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Optimal Equilibrium for Time Inconsistency — the Stopping Case

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Columbia University November 9, 2017

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OUTLINE

Introduction

• What is time inconsistency?

Literature

• Two unsettled problems.

Methodology

- ► Iterative approach.
- ► Main results.

Examples



CLASSICAL OPTIMAL STOPPING

Consider

- a continuous Markovian process $X : [0, \infty) \times \Omega \mapsto \mathbb{R}^d$.
- a continuous payoff function $g : \mathbb{R}^d \mapsto \mathbb{R}_+$.

Optimal Stopping

Given $(t, x) \in [0, \infty) \times \mathbb{R}^d$, can we solve

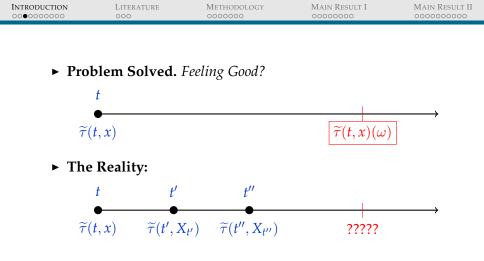
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\sup_{\tau\in\mathcal{T}_t}\mathbb{E}_{t,x}[\delta(\tau-t)g(X_{\tau})]?
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- \mathcal{T}_t : set of stopping times τ s.t. $\tau \ge t$ a.s.
- $\delta : \mathbb{R}_+ \mapsto [0, 1]$: decreasing from $\delta(0) = 1$.

We say $\widetilde{\tau}$ is a stopping policy:

$$(t,x) \longrightarrow \widetilde{\tau}(t,x) \in \mathcal{T}_t$$

Classical Theory: END OF STORY!



- ► Time Inconsistency:
 - $\tilde{\tau}(t, x), \tilde{\tau}(t', X_{t'}), \tilde{\tau}(t'', X_{t''})$ may all be different.
 - Is it reasonable to apply $\tilde{\tau}(t, x)$ at time *t*?



EXAMPLE (BES 1)

$$\sup_{\tau} \mathbb{E}_{t,x} \left[\frac{X_{\tau}}{1 + (\tau - t)} \right].$$

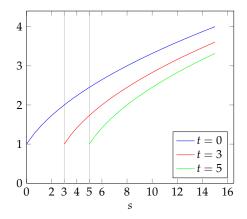
- X_t : 1-D Bessel process
- Hyperbolic discount function $\delta(s) = \frac{1}{1+s}$, $s \ge 0$.
- ► By PDE approach, we solve explicitly:

$$\widetilde{\tau}(t,x) = \inf\left\{s \ge t : X_s^{t,x} \ge \sqrt{1 + (s-t)}\right\}.$$

- Free boundary $s \mapsto \sqrt{1 + (s t)}$ depends on initial time *t*.
- This induces **time inconsistency**.



Free boundary $s \mapsto \sqrt{1 + (s - t)}$ is changing over time *t*.



• $\tilde{\tau}(t, x)$ not consistent over time.



EXAMPLE (SMOKING CESSATION)

- Smokers care most about:
 - long-term serious health problems
 - immediate pain from quitting smoking
- Our Model:
 - A smoker has a fixed lifetime *T*.
 - Deterministic cost process

$$X_s^{t,x} := xe^{\frac{1}{2}(s-t)}, \quad s \in [t,T]$$

- Smoker can either
 - ▶ 1. quit at s < T (costs X_s) 2. die peacefully at T (no cost)
 - 1. never quit (no cost) 2. die painfully at T (costs X_T)
- Hyperbolic discounting:

$$\delta(s) = \frac{1}{1+s} \quad \forall s \ge 0.$$

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• Stopping problem: For each $t \in [0, T]$,

$$\min_{s \in [t,T]} \delta(s-t) X_s^{t,x} = \min_{s \in [t,T]} \frac{x e^{\frac{1}{2}(s-t)}}{1 + (s-t)}.$$

► By Calculus, the optimal stopping time is

$$\widetilde{\tau}(t,x) = \begin{cases} t+1 & \text{if } t < T-1, \\ T & \text{if } t \geq T-1. \end{cases}$$

• time inconsistency \implies procrastination

SAFE CASE: EXPONENTIAL DISCOUNTING

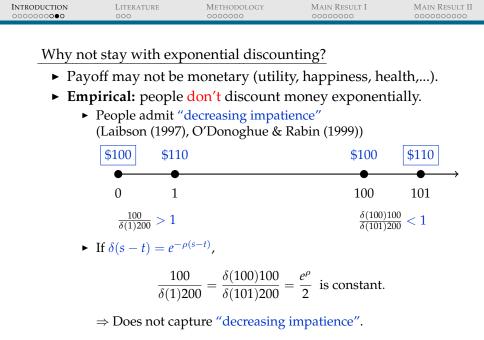
In classical literature of Mathematical Finance,

 $\delta(s) = e^{-\rho \cdot s}$ for some $\rho > 0$.

