

# A Semi-Nonparametric Estimator for Random Coefficient Logit Demand Models

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January 7, 2018

# Introduction

- ▶ the workhorse model in demand estimation for differentiated products: BLP random coefficient (RC) logit model
  - ▶ really neat idea to solve the price endogeneity problem with rich preference heterogeneity (represented by RCs)
  - ▶ standard BLP estimator: nested fixed-point GMM

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  - ▶ really neat idea to solve the price endogeneity problem with rich preference heterogeneity (represented by RCs)
  - ▶ standard BLP estimator: nested fixed-point GMM
- ▶ in this paper, we propose an alternative two-step estimator for the model
  - ▶ obtain estimates of fixed coefficients with little computational costs
  - ▶ allow nonparametric specification of RCs
  - ▶ obtain new results on some theoretical issues

## Setup

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- ▶ mean utility:  $\delta_j = \alpha + X'_{1,j}\beta + \xi_j$ ,  $\delta_0 = 0$  and  $\delta \equiv (\delta_1, \dots, \delta_J)$
- ▶ heterogeneity: random coefficients  $v_i \sim F(\cdot)$ ,  $\varepsilon_{ij}$  i.i.d. type I extreme value

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- ▶ aggregating individual optimal choices  $\Rightarrow$  aggregate demand (market share) system

$$\begin{aligned} s_j &= \sigma_j(\delta, X_2; F) \\ &= \int \frac{\exp(\delta_j + X'_{2,j}v_i)}{1 + \sum_{k=0}^J \exp(\delta_k + X'_{2,k}v_i)} dF(v_i), \forall j \end{aligned} \quad (1)$$

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- ▶ we want to estimate  $\theta \equiv (\alpha, \beta, F)$  using aggregate data  $(s_j, X_{1,j}, X_{2,j})$

# The BLP Idea

- ▶ invert the demand system (1) (see Berry (1994) and Berry, Gandhi, and Haile (2013))

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$$\delta_j = \sigma_j^{-1}(s, X_2; F), \forall j$$

- ▶ impose IV assumption  $E[\xi_j | Z_j] = 0$
- ▶ construct a GMM estimator, with a *parametric*  $F$  (e.g., normal)

$$\arg \min_{\theta} \left\| \frac{1}{J} \sum_{j=1}^J Z_j' \left[ \sigma_j^{-1}(s, X_2; F) - \alpha - X_{1,j}' \beta \right] \right\|$$

# Challenges

- ▶ the inverse demand  $\sigma_j^{-1}(\cdot)$  must be solved numerically (i.e., BLP contraction mapping)
  - ▶ computational issues have aroused research interests, e.g., