# 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 $i=1, \ldots, N$;
- 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 $i$.
(1) A state $\omega=\left(\theta, m_{1}, \ldots, m_{N}\right)$ is drawn from $p$, Player $i$ is informed of $m_{i}$.
(2) 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 $\sigma=\left(\sigma_{1}, \ldots, \sigma_{N}\right)$ with $\sigma_{i}: M_{i} \rightarrow \Delta\left(A_{i}\right)$ such that:

For each player $i$, each message $m_{i}$ with $p\left(m_{i}\right)>0$, each action $a_{i}$,

$$
\mathbb{E}\left[u_{i}\left(\theta, m_{i}, m_{-i}, \sigma_{i}\left(m_{i}\right), \sigma_{-i}\left(m_{-i}\right)\right) \mid m_{i}\right] \geq \mathbb{E}\left[u_{i}\left(\theta, m_{i}, m_{-i}, a_{i}, \sigma_{-i}\left(m_{-i}\right)\right) \mid m_{i}\right]
$$

This is an Nash equilibrium of the normal form game with payoff $\mathbb{E}\left[u_{i}(\theta, m, \sigma(m))\right]$.
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 $K \times L$ with prior distribution $p(k) q(I)$.
- Action sets are $A, B$. Payoffs are $u_{1}=-u_{2}=g(k, I, a, b)$.

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 $|L|=1$

Examples: $K=\left\{k_{0}, k_{1}\right\}, p=\left(\frac{1}{2}, \frac{1}{2}\right)$. Let $G_{k}$ be the payoff matrix in state $k$.

$$
\begin{array}{rlrl}
G_{k_{0}}=\left(\begin{array}{cc}
1 & 1 \\
0 & 0
\end{array}\right) & G_{k_{1}}=\left(\begin{array}{ll}
0 & 0 \\
1 & 1
\end{array}\right) \\
G_{k_{0}} & =\left(\begin{array}{ll}
1 & 0 \\
0 & 0
\end{array}\right) & G_{k_{1}}=\left(\begin{array}{ll}
0 & 0 \\
0 & 1
\end{array}\right) \\
G_{k_{0}}=\left(\begin{array}{ccc}
4 & 0 & 2 \\
4 & 0 & -2
\end{array}\right) & G_{k_{1}} & =\left(\begin{array}{ccc}
0 & 4 & -2 \\
0 & 4 & 2
\end{array}\right)
\end{array}
$$

## 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 $\sum_{m} \lambda_{m} f\left(p_{m}\right)$ in $G(p)$.

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

$$
V(p) \geq \sum_{m} \lambda_{m} V\left(p_{m}\right)
$$

We prove now this statement.

## Experiments and splittings

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

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

where $\lambda_{m}=\mathbb{P}(m)=\sum_{k} p(k) x(m \mid k)$ and

$$
p_{m}(k)=\mathbb{P}(k \mid m)=\frac{\mathbb{P}(k, m)}{\mathbb{P}(m)}=p(k) x(m \mid k) / \lambda_{m}
$$

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

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

## Splitting lemma (Aumann Maschler, 65)

Any splitting of $p$

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

is induced by the experiment $x(m \mid k)=\lambda_{m} p_{m}(k) / p(k)$

## 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 $f\left(p_{m}\right)$ afterwards. So $\tilde{V}(p) \geq \sum_{m} \lambda_{m} f\left(p_{m}\right)$.
- Consider now the game $\tilde{G}^{*}(p)$ where player 2 does not observe the message. Player 2 has less strategies in $\tilde{G}^{*}(p)$ than in $\tilde{G}(p)$. So, $\tilde{V}^{*}(p) \geq \tilde{V}(p)$.
- But then $\tilde{G}^{*}(p) \equiv G(p)$. So

$$
V(p) \geq \tilde{V}(p) \geq \sum_{m} \lambda_{m} f\left(p_{m}\right)
$$

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 $\operatorname{Cav} u(p)$ be its concave closure:

$$
\begin{aligned}
\operatorname{Cav} u(p) & =\inf \{f(p): f \geq u, f \text { concave }\} \\
& =\sup \left\{\sum_{m} \lambda_{m} u\left(p_{m}\right): \sum_{m} \lambda_{m} p_{m}=p\right\}
\end{aligned}
$$

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) $\operatorname{Cav} u(p) \leq V_{n}(p) \leq \operatorname{Cav} u(p)+\frac{c t e}{\sqrt{n}}$
(2) $V_{\infty}(p)=\operatorname{Cav} u(p)$.

