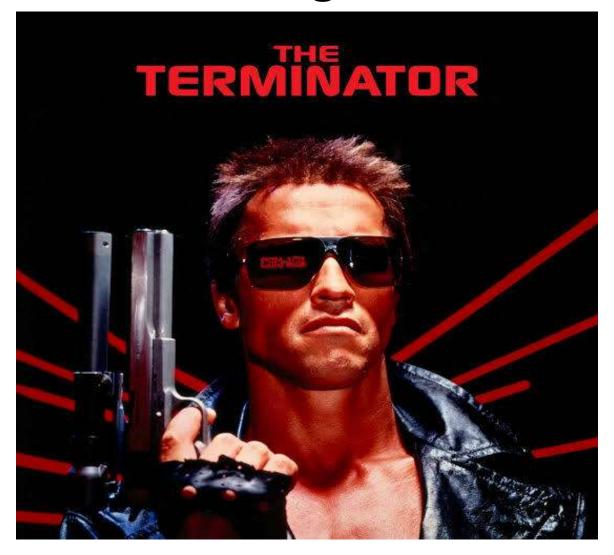
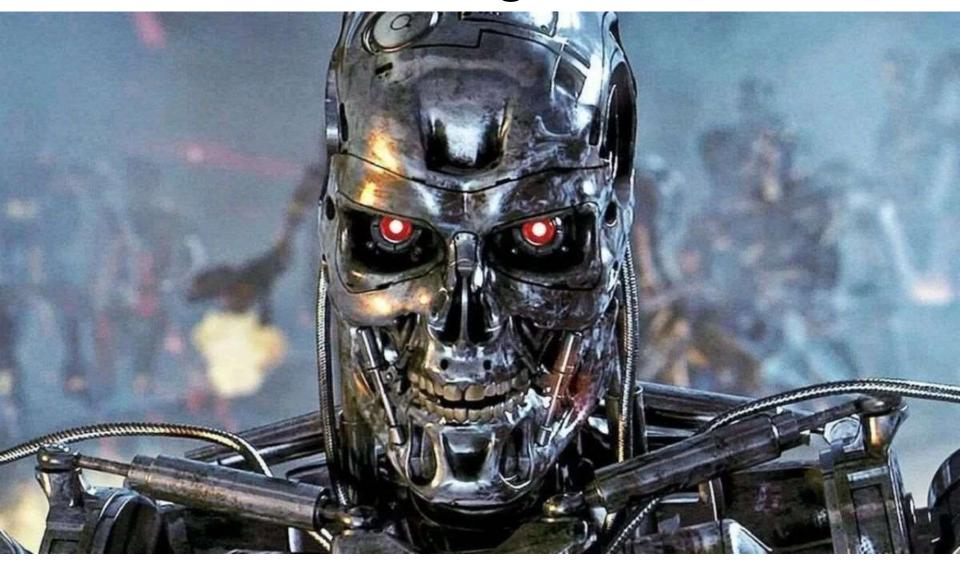
# **Artificial Intelligence is here**



October 1984

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## What Large Langue Models (LLM) are?

• LLMs can be understood as advanced tools built on the principles of **statistical pattern recognition and prediction**.

 LLMs are designed to predict the next most probable word ("token") in a sequence.

• A "token" is the fundamental unit of text. It can be a word, a character, or even a punctuation mark. On average a single word translates to about 0.75 tokens.

# How Do Large Language Models (LLMs) Work?

• The term "sequence" refers to the context or the "window" of text that the model considers when making its predictions. This could be a single sentence, a paragraph, or even a longer body of text like a book chapter.

 Models like ChatGPT-03, the maximum sequence length is 4096 tokens (July 2022), which is equivalent to a few pages of text.

Model Version	Maximum Tokens (Context Window)	Notes	Year
GPT-3.5	4,096 - 16,385 tokens	Base model supports 4,096 tokens;	2022
GPT-4	8,192 - 32,768 tokens	Available in 8K and 32K token versions.	2023
GPT-4 Turbo	128,000 tokens	Enhanced version with a significantly larger context window.	May 2024
GPT-40	128,000 tokens	Multimodal model supporting text, audio, and vision inputs.	Dec 2024
GPT-4.1	1,000,000 tokens	Extensive context window, suitable for processing large datasets.	Feb 2025
GTP-5.0	400,000 tokens	improved reasoning and reduced hallucinations	Aug 2025

# How a LLM problem is modelled?

Basically, a LLM is aimed to answer the question: What is p(text)