- ► This means $\delta(s-t)\delta(r-s) = \delta(r-t)$, $\forall 0 \le t \le s \le r$.
- Optimal stopping time becomes

$$\begin{split} \widetilde{\tau}(t,x) &:= \inf \left\{ s \geq t \ : \ \delta(s-t)g(X_s) \\ &= \mathop{\mathrm{ess\,sup}}_{\tau \in \mathcal{T}_s} \mathbb{E}_{s,X_s}[\delta(\tau-t)g(X_{\tau})] \right\} \\ &= \inf \left\{ s \geq t \ : \ g(X_s) = \mathop{\mathrm{ess\,sup}}_{\tau \in \mathcal{T}_s} \mathbb{E}_{s,X_s}[\delta(\tau-s)g(X_{\tau})] \right\}. \end{split}$$

No *t*-dependence anymore!



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Reasons for Time inconsistency:

- Non-exponential discounting (our focus today).
- Probability distortion:

$$\sup_{\tau\in\mathcal{T}_t}\int_0^\infty w\bigg(\mathbb{P}_{t,x}\left[g(X_\tau)>u\right]\bigg)du.$$

(H., Nguyen-Huu, X.Y. Zhou)

• Payoff depends on initial state (t, x):

$$\sup_{\tau\in\mathcal{T}_t}\mathbb{E}_{t,x}[g(t,x,X_{\tau})].$$

► <u>More general objective...</u> (e.g. Mean-variance)

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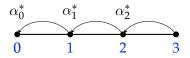
How to resolve time inconsistency? [Strotz (1955-56)]

- 1. Take into account future selves' behavior.
- 2. Find an *equilibrium* strategy that

once being enforced over time, no future self would want to deviate from.

How to find an equilibrium?

Backward sequential optimization [Pollak (1968)]:



Limitation: infinite horizon? Continuous time?

CONTINUOUS-TIME SETUP

- ► Ekeland & Lazrak (2006): provide precise mathematical definition of *equilibrium control* in continuous time.
- Ekeland & Pirvu (2008): Equilibria characterized by a system of nonlinear PDEs (*extended HJB equation*) –

{HJB-type equation equilibrium equation

- Subsequent studies: Ekeland, Mbodji, & Pirvu (2012), Björk, Murgoci, & Zhou (2014), Dong & Sircar (2014), Björk & Murgoci (2014), Yong (2012),... (still many others).
- ► Almost all focused on <u>control problems</u>.

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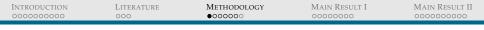
TWO PROBLEMS

Unsettled challenging problems:

- 1) How to find *all* equilibria?
 - *Extended HJB* very difficult to solve: Wellposedness largely unestablished.
 - ▶ When solved in special cases, get *only one* equilibrium.
- 2) Which equilibrium to use?

This talk:

- Stopping problems.
- ► New method *Iterative approach*.
- Resolve both 1) and 2).



FROM NOW ON...

► Assume *X* is *time-homogeneous*.

 $\mathbb{E}_{t,x}[\delta(\tau-t)g(X_{\tau})] \implies \mathbb{E}_{x}[\delta(\tau)g(X_{\tau})].$

• Mainly for simplicity of presentation.



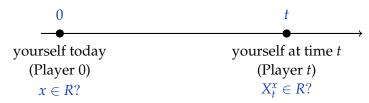


- Will always refer to the *stopping criterion* R, instead of τ .
- Markovian stopping strategy is consistent with classical optimal stopping.



GAME-THEORETIC APPROACH

• Given a *stopping criterion* $R \in \mathcal{B}(\mathbb{R}^d)$,



• **Game-theoretic** thinking of Player 0:

Given that each Player *t* will follow *R*,

- what is the best stopping strategy at time 0?
- ► can it just be *R*?

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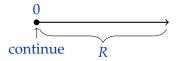
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BEST STOPPING STRATEGY

Player 0 has only two possible actions: to stop or to continue.