We know that $V_{n}(p), V_{\infty}(p) \geq \operatorname{Cav} u(p)$.

## Examples

$$
G_{k_{0}}=\left(\begin{array}{cc}
1 & 1 \\
0 & 0
\end{array}\right) \quad G_{k_{1}}=\left(\begin{array}{cc}
0 & 0 \\
1 & 1
\end{array}\right)
$$

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

$$
G_{k_{0}}=\left(\begin{array}{cc}
1 & 0 \\
0 & 0
\end{array}\right) \quad G_{k_{1}}=\left(\begin{array}{cc}
0 & 0 \\
0 & 1
\end{array}\right)
$$

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

## Examples

$$
G_{k_{0}}=\left(\begin{array}{ccc}
4 & 0 & 2 \\
4 & 0 & -2
\end{array}\right) \quad G_{k_{1}}=\left(\begin{array}{ccc}
0 & 4 & -2 \\
0 & 4 & 2
\end{array}\right)
$$



Partial revelation

## $V_{n}(p) \leq \operatorname{Cav} u(p)+\frac{c t e}{\sqrt{n}}$

- Fix a strategy $\sigma$ of player 1 and a history of actions

$$
h_{n}=\left(a_{1}, b_{1}, \ldots, a_{n-1}, b_{n-1}\right) . \text { Let } p_{n}(k)=\mathbb{P}\left(k \mid h_{n}\right) .
$$

- Interpret $\sigma\left(a_{n}=m \mid k, h_{n}\right)$ as an experiment $x(m \mid k)$.
- $\lambda_{m}=\sum_{k} p_{n}(k) \times(m \mid k)$ is the probability of playing $a_{n}=m$.
- Let $\tau\left(h_{n}\right)$ be a best-response to $\lambda$ in $D\left(p_{n}\right)$ :

$$
\sum_{k} p_{n}(k) G_{k}\left(\lambda, \tau\left(h_{n}\right)\right) \leq u\left(p_{n}\right)
$$

We have

$$
\begin{aligned}
\mathbb{E}\left[G_{k}\left(a_{n}, b_{n}\right) \mid h_{n}\right] & \leq \sum_{k} p_{n}(k) G_{k}\left(\lambda, \tau\left(h_{n}\right)\right)+C \sum_{k} p_{n}(k) \sum_{m}\left|x(m \mid k)-\lambda_{m}\right| \\
& \leq u\left(p_{n}\right)+C \sum_{m} \lambda_{m} \sum_{k}\left|p_{n+1}(k)-p_{n}(k)\right|
\end{aligned}
$$

Then (with the Martingale property),

$$
\mathbb{E}\left[\bar{G}_{n}\right] \leq \mathbb{E} \frac{1}{n} \sum_{t} u\left(p_{t}\right)+\frac{\operatorname{cte}(p)}{\sqrt{n}} \leq \operatorname{Cav} u(p)+\frac{\operatorname{cte}(p)}{\sqrt{n}}
$$

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

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

$$
\operatorname{Cav} u(p)=\langle p, \xi\rangle \text { and } \forall q, u(q) \leq\langle q, \xi\rangle
$$

Given history $h_{n}$, define a vector $v \in \mathbb{R}^{k}$ with $v_{k}=(1 / n) \sum_{t} G_{k}\left(a_{t}, b_{t}\right)$. Define $q \in \Delta(K)$ by

$$
q_{k}=\frac{\left(v_{k}-\xi_{k}\right)_{+}}{\sum_{j}\left(v_{j}-\xi_{j}\right)_{+}}
$$

- 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 $v_{n}=(1 / n) \sum_{t} G\left(a_{t}, b_{t}\right)$ and $\pi\left(v_{n}\right)$ be the projection on $C=\{w \leq \xi\}$.
By construction, $v_{n}-\pi\left(v_{n}\right)=\lambda q$ with $\lambda>0$ and

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

For any strategy $\sigma$ of player 1 , if $v_{n} \notin C$,

$$
\mathbb{E}\left[\left\langle G\left(a_{n+1}, b_{n+1}\right)-\pi\left(v_{n}\right), v_{n}-\pi\left(v_{n}\right)\right\rangle \mid h_{n}\right] \leq 0
$$

If a sequence of vectors is such that

$$
\left\langle x_{n+1}-\pi\left(\bar{x}_{n}\right), \bar{x}_{n}-\pi\left(\bar{x}_{n}\right)\right\rangle \leq 0
$$

then $d\left(\bar{x}_{n}, C\right) \rightarrow 0$. QED

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## Sender Receiver Games

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

- The set of states is $\Theta$ 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:

|  | $a_{1}$ | $a_{2}$ |
| :---: | :---: | :---: |
| $\theta_{1}$ | $(1,5)$ | $(0,1)$ |
|  |  |  |
|  |  |  |
| $\theta_{2}$ | $(1,-10)$ | $(0,1)$ |

- 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 $\sigma: \Theta \rightarrow \Delta(M)$ denoted $\sigma(m \mid \theta)$.
- A strategy $\sigma$ 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 $\tau: M \rightarrow \Delta(A)$ denoted $\tau(a \mid m)$.
- 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 $y_{m} \in Y\left(p_{m}\right)$.


