## Chapter 9: Decisions under Uncertainty

## Making Decisions Under Uncertainty

What an agent should do depends on:

- The agent's ability - what options are available to it.
- The agent's beliefs - the ways the world could be, given the agent's knowledge.
Sensing updates the agent's beliefs.
- The agent's preferences - what the agent wants and tradeoffs when there are risks.
Decision theory specifies how to trade off the desirability and probabilities of the possible outcomes for competing actions.


## Making Decisions Under Uncertainty

An agent acts to

- affect the outside world
- i.e. open a door
- change the relationship between the agent and the outside world
- i.e. move to the kitchen
- aquire more information about the outside world (active sensing, communication)
- i.e. looking behind the curtain, asking for help
- control its internal reasoning
- i.e. selecting the next search state


## Goals and Preferences

Alice ... went on "Would you please tell me, please, which way I ought to go from here?"
"That depends a good deal on where you want to get to," said the Cat.
"I don't much care where -" said Alice.
"Then it doesn't matter which way you go," said the Cat.
Lewis Carroll, 1832-1898
Alice's Adventures in Wonderland, 1865
Chapter 6

## Preferences

- Actions result in outcomes
- Agents have preferences over outcomes
- A rational agent will do the action that has the best outcome for them
- Sometimes agents don't know the outcomes of the actions, but they still need to compare actions
- Agents have to act.
(Doing nothing is (often) an action).


## Decision Variables

- Decision variables are like random variables that an agent gets to choose a value for.
- A possible world specifies a value for each decision variable and each random variable.
- For each assignment of values to all decision variables, the measure of the set of worlds satisfying that assignment sum to 1 .
- The probability of a proposition is undefined unless the agent conditions on the values of all decision variables.


## Decision Tree for Delivery Robot

The robot can choose to wear pads to protect itself or not. The robot can choose to go the short way past the stairs or a long way that reduces the chance of an accident.
There is one random variable of whether there is an accident.


## Expected Values

- The expected value of a function of possible worlds is its average value, weighting possible worlds by their probability.
- Suppose $f(\omega)$ is the value of function $f$ on world $\omega$.
- The expected value of $f$ is

$$
\mathcal{E}(f)=\sum_{\omega \in \Omega} P(\omega) \times f(\omega) .
$$

- The conditional expected value of $f$ given $e$ is

$$
\mathcal{E}(f \mid e)=\sum_{\omega \models e} P(\omega \mid e) \times f(\omega)
$$

## Utility

- Utility is a measure of desirability of worlds to an agent.
- Let $u(\omega)$ be the utility of world $\omega$ to the agent.
- Simple goals can be specified by: worlds that satisfy the goal have utility 1 ; other worlds have utility 0 .
- Often utilities are more complicated: for example some function of the amount of damage to a robot, how much energy is left, what goals are achieved, and how much time it has taken.


## Decision Networks

- A decision network is a graphical representation of a finite (sequential) decision problem.
- Decision networks extend belief networks to include decision variables and utility.
- A decision network specifies what information is available when the agent has to act.
- A decision network specifies which variables the utility depends on.


## Decisions Networks



- A random variable is drawn as an ellipse. Arcs into the node represent probabilistic dependence.
- A decision variable is drawn as an rectangle. Arcs into the node represent information available when the decision is taken.
- A utility node is drawn as a diamond. Arcs into the node represent variables that the utility depends on.


## Umbrella Decision Network



You don't get to observe the weather when you have to decide whether to take your umbrella. You do get to observe the forecast.

## Single decisions

- In a single decision variable, the agent can choose $D=d_{i}$ for any $d_{i} \in \operatorname{dom}(D)$.
- The expected utility of decision $D=d_{i}$ is $\mathcal{E}\left(u \mid D=d_{i}\right)$.
- An optimal single decision is the decision $D=d_{\max }$ whose expected utility is maximal:

$$
\mathcal{E}\left(u \mid D=d_{\max }\right)=\max _{d_{i} \in \operatorname{dom}(D)} \mathcal{E}\left(u \mid D=d_{i}\right)
$$

## Single-stage decision networks

Extend belief networks with:

- Decision nodes, that the agent chooses the value for. Domain is the set of possible actions. Drawn as rectangle.
- Utility nodes, the parents are the variables on which the utility depends. Drawn as a diamond.


