

# Binary Response Dynamic Panel Data Models with Switching State Dependence

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# Talk Outline

- 1 Motivation and Contribution
- 2 Literature
- 3 Model framework
- 4 Identification strategy
- 5 Conclusion and Work-in-progress

## Motivation I: Intertemporal correlation

Heckman (1981): “The conditional probability that an individual will experience the event in the future is a function of past experience.”

- “**True State Dependence**: an otherwise identical individual who did not experience the event would behave differently in the future than an individual who experienced the event.”
- “**Spurious State Dependence**: individuals may differ in certain unmeasured variables that influence their probability of experiencing the event but that are not influenced by the experience of the event”

## Motivation II: Switching costs

- Dubé, Hitsch, and Rossi (2010): “Researchers in both marketing and economics have documented a form of **persistence** in consumer choice data whereby consumers have a higher probability of choosing products that they have purchased in the past. We call this form of persistence **inertia** in brand choice.”
  - ▶ “There are two conceptually distinct explanations for the source of inertia in brand choice: structural state dependence and spurious state dependence”
  - ▶ “...the finding of inertia is robust to controls for unobserved consumer differences, and thus we find **evidence for structural state dependence**. We then explore three different economic explanations that can give rise to structural state dependence: preference changes due to past purchases (**psychological switching costs**) which induce a form of loyalty, search, and learning...”
- Dubé, Hitsch, and Rossi (2009): “**Switching costs** can come from a variety of sources, including product adoption costs, shopping/search costs, and psychological sources..... Both psychological switching costs and a monetary switching fee give rise to an **observationally equivalent form of inertia** in consumer purchases.”

# Contribution

This paper studies **identification** in

- Binary response panel data models with **switching state dependence**

Examples:

- Consumers demand over time
  - ▶ Choice between system blades and disposable razors
- Individuals labor decisions over time
  - ▶ Choice between employment and unemployment

*Binary Response Dynamic Panel Data Models (with a twist)*

- Individuals might be reluctant to switch: Inertia in individual choices
  - ▶ Cost of switching, habits, loyalty, lock-in effects, search, learning....
- Examine whether individuals condition their decisions on **switching**

## (A very brief) Literature review

### Dynamic binary response models

- Honoré and Kyriazidou (2000), Honoré and Tamer (2006), Aristodemou (2021), Khan, Ponomareva, and Tamer (2019), Honoré and Weidner (2020)

### Dynamic ordered response models

- Muris, Raposo, and Vondros (2020), Honoré, Muris, and Weidner (2021)

### Structural dynamic panel data models

- Aguirregabiria, Gu, and Luo (2021), Pakes, Porter, Shepard, and Calder-Wang (2021)

### Duration models

- Lancaster (1979), Frederiksen, Honoré, and Hu (2007)

### Multi-spell duration models

- Gørgens and Hyslop (2018, 2019)

### IO literature: Consumer inertia, passive shoppers and switching costs

- Dubé, Hitsch, and Rossi (2009, 2010), Clerides and Courty (2017)

# The (classical) Dynamic Binary Response Model

Individuals observed for 3 periods,  $t \in \{0, 1, 2\}$

$$Y_{it} = 1(X_{it}\beta + 1(Y_{i,t-1} = 1)\gamma + \alpha_i + V_{it} > 0)$$

with

$$1(Y_{i,t-1} = 1) = \begin{cases} 1 & \text{if } Y_{i,t-1} = 1 \\ 0 & \text{otherwise} \end{cases}$$

- $(\beta, \gamma) \in \Theta$  parameters of interest

Observables

- $Y_i = (Y_{i1}, Y_{i2}) \in \mathcal{Y}_1 \times \mathcal{Y}_2 \equiv \{0, 1\}$
- $X_i = (X_{i1}, X_{i2})$  with support  $\mathcal{X}$
- Initial condition  $Y_{i0} \in \{0, 1\}$

Unobservables

- $\alpha_i \in \mathcal{A}$
- $V_i = (V_{i1}, V_{i2})$  with support  $\mathcal{V}$

# The New Model

Individuals observed for 3 periods,  $t \in \{0, 1, 2\}$

$$Y_{it} = 1(X_{it}\beta + 1(Y_{i,t-1} = Y_{it})\gamma + \alpha_i + V_{it} > 0)$$

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Unobservables

- $\alpha_i \in \mathcal{A}$
- $V_i = (V_{i1}, V_{i2})$  with support  $\mathcal{V}$