Given a sequence of tokens: 
$$(x^{(1)}, x^{(2)}, x^{(3)}, \dots x^{(n)})$$
 (1)

Then:

$$P(x^{(1)}, x^{(2)}, x^{(3)}, ..., x^{(N)})$$
 is the probability of sequence (1)

For a sequence of three tokens the probability is equal to

$$P(x^{(1)}, x^{(2)}, x^{(3)}) = p(x^{(1)})p(x^{(2)} | x^{(1)})p(x^{(3)}, | x^{(1)}| x^{(2)})$$

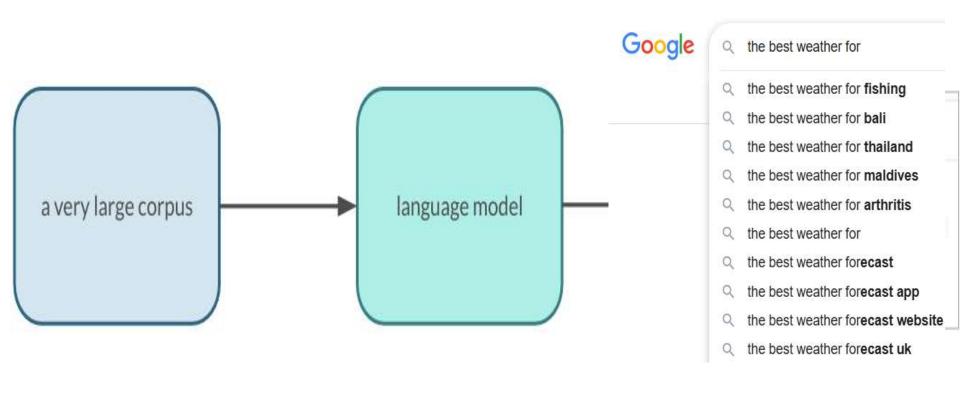
# How a LLM problem is modelled?

The general case is defined as follows

$$P(x^{(1)}, \dots, x^{(N)}) = \prod_{i=1}^{N} p(x^{(i)} \mid x^{(i)}, \dots, x^{(i-1)})$$



# How a LLM problem is modelled?



"How are you this afternoon? Has your car been broken?"  $\rightarrow P(10^{-15})$ 

because the second sentence is **less typical or more**unexpected in a daily basis conversation.

"How are you this afternoon? It's good to see you"  $\rightarrow$  P(10<sup>-5</sup>)

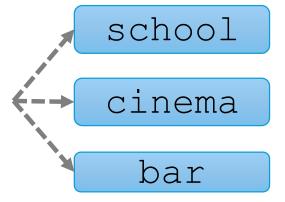
Because it is more frequent of expected in daily bases conversations, leading to a higher probability.

#### Chain rule

https://en.wikipedia.org/wiki/Chain\_rule\_(probab
ility)

$$P(x^{(1)}, \dots, x^{(N)}) = \prod_{i=1}^{N} p(x^{(i)} \mid x^{(i)}, \dots, x^{(i-1)})$$
Context

The students went to \_\_\_\_



Every time a new token is added to the context, then a new probability distribution is calculated