This shows explicitly which nodes affect whether there is an accident and what affects the expected utility.

## Finding the optimal decision

- Suppose the random variables are $X_{1}, \ldots, X_{n}$, and utility depends on $X_{i_{1}}, \ldots, X_{i_{k}}$

$$
\begin{aligned}
\mathcal{E}(u \mid D) & =\sum_{X_{1}, \ldots, X_{n}} P\left(X_{1}, \ldots, X_{n} \mid D\right) \times u\left(X_{i_{1}}, \ldots, X_{i_{k}}\right) \\
& =\sum_{X_{1}, \ldots, X_{n}} \prod_{i=1}^{n} P\left(X_{i} \mid \operatorname{parents}\left(X_{i}\right)\right) \times u\left(X_{i_{1}}, \ldots, X_{i_{k}}\right)
\end{aligned}
$$

To find the optimal decision:

- Create a factor for each conditional probability and for the utility
- Sum out all of the random variables
- This creates a factor on $D$ that gives the expected utility for each $D$
- Choose the $D$ with the maximum value in the factor.


## Example Initial Factors

| Which Way | Accident | Value |  |  |
| :--- | :--- | :--- | :--- | :---: |
| long | true | 0.01 |  |  |
| long | false |  |  |  |
| short | true | 0.99 |  |  |
| short | false | 0.2 |  |  |
| Which Way | Accident | Wear Pads | Value |  |
| long | true | true | 30 |  |
| long | true | false | 0 |  |
| long | false | true | 75 |  |
| long | false | false | 80 |  |
| short | true | true | 35 |  |
| short | true | false | 3 |  |
| short | false | true | 95 |  |
| short | false | false | 100 |  |

## After summing out Accident

| Which Way | Wear Pads | Value |
| :--- | :--- | :--- |
| long | true | 74.55 |
| long | false | 79.2 |
| short | true | 83.0 |
| short | false | 80.6 |

## Sequential Decisions

- An intelligent agent doesn't carry out a multi-step plan ignoring information it receives in between steps.
- A more typical scenario is where the agent: observes, acts, observes, acts, ...
- Subsequent actions can depend on what is observed. What is observed depends on previous actions.
- Often the sole reason for carrying out an action is to provide information for future actions.
For example: diagnostic tests, spying.


## Sequential decision problems

- A sequential decision problem consists of a sequence of decision variables $D_{1}, \ldots, D_{n}$.
- Each $D_{i}$ has an information set of variables parents $\left(D_{i}\right)$, whose value will be known at the time decision $D_{i}$ is made.


## Decision Network for the Alarm Problem



## No-forgetting

A No-forgetting decision network is a decision network where:

- The decision nodes are totally ordered. This is the order the actions will be taken.
- All decision nodes that come before $D_{i}$ are parents of decision node $D_{i}$. Thus the agent remembers its previous actions.
- Any parent of a decision node is a parent of subsequent decision nodes. Thus the agent remembers its previous observations.


## What should an agent do?

- What an agent should do at any time depends on what it will do in the future.
- What an agent does in the future depends on what it did before.


## Policies

- A policy specifies what an agent should do under each circumstance.
- A policy is a sequence $\delta_{1}, \ldots, \delta_{n}$ of decision functions

$$
\delta_{i}: \operatorname{dom}\left(\operatorname{parents}\left(D_{i}\right)\right) \rightarrow \operatorname{dom}\left(D_{i}\right)
$$

This policy means that when the agent has observed $O \in \operatorname{dom}\left(\operatorname{parents}\left(D_{i}\right)\right)$, it will do $\delta_{i}(O)$.