## Econometric Challenges: (classical) DBR Model

- Describe choices between two or more discrete alternatives
  - ▶ Qualitative or Limited dependent variables models
- Distribution of time-varying unobservables
- Fixed effects:  $\alpha$  correlated with  $Y_{t-1}$  and possibly  $X_t$
- Initial condition: Choice in period  $t = 1$  depends on  $t = 0$
- Incidental parameters problem: Small T-Large N

## Econometric Challenges: New Model

Individual decision problem:

$$\text{When } Y_{t-1} = 0 : Y_t = \begin{cases} 1 & \text{if } X_t\beta + \alpha + V_t > 0 \\ 0 & X_t\beta + \gamma + \alpha + V_t < 0 \end{cases}$$

$$\text{When } Y_{t-1} = 1 : Y_t = \begin{cases} 1 & \text{if } X_t\beta + \gamma + \alpha + V_t > 0 \\ 0 & X_t\beta + \alpha + V_t < 0 \end{cases}$$

Single Index Restriction is violated.

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Single Index Restriction is violated.

The choice in period  $t$  depends on  $1(Y_{t-1} = Y_t)$

- Current period's choice affects current period's utility
- The model is *logically inconsistent* (Maddala (1983))
- Model is incomplete and incoherent!
- In general this leads to partial identification.

# Regions of Unobservables

Regions  $\mathcal{R}_{(y_1, y_2)}(x, y_0; \beta, \gamma)$  partitioning  $\text{supp}(V, \alpha)$  for each  $(y_1, y_2) | x, y_0$

$$\mathcal{R}_{(0,0)}(x, 0; \beta, \gamma) = \{(V, \alpha) \in (\mathcal{V}, \mathcal{A}) : x_1\beta + \gamma + \alpha + V_1 \leq 0 \ \& \ x_2\beta + \gamma + \alpha + V_2 \leq 0\}$$

$$\mathcal{R}_{(0,1)}(x, 0; \beta, \gamma) = \{(V, \alpha) \in (\mathcal{V}, \mathcal{A}) : x_2\beta + \alpha + V_2 > 0 \geq x_1\beta + \gamma + \alpha + V_1\}$$

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# Regions of Unobservables I