- If she <u>stops</u>, gets g(x) right away.
- ► If she <u>continues</u>, she will eventually stop at the moment

 $\rho(x,R) := \inf \{t > 0 \ : \ X_t^x \in R\}.$



• Note: Need t > 0 (not $t \ge 0$):

" $\underline{t} > 0$ " means "continuation at time 0, regardless of R".

• Her expected payoff is then $\mathbb{E}_x[\delta(\rho(x, R))g(X_{\rho(x, R)})]$.

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The best stopping strategy for Player 0:

- ► $g(x) > \mathbb{E}_x[\delta(\rho(x, R))g(X_{\rho(x, R)})] \Rightarrow$ stop at time 0
- ► $g(x) < \mathbb{E}_x[\delta(\rho(x, R))g(X_{\rho(x, R)})] \Rightarrow$ continue at time 0
- $\blacktriangleright g(x) = \mathbb{E}_x[\delta(\rho(x, R))g(X_{\rho(x, R)})] \Rightarrow$
 - **indifferent** between <u>to stop</u> and <u>to continue</u> at time 0.
 - ▶ no incentive to deviate from *R*.

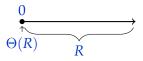
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► Summarize the best stopping strategy for Player 0 as

 $\Theta(\mathbf{R}) := S_{\mathbf{R}} \cup (I_{\mathbf{R}} \cap \mathbf{R}),$

where

$$\begin{split} S_R &:= \{ x : g(x) > \mathbb{E}_x[\delta(\rho(x,R))g(X_{\rho(x,R)})] \}, \\ I_R &:= \{ x : g(x) = \mathbb{E}_x[\delta(\rho(x,R))g(X_{\rho(x,R)})] \}, \\ C_R &:= \{ x : g(x) < \mathbb{E}_x[\delta(\rho(x,R))g(X_{\rho(x,R)})] \}. \end{split}$$



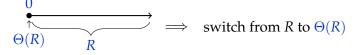
- In general, $\Theta(R) \neq R$.
 - Player 0 wants to follow $\Theta(R)$, instead of *R*.

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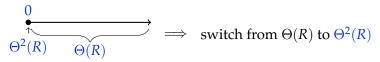
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IMPROVING VIA ITERATION

1. At first, one follows $R \in \mathcal{B}(\mathbb{R}^d)$. By game-theoretic thinking,



2. Now, one follows $\Theta(R)$. By game-theoretic thinking,



3. Continue this procedure *until* we reach

$$R_0 := \lim_{n \to \infty} \Theta^n(R)$$

Expect: $\Theta(R_0) = R_0$, i.e. cannot improve anymore.

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Equilibrium

Definition $R \in \mathcal{B}(\mathbb{R}^d)$ is called an **equilibrium** if $\Theta(R) = R$.

• Trivial Equilibrium: consider $R := \mathbb{R}^d$.

$$\begin{split} \rho(x,R) &= \inf\{t > 0 \ : \ X_t^x \in R\} = 0 \\ \implies & \mathbb{E}_x[\delta(\rho(x,R))g(X_{\rho(x,R)})] = g(x) \implies x \in I_R. \end{split}$$

Thus $I_R = \mathbb{R}^d$, so $\Theta(R) = S_R \cup (I_R \cap R) = R$.

► In general, given any $R \in \mathcal{B}(\mathbb{R}^d)$, carry out iteration:

$$R \longrightarrow \Theta(R) \longrightarrow \Theta^2(R) \longrightarrow \cdots \longrightarrow$$
 "equilibrium"??

► To show:

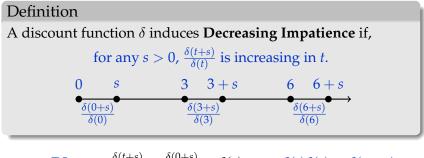
(i) $R_0 := \lim_{n \to \infty} \Theta^n(R)$ converges (ii) $\Theta(R_0) = R_0$.



DECREASING IMPATIENCE

• Assumption: the discount function $\delta : \mathbb{R}_+ \mapsto [0, 1]$ satisfies

$$\delta(t)\delta(s) \le \delta(t+s) \quad \forall t, s \ge 0.$$
(1)



$$\mathrm{DI} \implies \frac{\delta(t+s)}{\delta(t)} \geq \frac{\delta(0+s)}{\delta(0)} = \delta(s) \implies \delta(t)\delta(s) \leq \delta(t+s).$$

• Once we consider **DI**, (1) is automatically satisfied.