## Expected Utility of a Policy

- Possible world $\omega$ satisfies policy $\delta$, written $\omega \models \delta$ if the world assigns the value to each decision node that the policy specifies.
- The expected utility of policy $\delta$ is

$$
\mathcal{E}(u \mid \delta)=\sum_{\omega \models \delta} u(\omega) \times P(\omega)
$$

- An optimal policy is one with the highest expected utility.


## Finding the optimal policy

- Remove all variables that are not ancestors of the utility node
- Create a factor for each conditional probability table and a factor for the utility.
- Sum out variables that are not parents of a decision node.
- Select a variable $D$ that is only in a factor $f$ with (some of) its parents.
- Eliminate $D$ by maximizing. This returns:
- the optimal decision function for $D, \arg \max _{D} f$
- a new factor to use in VE, $\max _{D} f$
- Repeat till there are no more decision nodes.
- Eliminate the remaining random variables. Multiply the factors: this is the expected utility of the optimal policy.


## Umbrella Decision Network



You don't get to observe the weather when you have to decide whether to take your umbrella. You do get to observe the forecast.

## Initial factors for the Umbrella Decision

|  |  | Weather | Fcast | Value |
| :---: | :---: | :---: | :---: | :---: |
|  |  | norai norai |  | 0.7 |
| Weather | Value |  | cloudy | 0.2 |
| norain | 0.7 | norain | rainy | 0.1 |
| rain | 0.3 | rain | sunny | 0.15 |
|  |  | rain | cloudy | 0.25 |
|  |  | rain | rainy | 0.6 |


| Weather | Umb | Value |
| :--- | :--- | :--- |
| norain | take | 20 |
| norain | leave | 100 |
| rain | take | 70 |
| rain | leave | 0 |

## Eliminating By Maximizing



## Complexity of finding the optimal policy

- If there are $k$ binary parents, to a decision $D$, there are $2^{k}$ assignments of values to the parents.
- If there are $b$ possible actions, there are $b^{2^{k}}$ different value assignments for the decision function.
- The number of policies is the product of the decision functions for the different decision nodes.


## Complexity of finding the optimal policy

- If there are $m$ decision nodes, and if there are $k_{i}$ parents for decision node $D_{i}$, and $D_{i}$ has domain size $b_{i}$ the number of policies is:

$$
\prod_{i=1}^{m} d_{i}^{2^{k_{i}}}
$$

- The number of optimizations in the dynamic programming is the sum of the number of assignments of values to parents.

$$
\sum_{i=1}^{m} 2^{k_{i}}
$$

- The dynamic programming algorithm is much more efficient than searching through policy space.


## Value of Information

- The value of information $X$ for decision $D$ is the utility of the network with an arc from $X$ to $D(+$ no-forgetting arcs) minus the utility of the network without the arc.
- The value of information is always non-negative.
- It is positive only if the agent changes its action depending on $X$.
- The value of information provides a bound on how much an agent should be prepared to pay for a sensor. How much is a better weather forecast worth?
- We need to be careful when adding an arc would create a cycle. E.g., how much would it be worth knowing whether the fire truck will arrive quickly when deciding whether to call them?


## Value of Control

- The value of control of a variable $X$ is the value of the network when you make $X$ a decision variable (and add no-forgetting arcs) minus the value of the network when $X$ is a random variable.
- You need to be explicit about what information is available when you control $X$.
- If you control $X$ without observing, controlling $X$ can be worse than observing $X$. E.g., controlling a thermometer.
- If you keep the parents the same, the value of control is always non-negative.