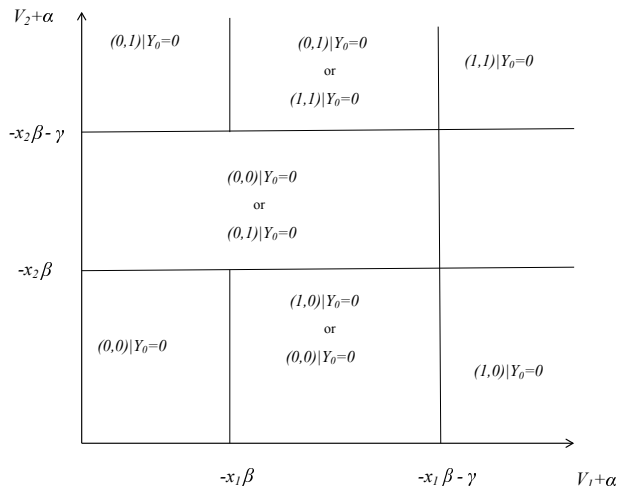


Figure:  $(Y_1, Y_2)$  choice when  $\gamma < 0$  and  $Y_0 = 0$

# Regions of Unobservables II

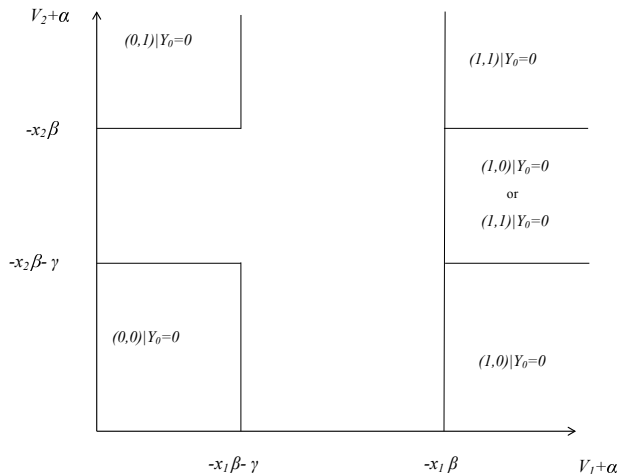


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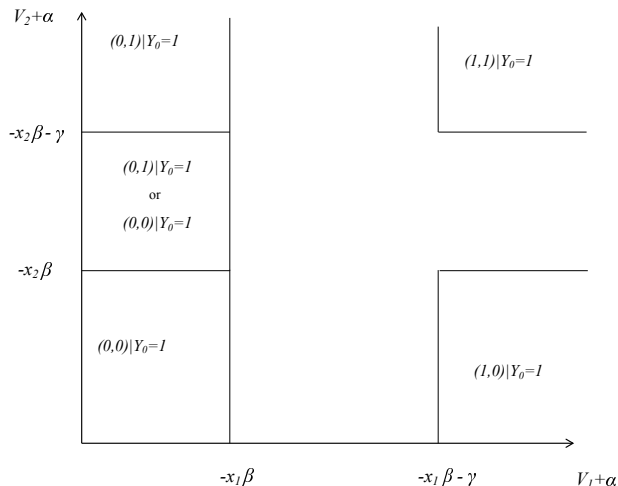


Figure:  $(Y_1, Y_2)$  choice when  $\gamma < 0$  and  $Y_0 = 1$

# Regions of Unobservables IV

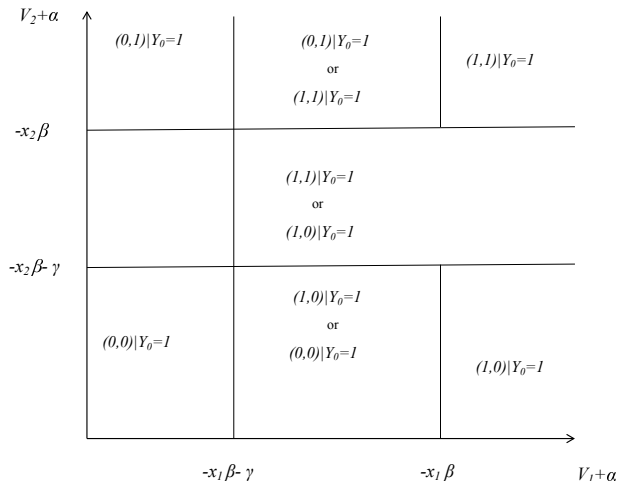


Figure:  $(Y_1, Y_2)$  choice when  $\gamma > 0$  and  $Y_0 = 1$



# Incompleteness and Incoherence

## Incompleteness:

- $\exists(x, y_0) \in \mathcal{X} \times \mathcal{Y}_i$ , such that for every  $(V, \alpha)$ , there is not a unique solution with probability 1.

## Incoherence:

- $\exists(x, y_0) \in \mathcal{X} \times \mathcal{Y}_i$ , such that for every  $(V, \alpha)$ , there is no solution, denoted by  $\mathcal{Y}() = \emptyset$

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Knowing if the model is complete and coherent is important for *parameters' estimation*

- Complete and coherent models allow for the construction of a likelihood function if the model is correctly specified.

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Knowing if the model is complete and coherent is important for *parameters' estimation*

- Complete and coherent models allow for the construction of a likelihood function if the model is correctly specified.

Incompleteness implications example:

- when  $\gamma < 0$ :  $P(1, 0|x, 0) < F_{(V, \alpha)|X, Y_0}(R_{(1,0)}(x, 0; \beta, \gamma))$

# Approaches in Literature

Related models and approaches proposed in the literature:

- Games with simultaneous responses + identification at infinity:  
Tamer (2003)
- Binomial response models with dummy endogenous regressors:  
Lewbel (2007)
- Characterization of identified sets using random set theory:  
Beresteanu, Molchanov, and Molinari (2011), Chesher and Rosen (2012)
- Truncating the limited dependent variables to lie outside the incoherency regions: Hajivassiliou and Savignac (2019)
- Selection mechanism among multiple potential equilibria:  
Bjorn and Vuong (1984), Bajari, Hong, and Ryan (2010)
- Imposing coherency and completeness conditions:  
Schmidt (1981), Blundell and Smith (1994)

# Possible Identification Techniques

- Completing the model:  $\gamma = 0$  - Standard static binary response model
  - ▶ Chamberlain (1984, 2010) and Manski (1987)

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Table 1: A summary of the determination of outcome  $Y$  for the approaches of section 3 when the model delivers no or multiple solutions.