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Lemma

Assume (1). For any
$$R \in \mathcal{B}(\mathbb{R}^d)$$
,

$$f \quad R \subseteq \Theta(R)$$
, then $\Theta^n(R) \subseteq \Theta^{n+1}(R) \quad \forall n$

Theorem

Assume (1) and $R \subseteq \Theta(R)$. Then,

$$R_0 := \lim_{n \to \infty} \Theta^n(R) = \bigcup_{n \in \mathbb{N}} \Theta^n(R).$$

Moreover, R_0 *is an equilibrium, i.e.* $\Theta(R_0) = R_0$.

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$$R \subseteq \Theta(R)$$
 is satisfied whenever *R* is open.

• For any $x \in R$, $x \in B_{\varepsilon}(x) \subseteq R$ for some $\varepsilon > 0$. Then,

$$\rho(x,R) = \inf\{t > 0 : X_t^x \in R\} = 0.$$

This implies

$$\mathbb{E}_{x}[\delta(\rho(x,R))g(X_{\rho(x,R)})] = g(x), \quad \text{i.e. } x \in I_{R}.$$

Thus, $R \subseteq I_R$.

$$\bullet \ \Theta(R) = S_R \cup (I_R \cap R) = S_R \cup R \supseteq R.$$

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EXAMPLE (SMOKING CESSATION)

Classical Optimal Stopping:

▶ For each $t \in [0, T]$,

$$\min_{s \in [t,T]} \delta(s-t) X_s^{t,x} = \min_{s \in [t,T]} \frac{x e^{\frac{1}{2}(s-t)}}{1 + (s-t)}.$$

• The optimal stopping time is

$$\widetilde{\tau}(t,x) = \begin{cases} t+1 & \text{if } t < T-1, \\ T & \text{if } t \ge T-1. \end{cases} \text{ (procrastination)}$$

• This corresponds to the *stopping criterion*:

 $\widetilde{R} := \{T\} \times \mathbb{R}_+.$

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Iterative Approach:

- Find the equilibrium $\widetilde{R}_0 := \lim_{n \to \infty} \Theta^n(\widetilde{R})$.
 - <u>First iteration</u>: $\Theta(\widetilde{R}) = S_{\widetilde{R}} \cup (I_{\widetilde{R}} \cap \widetilde{R})$, where

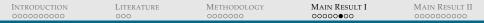
$$\begin{split} S_{\widetilde{R}} &:= \{(t,x): x < \delta(\rho(t,x,\widetilde{R}) - t) X_{\rho(t,x,\widetilde{R})}\},\\ I_{\widetilde{R}} &:= \{(t,x): x = \delta(\rho(t,x,\widetilde{R}) - t) X_{\rho(t,x,\widetilde{R})}\}. \end{split}$$

- $\Theta(\widetilde{R}) = ([0, T s^*] \cup \{T\}) \times \mathbb{R}_+$, with $s^* \approx 2.513$.
- Second iteration: $\Theta^2(\widetilde{R}) = \Theta(\widetilde{R})$. Thus, $\Theta(\widetilde{R}) \in \mathcal{E}$.

Conclude:

 $\widetilde{R}_0 := \lim_{n \to \infty} \Theta^n(\widetilde{R}) = \Theta(\widetilde{R}) = ([0, T - s^*] \cup \{T\}) \times \mathbb{R}_+.$

R₀ says "Stop Smoking Immediately!!" (unless you're too old...)



COMPARISON WITH STANDARD APPROACH

How to find all equilibria?

Standard Approach:

Solve extended HJB equation, a system of nonlinear PDEs

- Difficult to solve....
- Even when it is solved, just obtain one equilibrium → How to find other equilibria?
- Iterative Approach:

Do fixed-point iterations

- ► Easy to implement
- Easy to find different equilibriums...
 - just by changing the initial strategy *R*.
 - In some cases, we can find *all* equilibria.