## 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 $\theta$ and each message $m$,

$$
\sigma(m \mid \theta)>0 \Rightarrow u\left(\theta, y_{m}\right)=\max _{m^{\prime}} u\left(\theta, y_{m^{\prime}}\right):=U_{\theta}
$$

- Notice that $\sigma(m \mid \theta)>0 \Leftrightarrow p_{m}(\theta)>0$. Player 1 is indifferent between all messages (and thus posteriors) induced with positive probability.
- So for each $m, u\left(\theta, y_{m}\right) \leq \max _{m^{\prime}} u\left(\theta, y_{m^{\prime}}\right)=U_{\theta}$ 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) $U_{\theta} \geq u(\theta, y)$ with equality if $p(\theta)>0$,
(ii) $y \in Y(p)$,
(iii) $V=\sum_{\theta} p(\theta) v(\theta, y)$.

Denote

$$
\operatorname{conv}_{U}(\mathcal{E})=\left\{\sum \lambda_{m}\left(p_{m}, U, V_{m}\right): \forall m,\left(p_{m}, U, V_{m}\right) \in \mathcal{E}\right\}
$$

## Theorem (Aumann-Hart, Forges)

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

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

## Full revelation

A game with full revelation in equilibrium.

|  | $a_{1}$ | $a_{2}$ |
| :---: | :---: | :---: |
| $\theta_{1}$ | $(1,1)$ | $(0,0)$ |
|  |  |  |
| $\theta_{2}$ | $(0,0)$ | $(3,3)$ |

## No revelation

A game with no revelation in equilibrium.

|  | $a_{1}$ | $a_{2}$ | $a_{3}$ |
| :---: | :---: | :---: | :---: |
| $\theta_{1}$ | $(3,-4)$ | $(2,-1)$ | $(1,0)$ |
|  |  |  |  |
| $\theta_{2}$ | $(3,0)$ | $(2,-1)$ | $(1,-4)$ |

- We have,

$$
Y(p)=\left\{\begin{array}{l}
\left\{a_{1}\right\} \text { if } p<1 / 4 \\
\left\{a_{2}\right\} \text { if } 1 / 4<p<3 / 4 \\
\left\{a_{3}\right\} \text { if } p>3 / 4
\end{array}\right.
$$

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


## Partial revelation

A game with partial revelation in equilibrium.

|  | $a_{1}$ | $a_{2}$ | $a_{3}$ | $a_{4}$ | $a_{5}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\theta_{1}$ | $(1,10)$ | $(3,8)$ | $(0,5)$ | $(3,0)$ | $(1,-8)$ |
|  |  |  |  |  |  |
| $\theta_{2}$ | $(1,-8)$ | $(3,0)$ | $(0,5)$ | $(3,8)$ | $(1,10)$ |

We have,

$$
Y(p)=\left\{\begin{array}{l}
\left\{a_{1}\right\} \text { if } p>4 / 5 \\
\left\{a_{2}\right\} \text { if } 4 / 5>p>5 / 8 \\
\left\{a_{3}\right\} \text { if } 5 / 8>p>3 / 8 \\
\left\{a_{4}\right\} \text { if } 3 / 8>p>1 / 5 \\
\left\{a_{5}\right\} \text { if } 1 / 5>p
\end{array}\right.
$$

## 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 $\sigma\left(m_{1} \mid \theta_{1}\right)=\frac{3}{4}=\sigma\left(m_{2} \mid \theta_{2}\right)$.
- This equilibrium payoff dominates NR and CR.
- Player 1 obtains the maximal payoff 3.


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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 $x: \Theta \rightarrow \Delta(M)$ 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 $\theta$ 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).