|             | Restrictions for the determination of $Y$ when:  |  |
|-------------|--|--|
|             | $\mathcal{Y}(Z, U; h) = \emptyset$ (no solution) | $\#\mathcal{Y}(Z, U; h) \geq 2$ (multiple solutions) |
| Approach 1: | $Y = \phi$                                       | $Y \in \mathcal{Y}(Z, U; h)$                         |
| Approach 2: | not observed                                     | $Y \in \mathcal{Y}(Z, U; h)$                         |
| Approach 3: | $Y \in \mathcal{Y}$                              | $Y \in \mathcal{Y}(Z, U; h)$                         |
| Approach 4: | not observed                                     | not observed   |

- None of the above approaches has been applied to dynamic panel data models with fixed effects

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Approach 4:      not observed      not observed

- None of the above approaches has been applied to dynamic panel data models with fixed effects

# Semiparametric Identification Strategy

Semiparametric Identification:

- No distributional assumptions on  $V$  and  $\alpha$
- Observable implications invariant to the fixed effect.

Initial condition:

- $Y_0$  is treated as an additional observable with no assumptions on its generation

(Partial) Identification strategy:

- Use individuals who switch in two periods conditional on their initial condition.



Semiparametric Identification: conditional independence only

$$\mathcal{B}^{DB} = \left\{ \begin{array}{l} (\beta, \gamma) \in \mathcal{B} : \forall \omega \in \mathbb{R}, \\ \sup_{x: -\Delta x \beta - \gamma \leq \omega} P(1, 0|x, 0) \leq \inf_{x: -\Delta x \beta \geq \omega} 1 - P(0, 1|x, 0) \\ \quad \wedge \\ \sup_{x: -\Delta x \beta \leq \omega} P(1, 0|x, 1) \leq \inf_{x: -\Delta x \beta + \gamma > \omega} 1 - P(0, 1|x, 1) \\ \text{a.e. } x \in \mathcal{X} \end{array} \right\}$$

- Can we use this approach in the incomplete and incoherent model?

# Graphical explanation example: (classical) DBR model

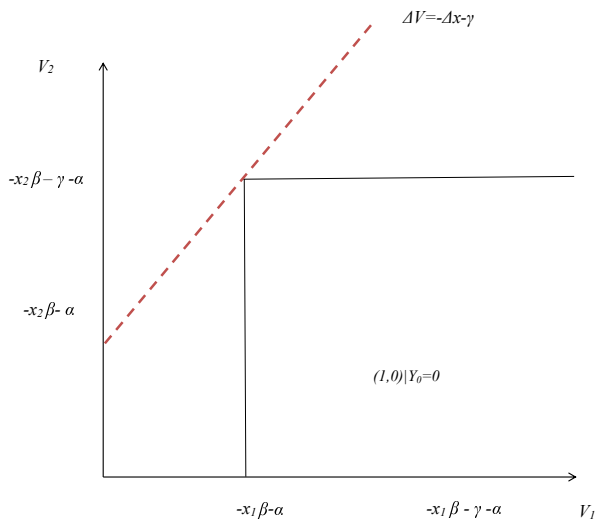


Figure:  $(Y_1, Y_2)$  choice when  $\gamma < 0$  and  $Y_0 = 0$

# Regions of Unobservables I: Revisited

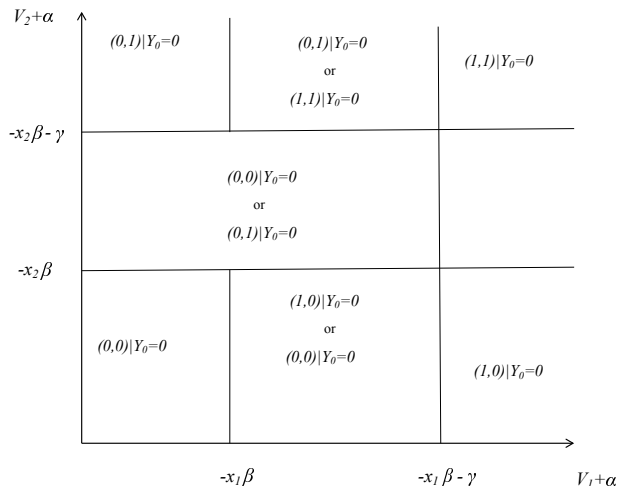


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# Graphical explanation example: The New Model