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EXAMPLE (BES1)

$$\sup_{\tau \in \mathcal{T}_t} \mathbb{E}_{t,x} \left[\frac{X_{\tau}}{1 + (\tau - t)} \right] \implies \sup_{\tau \in \mathcal{T}} \mathbb{E}_x \left[\frac{X_{\tau}}{1 + \tau} \right]$$

- X_t : 1-D Bessel process.
- ► Can characterize the whole set *E* of equilibria:

 $\mathcal{E} = \{[a,\infty): a \in [0,a^*]\},\$

where a^* solves

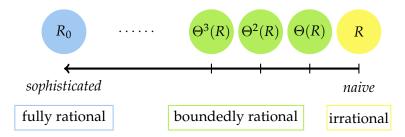
$$a \int_0^\infty e^{-s} \sqrt{2s} \tanh(a\sqrt{2s}) ds = 1 \quad (\implies a^* \approx 0.946).$$



Our Iterative Approach:

$$R_0 = \lim_{n \to \infty} \Theta^n(R)$$

embodies the hierarchy of strategic reasoning (Stahl (1993)):



- Bounded Rationality proposed by <u>H. Simon (1982)</u>.
- Which equilibrium to use? It's agent-based...

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Which equilibrium should we employ?

► Try to find an "optimal" equilibrium:

 $\sup_{R\in\mathcal{E}}\mathbb{E}_{x}[\delta(\rho(x,R))g(X_{\rho(x,R)})].$

- <u>Major concern:</u> The optimal equilibrium may depend on *x* ⇒ generates a new level of time inconsistency...
- Under " $\delta(t)\delta(s) \le \delta(t+s)$ ",

an optimal equilibrium exists!

It generates larger value than any other equilibrium does, <u>at any state x!</u>

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DEFINITION

For any $R \in \mathcal{E}$, define

$$V(x, R) := g(x) \lor J(x, R)$$
 for all x ,

where

$$J(x,R) = \mathbb{E}_x[\delta(\rho(x,R))g(X_{\rho(x,R)})].$$

Definition

 $R^* \in \mathcal{E}$ is called an **optimal equilibrium** if, for any $R \in \mathcal{E}$,

 $V(x, R^*) \ge V(x, R)$ for all x.

The Smaller, the Better

- Assume $\delta(t)\delta(s) \le \delta(t+s), \forall s, t > 0.$
- For any $R \subseteq T$ with $R \in \mathcal{E}$, let

$$\begin{aligned} \tau_R^x &:= \rho(x, R), \quad \tau_T^x := \rho(x, T), \quad A := \{\tau_T^x < \tau_R^x\}. \\ J(x, R) &= \mathbb{E}_x[\delta(\tau_R^x)g(X_{\tau_R^x})] \\ &= \mathbb{E}_x[\delta(\tau_R^x)g(X_{\tau_R^x})1_A] + \mathbb{E}_x[\delta(\tau_R^x)g(X_{\tau_R^x})1_{A^c}] \\ &= \mathbb{E}_x\left[\mathbb{E}_x[\delta(\tau_R^x)g(X_{\tau_R^x}) \mid \mathcal{F}_{\tau_T^x}]1_A\right] + \mathbb{E}_x[\delta(\tau_T^x)g(X_{\tau_T^x})1_{A^c}] \\ &\geq \mathbb{E}_x\left[\delta(\tau_T^x)\mathbb{E}_x[\delta(\tau_R^x - \tau_T^x)g(X_{\tau_R^x}) \mid \mathcal{F}_{\tau_T^x}]1_A\right] + \mathbb{E}_x[\delta(\tau_T^x)g(X_{\tau_T^x})1_{A^c}] \\ &= \mathbb{E}_x[\delta(\tau_T^x)J(X_{\tau_T^x}, R)1_A] + \mathbb{E}_x[\delta(\tau_T^x)g(X_{\tau_T^x})1_{A^c}] \\ &\geq \mathbb{E}_x[\delta(\tau_T^x)g(X_{\tau_T^x})1_A] + \mathbb{E}_x[\delta(\tau_T^x)g(X_{\tau_T^x})1_{A^c}] \end{aligned}$$

• $R, T \in \mathcal{E}$ with $R \subseteq T \implies V(x, R) \ge V(x, T)$.



The Smaller, the Better

• Take arbitrary $R, T \in \mathcal{E}$.

$$R \cap T \subseteq R$$
, $R \cap T \subseteq T$.

- If $R \cap T \in \mathcal{E}$,
 - previous argument implies

 $V(x, R \cap T) \ge V(x, R), \quad V(x, R \cap T) \ge V(x, T).$

- ► **Guess:** "optimal equilibrium = intersection of all equilibria".
- Does " $R \cap T \in \mathcal{E}$, for $R, T \in \mathcal{E}$ " hold?
 - ► In general, not so sure....
 - Can be established in one-dimensional case.