The

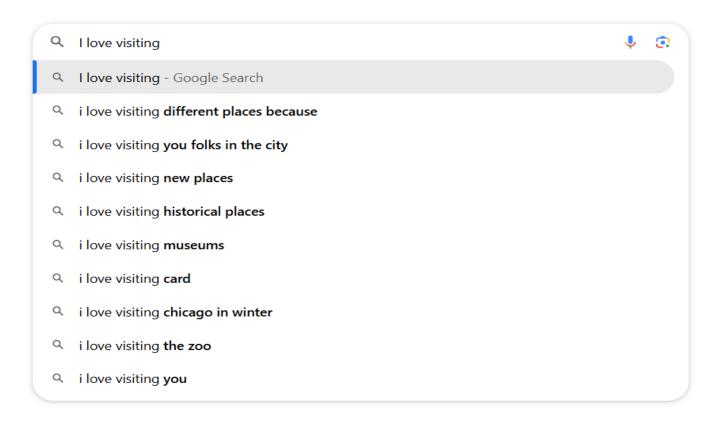
The students \_\_\_\_

The students went

The students went to

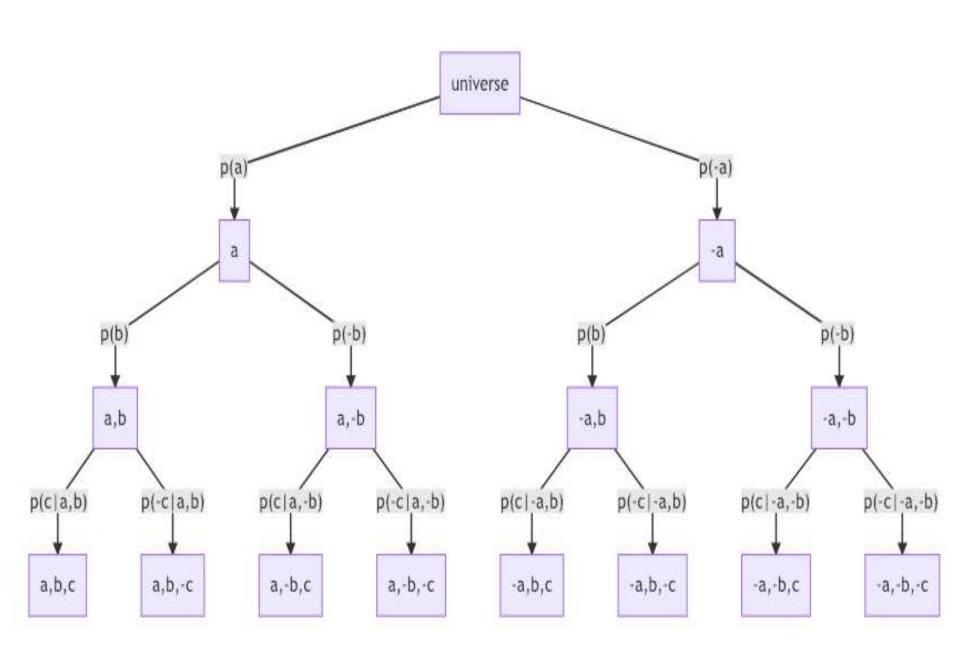
cinema

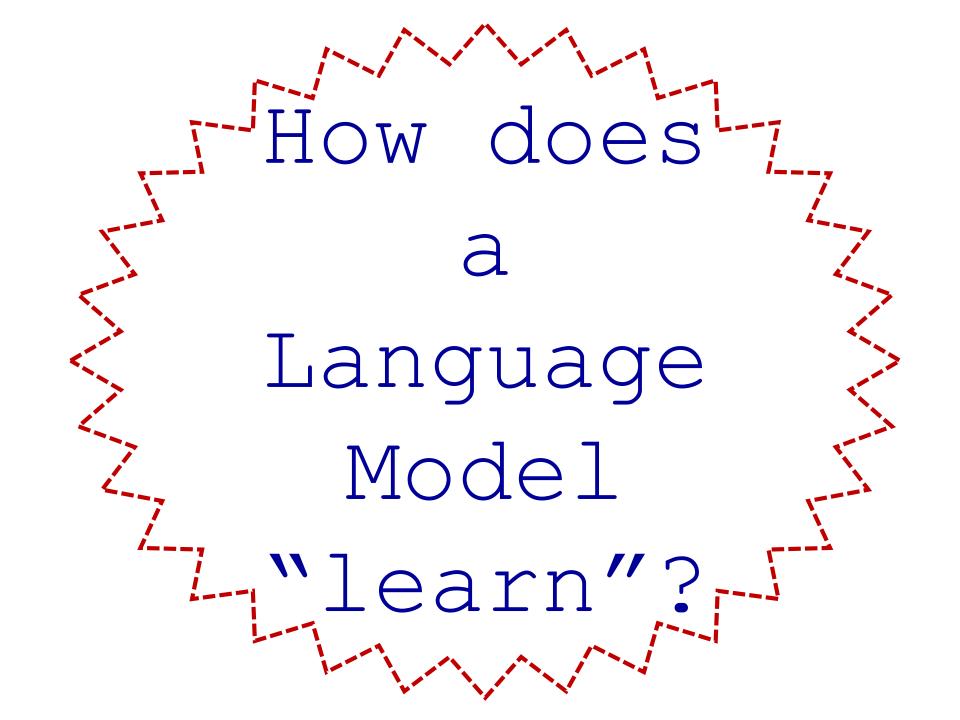




$$P(x^{(1)}, \dots, x^{(N)}) = \prod_{i=1}^{N} p(x^{(i)} \mid x^{(i)}, \dots, x^{(i-1)})$$

## Visual representation of the







I have a duck whose name is Rocky. I have two cats. They like playing with Rocky.