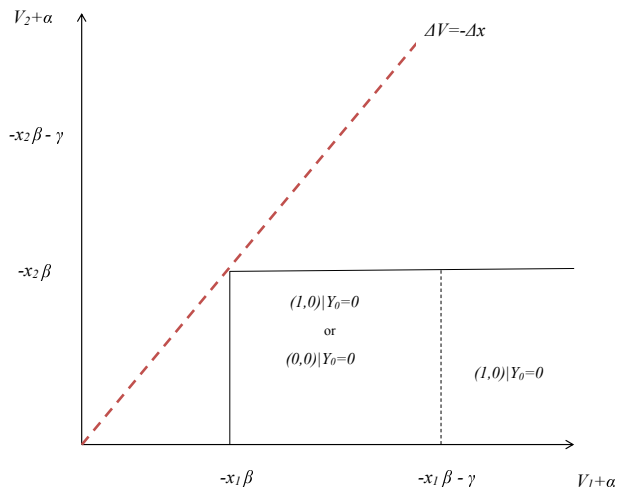


Figure: Upper Bound for  $(1,0) | Y_0 = 0$

## Approach 1: $\{Y = \phi\}$ when $\mathcal{Y}() = \emptyset$

Assume:

$$\mathcal{Y}() = \emptyset \Rightarrow Y = \phi \rightarrow \mathcal{Y}^* = \{\mathcal{Y}_1 \times \mathcal{Y}_2 \cup \phi\}$$

Implications:

- With  $\{Y = \phi\}$  observed,  
 $f_{y_1, y_2 | x, y_0}(y_1, y_2 | x, y_0) = P(y_1, y_2 | x, y_0)$  is identified.
- $\{Y = y \cap X = x \cap Y_0 = y_0\} \Rightarrow (V, \alpha) \in \mathcal{R}_{(y_1, y_2)}(x, y_0; \beta, \gamma)$ 
  - ▶ Multiple equilibria regions
- $\mathbf{F}_{(v, \alpha) | x, y_0}(\mathcal{R}_{(y_1, y_2)}(x, y_0; \beta, \gamma)) \geq \mathbf{P}(y_1, y_2 | x, y_0)$

## Example: Semiparametric Identification Bounds

Consider  $(Y_1 = 1, Y_2 = 0)|x, Y_0 = 0$

$$\mathcal{R}_{(1,0)}(x, 0; \beta, \gamma) = \{(V, \alpha) \in (\mathcal{V}, \mathcal{A}) : x_2\beta + \alpha + V_2 < 0 \geq x_1\beta + \alpha + V_1\}$$

For any fixed  $\alpha \in \mathcal{A}$ ,

$$\{V \in \mathcal{V} : \mathcal{R}_{(1,0)}(x, 0; \beta, \gamma)\} \subseteq \{V \in \mathcal{V} : \Delta V < -\Delta x\beta\}$$

$$\Rightarrow \{P(1, 0|x, 0) < F_{(V, \alpha)|X, Y_0}(\mathcal{R}_{(1,0)}(x, 0; \beta, \gamma)) < P_{\Delta V|Y_0}[\Delta V < -\Delta x\beta | Y_0 = 0]\}$$

Recall:  $V \perp X | Y_0$

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### Theorem

For any fixed pair  $x$  and  $y_0$ ,  $(\beta, \gamma)$  satisfies

$$P(1, 0|x, 0) \leq P_{\Delta V|Y_0}[\Delta V < -\Delta x\beta | Y_0 = 0]$$

$$1 - P(0, 1|x, 0) \geq P_{\Delta V|Y_0}[\Delta V < -\Delta x\beta + \gamma | Y_0 = 0]$$

$$P(1, 0|x, 1) \leq P_{\Delta V|Y_0}[\Delta V < -\Delta x\beta + \gamma | Y_0 = 1]$$

$$1 - P(0, 1|x, 1) \geq P_{\Delta V|Y_0}[\Delta V < -\Delta x\beta | Y_0 = 1]$$

where  $\Delta X = X_2 - X_1$  and  $\Delta V = V_2 - V_1$ .