ONE-DIMENSIONAL CASE

Assumption For any $x \in \mathbb{R}$, $\mathbb{P}[\overline{X}_t^x > x] = \mathbb{P}[\underline{X}_t^x < x] = 1 \quad \forall t > 0$, where $\overline{X}_t^x := \max_{s \in [0,t]} X_s^x$ and $\underline{X}_t^x := \min_{s \in [0,t]} X_s^x$

- \implies If *X* reaches ∂R , enters *R* immediately.
- ► Let *X* be given by

$$dX_t = \mu(X_t)dt + \sigma(X_t)dW_t.$$

(2)

with $\sigma(\cdot) > 0$. Define $\theta(\cdot) := \mu(\cdot)/\sigma(\cdot)$. If the process

$$Z_t := \exp\left(-\int_0^t \theta(X_s) dB_s - \frac{1}{2}\int_0^t \theta^2(X_s) ds\right) \quad t \ge 0$$

is a martingale, then (2) is satisfied.



MAIN RESULT II

Lemma

Assume $\delta(t)\delta(s) \leq \delta(t+s)$ and (2). Then,

 $R, T \in \mathcal{E} \implies R \cap T \in \mathcal{E}.$

Theorem

Assume $\delta(t)\delta(s) \leq \delta(t+s)$ and (2). Then,

$$R^* := \bigcap_{R \in \mathcal{E}, \ R \text{ closed}} R$$

is an optimal equilibrium.



EXAMPLE (BES1)

$$\sup_{\tau\in\mathcal{T}}\mathbb{E}_{x}\left[\frac{X_{\tau}}{1+\tau}\right]$$

- X_t : 1-D Bessel process.
- ► Can characterize the whole set *E* of equilibria:

 $\mathcal{E} = \{[a,\infty): a \in [0,a^*]\},\$

where a^* solves

$$a \int_0^\infty e^{-s} \sqrt{2s} \tanh(a\sqrt{2s}) ds = 1 \quad (\implies a^* \approx 0.946).$$

• Optimal equilibrium:

$$R^* = \bigcap_{a \in [0,a^*]} [a, \infty) = [a^*, \infty).$$

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EXAMPLE (A PUT ON GBM)

$$\sup_{\tau \in \mathcal{T}} \mathbb{E}_{x} \left[\frac{(K - X_{\tau})^{+}}{1 + \tau} \right]$$

- X_t is GBM: $dX_t = \mu X_t dt + \sigma X_t dW_t$.
- ► Can prove that

(i) $\left(0, \left(\frac{\lambda}{1+\lambda}\right)K\right]$ is an equilibrium, where

$$\lambda := \int_0^\infty e^{-s} \left(\sqrt{\left(\mu / \sigma^2 - 1/2 \right)^2 + 2s / \sigma^2} + \left(\mu / \sigma^2 - 1/2 \right) \right) ds > 0.$$

(ii) every closed equilibrium must contain $(0, (\frac{\lambda}{1+\lambda})K]$.

• Optimal equilibrium:

$$R^* = \bigcap_{R \in \mathcal{E}, R \text{ closed}} R = \left(0, \frac{\lambda K}{1 + \lambda}\right].$$

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SUMMARY

How to find all equilibria?

- Do fixed-point iterations.
 - ► Easy to implement.
 - Easy to find many equilibria, and possibly *all* equilibria.

Which equilibrium to use?

- ► Introduce *optimal equilibrium*: it generates larger value than any other equilibrium, at any state *x*.
- ▶ In 1-D, there exists an *optimal equilibrium*, taking the form

$$R^* = \bigcap_{R \in \mathcal{E}, \ R \text{ closed}} R.$$

Introduction 0000000000	Literature 000	Methodology 0000000	Main Result I 00000000	MAIN RESULT II 000000000

THANK YOU!!

- *"Time-consistent stopping under decreasing impatience"* (H. and Nguyen-Huu), to appear in Finance & Stochastics.
- "Stopping Behaviors of Naive and Non-Committed Sophisticated Agents when They Distort Probability" (H., Nguyen-Huu, and X.Y. Zhou), Available @ arXiv:1709.03535.
- "Optimal Equilibrium for Time-Inconsistent Stopping Problems the Discrete-Time Case" (H. and Z. Zhou), available @ arXiv:1707.04981.
- "Optimal Equilibrium for Time-Inconsistent Stopping Problems the Continuous-Time Case" (H. and Z. Zhou), first draft in preparation.