## Modelling Preferences

If $o_{1}$ and $o_{2}$ are outcomes of an action

- $o_{1} \succeq o_{2}$ means $o_{1}$ is at least as desirable as $o_{2}$.
- $o_{1} \sim o_{2}$ means $o_{1} \succeq o_{2}$ and $o_{2} \succeq o_{1}$.
- $o_{1} \succ o_{2}$ means $o_{1} \succeq o_{2}$ and $o_{2} \nsucceq o_{1}$


## Lotteries

- An agent may not know the outcomes of their actions, but only have a probability distribution of the outcomes.
- A lottery is a probability distribution over outcomes. It is written

$$
\left[p_{1}: o_{1}, p_{2}: o_{2}, \ldots, p_{k}: o_{k}\right]
$$

where the $o_{i}$ are outcomes and $p_{i} \geq 0$ such that

$$
\sum_{i} p_{i}=1
$$

The lottery specifies that outcome $o_{i}$ occurs with probability $p_{i}$.

- When we talk about outcomes, we will include lotteries.


## Properties of Preferences

- Completeness: Agents have to act, so they must have preferences:

$$
\forall o_{1} \forall o_{2} o_{1} \succeq o_{2} \text { or } o_{2} \succeq o_{1}
$$

- Transitivity: Preferences must be transitive:

$$
\text { if } o_{1} \succeq o_{2} \text { and } o_{2} \succ o_{3} \text { then } o_{1} \succ o_{3}
$$

(Similarly for other mixtures of $\succ$ and $\succeq$.)

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$$

(Similarly for other mixtures of $\succ$ and $\succeq$.)
Rationale: otherwise $o_{1} \succeq o_{2}$ and $o_{2} \succ o_{3}$ and $o_{3} \succeq o_{1}$. If they are prepared to pay to get $o_{2}$ instead of $o_{3}$, and are happy to have $o_{1}$ instead of $o_{2}$, and are happy to have $o_{3}$ instead of $o_{1}$
$\longrightarrow$ money pump.

## Properties of Preferences (cont.)

Monotonicity: An agent prefers a larger chance of getting a better outcome than a smaller chance:

- If $o_{1} \succ o_{2}$ and $p>q$ then

$$
\left[p: o_{1}, 1-p: o_{2}\right] \succ\left[q: o_{1}, 1-q: o_{2}\right]
$$

## Consequence of axioms

- Suppose $o_{1} \succ O_{2}$ and $o_{2} \succ o_{3}$. Consider whether the agent would prefer
- $\mathrm{O}_{2}$
- the lottery $\left[p: o_{1}, 1-p: o_{3}\right]$
for different values of $p \in[0,1]$.
- Plot which one is preferred as a function of $p$ :



## Properties of Preferences (cont.)

Continuity: Suppose $o_{1} \succ o_{2}$ and $o_{2} \succ o_{3}$, then there exists a $p \in[0,1]$ such that

$$
o_{2} \sim\left[p: o_{1}, 1-p: o_{3}\right]
$$

## Properties of Preferences (cont.)

Decomposability: (no fun in gambling). An agent is indifferent between lotteries that have same probabilities and outcomes. This includes lotteries over lotteries. For example:

$$
\begin{aligned}
& {\left[p: o_{1}, 1-p:\left[q: o_{2}, 1-q: o_{3}\right]\right]} \\
& \quad \sim\left[p: o_{1},(1-p) q: o_{2},(1-p)(1-q): o_{3}\right]
\end{aligned}
$$

## Properties of Preferences (cont.)

Substitutability: if $o_{1} \sim o_{2}$ then the agent is indifferent between lotteries that only differ by $o_{1}$ and $o_{2}$ :

$$
\left[p: o_{1}, 1-p: o_{3}\right] \sim\left[p: o_{2}, 1-p: o_{3}\right]
$$

## Alternative Axiom for Substitutability

Substitutability: if $o_{1} \succeq o_{2}$ then the agent weakly prefers lotteries that contain $o_{1}$ instead of $o_{2}$, everything else being equal.
That is, for any number $p$ and outcome $o_{3}$ :

$$
\left[p: o_{1},(1-p): o_{3}\right] \succeq\left[p: o_{2},(1-p): o_{3}\right]
$$

## What we would like

- We would like a measure of preference that can be combined with probabilities. So that

$$
\begin{aligned}
& \text { value }\left(\left[p: o_{1}, 1-p: o_{2}\right]\right) \\
& \quad=p \times \operatorname{value}\left(o_{1}\right)+(1-p) \times \operatorname{value}\left(o_{2}\right)
\end{aligned}
$$

- Money does not act like this.