- Corpus size: 17
- P(Rocky) = 2/17
- P(cats) = 1/17

I have a dog whose name is Rocky. I have two cats, they like playing with Rocky.

Bigram probability (based on this corpus).

$$P(A \mid B) = \frac{P(A,B)}{P(B)}$$

$$P(\text{have} \mid I) = \frac{P(I \text{ have})}{P(I)} = \frac{2}{2} = 1$$

$$P(\text{two } | \text{ have}) = \frac{P(\text{have two})}{P(\text{have})} = \frac{1}{2} = 0.5$$

P(eating | have) = 
$$\frac{P(\text{have eating})}{P(\text{have})} = \frac{0}{2} = 0$$

$$P(w_2|w_1) = \frac{C(w_1, w_2)}{\sum_{w} C(w_1, w)} = \frac{C(w_1, w_2)}{C(w_1)}$$

I have a dog whose name is Rocky. I have two cats, they like playing with Rocky.

Trigram probability (based on this corpus).

$$P(A \mid B) = \frac{P(A,B)}{P(B)}$$

$$P(a \mid I \text{ have}) = \frac{C(I \text{ have a})}{C(I \text{ have})} = \frac{1}{2} = 0.5$$

$$P(w_3 \mid w_1 w_2) = \frac{C(w_1, w_2, w_3)}{\sum_w C(w_1, w_2, w)} = \frac{C(w_1, w_2, w_3)}{C(w_1, w_2)}$$

$$P(\text{several} \mid I \text{ have}) = \frac{C(I \text{ have several})}{C(I \text{ have})} = \frac{0}{2} = 0$$

I have a dog whose name is Rocky. I have two cats, they like playing with Rocky.

N-gram probability (based on this corpus).

$$P(A \mid B) = \frac{P(A,B)}{P(B)}$$

$$P(w_i \mid w_1, w_2, ..., w_{i-1}) = \frac{C(w_1, w_2, ..., w_{i-1}, w_i)}{C(w_1, w_2, ..., w_{i-1})}$$

### Prompt Engineering

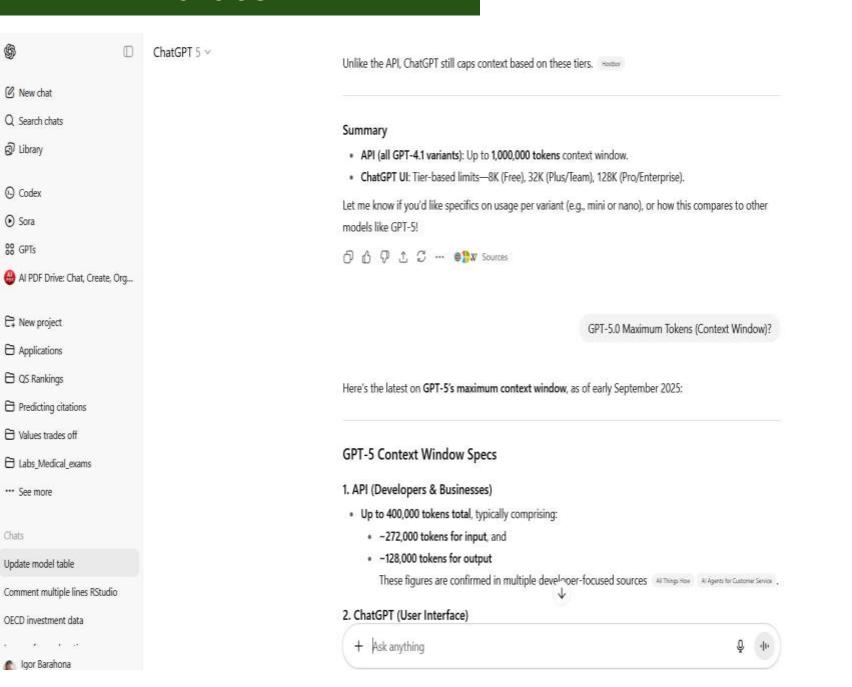


• Prompt engineering means tailoring your questions and input so you can get the most out of an LLM

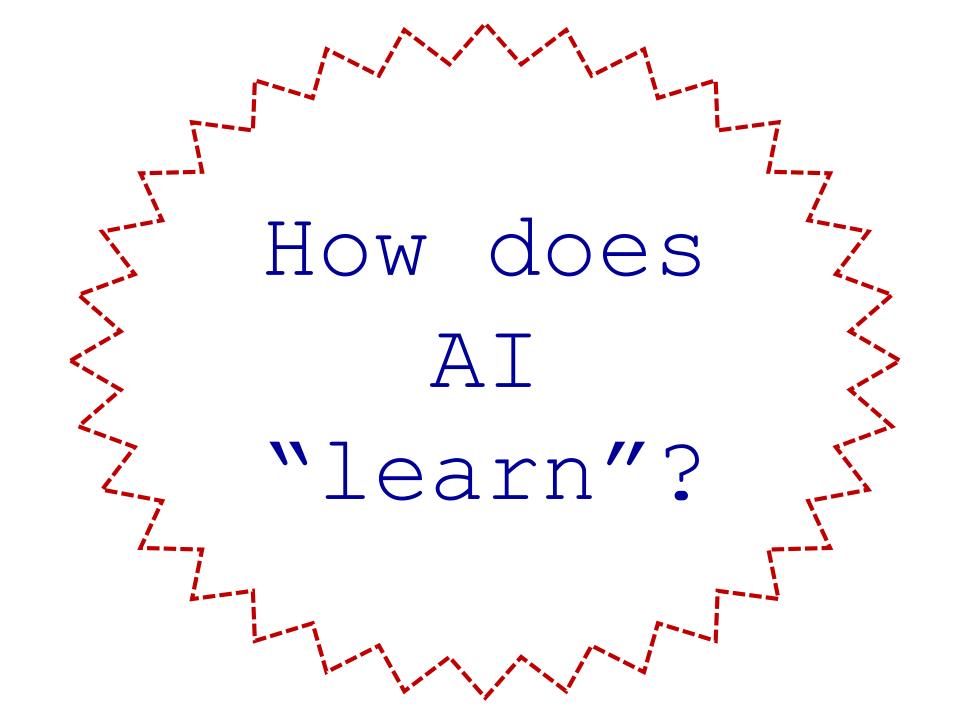
• The output of a LLM is determined by both what the system has been trained on and what information you give it

• Prompts can take many forms, from instructing the LLM to take on a role (e.g. a helpful teacher, a pirate) or guiding the way it should process its output (e.g. "chain of thought" or a particular method)

#### ChatGPT



, Share





#### Introduction

Sustainability (vs)

Cost

What do you guys might select?







### Motivations





How operations managers make value trade-offs decisions that involve sustainability and cost?

How elicitation methods impact common biases, such as sensitivity?

#### Motivations

Are managers capable to make consistent value trade-offs that reflect rational prioritizations?

Are importance weights and trade-offs considered consistent when attribute ranges are explicitly specified?





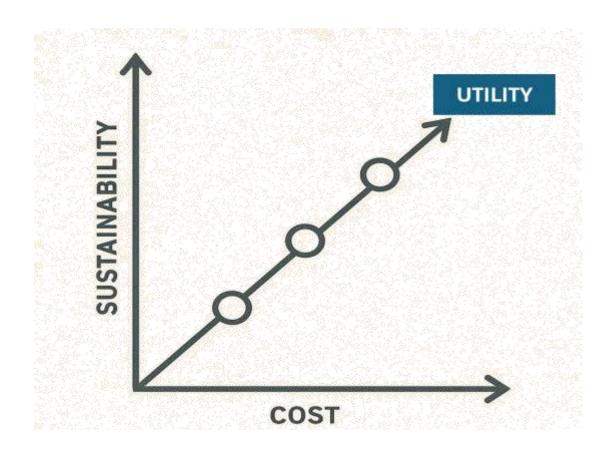
Are managers' prioritizations between sustainability and cost conditioned on whether:

a) Personal preferences or

b) Ranges of the underlying attributes.

#### Introduction

A naïve perspective assumes a linear relationship between **Sustainability** and **Cost** 



Our experiments show that the relationship is far from linear



## Methodology

- CRT assesses a person's tendency to override an initial intuitive (but wrong) answer and engage in deeper, reflective reasoning.
- The classic CRT consists of 3 questions (Frederick, 2005), but has been expanded in later versions to address issues like low score variability.
- Performance can be influenced by numerical skills, leading to concerns about confusing effects in interpretation.

# Methodology



The organization has set up two strategic goals

1) Minimize emissions of the car fleet

2) Minimize acquisition costs of the fleet.



### Methodology



The range of costs per car is between \$30k and \$130k.

The range of emissions is between 0.0 g-CO2/km (for a fully electric vehicle) and 260.0 g CO2/km (for a large gasoline vehicle).



