Bayesian games, Repeated Games, Information Design and Persuasion

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Outline

1 Bayesian games

- 2 Zero-sum games
- 3 Sender Receiver games
- 4 Information design
- 5 Games of information design
- 6 Splitting games

Bayesian games

A Bayesian game, or game with incomplete information is given by:

- A finite set of players i = 1, ..., N;
- A set of states $\Omega = \Theta \times \prod_i M_i$ with a prior probability distribution $p \in \Delta(\Omega)$;
- A set of actions A_i for each player i;
- A payoff function $u_i : \Omega \times A \rightarrow \mathbb{R}$ for each player *i*.

A state ω = (θ, m₁,..., m_N) is drawn from p, Player i is informed of m_i.
 Players choose actions simultaneously.

The game at the second stage is possibly dynamic: actions represent pure strategies in the continuation (extensive form) game.

Bayes-Nash equilibrium

A Bayes-Nash equilibrium is a strategy profile $\sigma = (\sigma_1, \ldots, \sigma_N)$ with $\sigma_i : M_i \to \Delta(A_i)$ such that:

For each player *i*, each message m_i with $p(m_i) > 0$, each action a_i ,

 $\mathbb{E}[u_i(\theta, m_i, m_{-i}, \sigma_i(m_i), \sigma_{-i}(m_{-i})) \mid m_i] \geq \mathbb{E}[u_i(\theta, m_i, m_{-i}, a_i, \sigma_{-i}(m_{-i})) \mid m_i]$

This is an Nash equilibrium of the normal form game with payoff $\mathbb{E}[u_i(\theta, m, \sigma(m))].$

This exists when:

- States and actions are finite;

- States are finite or countable, actions sets are compact metric, payoffs are continuous.

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Zero-sum games

We consider two-player zero-sum games with independent types (for simplicity).

- There are two players, the finite state space is K × L with prior distribution p(k)q(l).
- Action sets are A, B. Payoffs are $u_1 = -u_2 = g(k, l, a, b)$.

The game has a value if

$$\sup_{\sigma} \inf_{\tau} \mathbb{E}_{p,q}[g(k,l,\sigma,\tau)] = \inf_{\tau} \sup_{\sigma} \mathbb{E}_{p,q}[g(k,l,\sigma,\tau)] := V(p,q)$$

 If |L| = 1 or |K| = 1, this is a game with Lack of Information on one-side. (Otherwise, on both sides).

Lack on one-side |L| = 1

4

Examples: $K = \{k_0, k_1\}, p = (\frac{1}{2}, \frac{1}{2})$. Let G_k be the payoff matrix in state k.

$$G_{k_0} = \left(\begin{array}{cc} 1 & 1 \\ 0 & 0 \end{array}\right) \qquad \qquad G_{k_1} = \left(\begin{array}{cc} 0 & 0 \\ 1 & 1 \end{array}\right)$$

$$G_{k_0} = \begin{pmatrix} 1 & 0 \\ 0 & 0 \end{pmatrix} \qquad G_{k_1} = \begin{pmatrix} 0 & 0 \\ 0 & 1 \end{pmatrix}$$
$$G_{k_0} = \begin{pmatrix} 4 & 0 & 2 \\ 4 & 0 & -2 \end{pmatrix} \qquad G_{k_1} = \begin{pmatrix} 0 & 4 & -2 \\ 0 & 4 & 2 \end{pmatrix}$$

Concavity

Let G(p) be the game with prior distribution p and let V(p) be its value.

Theorem (Aumann Maschler)

 $V(\cdot)$ is a concave function of p.

This follows from the following statement:

Suppose that for each q, player 1 guarantees f(q) in G(q) and let $p = \sum_m \lambda_m p_m$. Then, player 1 guarantees $\sum_m \lambda_m f(p_m)$ in G(p).

The theorem follows with f(q) = V(q):

$$V(p) \geq \sum_m \lambda_m V(p_m)$$

We prove now this statement.

Experiments and splittings

Let *M* be a finite set of messages. A statistical (Blackwell) experiment is $x : K \to \Delta(M)$. We have

$$\mathbb{P}(k,m) = p(k)x(m|k) = \lambda_m p_m(k)$$

where $\lambda_m = \mathbb{P}(m) = \sum_k p(k) x(m|k)$ and

$$p_m(k) = \mathbb{P}(k \mid m) = \frac{\mathbb{P}(k, m)}{\mathbb{P}(m)} = p(k)x(m|k)/\lambda_m$$

Also,

$$p(k) = \sum_{m} \mathbb{P}(k, m) = \sum_{m} \lambda_{m} p_{m}(k)$$

Splitting

A splitting of $p \in \Delta(K)$ is a distribution (random posterior) \tilde{p} such that $\mathbb{E}(\tilde{p}) = p$. With finite support, this is convex combination

$$p=\sum_m\lambda_m p_m$$

Any experiment induces a splitting.

Splitting lemma

Conversely, since

$$\mathbb{P}(k,m) = p(k)x(m|k) = \lambda_m p_m(k)$$

Splitting lemma (Aumann Maschler, 65)

Any splitting of p

$$p = \sum_{m} \lambda_{m} p_{m}$$

is induced by the experiment $x(m|k) = \lambda_m p_m(k)/p(k)$

Auxiliary game

- Consider the game $\tilde{G}(p)$ where player 1 can send a message *m* to player 2 before choosing actions. Let $\tilde{V}(p)$ be its value.
- If $p = \sum_{m} \lambda_{m} p_{m}$, then player 1 can send the message *m* and guarantee $f(p_{m})$ afterwards. So $\tilde{V}(p) \ge \sum_{m} \lambda_{m} f(p_{m})$.
- Consider now the game G̃^{*}(p) where player 2 does not observe the message. Player 2 has less strategies in G̃^{*}(p) than in G̃(p). So, Ṽ^{*}(p) ≥ Ṽ(p).
- But then $ilde{G}^*(p)\equiv G(p).$ So

$$V(p) \geq \tilde{V}(p) \geq \sum_m \lambda_m f(p_m)$$

QED.

Concavification

Let u(p) be the value of the game without information:

u(p) is the value of the matrix game $D(p) = \sum_{k} p(k)G_{k}$.

Let Cav u(p) be its concave closure:

$$\begin{aligned} \mathsf{Cav}\, u(p) &= \inf\{f(p): f \ge u, f \text{ concave}\}\\ &= \sup\Big\{\sum_m \lambda_m u(p_m): \sum_m \lambda_m p_m = p\Big\}\end{aligned}$$

Lemma

$$V(p) \geq \operatorname{Cav} u(p)$$

Repeated game

 $G_n(p)$ is the *n*-stage repeated game with average payoff where:

- State k is drawn from p once and for all and known by player 1;
- Actions are chosen at each stage and are observed; Payoffs are not observed.

 $V_n(p)$ is the value of $G_n(p)$. $V_{\infty}(p)$ is the (uniform) value of $G_{\infty}(p)$ (if it exists).

Theorem (Aumann Maschler)

1 Cav $u(p) \le V_n(p) \le$ Cav $u(p) + \frac{cte}{\sqrt{n}}$ **2** $V_{\infty}(p) =$ Cav u(p).

We know that $V_n(p), V_{\infty}(p) \ge Cav u(p)$.

Examples

4

$$G_{k_0} = \left(\begin{array}{cc} 1 & 1 \\ 0 & 0 \end{array}\right) \qquad \qquad G_{k_1} = \left(\begin{array}{cc} 0 & 0 \\ 1 & 1 \end{array}\right)$$

 $u(p) = \max\{p, 1-p\}$ convex. Full revelation.

$$G_{k_0} = \left(\begin{array}{cc} 1 & 0 \\ 0 & 0 \end{array}\right) \qquad \qquad G_{k_1} = \left(\begin{array}{cc} 0 & 0 \\ 0 & 1 \end{array}\right)$$

u(p) = p(1-p) concave. No revelation.

Examples



Partial revelation

$$V_n(p) \leq \mathsf{Cav} \ u(p) + rac{cte}{\sqrt{n}}$$

- Fix a strategy σ of player 1 and a history of actions $h_n = (a_1, b_1, \dots, a_{n-1}, b_{n-1})$. Let $p_n(k) = \mathbb{P}(k|h_n)$.
- Interpret $\sigma(a_n = m | k, h_n)$ as an experiment x(m | k).
- $\lambda_m = \sum_k p_n(k) x(m|k)$ is the probability of playing $a_n = m$.
- Let $\tau(h_n)$ be a best-response to λ in $D(p_n)$:

$$\sum_{k} p_n(k) G_k(\lambda, \tau(h_n)) \leq u(p_n)$$

We have

$$\begin{split} \mathbb{E}[G_k(a_n, b_n)|h_n] &\leq \sum_k p_n(k)G_k(\lambda, \tau(h_n)) + C\sum_k p_n(k)\sum_m |x(m|k) - \lambda_m| \\ &\leq u(p_n) + C\sum_m \lambda_m \sum_k |p_{n+1}(k) - p_n(k)| \end{split}$$

Then (with the Martingale property),

$$\mathbb{E}[\bar{G}_n] \leq \mathbb{E}\frac{1}{n} \sum_t u(p_t) + \frac{cte(p)}{\sqrt{n}} \leq \mathsf{Cav} \, u(p) + \frac{cte(p)}{\sqrt{n}}$$

$V_\infty(p) \leq \operatorname{Cav} u(p)$

We need to prove that player 2 guarantees Cav u(p) in the infinite (limit) game.

• There exists a vector $\xi \in \mathbb{R}^{K}$ such that

$$\mathsf{Cav}\,u(p)=\langle p,\xi
angle\,\, ext{and}\,\,orall q,u(q)\leq\langle q,\xi
angle$$

Given history h_n , define a vector $v \in \mathbb{R}^k$ with $v_k = (1/n) \sum_t G_k(a_t, b_t)$. Define $q \in \Delta(K)$ by

$$q_k = \frac{(v_k - \xi_k)_+}{\sum_j (v_j - \xi_j)_+}$$

- If q is well defined, player 2 plays an optimal strategy in D(q).
- Player 2 plays arbitrarily otherwise.

$$V_\infty(p) \leq \operatorname{Cav} u(p)$$

Let $v_n = (1/n) \sum_t G(a_t, b_t)$ and $\pi(v_n)$ be the projection on $C = \{w \le \xi\}$. By construction, $v_n - \pi(v_n) = \lambda q$ with $\lambda > 0$ and

$$\langle \mathbb{E}[G(a_{n+1}, b_{n+1}) \mid h_n], q \rangle \leq u(q) \leq \langle q, \xi \rangle = \langle q, \pi(v_n) \rangle$$

For any strategy σ of player 1, if $v_n \notin C$, $\mathbb{E}[\langle G(a_{n+1}, b_{n+1}) - \pi(v_n), v_n - \pi(v_n) \rangle \mid h_n] \leq 0$

If a sequence of vectors is such that

$$\langle x_{n+1} - \pi(ar{x}_n), ar{x}_n - \pi(ar{x}_n)
angle \leq 0$$

then $d(\bar{x}_n, C) \rightarrow 0.$ QED

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6 Splitting games

Sender Receiver Games

A Sender Receiver game is a two-player Bayesian game where:

- The set of states is Θ with a prior probability p.
- Player 1 knows the state and chooses a message $m \in M$.
- Player 2 does not know the state and observes *m*. Then he chooses an action $a \in A$.
- Player 1's payoff is $u(\theta, a)$, player 2's payoff is $v(\theta, a)$.

Player 1 is an expert, Player 2 is a decision maker.

Information is transmitted strategically.

Since utilities are different, information is transmitted imperfectly.

Example

Consider the Sender-Receiver game defined by:

	a_1	a_2	
θ_1	(1, 5)	(0, 1)	$\frac{1}{2}$
θ_2	(1, -10)	(0, 1)	$\frac{1}{2}$

- Player 1 only cares about player 2 taking action *a*₁.
- For player 2, a_2 is a safe bet, a_1 is a risky bet.
- The only equilibrium is babbling (non-informative).

Equilibrium condition for player 2

- A behavior strategy for player 1 is σ : Θ → Δ(M) denoted σ(m | θ).
- A strategy σ of player 1 is formally an experiment and is equivalent to a splitting $p = \sum_{m} \lambda_m p_m$.
- A behavior strategy for player 2 is τ : M → Δ(A) denoted τ(a | m).
- Player 2 who receives the message m has belief p_m .

Player 2 with belief p over the states, chooses a mixed action from the set:

$$Y(p) = \left\{ \alpha \in \Delta(A) : \sum_{\theta} p(\theta) v(\theta, \alpha) = \max_{a} \sum_{\theta} p(\theta) v(\theta, a) \right\}$$

• At a best-reply, player 2 chooses $y_m \in Y(p_m)$.

Equilibrium condition for player 1

Suppose that player 2 chooses $y_m \in \Delta(A)$ after receiving message m. Consider the best-reply of player 1.

• For each state θ and each message m,

$$\sigma(m \mid \theta) > 0 \Rightarrow u(\theta, y_m) = \max_{m'} u(\theta, y_{m'}) := U_{\theta}$$

- Notice that σ(m | θ) > 0 ⇔ p_m(θ) > 0. Player 1 is indifferent between all messages (and thus posteriors) induced with positive probability.
- So for each m, $u(\theta, y_m) \le \max_{m'} u(\theta, y_{m'}) = U_{\theta}$ with equality if $p_m(\theta) > 0$.

Equilibrium characterization

Consider the set \mathcal{E} of tuples $(p, U, V) \in \Delta(\Theta) \times \mathbb{R}^{\Theta} \times \mathbb{R}$, such that $\exists y \in \Delta(A)$:

(i) $U_{\theta} \ge u(\theta, y)$ with equality if $p(\theta) > 0$, (ii) $y \in Y(p)$, (iii) $V = \sum_{\theta} p(\theta) v(\theta, y)$.

Denote

$$\mathsf{conv}_U(\mathcal{E}) = \left\{ \sum \lambda_m(p_m, U, V_m) : \forall m, (p_m, U, V_m) \in \mathcal{E} \right\}$$

Theorem (Aumann-Hart, Forges)

There is an equilibrium of G(p) with payoff (U, V) if and only if $(p, U, V) \in \text{conv}_U(\mathcal{E})$

Compare with Cav u(p). Convexify the non-revealing payoffs. Indifference condition for player 1.

Full revelation

A game with full revelation in equilibrium.

	a_1	a_2
θ_1	(1, 1)	(0, 0)
θ_2	(0, 0)	(3,3)

No revelation

A game with no revelation in equilibrium.

• We have,

$$Y(p) = \begin{cases} \{a_1\} \text{ if } p < 1/4\\ \{a_2\} \text{ if } 1/4 < p < 3/4\\ \{a_3\} \text{ if } p > 3/4 \end{cases}$$

• It is not possible to split p and keep player 1 indifferent.

Partial revelation

A game with partial revelation in equilibrium.

We have,

$$Y(p) = \begin{cases} \{a_1\} \text{ if } p > 4/5 \\ \{a_2\} \text{ if } 4/5 > p > 5/8 \\ \{a_3\} \text{ if } 5/8 > p > 3/8 \\ \{a_4\} \text{ if } 3/8 > p > 1/5 \\ \{a_5\} \text{ if } 1/5 > p \end{cases}$$

Partial revelation

- For p = 1/4, player 2 plays a_4 and player 1's payoff are (3,3).
- For p = 3/4, player 2 plays a_2 and player 1's payoff are (3, 3).
- Player 1 can induce those beliefs by the splitting

$$\frac{1}{2} = (1/2)\frac{1}{4} + (1/2)\frac{3}{4}$$

- Or by the strategy $\sigma(m_1 \mid \theta_1) = \frac{3}{4} = \sigma(m_2 \mid \theta_2)$.
- This equilibrium payoff dominates NR and CR.
- Player 1 obtains the maximal payoff 3.

Outline

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5 Games of information design

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Bayesian persuasion

Consider a sender-receiver environment $p \in \Delta(\Theta)$, $u(\theta, a)$, $v(\theta, a)$.

- Player 1 is an *information designer* if he can choose the information structure x : Θ → Δ(M) which delivers a message to player 2.
- Player 1 is no longer informed of the state, but chooses how information is disclosed to player 2.
- The sender receiver game is played à la Stackelberg:
 - Player 1 chooses the experiment x once and for all. It is publicly observed.
 - Nature draws θ from p and m from x.
 - Player observes x and chooses an action.
- Player 1 is able to commit on its randomizations: distributions of messages are observable and verifiable.

This model is called Bayesian Persuasion (Kamenica and Gentzkow, 2011).

Player 2 with belief *p* over the states, chooses a mixed action from the set:

$$Y(p) = \left\{ \alpha \in \Delta(A) : \sum_{\theta} p(\theta) v(\theta, \alpha) = \max_{a} \sum_{\theta} p(\theta) v(\theta, a) \right\}$$

An equilibrium strategy of player 2 is a tie-breaking-rule (TBR): a selection $\gamma(p) \in Y(p)$.

Example





Solving the game

A strategy σ of player 1 is an experiment and is equivalent to a splitting $p = \sum_m \lambda_m p_m$.

Given that the receiver chooses TBR $\gamma(p)$, the program of the sender is

$$\max\left\{\sum_{m}\lambda_{m}\sum_{\theta}p_{m}(\theta)u(\theta,\gamma(p_{m})):p=\sum_{m}\lambda_{m}p_{m}\right\}$$

Denote $U_{\gamma}(p) = \sum_{ heta} p(heta) u(heta, \gamma(p))$ then,

Lemma (Kamenica-Gentzkow, 11)

The equilibrium payoff of player 1 is

$$\sup\left\{\sum_{m}\lambda_{m}U_{\gamma}(p_{m}):\rho=\sum_{m}\lambda_{m}p_{m}\right\}=\mathsf{Cav}\;U_{\gamma}(p)$$

Example





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5 Games of information design

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Games between information designers

Environment

- Finite multidimensional state space $\Theta = \Theta_1 \times \cdots \times \Theta_n$.
- Prior $p^0 \in \Delta(\Theta)$ (possibly correlated).
- Designer i = 1,..., n chooses a statistical experiment x_i : Θ_i → Δ(M_i) (*information structure*), where M_i = M¹_i × ··· × M^k_i is a finite set of message profiles.
- Each agent $j = 1, \ldots, k$ chooses an action $a_j \in A_j$.
- Designer *i* has payoff $u_i(a, \theta_1, \ldots, \theta_n)$, with $a \in A = A_1 \times \cdots \times A_k$.
- Agent j has payoff $v_j(a, \theta_1, \ldots, \theta_n)$.

Timing of the (n + k)-player Information Design Game G_M

Finite sets of messages are given.

- **1** Designers choose experiments (x_1, \ldots, x_n) simultaneously.
- **2** Agents publicly observe (x_1, \ldots, x_n) .

A k-player Bayesian subgame $G_M(x)$ is then played:

- Solution Nature draws the state θ = (θ₁,..., θ_n) according to p⁰ ∈ Δ(Θ), and a uniformly distributed sunspot ω ∈ [0, 1].
- A profile of messages m_i = (m¹_i,...,m^k_i) from each designer i is drawn with probability x_i(m_i | θ_i).
- Solution of the provided and the provided as a set of the provided

Subgame Perfect Equilibrium

For each profile of experiments of the designers $x \in \prod_i \Delta(M_i)^{\Theta_i}$, the Bayesian game $G_M(x)$ is a finite game, so its set of Nash equilibrium outcomes

$$\mathcal{E}_M(x) \subseteq \{y: M \to \Delta(A)\} = \Delta(A)^M$$

is non-empty.

Since there is public correlation, $\mathcal{E}_M(x)$ is convex (set of public correlated equilibria of $G_M(x)$).

Theorem (Existence, Koessler et al. 2021)

For every profile of finite message sets, the (n + k)-player information design G_M game admits a subgame perfect equilibrium $(x, y), y \in \mathcal{E}_M(x)$.

Relies on Simon and Zame (1990).

Outline

1 Bayesian games

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5 Games of information design

6 Splitting games

Splitting games

• There are two finite sets K, L and initial "states" $p^0 \in P = \Delta(K)$, $q^0 \in Q = \Delta(L)$. At every stage *n*, in states (p^n, q^n) ,

• Player 1 chooses a splitting
$$s \in S(p^n) = \left\{ s \in \Delta(P) : E_s(\boldsymbol{p}^n) = p^n \right\}$$
,

- Player 2 chooses a splitting $t \in S(q^n) = \left\{ t \in \Delta(Q) : E_t(\boldsymbol{q}^n) = q^n
 ight\}$,
- the next states (p^{n+1}, q^{n+1}) are drawn from $s \otimes t$.
- The stage payoff is $u(p^n, q^n)$ with $u: P \times Q \rightarrow \mathbb{R}$ continuous.

Discounted game: $\sum \lambda(1-\lambda)^{n-1}u(p^n,q^n)$.

Long game: $u(p^{\infty}, q^{\infty})$.

Splitting games

• Splitting games are games of information design: Player 1 designs information about *k*, Player 2 about *l*.

At the end of the day, a decision maker takes an optimal decision z(p,q) as a function of his posterior beliefs (p,q).

u(p,q) is the payoff of Player 1 induced by this decision.

• These are special stochastic games with "acyclic" transitions.

Back to repeated games with incomplete information

- Splitting games were introduced as proxy for repeated games with incomplete information on both sides where:
 - Player 1 knows k, Player 2 knows l,
 - they repeatedly choose actions i, j which are observed,
 - payoffs G_{ii}^{kl} are unobserved.
 - Let,

$$u(p,q) = \operatorname{Val}\left(\sum_{k,l} p^k q^l G_{ij}^{kl}\right)$$

Concave–Convex functions

What is the correct generalization of Cav u?

- Cav $_p$ Vex $_q u(p, q)$. This is the MaxMin of the undiscounted repeated game with incomplete information on both sides.
- Vex _qCav _pu(p, q). This is the MinMax of the undiscounted repeated game with incomplete information on both sides.
- In general

$$\operatorname{Cav}_p\operatorname{Vex}_q u(p,q) < \operatorname{Vex}_q\operatorname{Cav}_p u(p,q)$$

Therefore the undiscounted repeated game has no value.

Mertens-Zamir

Yet,

Theorem (Mertens-Zamir, 1971)

In the repeated game with incomplete information on both sides, $v(p,q) := \lim v_{\lambda}(p,q)$ exists and is the unique continuous function such that

v(p,q) = Cav min(u,v)(p,q) = Vex max(u,v)(p,q)

- v is concave-convex and Cav pVex qu(p,q) < v(p,q) < Vex Cav pu(p,q).
- Sketch of proof: As long as u(p, q) ≥ v(p, q), Player 1 stays silent. As soon as u(p, q) < v(p, q), Player 1 Plays optimally in the discounted game.

Player 1 thus gets a convex combination of $\max(u, v)(p_t, q_t)$ which is $\geq \operatorname{Vex} \max(u, v)(p, q)$.

• MZ prove existence and uniqueness of v.

Splitting game

In the splitting game with stage payoff u(p,q), then

Theorem

 $v = \lim v_{\lambda}$ (Laraki 2001). It is also the value of the undiscounted game (Oliu Barton 2017) and of the long game (Koessler et al. 2021).

One can show that v is the unique function such that

- If u(p,q) < v(p,q), there exists $v \in S(p)$ such that $v(p,q) = v(s,q) \ge u(s,q)$
- If u(p,q) > v(p,q), there exists $t \in S(q)$ such that $v(p,q) = v(p,t) \le u(p,t)$

This defines an optimal strategy for each player.

Approximation of the MZ function

Assume |K| = |L| = 1.

- Consider grids $P^n = \{0, \frac{1}{n}, \dots, \frac{j}{n}, 1\}, Q^m = \{0, \frac{1}{m}, \dots, \frac{j}{m}, 1\}$ on $[0, 1] = \Delta(K) = \Delta(L).$
- Let $U = (u_{ij})$ be the matrix $u_{i,j} = u(\frac{i}{n}, \frac{j}{m})$.

Lemma (Koessler et al. 2021)

There exists a unique matrix V which is column-concave, row-convex such that $v_{00} = u_{00}$, $v_{01} = u_{01}$, $v_{10} = u_{10}$, $v_{11} = u_{11}$ and,

if
$$v_{i,j} > u_{i,j}$$
, then $v_{i,j} = \frac{1}{2}(v_{i-1,j} + v_{i+1,j})$,

if
$$v_{i,j} < u_{i,j}$$
, then $v_{i,j} = \frac{1}{2}(v_{i,j-1} + v_{i,j+1})$.

- This matrix can be found by solving linear systems.
- This induces a piecewise linear function which uniformly approximates the function *u*.

Thank you !

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