What would you prefer

$$
\$ 1,000,000 \text { or }[0.5: \$ 0,0.5: \$ 2,000,000] ?
$$

- It may seem that preferences are too complex and muti-faceted to be represented by single numbers.

If preferences follow the preceding properties, then preferences can be measured by a function

$$
\text { utility : outcomes } \rightarrow[0,1]
$$

## such that

- $o_{1} \succeq o_{2}$ if and only if utility $\left(o_{1}\right) \geq u$ uility $(o 2)$.
- Utilities are linear with probabilities:

$$
\begin{aligned}
& \text { utility }\left(\left[p_{1}: o_{1}, p_{2}: o_{2}, \ldots, p_{k}: o_{k}\right]\right) \\
& =\sum_{i=1}^{k} p_{i} \times \operatorname{utility}\left(o_{i}\right)
\end{aligned}
$$

## Proof

- If all outcomes are equally preferred, set utility $\left(o_{i}\right)=0$ for all outcomes $o_{i}$.
- Otherwise, suppose the best outcome is best and the worst outcome is worst.
- For any outcome $o_{i}$, define utility $\left(o_{i}\right)$ to be the number $u_{i}$ such that

$$
o_{i} \sim\left[u_{i}: \text { best }, 1-u_{i}: \text { worst }\right]
$$

This exists by the Continuity property.

## Proof (cont.)

- Suppose $o_{1} \succeq o_{2}$ and $\operatorname{utility}\left(o_{i}\right)=u_{i}$, then by Substitutability,

$$
\begin{aligned}
& {\left[u_{1}: \text { best }, 1-u_{1}: \text { worst }\right]} \\
& \quad \succeq\left[u_{2}: \text { best }, 1-u_{2}: \text { worst }\right]
\end{aligned}
$$

Which, by completeness and monotonicity implies $u_{1} \geq u_{2}$.

## Proof (cont.)

- Suppose $p=\operatorname{utility}\left(\left[p_{1}: o_{1}, p_{2}: o_{2}, \ldots, p_{k}: o_{k}\right]\right)$.
- Suppose utility $\left(o_{i}\right)=u_{i}$. We know:

$$
o_{i} \sim\left[u_{i}: \text { best }, 1-u_{i}: \text { worst }\right]
$$

- By substitutability, we can replace each $o_{i}$ by [ $u_{i}:$ best, $1-u_{i}:$ worst $]$, so

$$
p=\text { utility }\left(\quad \left[\quad p_{1}:\left[u_{1}: \text { best }, 1-u_{1}: \text { worst }\right]\right.\right.
$$

$$
\left.\left.p_{k}:\left[u_{k}: \text { best }, 1-u_{k}: \text { worst }\right]\right]\right)
$$

- By decomposability, this is equivalent to:

$$
\begin{gathered}
p=\operatorname{utility}\left(\quad \left[\quad p_{1} u_{1}+\cdots+p_{k} u_{k}\right.\right. \\
: \text { best }, \\
p_{1}\left(1-u_{1}\right)+\cdots+p_{k}\left(1-u_{k}\right) \\
: \text { worst }]])
\end{gathered}
$$

- Thus, by definition of utility,

$$
p=p_{1} \times u_{1}+\cdots+p_{k} \times u_{k}
$$

## Utility as a function of money



## Possible utility as a function of money

Someone who really wants a toy worth $\$ 30$, but who would also like one worth $\$ 20$ :


## Allais Paradox (1953)

What would you prefer:
A: $\$ 1 m$ - one million dollars
B: lottery [0.10 : $\$ 2.5 m, 0.89: \$ 1 m, 0.01: \$ 0]$

