I(\xi', \rho) \mid \xi, x, \sigma] \right\} \quad (\text{Investment})$$

and the continuation value is

$$\mathbb{E}[V_I(\xi', \rho) \mid \xi, x, \sigma] = \int_{\varepsilon_{-1}} \int_{\xi'} \bar{V}_I(\xi) dF(\xi' \mid \xi, x, \sigma_{-1}(\xi, \varepsilon_{-1})) dG_{\varepsilon_{-1}}$$



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and the continuation value is , by indep. of  $\varepsilon_j$

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$$\mathbb{E}[V_I(\xi', \rho) \mid \xi, x, \sigma] = \int_{\xi'_1} \int_{\xi'_N} \cdots \int_{\xi'_2} \bar{V}_I(\xi) \prod_{j=2}^{\bar{N}} \int_{\varepsilon_j} dF(\xi'_j \mid \xi_j, \sigma_j(\xi_j, \varepsilon_j)) dG_{\varepsilon_j} dF(\xi'_1 \mid \xi_1, x)$$

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$$\mathbb{E}[V_I(\xi', \rho) \mid \xi, x, \sigma] = \int_{\xi'_1} W(\xi'_1 \mid \xi; F^{\sigma}) dF(\xi'_1 \mid \xi_1, x) \quad (\text{Continuation})$$

$$W(\xi'_1 \mid \xi; F^{\sigma}) = \int_{\xi'_N} \dots \int_{\xi'_2} \bar{V}_I(\xi) dF^{\sigma}(\xi'_2 \mid \xi_2) \dots dF^{\sigma}(\xi'_N \mid \xi_N)$$

# Value Functions: The Incumbent's Investment Problem

## Value Functions: Exit

Incumbents must commit to exiting before knowing  $\nu$ . Their ENPV given  $\rho$  is

$$V_I(\xi, \rho) = \max \left\{ \pi(\xi) + \rho, \int V_I^A(\xi, \nu) dF_\nu \right\} \quad (\text{Exit})$$

Hence the conditional probability of exiting is

$$\mathbb{P}(\alpha^I(\xi, \rho) = 1 | \xi) = 1 - F_\rho \left( \int V_I^A(\xi, \nu) dF_\nu - \pi(\xi) \right)$$

## Value Functions: Entry

Entrants are short-lived: they either enter or perish. Their ENPV given  $\phi$  is

$$V_E(\xi_{-1}, \phi) = \max \left\{ 0, \bar{V}_E^A(\xi_{-1}) - \phi \right\} \quad (\text{Entry})$$

where

$$\bar{V}_E^A(\xi_{-1}) = \int_{\nu} \max_{x \in \mathbb{R}_+} \left\{ -c(x, \nu) + \beta \int_{\xi'_1} W(\xi'_1 | (-\infty, \xi_{-1}), F^\sigma) dF(\xi'_1 | \xi_E, x) \right\} dF_{\nu}$$

where  $\xi_E \in \Xi$  is an exogenously specified quality for the entrant.

Hence the conditional probability of entering is

$$\mathbb{P}(\alpha^E(\boldsymbol{\xi}_{-1}, \phi) = 1 | \boldsymbol{\xi}_{-1}) = F_\phi(\bar{V}_E^A(\boldsymbol{\xi}_{-1}))$$



## Investment: First Order Condition

Consider firm 1's problem (wlog given symmetry and anonymity). Then

$$-\partial_x c(x, \nu) + \beta \partial_x \left( \int_{\xi'_1} W(\xi'_1 \mid \xi, F^\sigma) dF(\xi'_1 \mid \xi_1, x) \right) \leq 0 \quad (2)$$

where recall

$$W(\xi'_1 \mid \xi; F^\sigma) := \int_{\xi'_2} \cdots \int_{\xi'_N} \bar{V}_I(\xi'_1, \xi'_{-1}) dF(\xi'_N \mid \xi_{\bar{N}}, x) \cdots dF(\xi'_2 \mid \xi_2, x)$$

and

$$\bar{V}_I(\xi) = \int_{\rho} V_I(\xi, \rho) dF_{\rho} = \int_{\rho} \max \left\{ \pi(\xi) + \rho, \int V_I^A(\xi, \nu) dF_{\nu} \right\} dF_{\rho}$$

and

$$V_I^A(\xi, \nu) = \max_{x \in \mathbb{R}_+} \left\{ \pi(\xi) - c(x, \nu) + \beta \mathbb{E}[V_I(\xi', \rho) \mid \xi, x, \sigma] \right\}$$



