

# Stopping

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Topics in Economic Theory

# Overview

1. Why Economic Theory
2. Overview of the Course
3. Stopping: Searching for a Job
4. Optimal Stopping: Existence and Regularity

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# Economic Theory

## Goals

Studies behaviour

Understand how different forces interact and lead to different outcomes

Positive view: Explain patterns, make predictions

Normative view: Prescribe behaviour

Examples: consumer demand and firm pricing, student applications to university, voting, technology adoption, hospital residency program management

(Not particular to theory: in essence, all science strives for generality)

**Models as maps**, simplified description of reality

Behavioural implications = Empirical content

## This course

Develop building blocks

# Overview of the Course

**This term:** how people make decisions when faced with uncertainty, limited information, and evolving opportunities

## Topics

1. Stopping: accepting a job offer.
2. Stopping and choosing: selling a house.
3. Learning and Choosing: buying a computer.
4. Searching: shopping for clothes
5. Social Learning: checking neighbours' crop yields.
6. Remembering: ordering at a restaurant.
7. Learning in Games: adjusting prices.
8. Common Learning: attacking a currency.

Very unlikely that we'll cover all the topics.

# Overview of the Course

Lectures provide fundamentals.

## **Presentations:**

Every week starting from next week.

Everyone required to prepare a 15 minute presentation on an assigned paper.

One person will be selected at random to present.

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1. Why Economic Theory
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3. Stopping: Searching for a Job
  - Job Search
  - Job Search with Discounting
4. Optimal Stopping: Existence and Regularity

# Job Search

Accept offer  $Y_t$ , continue searching with a per period cost of  $c$ .

Interpretation:

Job search (McCall 1970 QJE): TIOLI salary offers  $Y_t$ , cost to search  $c$ .

Selling a house/asset: TIOLI offers  $Y_t$ , council tax/management fees  $c$ .

$Y_t \sim F$ , iid;  $F$  continuous, strictly increasing.

Assume  $\mathbb{E}[\mathbf{1}_{Y_t \geq 0} Y_t] < \infty$ ;  $Y_0 = 0$ ;  $\mathbb{P}(Y_t > c) > 0$ .



## Job search

Accept and get  $Y_t$  (present value of getting same wage forever);

Refuse and get  $z$  and face same problem tomorrow

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Set up Bellman equation;  $V(Y_t) = \max\{Y_t, \mathbb{E}[V(Y_{t+1})] - c\}$

(iid  $\implies$  stationary problem)

Value:  $V(Y_t)$

(handwavy: this presumes a solution and we don't know yet if/why we can do this)

Define  $V_t := V(Y_t)$  and  $\bar{V} = \mathbb{E}[V(Y_t)]$

Define  $\tilde{y} := \bar{V} - c$

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Define  $V_t := V(Y_t)$  and  $\bar{V} = \mathbb{E}[V(Y_t)]$

Define  $\tilde{y} := \bar{V} - c$

Take expectations and get  $\tilde{y} + c = \mathbb{E}[\max\{Y_t, \tilde{y}\}] \iff c = \mathbb{E}[(Y_t - \tilde{y})^+] = \int_{\tilde{y}}^{\infty} y \, dF(y)$

$F$  continuous and strictly increasing:  $\exists! \tilde{y} : c = \mathbb{E}[(Y_t - \tilde{y})^+]$

$\tilde{y}$ : reservation value

Optimal rule: continue if and only if  $Y_t < \tilde{y}$

# Job Search with Discounting

Accept offer  $Y_t$ , continue searching and receive  $z$ ; discount factor  $\beta \in (0, 1)$ .

Interpretation:

Job search: TIOLI salary offers  $Y_t$ , unemployment subsidy  $z$ , cost of time  $\beta$ .

Selling a house/asset: TIOLI offers  $Y_t$ , rent accrued  $z$ , interest rate  $r$ , discount factor  $\beta = (1 + r)^{-1}$ .

$Y_t \sim F$ , iid;  $F$  continuous, strictly increasing.

Assume  $\mathbb{E}[\mathbf{1}_{Y_t \geq 0} Y_t] < \infty$ ;  $Y_0 = 0$ ;  $\mathbb{P}(Y_t > c) > 0$ .