# Example: Semiparametric Identification Bounds

## Theorem

Bounds (outer regions) for  $\beta, \gamma$  are given by the set:

$$\mathcal{B} = \left\{ \begin{array}{l} (\beta, \gamma) \in \mathcal{B} : \forall \omega \in \mathbb{R}, \\ \sup_{x: -\Delta x \beta \leq \omega} P(1, 0|x, 0) \leq \inf_{x: -\Delta x \beta + \gamma \geq \omega} 1 - P(0, 1|x, 0) \\ \quad \wedge \\ \sup_{x: -\Delta x \beta + \gamma \leq \omega} P(1, 0|x, 1) \leq \inf_{x: -\Delta x \beta > \omega} 1 - P(0, 1|x, 1) \\ \text{a.e. } x \in \mathcal{X} \end{array} \right\}$$



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Outline: Conditioning on  $Y_0 = 0$  for any constant  $\omega \in \mathbb{R}$

- $(Y_1, Y_2) = (1, 0) \cap -\Delta X \beta \leq \omega \Rightarrow \Delta V < \omega$
- If  $-\Delta X \beta \leq \omega : P[(Y_1, Y_2) = (1, 0) \cap -\Delta X \beta \leq \omega | x, 0] = P(1, 0|x, 0)$
- $\forall x \in \mathcal{X}$  s.t.  $-\Delta X \beta \leq \omega : P(1, 0|x, 0) \leq P(\Delta V < \omega | Y_0)$
- $P(\Delta V < \omega | Y_0)$  independent of  $x$ :  $\sup_{x: -\Delta x \beta \leq \omega} P(1, 0|x, 0) \leq F_{\Delta V | Y_0}(\omega)$

## Approach 2: Nothing observed if $\mathcal{Y}() = \emptyset$

Assume:  $\mathcal{Y}() = \emptyset \Rightarrow$  null outcomes never observed

Implications:

- Null outcomes never observed,  
 $f_{y_1, y_2 | x, y_0}(y_1, y_2 | x, y_0) = P(y_1, y_2 | x, y_0, \mathcal{Y}() = \emptyset)$  is identified.
- $\{Y = y \cap X = x \cap Y_0 = y_0\} \Rightarrow (V, \alpha) \in \mathcal{R}_{(y_1, y_2)}(x, y_0; \beta, \gamma)$ 
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- $F_{(V, \alpha) | X, Y_0}(\mathcal{R}_{(y_1, y_2)}(x, y_0; \beta, \gamma)) \geq P[(y_1, y_2) | x, y_0]$
- Bayes Rule:  
$$F_{(V, \alpha) | X, Y_0}(\mathcal{R}_{(y_1, y_2)}(x, y_0; \beta, \gamma)) \geq [1 - F_{(V, \alpha) | X, Y_0}(\mathcal{Y}() = \emptyset)] f_{y_1, y_2 | x, y_0}(y_1, y_2 | x, y_0)$$

## Example: Semiparametric Identification Bounds

Consider  $(Y_1 = 1, Y_2 = 0) | X, Y_0 = 0$

$$\mathcal{R}_{(1,0)}(x, 0; \beta, \gamma) = \{(V, \alpha) \in (\mathcal{V}, \mathcal{A}) : x_2\beta + \alpha + V_2 < 0 \geq x_1\beta + \alpha + V_1\}$$

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### Theorem

For any fixed pair  $x$  and  $y_0$ ,  $(\beta, \gamma)$  satisfies

$$P(1, 0|x, 0) \leq P_{\Delta V|Y_0}[\Delta V < -\Delta x \beta | Y_0 = 0, \mathcal{Y} \neq \emptyset]$$

$$1 - P(0, 1|x, 0) \geq P_{\Delta V|Y_0}[\Delta V < -\Delta x \beta + \gamma | Y_0 = 0, \mathcal{Y} \neq \emptyset]$$

$$P(1, 0|x, 1) \leq P_{\Delta V|Y_0}[\Delta V < -\Delta x \beta + \gamma | Y_0 = 1, \mathcal{Y} \neq \emptyset]$$

$$1 - P(0, 1|x, 1) \geq P_{\Delta V|Y_0}[\Delta V < -\Delta x \beta | Y_0 = 1, \mathcal{Y} \neq \emptyset]$$

where  $\Delta X = X_2 - X_1$  and  $\Delta V = V_2 - V_1$ .

# Conclusion and Work-in-progress

- New binary response model with fixed effects and switching dependence
- Model is incomplete and incoherent which leads to impose econometric and identification challenges
- Identification Bounds using different techniques still in progress

Further questions:

- How informative are these bounds?
- How to estimate the model?
- Extension: Application to consumer demand using the Nielsen dataset.

Thank you for your attention!

Any questions or comments?

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