# Computing Markov Perfect Equilibria

1. Guess  $\bar{V}_I(\xi)$  and  $F^\sigma(\xi' \mid \xi)$ .
2. Solve incumbents' investment problem at all  $\xi$  and judiciously chosen  $\nu$ .
  - Gives  $\bar{V}_I^A := \int V_I^A(\xi, \nu) dF_\nu$ .
3. Compute incumbents' optimal exit decisions.
4. Use incumbents' optimal choices to update  $\bar{V}_I(\xi)$ .
5. Solve potential entrants' investment problems at all  $\xi_{-1}$  and judiciously chosen  $\nu$  to obtain  $\bar{V}_E^A := \int V_E^A(\xi_{-1}, \nu) dF_\nu$ .
6. Compute potential entrants' optimal entry decisions.
7. Iterate to convergence in  $\bar{V}_I$  and  $F^\sigma$ .

N.B.:

- We need only compute  $\bar{V}_I$ .
  - Potential entrants' decisions depend on  $\bar{V}_I$ .
  - There is no continuation value conditional on not entering: short-lived PEs assumption.
  - Symmetry reduces the computational burden significantly: Pakes and McGuire (1994).

## Indirect Inference I: Investment

Predicted investment  $T_{\{\theta_x, \theta_\rho\}}(\xi, \nu; \hat{\Phi})$  can be used in multiple ways.

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2. Estimate

$$T_{\{\theta_x, \theta_\rho\}}(\xi_i, \nu_i; \hat{\Phi}) = \sum_{k=1}^B \lambda_k^x \psi_k^x(\xi_i) + \zeta_i^x \Rightarrow \hat{\lambda}_{\text{Investment}}(\{\theta_x, \theta_\rho\}; \hat{\Phi})$$

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3. Estimate

$$x_m = \sum_{k=1}^B \gamma_k^x \psi_k^x(\xi_m) + \eta_m^x \Rightarrow \hat{\gamma}_{\text{Investment}} := [\hat{\gamma}_1^x, \dots, \hat{\gamma}_B^x, \hat{S}_\eta^x]$$

# Indirect Inference IIa: Exit

## 1. Compute

$$\hat{\mathbb{P}}(\text{Exit} \mid \xi; \{\theta_x, \theta_\rho\}) = 1 - F_\rho \left( \int_\nu \hat{V}_I^A(\xi; \{\theta_x, \theta_\rho\}) dF_\nu - \pi(\xi); \theta_\rho \right)$$

## 2. Estimate, as in Collard-Wexler (2013),

$$\hat{\mathbb{P}}(\text{Exit} \mid \xi; \{\theta_x, \theta_\rho\}) = \sum_{k=1}^B \lambda_k^E \psi_k^E(\xi_i) + \zeta_i^E \Rightarrow \hat{\lambda}_{\text{Exit}}(\{\theta_x, \theta_\rho\}; \hat{\Phi})$$

## 3. Estimate

$$\mathbb{1}\{\xi'_m = -\infty\} = \sum_{k=1}^B \gamma_k^E \psi_k^E(\xi_m) + \eta_m^E \Rightarrow \hat{\gamma}_{\text{Exit}} := [\hat{\gamma}_1^E, \dots, \hat{\gamma}_B^E]$$



# Indirect Inference IIb: Entry

## 1. Compute

$$\hat{\mathbb{P}}(\text{Entry} \mid \xi; \{\theta_x, \theta_\rho, \theta_\phi\}) = F_\phi \left( \int_\nu \hat{V}_E^A(\xi_{-1}; \{\theta_x, \theta_\rho\}) dF_\nu; \theta_\phi \right)$$

## 2. Estimate, as in Collard-Wexler (2013),

$$\hat{\mathbb{P}}(\text{Entry} \mid \xi; \{\theta_x, \theta_\rho, \theta_\phi\}) = \sum_{k=1}^B \lambda_k^N \psi_k^N(\xi_i) + \zeta_i^N \Rightarrow \hat{\lambda}_{\text{Entry}}(\{\theta_x, \theta_\rho, \theta_\phi\}; \hat{\Phi})$$

## 3. Estimate

$$\mathbb{1}\{\xi'_m > -\infty \mid \xi_m = -\infty\} = \sum_{k=1}^B \gamma_k^N \psi_k^N(\xi_m) + \eta_m^N \Rightarrow \hat{\gamma}_{\text{Entry}} := [\hat{\gamma}_1^N, \dots, \hat{\gamma}_B^N]$$

## Indirect Inference III: Estimator

Let

$$\hat{\lambda}(\theta; \hat{\Phi}) = [\hat{\lambda}_{\text{Investment}}(\theta_x, \theta_\rho; \hat{\Phi}) \quad \hat{\lambda}_{\text{Entry}}(\theta_x, \theta_\rho, \theta_\phi; \hat{\Phi}) \quad \hat{\lambda}_{\text{Exit}}(\theta_x, \theta_\rho; \hat{\Phi})]$$

and

$$\hat{\gamma} = [\hat{\gamma}_{\text{Investment}} \quad \hat{\gamma}_{\text{Entry}} \quad \hat{\gamma}_{\text{Exit}}]$$

The Indirect Inference estimator solves

$$\min_{\theta} [\hat{\lambda}(\theta; \hat{\Phi}) - \hat{\gamma}]^{\top} \Omega [\hat{\lambda}(\theta; \hat{\Phi}) - \hat{\gamma}]$$

Consistency conditions (dependence on  $\hat{\Phi}$  omitted):

- $B_{MK}(\lambda, \theta) \rightarrow \mathcal{B}(\lambda, \theta)$  uniformly in  $\lambda, \theta$ .
- For any  $\theta$ ,  $\mathcal{B}(\lambda, \theta)$  has a unique optimum in  $\lambda$ ,  $\lambda(\theta)$ .
- $\lim_{n \rightarrow \infty} \hat{\lambda}(\theta) = \lambda(\theta)$ .
- $\gamma = \lambda(\theta)$  has a unique solution, i.e.  $\lambda^{-1}$  is well-defined.

## Alternative Recursive Estimators

Other objective functions could be considered:

- ▶ Nonlinear Least Squares:

$$\min_{\{\theta_x, \theta_\rho\}} \sum_{i=1}^N \left( x_i - \mathbb{E}_\nu [T_{\{\theta_x, \theta_\rho\}}(\xi_i, \nu; \hat{\Phi}) \mid \xi] \right)^2$$

- ▶ Based on Asymptotic Least Squares:

$$\min_{\{\theta_x, \theta_\rho\}} \sum_{\xi} \left( \hat{\mathbb{E}}[\sigma(\xi, \nu) \mid \xi] - \mathbb{E}_\nu[T_{\{\theta_x, \theta_\rho\}}(\xi_i, \nu; \hat{\Phi}) \mid \xi] \right)^2$$

Indirect Inference:

- Performed better than NLLS/ALS in early experimentation.
- Is cheaper to compute (NLLS and ALS solve as many problems as  $\nu$  nodes)
- ALS + entry/exit moments  $\approx$  BBL “moment matching” estimator

MLE on the to do list.

## Integrated Value Function

$$[I - \beta \mathbf{M}(\mathbf{P})] \bar{\mathbf{V}}_l = \boldsymbol{\pi} - \mathbf{K}(\boldsymbol{\theta}_x) + \boldsymbol{\Sigma}(\boldsymbol{\theta}_\rho) .$$

where

$$\begin{aligned} \mathbf{K}(\boldsymbol{\theta}_x) &= \left[ \mathbb{P}(\alpha'(\boldsymbol{\xi}, \rho) = 1 \mid \boldsymbol{\xi}) \int c(\boldsymbol{\sigma}^x(\boldsymbol{\xi}, \nu), \nu; \boldsymbol{\theta}_x) \, dF_\nu \right]_{\{\boldsymbol{\xi} \in \Xi_I\}} \\ \boldsymbol{\Sigma}(F_\rho) &= \left[ [1 - \mathbb{P}(\alpha'(\boldsymbol{\xi}, \rho) = 1 \mid \boldsymbol{\xi})] \mathbb{E}[\rho \mid F_\rho(\rho) > \mathbb{P}(\alpha'(\boldsymbol{\xi}, \rho) = 1 \mid \boldsymbol{\xi})] \right]_{\{\boldsymbol{\xi} \in \Xi_I\}} \\ \mathbf{M}(\mathbf{P}) &= \left[ \prod_{j=1}^{\bar{N}} F^\sigma(\xi'_j \mid \boldsymbol{\xi}) : \boldsymbol{\xi}', \boldsymbol{\xi} \in \Xi_I \right] \end{aligned}$$

- ▶  $\bar{V}_l$  estimable up to  $\theta$  given  $\hat{\mathbb{P}}(\alpha^l(\xi, \rho) = 1 \mid \xi)$ ,  $\hat{F}^\sigma(\xi'_j \mid \xi)$ , and  $\hat{\sigma}^x(\xi, \nu)$ .
- ▶  $\sigma^x(\xi, \nu) = F_X(1 - F_\nu(\nu) \mid \xi)$ .
- ▶ Similar calculations in Jofre-Bonet and Pesendorfer (2003) and Pakes et al. (2007).

# Computational Considerations

- ▶  $[I - \beta \mathbf{M}(\mathbf{P})] \bar{\mathbf{V}}_I = \boldsymbol{\pi} - \mathbf{K}(\boldsymbol{\theta}_x) + \boldsymbol{\Sigma}(F_\rho)$  must be solved for each  $\boldsymbol{\theta}$ .
- ▶ However, the matrix  $I - \beta \mathbf{M}(\mathbf{P})$  is *banded*:



- ▶ The LU decomposition of a banded matrix has banded components.
  - Speeds up computation considerably.
  - Decomposition computed once and stored in memory.

▶ Back to Monte Carlo Setup.

## Bajari et al. (2007): Non-Linearity in $\theta$

Note the model is not linear in parameters:

$$\bar{V}_I(\xi) = \int_{\rho} \max \left\{ \pi(\xi) + \rho, \int V_I^A(\xi, \nu) dF_{\nu} \right\} dF_{\rho}$$

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$$\bar{V}_I(\xi) = \pi(\xi) + \int_{\rho} \max \left\{ \rho, \int V_I^A(\xi, \nu) dF_{\nu} - \pi(\xi) \right\} dF_{\rho}$$

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$\int_a^\infty \rho dF_\rho$  is not generally linear in parameters (e.g. exponential is, lognormal isn't).

Nonetheless, forward simulation can still be performed once.

- ▶ Draw  $u \sim U[0, 1]$
- ▶ Exit:  $\mathbb{1}\{u \leq \mathbb{P}(\alpha'(\xi, \rho) = 1 | \xi)\} \Leftrightarrow \mathbb{1}\{F_\rho^{-1}(u) \leq \int V_I^A(\xi, \nu) dF_\nu - \pi(\xi)\}$

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- ▶ Exit:  $\mathbb{1}\{u \leq \mathbb{P}(\alpha'(\xi, \rho) = 1 \mid \xi)\} \Leftrightarrow \alpha'(\xi, F_\rho^{-1}(u))$
- ▶ Forward simulate, storing exit  $u_{\tau_e}$ . As  $\theta_\rho$  changes, only recompute  $F_\rho^{-1}(u_{\tau_e}; \theta_\rho)$ .
- ▶ Generalizes to investment, entry choices if wanted.

# Flow Profit Specification

## Demand

- ▶ Nested Logit:

$$u_{ij} = \begin{cases} \epsilon_i^{\text{out}} + (1 - \varsigma)\varepsilon_{ij} & \text{if } j = 0 \\ \alpha p_j + \xi_j + \epsilon_i^{\text{in}} + (1 - \varsigma)\varepsilon_{ij} & \text{if } j = 1, \dots, N, \end{cases}$$

- ▶ Inside and Outside good nests;  $\epsilon_i^g + (1 - \varsigma)\varepsilon_{ij} \sim T1EV, g = \{\text{in}, \text{out}\}$ .

## Pricing

- ▶ Marginal cost:  $\mu(\xi_j) = \exp(\theta_{c1} + \theta_{c2}\xi_j)$ .
- ▶ Firms compete à la Bertrand
  - Caplin and Nalebuff (1991)  $\Rightarrow \exists!$  Eqm  $\Rightarrow \pi_j(\xi)$  well-defined.

▶ Back to Monte Carlo setup.

# Monte Carlo: First Stage and Deviation Details

- ▶ Empirical policy functions:

$$\hat{\sigma}^x(\xi, \nu_\tau) = f^x(\xi)^\top \hat{\chi}_\tau^x \quad \hat{\mathbb{P}}^E(\xi_{-1}) = \Lambda(f^E(\xi)^\top \hat{\chi}^E) \quad \hat{\mathbb{P}}^I(\xi) = \Lambda(f^I(\xi)^\top \hat{\chi}^I).$$

- ▶ BBL deviations: asymptotic,

We draw  $\tilde{\chi}_i \sim N(\hat{\chi}, \hat{\Sigma}_\chi)$  for each deviation  $i$ . We then form deviations as

$$\tilde{\sigma}_i^x(\xi, \nu_\tau) = f^x(\xi)^\top \hat{\chi}_{i\tau}^x; \quad \tilde{\mathbb{P}}_i^E(\xi_{-1}) = \Lambda(f^E(\xi)^\top \hat{\chi}_i^E); \quad \tilde{\mathbb{P}}_i^I(\xi) = \Lambda(f^I(\xi)^\top \hat{\chi}_i^I).$$

▶ [Back to Monte Carlo Results.](#)

# Monte Carlo: First Stage and Deviation Details

- Empirical policy functions:

$$\hat{\sigma}^x(\xi, \nu_\tau) = f^x(\xi)^\top \hat{\chi}_\tau^x \quad \hat{\mathbb{P}}^E(\xi_{-1}) = \Lambda(f^E(\xi)^\top \hat{\chi}^E) \quad \hat{\mathbb{P}}^I(\xi) = \Lambda(f^I(\xi)^\top \hat{\chi}^I).$$

- BBL deviations:                      multiplicative,

We draw  $\iota_i \in \{.95, .975, 1.025, 1.05, 1.075\}$  for each deviation  $i$ . We then form deviations as

$$\tilde{\sigma}_i^x(\xi, \nu_\tau) = \iota_i f^x(\xi)^\top \hat{\chi}_\tau^x; \quad \tilde{\mathbb{P}}_i^E(\xi_{-1}) = \Lambda(\iota_i f^E(\xi)^\top \hat{\chi}^E); \quad \tilde{\mathbb{P}}_i^I(\xi) = \Lambda(\iota_i f^I(\xi)^\top \hat{\chi}^I),$$

► [Back to Monte Carlo Results.](#)

# Monte Carlo: First Stage and Deviation Details

- ▶ Empirical policy functions:

$$\hat{\sigma}^x(\xi, \nu_\tau) = f^x(\xi)^\top \hat{\chi}_\tau^x \quad \hat{\mathbb{P}}^E(\xi_{-1}) = \Lambda(f^E(\xi)^\top \hat{\chi}^E) \quad \hat{\mathbb{P}}^I(\xi) = \Lambda(f^I(\xi)^\top \hat{\chi}^I).$$

- ▶ BBL deviations: and additive.

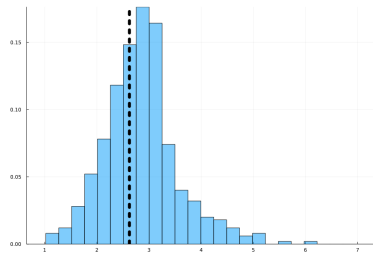
We draw  $o_{is} \sim N(0, 0.5)$  for each deviation  $i$  and simulated decision  $s$ .

We then form deviations as

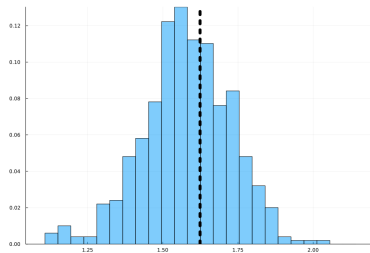
$$\tilde{\sigma}_{is}^x(\xi, \nu_\tau) = f^x(\xi)^\top \hat{\chi}_\tau^x + o_{is}^x; \quad \tilde{\mathbb{P}}_{is}^E(\xi_{-1}) = \Lambda(f^E(\xi)^\top \hat{\chi}^E + o_{is}^{\text{Exit}}); \quad \tilde{\mathbb{P}}_{is}^I(\xi) = \Lambda(f^I(\xi)^\top \hat{\chi}^I + o_{is}^{\text{Entry}}).$$

▶ [Back to Monte Carlo Results.](#)

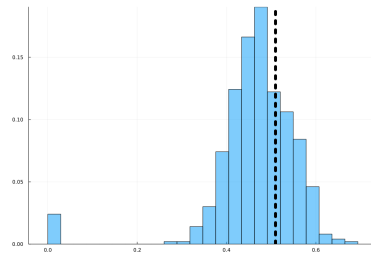
# Investment Cost Parameters II Estimates



$\theta_{x1}$



$\theta_{x2}$



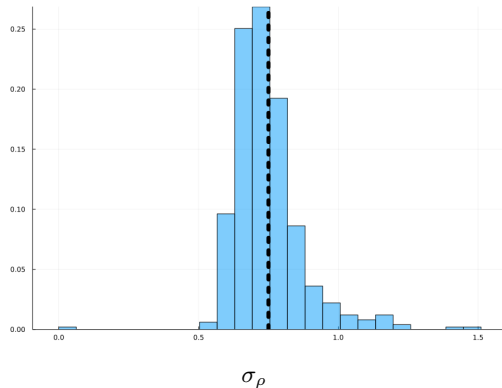
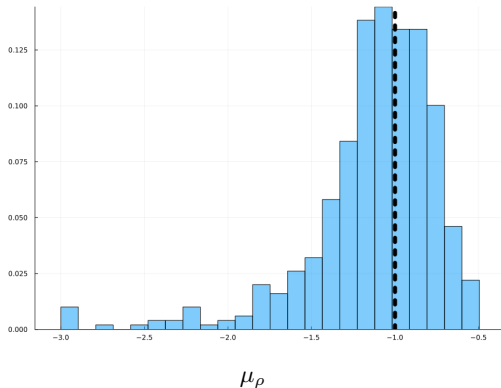
$\theta_{x3}$

$$c(x, \nu) = \theta_{x1}x + \theta_{x2}x^2 + \theta_{x3}x\nu$$





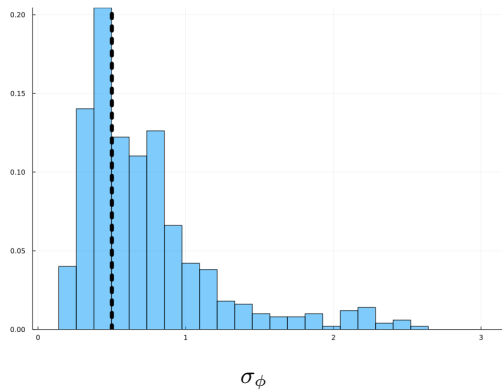
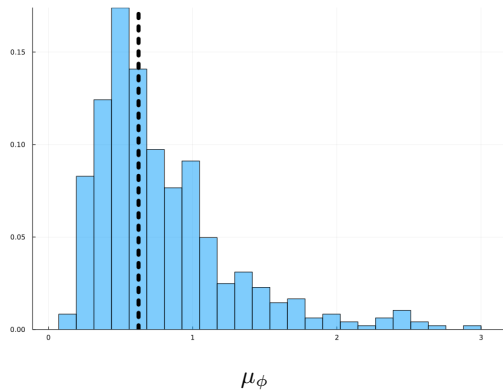
# Scrap Value Parameters II Estimates



$$\rho \sim \log N(\mu_\rho, \sigma_\rho)$$



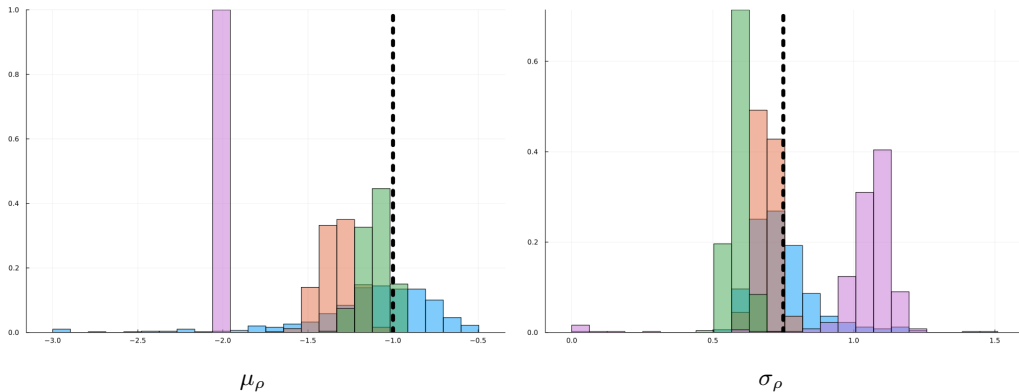
# Entry Cost Parameters II Estimates



$$\phi \sim \log N(\mu_\phi, \sigma_\phi)$$



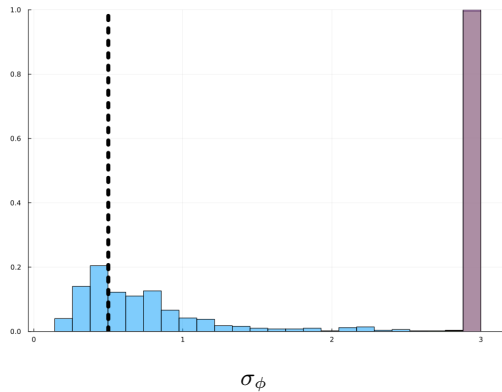
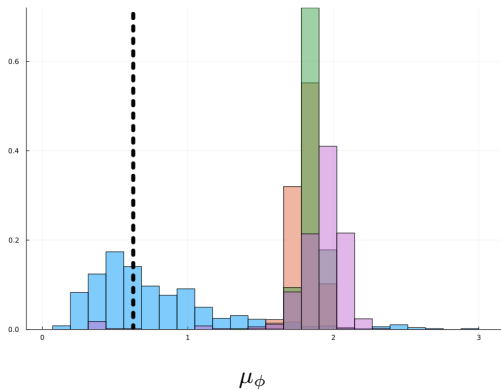
# Scrap Value Parameters Estimates



$$\rho \sim \log N(\mu_\rho, \sigma_\rho)$$



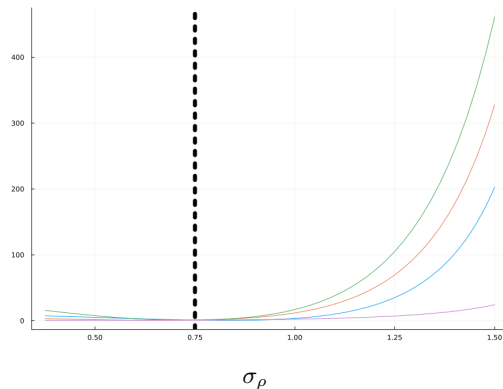
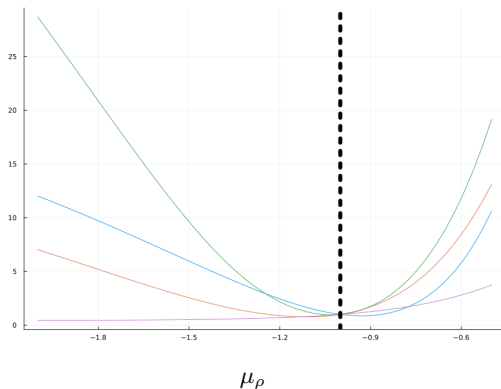
# Entry Cost Parameters Estimates



$$\phi \sim \log N(\mu_\phi, \sigma_\phi)$$



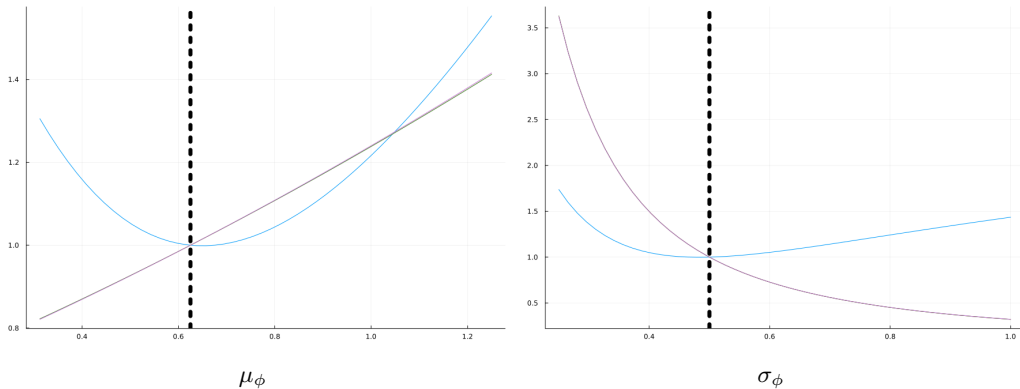
# Objective Function: Scrap Value Parameters



$$\rho \sim \log N(\mu_\rho, \sigma_\rho)$$



# Objective Function: Entry Cost Parameters



$$\phi \sim \log N(\mu_\phi, \sigma_\phi)$$