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A: $\$ 1 m$ - one million dollars
B: lottery [0.10 : \$2.5m, 0.89 : \$1m, 0.01 : \$0]
What would you prefer:
C: lottery [0.11 : \$1m, 0.89 : \$0]
D: lottery [0.10:\$2.5m, 0.9 : \$0]

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What would you prefer:

> A: $\$ 1 m$ - one million dollars
> B: lottery $[0.10: \$ 2.5 m, 0.89: \$ 1 m, 0.01: \$ 0]$

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C: lottery $[0.11: \$ 1 m, 0.89: \$ 0]$
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It is inconsistent with the axioms of preferences to have $A \succ B$ and $D \succ C$.

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It is inconsistent with the axioms of preferences to have $A \succ B$ and $D \succ C$.

$$
\begin{aligned}
& \text { A,C: lottery }[0.11: \$ 1 m, 0.89: X] \\
& \text { B,D: lottery }[0.10: \$ 2.5 m, 0.01: \$ 0,0.89: X]
\end{aligned}
$$

## Framing Effects [Tversky and Kahneman]

- A disease is expected to kill 600 people. Two alternative programs have been proposed:
Program A: 200 people will be saved
Program B: probability 1/3: 600 people will be saved probability 2/3: no one will be saved Which program would you favor?


## Framing Effects [Tversky and Kahneman]

- A disease is expected to kill 600 people. Two alternative programs have been proposed:
Program C: 400 people will die
Program D: probability 1/3: no one will die probability 2/3: 600 will die
Which program would you favor?


## Framing Effects [Tversky and Kahneman]

- A disease is expected to kill 600 people. Two alternative programs have been proposed:
Program A: 200 people will be saved
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Which program would you favor?
- A disease is expected to kill 600 people. Two alternative programs have been proposed:
Program C: 400 people will die
Program D: probability 1/3: no one will die probability 2/3: 600 will die
Which program would you favor?
Tversky and Kahneman: 72\% chose A over B. $22 \%$ chose C over D.


## Prospect Theory



- In mixed gambles, loss aversion causes extreme risk-averse choices
- In bad choices, diminishing responsibility causes risk seeking.


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## Reference Points

Consider Anthony and Betty:

- Anthony's current wealth is $\$ 1$ million.
- Betty's current wealth is $\$ 4$ million.

They are both offered the choice between a gamble and a sure thing:

- Gamble: equal chance to end up owning $\$ 1$ million or $\$ 4$ million.
- Sure thing: own $\$ 2$ million

What does expected utility theory predict?

## Reference Points

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- Anthony's current wealth is $\$ 1$ million.
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They are both offered the choice between a gamble and a sure thing:

- Gamble: equal chance to end up owning $\$ 1$ million or $\$ 4$ million.
- Sure thing: own $\$ 2$ million

What does expected utility theory predict?
What does prospect theory predict?
[From D. Kahneman, Thinking, Fast and Slow, 2011, pp. 275-276.]

## Framing Effects

What do you think of Alan and Ben:

- Alan: intelligent-industrious-impulsive-critical-stubborn-envious


## Framing Effects

What do you think of Alan and Ben:

- Ben: envious—stubborn-critical—impulsive-industrious-intelligent


## Framing Effects

What do you think of Alan and Ben:

- Alan: intelligent-industrious-impulsive-critical-stubborn-envious
- Ben: envious—stubborn-critical-impulsive-industrious-intelligent
[From D. Kahneman, Thinking Fast and Slow, 2011, p. 82]


## Framing Effects

- Suppose you had bought tickets for the theatre for $\$ 50$. When you got to the theatre, you had lost the tickets. You have your credit card and can buy equivalent tickets for $\$ 50$. Do you buy the replacement tickets on your credit card?