# Job Search with Discounting

Define  $\hat{Y}_t := \frac{\beta^t}{1-\beta} Y_t$  (present value).

Accept and get  $Y_t$  forever  $\equiv$  Accept and get  $\hat{Y}_t$

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Value:  $V(\hat{Y}_t)$

Brief refresher...

## Definition

$T : X \rightarrow X$  is a contraction on  $(X, d)$  if  $\exists \delta \in [0, 1) : d(T(x), T(y)) \leq \delta d(x, y) \forall x, y \in X$ .

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## Banach Fixed-Point Theorem

Let  $(X, d)$  be a non-empty complete metric space and  $T$  a contraction mapping on  $(X, d)$ . Then,  $\exists! x^* \in X : T(x^*) = x^*$ . Moreover, for any  $x_0 \in X$ ,  $x^* = \lim_{n \rightarrow \infty} T^n(x_0)$ , where  $T^{n+1} := T \circ T^n$  and  $T^1 := T$ .



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## Proof

Let  $x_n := T^n(x_0)$ . Then  $d(x_{n+1}, x_n) = d(T^n(x_1), T^n(x_0)) \leq \delta^n d(x_1, x_0)$ , hence  $\{x_n\}_n$  is a Cauchy sequence.

$(X, d)$  complete  $\equiv$  Cauchy sequences converge  $\implies x_n$  converges to some  $x^* = T(x^*)$ .

Take any  $y_0 \in X \setminus \{x_0\}$ ; define  $y_n := T^n(y_0)$ ;  $y_n \rightarrow y^*$ .

If  $x^* \neq y^*$ , then  $d(y^*, x^*) = d(T^n(y^*), T^n(x^*)) = \delta^n d(y^*, x^*) < d(y^*, x^*)$ , a contradiction.

### Blackwell's Conditions for Contraction Mapping

Let  $B(X)$  denote the set of bounded real functions on some nonempty set  $X$  endowed with the sup-metric  $d_\infty$ . Suppose  $T : B(X) \rightarrow B(X)$  satisfies (i)  $\forall f, g \in B(X) : f \geq g \implies T(f) \geq T(g)$ , and (ii)  $\exists \delta \in [0, 1]$  s.t.  $T(f + \alpha) \leq T(f) + \delta\alpha \forall f \in B(X)$  and  $\forall \alpha \in \mathbb{R}_+$ . Then  $T$  is a contraction.

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## Proof

For any  $f, g \in B(X)$  and  $x \in X$ ,  $f(x) - g(x) \leq |f(x) - g(x)| \leq d_\infty(f, g)$ .

(i) and (ii):  $f \leq g + d_\infty(f, g) \implies T(f) \leq T(g) + \delta d_\infty(f, g)$

and, symmetrically,  $T(g) \leq T(f) + \delta d_\infty(f, g)$ .

This implies  $d_\infty(T(f), T(g)) \leq \delta d_\infty(f, g)$ .

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Set up Bellman equation;  $V(\hat{Y}_t) = \max\{\hat{Y}_t, z + \beta \mathbb{E}[V(\hat{Y}_{t+1})]\}$

Value:  $V(\hat{Y}_t)$ , well-defined

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Take expectations and get

$$\bar{V} = \mathbb{E}[\max\{\hat{Y}_t, z + \beta \bar{V}\}] \iff \bar{V}(1 - \beta) = z + \mathbb{E}[(\hat{Y}_t - (z + \beta \bar{V}))^+] = \int_{z+\beta\bar{V}}^{\infty} \frac{1}{1-\beta} y \, dF(y)$$

$F$  continuous:  $\exists! \bar{V} : \bar{V}(1 - \beta) = z + \mathbb{E}[(\hat{Y}_t - (z + \beta \bar{V}))^+]$

$\tilde{y} := (1 - \beta)(z + \beta \bar{V})$ : reservation value

Optimal rule: continue if and only if  $Y_t < \tilde{y}$

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  - General Setup
  - Regular Stopping Times
  - Existence
  - Characterisation

# Going Beyond the Basic Setting

$Y_t$  may not be iid

- Depend on time of unemployment
- Result from underlying dynamic game between recruiting firms
- Uncertain market conditions (hence perception of  $F$  evolves over time depending on past  $Y_\ell$ )
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Introduce general tools to tackle the problem



## Setup and Assumptions

$\{X_0, X_1, X_2, \dots\}$  rv whose joint distribution is assumed to be known; write  $X^t := (X_\ell)_{\ell=1, \dots, t}$ .

Sequence of functions  $x^t \mapsto y_t(x^t) \in \mathbb{R}$ ; write  $Y_t := y_t(x^t)$ .

Filtration  $\mathbb{F} = \{\mathcal{F}_t\} = \sigma(X^t)$ .

Adapted payoff process  $\{Y_t\}$ ; terminal  $Y_\infty$  (possibly  $-\infty$ ).

**Stopping time**  $\tau$ :  $\{\tau \leq t\} \in \mathcal{F}_t$  for all  $t$ ; feasible set  $\mathbb{T}$ .

**Objective**: maximise value of  $Y$  by adequately choosing stopping time,  $\sup_{\tau \in \mathbb{T}} \mathbb{E}[Y_\tau]$ .

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### Two questions:

1. When is there actually an optimal stopping time? (Is sup actually a max?)
2. If so, what does it look like?

Previous applications: guess and verify or use specific structural assumptions.

Now: use very general assumptions.

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### Standing assumptions

$$(A1) \mathbb{E} \left[ \sup_{t \geq 0} Y_t \right] < \infty.$$

$$(A2) \lim_{t \rightarrow \infty} \mathbb{E}[Y_t] \leq Y_\infty \text{ a.s.}$$

Note: (A1) implies  $\sup_{\tau} \mathbb{E}[Y_\tau] < \infty$

## Definition (Regularity)

$\tau$  is regular if for all  $t$ ,  $\mathbb{E}[Y_\tau \mid \mathcal{F}_t] > Y_t$  a.s. on  $\{\tau > t\}$ .

# Regular Stopping Times

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## Lemma 1 (Regularity is wlooo)

Under (A1), for any stopping time  $\tau$  there exists a *regular* stopping time  $\rho \leq \tau$  with  $\mathbb{E}[Y_\rho] \geq \mathbb{E}[Y_\tau]$ .

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## Lemma 2 (Regularity is closed under $\vee$ )

Under (A1), if  $\tau$  and  $\rho$  are regular, then  $\xi := \tau \vee \rho$  is regular and  $\mathbb{E}[Y_\xi] \geq \max\{\mathbb{E}[Y_\tau], \mathbb{E}[Y_\rho]\}$ .

## Proof of Lemma 1 (Regularity wloo)

### Proof

Fix  $\tau$  with  $\mathbb{E}[|Y_\tau|] < \infty$  (true by (A1) since  $Y_\tau \leq \sup_s Y_s$ ).

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Define  $Z_t := \mathbb{E}[Y_\tau \mid \mathcal{F}_t]$  and let  $\rho := \inf\{t \geq 0 : Z_t \leq Y_t\}$ .

On  $\{\rho > t\}$ :  $Y_t < Z_t = \mathbb{E}[Y_\tau \mid \mathcal{F}_t]$ , so  $\rho$  is regular.



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On  $\{\rho = t\}$ :  $Y_\rho = Y_t \geq Z_t = \mathbb{E}[Y_\tau | \mathcal{F}_t]$ . On  $\{\rho = \infty\}$ :  $Y_\rho = Y_\infty = Y_\tau$  a.s.

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Hence

$$\mathbb{E}[Y_\rho] = \sum_{t=0}^{\infty} \mathbb{E}[1_{\{\rho=t\}} Y_t] + \mathbb{E}[1_{\{\rho=\infty\}} Y_\infty]$$

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Hence

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Suppose  $\neg(\rho \leq \tau)$ ; note that, at  $\{\rho > \tau = t\}$ ,  $Z_t = Z_\tau = Y_\tau < Z_t$ , a contradiction.

## Proof of Lemma 2 (Regularity is closed under $\vee$ )

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1. Proving  $\xi$  is regular:

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On  $\{\xi = \tau > t\}$ ,  $\mathbb{E}[Y_\xi \mid \mathcal{F}_t] = \mathbb{E}[Y_\tau \mid \mathcal{F}_t] > Y_t$  a.s.  $\therefore \tau$  is regular.

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Symmetrically, on  $\{\xi = \rho > t\}$ ,  $\mathbb{E}[Y_\xi \mid \mathcal{F}_t] = \mathbb{E}[Y_\rho \mid \mathcal{F}_t] > Y_t$  a.s.  $\therefore \rho$  is regular.

2. Proving  $\mathbb{E}[Y_\xi] \geq \mathbb{E}[Y_\tau] \vee \mathbb{E}[Y_\rho]$ :

On  $\{\xi = \tau = t\}$ ,  $Y_\xi = Y_\tau = Y_t$ .

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## Proof of Lemma 2 (Regularity is closed under $\vee$ )

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By a symmetric argument,  $\mathbb{E}[Y_\xi] \geq \max\{\mathbb{E}[Y_\tau], \mathbb{E}[Y_\rho]\}$ .

## Existence

### Theorem (Existence)

Under (A1) and (A2), there is a regular  $\tau$  such that  $\mathbb{E}[Y_\tau] = \sup_{\rho \in \mathbb{T}} \mathbb{E}[Y_\rho]$ .

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Conclude:  $V^* = \sup_{\rho \in \mathbb{T}} \mathbb{E}[Y_\rho] \geq \mathbb{E}[Y_{\tau_\infty}] \geq V^*$ .

## Assumptions

### Example

Let  $X_t \sim \text{Bernoulli}(1/2)$  iid;  $Y_0 := 0$ ,  $Y_t := (2^t - 1) \prod_{\ell=1}^t X_\ell$  for  $t \in \mathbb{N}$ ,  $Y_\infty := 0$ .

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Fails (A1): Note  $\sup_{k \leq t} Y_k = 2^k - 1$  with probability  $2^{-(k+1)}$  for  $k = 0, 1, \dots, t-1$  and with probability  $2^{-t}$  for  $k = t$ . Hence  $\mathbb{E}[\sup_t Y_t] = \sum_{t=0}^{\infty} (2^t - 1) 2^{-(t+1)} = \infty$ .

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Indeed, no optimal stopping time. Conditional on reaching  $t$  with  $Y_t > 0 \iff \prod_{\ell=1}^t X_\ell = 1$ , then don't want to stop:  $Y_t = 2^t - 1 < 2^t - 1/2 = (1/2)(2^{t+1} - 1) = \mathbb{E}[Y_{t+1} | Y_t > 0]$ .

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Indeed, no optimal stopping time as  $Y_t < Y_{t+1}$ .

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### Definition

Let  $(X_t)_{t \in T}$  be a collection of rv.  $Z$  rv is essential supremum of  $(X_t)_{t \in T}$ ,  $Z = \text{ess sup}_{t \in T} X_t$ , if (i)  $\mathbb{P}(Z \geq X_t) = 1 \ \forall t \in T$  ('probabilistic upper bound'), and (ii)  $\forall Z' : \mathbb{P}(Z' \geq X_t) = 1 \ \forall t \in T, \mathbb{P}(Z' \geq Z) = 1$  (smallest probabilistic upper bound).

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## Lemma 3

Let  $(X_t)_{t \in T}$  be any collection of rv.

An essential supremum always exists.

Furthermore,  $\exists$  a countable  $C \subset T : \sup_{t \in C} X_t = \text{ess sup}_{t \in T} X_t$ .

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Let  $U \sim U(0, 1)$ ,  $T = [0, 1]$ , and  $X_t = \mathbf{1}_{\{C=t\}}$ .  $\sup_{t \in T} X_t = 1 \neq \text{ess sup}_{t \in T} X_t = 0$ .

## Regularity from $T$ Onward

### Notation:

$$"X \geq Y" \equiv \mathbb{P}(X \geq Y) = 1.$$

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$\tau \geq T$  is regular from  $T$  onward if for all  $t \geq T$ ,  $\mathbb{E}[Y_\tau \mid \mathcal{F}_t] > Y_t$  a.s. on  $\{\tau > t\}$ .

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## Lemma 2' (Regularity is closed under $\vee$ )

Under (A1), if  $\tau \geq T$  and  $\rho \geq T$  are regular from  $T$  onward, then  $\xi := \tau \vee \rho$  is regular from  $T$  onward and  $\mathbb{E}[Y_\xi] \geq \max\{\mathbb{E}[Y_\tau], \mathbb{E}[Y_\rho]\}$ .

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$$\implies \mathbb{E}[Y_\tau \mid \mathcal{F}_t] = \mathbf{1}_{\{\tau=t\}} Y_t + \mathbf{1}_{\{\tau>t\}} \mathbb{E}[Y_\tau \mid \mathcal{F}_t] \leq \max\{Y_t, \mathbb{E}[V_{t+1}^* \mid \mathcal{F}_t]\}.$$

$$\implies V_t^* \leq \max\{Y_t, \mathbb{E}[V_{t+1}^* \mid \mathcal{F}_t]\}.$$

# Dynamic Programming Principle

Define:

$$V_t^* := \operatorname{ess\,sup}_{\tau \geq t} \mathbb{E}[Y_\tau \mid \mathcal{F}_t]$$

(optimise from  $t$  onward)

## Theorem (Dynamic Programming Principle)

Under (A1),  $V_t^* = \max\{Y_t, \mathbb{E}[V_{t+1}^* \mid \mathcal{F}_t]\}$ .

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By the lemmas 1' and 2',

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Since, trivially,  $V_t^* \geq Y_t$ , we get  $V_t^* \geq \max\{Y_t, \mathbb{E}[V_{t+1}^* \mid \mathcal{F}_t]\}$ .

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## Example

Let  $Y_0 := 0$ ,  $Y_t := 1 - 1/t$  for  $t \in \mathbb{N}$ ,  $Y_\infty := 0$ .

Satisfies (A1):  $Y_t \leq 1$ .

Fails (A2):  $Y_t \rightarrow 1 > 0 = Y_\infty$ .

Indeed, no optimal stopping time as  $Y_t < Y_{t+1}$ .

Note:  $\tau^* = \infty$  and  $Y_{\tau^*} = 0 < V_t^*$ .

## Characterising Optimal Stopping Time

$$V_t^* := \operatorname{ess\,sup}_{\tau \geq t} \mathbb{E}[Y_\tau \mid \mathcal{F}_t] = \max\{Y_t, \mathbb{E}[V_{t+1}^* \mid \mathcal{F}_t]\}; \quad \tau^* := \inf\{t \geq 0 \mid Y_t = V_t^*\}$$

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Take any stopping time  $\tau$ . Under (A1),  $\mathbb{E}[Y_{\tau \wedge \tau^*}] \geq \mathbb{E}[Y_\tau]$ .



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Stopping whenever  $\tau^*$  says to stop can only improve the expected payoff.

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### Theorem (Optimal Stopping Time)

Under (A1), if an optimal stopping time exists,  $\tau^*$  is optimal.

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Let  $\tau$  be an optimal stopping time.

By Lemma 4,  $\tau' := \tau \wedge \tau^*$  must also be optimal.

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Finally, by Lemma 2,  $\tau'' \vee \tau^*$  must also be optimal. Note that  $\tau'' \vee \tau^* = \tau^*$  by construction.

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It can be shown that  $\tau^*$  is the **earliest optimal stopping time**, i.e.,  $\tau^* \leq \tau \forall$  optimal  $\tau$ .  
(Intuition: If  $\tau = t < \tau^*$ , then  $Y_t < V_t^*$  and an improvement can be reached)

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Another stopping time:  $\tau^{**} := \inf\{t \geq 0 \mid Y_t > \mathbb{E}[V_{t+1}^* \mid \mathcal{F}_t]\}$

It can be shown that  $\tau^{**}$  is the **latest optimal stopping time**, i.e.,  $\tau \leq \tau^{**} \forall$  optimal  $\tau$ .