## Receiver

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

|  | $a_{1}$ | $a_{2}$ |
| :---: | :---: | :---: |
|  |  |  |
| $\theta_{1}$ | $(1,5)$ | $(0,1)$ |
|  |  |  |
|  |  |  |
| $\theta_{2}$ | $(1,-10)$ | $(0,1)$ |



## Solving the game

A strategy $\sigma$ of player 1 is an experiment and is equivalent to a splitting $p=\sum_{m} \lambda_{m} p_{m}$.

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

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

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

## Lemma (Kamenica-Gentzkow, 11)

The equilibrium payoff of player 1 is

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

## Example

|  | $a_{1}$ | $a_{2}$ |
| :---: | :---: | :---: |
| $\theta_{1}$ | $(1,5)$ | $(0,1)$ |
|  |  |  |
|  |  |  |
| $\theta_{2}$ | $(1,-10)$ | $(0,1)$ |



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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 $i=1, \ldots, n$ chooses a statistical experiment $x_{i}: \Theta_{i} \rightarrow \Delta\left(M_{i}\right)$ (information structure), where $M_{i}=M_{i}^{1} \times \cdots \times M_{i}^{k}$ 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 $u_{i}\left(a, \theta_{1}, \ldots, \theta_{n}\right)$, with $a \in A=A_{1} \times \cdots \times A_{k}$.
- Agent $j$ has payoff $v_{j}\left(a, \theta_{1}, \ldots, \theta_{n}\right)$.


## Timing of the $(n+k)$-player Information Design Game $G_{M}$

Finite sets of messages are given.
(1) Designers choose experiments $\left(x_{1}, \ldots, x_{n}\right)$ simultaneously.
(2) Agents publicly observe $\left(x_{1}, \ldots, x_{n}\right)$.

A $k$-player Bayesian subgame $G_{M}(x)$ is then played:
(3) Nature draws the state $\theta=\left(\theta_{1}, \ldots, \theta_{n}\right)$ according to $p^{0} \in \Delta(\Theta)$, and a uniformly distributed sunspot $\omega \in[0,1]$.
(4) A profile of messages $m_{i}=\left(m_{i}^{1}, \ldots, m_{i}^{k}\right)$ from each designer $i$ is drawn with probability $x_{i}\left(m_{i} \mid \theta_{i}\right)$.
(5) Agents publicly observe $\omega$, each agent $j$ privately observes the profile of messages $m^{j} \in M^{j}=\prod_{i \in N} M_{i}^{j}$ and chooses an action $a_{j}$.

## Subgame Perfect Equilibrium

For each profile of experiments of the designers $x \in \prod_{i} \Delta\left(M_{i}\right)^{\Theta_{i}}$, the Bayesian game $G_{M}(x)$ is a finite game, so its set of Nash equilibrium outcomes

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

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).

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

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

## Splitting games

- Splitting games are games of information design: Player 1 designs information about $k$, Player 2 about $I$.
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 I,
- they repeatedly choose actions $i, j$ which are observed,
- payoffs $G_{i j}^{k l}$ are unobserved.
- Let,

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

## Concave-Convex functions

What is the correct generalization of $\operatorname{Cav} u$ ?

- $\operatorname{Cav}_{p} \operatorname{Vex}_{q} u(p, q)$. This is the MaxMin of the undiscounted repeated game with incomplete information on both sides.
- $\operatorname{Vex}{ }_{q} \operatorname{Cav}_{p} u(p, q)$. 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

$$
v(p, q)=\operatorname{Cav} \min (u, v)(p, q)=\operatorname{Vex} \max (u, v)(p, q)
$$

- $v$ is concave-convex and $\operatorname{Cav}_{p} \operatorname{Vex}_{q} u(p, q)<v(p, q)<\operatorname{Vex}_{q} \operatorname{Cav}_{p} u(p, q)$.
- Sketch of proof: As long as $u(p, q) \geq v(p, q)$, 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 $\max (u, v)\left(p_{t}, q_{t}\right)$ 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 $v(p, q)=v(s, q) \geq u(s, q)$
- If $u(p, q)>v(p, q)$, there exists $t \in S(q)$ such that $v(p, q)=v(p, t) \leq u(p, t)$
This defines an optimal strategy for each player.


## Approximation of the MZ function

Assume $|K|=|L|=1$.

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


## 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,

$$
\begin{aligned}
& \text { if } v_{i, j}>u_{i, j}, \text { then } v_{i, j}=\frac{1}{2}\left(v_{i-1, j}+v_{i+1, j}\right), \\
& \text { if } v_{i, j}<u_{i, j}, \text { then } v_{i, j}=\frac{1}{2}\left(v_{i, j-1}+v_{i, j+1}\right) .
\end{aligned}
$$

- 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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