## Framing Effects

- Suppose you had bought tickets for the theatre for $\$ 50$. When you got to the theatre, you had lost the tickets. You have your credit card and can buy equivalent tickets for $\$ 50$. Do you buy the replacement tickets on your credit card?
- Suppose you had $\$ 50$ in your pocket to buy tickets. When you got to the theatre, you had lost the \$50. You have your credit card and can buy equivalent tickets for $\$ 50$. Do you buy the tickets on your credit card?
[From R.M. Dawes, Rational Choice in an Uncertain World, 1988.]


## The Ellsberg Paradox (1961)

There are 90 chips in a bag, 30 red, the other yellow or black.
What do you prefer?
A: You will win if a red chip is drawn, yellow and black are blanks
B: You will win if a yellow chip is drawn, red and black are blanks

## The Ellsberg Paradox (1961)

There are 90 chips in a bag, 30 red, the other yellow or black.
What do you prefer?
A: You will win if a red chip is drawn, yellow and black are blanks
B: You will win if a yellow chip is drawn, red and black are blanks

C: You will win if a red or black chip is drawn, yellow is a blank
D: You will win if a yellow or black chip is drawn, red is a blank

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C: You will win if a red or black chip is drawn, yellow is a blank
D: You will win if a yellow or black chip is drawn, red is a blank

People prefer $A$ over $B$ and $D$ over $C$. Why?

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C: You will win if a red or black chip is drawn, yellow is a blank
D: You will win if a yellow or black chip is drawn, red is a blank

People prefer A over B and D over C. Why?
Distinction between risk (probability distribution is known) and ambiguity (probability distribution is not known). If possible, people avoid ambiguity.

## The limits of Rational Behavior

Daniel Kahnemann, Amon Tversky (1979): 12 reasons for irrational behavior

- overconfidence/over-confidentiality bias: overestimation of ones own capabilities, courage, and the ability to influence the future
- arrogance: underestimation of the abilities of opponents
- anchoring effect: opinions (even from unreliable sources) become a self-fulfilling prophecy
- stubbornness: positions, once adopted are kept
- familiarity bias: perception is biased in favour of the already known, alternatives will be ignored
- status quo bias: greater risks are taken to keep the status quo instead of changing it


## The limits of Rational Behavior

- loss aversion: losses are feared more than gains are welcomed
- wrong priorities: unreasonably much effort is devoted to small decisions while too little attention is paid to the big ones
- inopportune regret: much time is spent on regretting a loss, without any benefit
- whitewashing: wrong decisions are euphemized
- manipulation: a decision is adopted more readily if motivated by a fear of loss, instead of potential gains
- priming: decisions are influenced by earlier, memorized and usually unconcious experiences and expectations
- foreboding: decisions are influenced by the ability to anticipate the future


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No, but ...

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No, but ...
... they should be able to take the human deviation from rationality into consideration.

## Factored Representation of Utility

- So far, utility has been described in terms of states.
- Usually, too many states have to be distinguished.
- Alternatively describing possible outcomes in terms of features $X_{1}, \ldots, X_{n}$.
- An additive utility is one that can be decomposed into set of factors:

$$
u\left(X_{1}, \ldots, X_{n}\right)=f_{1}\left(X_{1}\right)+\cdots+f_{n}\left(X_{n}\right)
$$

This assumes additive independence.

- Strong assumption: contribution of each feature doesn't depend on other features.
- Many ways to represent the same utility:
- a number can be added to one factor as long as it is subtracted from others.


## Additive Utility

- An additive utility has a canonical representation:

$$
u\left(X_{1}, \ldots, X_{n}\right)=w_{1} \times u_{1}\left(X_{1}\right)+\cdots+w_{n} \times u_{n}\left(X_{n}\right)
$$

- If best $_{i}$ is the best value of $X_{i}, u_{i}\left(X_{i}=\right.$ best $\left._{i}\right)=1$. If worst $_{i}$ is the worst value of $X_{i}, u_{i}\left(X_{i}=\right.$ worst $\left._{i}\right)=0$.
- $w_{i}$ are weights, $\sum_{i} w_{i}=1$.

The weights reflect the relative importance of features.

- We can determine weights by comparing outcomes.

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$$
w_{1}=u\left(\text { best }_{1}, x_{2}, \ldots, x_{n}\right)-u\left(\text { worst }_{1}, x_{2}, \ldots, x_{n}\right)
$$

for any values $x_{2}, \ldots, x_{n}$ of $X_{2}, \ldots, X_{n}$.

## Complements and Substitutes

- Often additive independence is not a good assumption.
- Values $x_{1}$ of feature $X_{1}$ and $x_{2}$ of feature $X_{2}$ are complements if having both is better than the sum of the two.
- E.g. booking a hotel room and an airplane ticket together.
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- E.g. two outings on the same day, if the locations are in close proximity.
- Values $x_{1}$ of feature $X_{1}$ and $x_{2}$ of feature $X_{2}$ are substitutes if having both is worse than the sum of the two.
- E.g. two lengthy outings into opposite directions on the same day.


## Generalized Additive Utility

- A generalized additive utility can be written as a sum of factors:

$$
u\left(X_{1}, \ldots, X_{n}\right)=f_{1}\left(\overline{X_{1}}\right)+\cdots+f_{k}\left(\overline{X_{k}}\right)
$$

where $\overline{X_{i}} \subseteq\left\{X_{1}, \ldots, X_{n}\right\}$.

- An intuitive canonical representation is difficult to find.
- It can represent complements and substitutes.


## Utility and time

- Would you prefer $\$ 1000$ today or $\$ 1000$ next year?
- What price would you pay now to have an eternity of happiness?
- How can you trade off pleasures today with pleasures in the future?


## Utility and time

- How would you compare the following sequences of rewards (per week):

A: \$1000000, \$0, \$0, \$0, \$0, \$0,...
B: $\$ 1000, \$ 1000, \$ 1000, \$ 1000, \$ 1000, \ldots$
C: \$1000, \$0, \$0, \$0, \$0,...
D: $\$ 1, \$ 1, \$ 1, \$ 1, \$ 1, \ldots$
E: $\$ 1, \$ 2, \$ 3, \$ 4, \$ 5, \ldots$

## Markov decision processes

- augmenting a Markov chain with actions

- fully or partially observable processes (MDP/POMDP)
- stationary models: state transitions and rewards do not depend on time


## Markov decision processes

- Can the agent go on forever?
- no: indefinite horizon problem
- yes: infinite horizon problem
- utility has to be estimated continously, since the agent might never be able to reach an end state


## Rewards and Values

Suppose the agent receives a sequence of rewards $r_{1}, r_{2}, r_{3}, r_{4}, \ldots$ in time. Three different possibilities to compute the utility

- total reward $V=\sum_{i=1}^{\infty} r_{i}$
- average reward $V=\lim _{n \rightarrow \infty}\left(r_{1}+\cdots+r_{n}\right) / n$
- discounted return $V=r_{1}+\gamma r_{2}+\gamma^{2} r_{3}+\gamma^{3} r_{4}+\cdots$
$\gamma$ is the discount factor $0 \leq \gamma \leq 1$.


## Properties of the Discounted Rewards

- The discounted return for rewards $r_{1}, r_{2}, r_{3}, r_{4}, \ldots$ is

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- How is the infinite future valued compared to immediate rewards?
$1+\gamma+\gamma^{2}+\gamma^{3}+\cdots=1 /(1-\gamma)$
Therefore $\frac{\text { minimum reward }}{1-\gamma} \leq \boldsymbol{V}(t) \leq \frac{\text { maximum reward }}{1-\gamma}$
- We can approximate $V$ with the first $k$ terms, with error:

$$
V-\left(r_{1}+\gamma r_{2}+\cdots+\gamma^{k-1} r_{k}\right)=\gamma^{k} V(k+1)
$$

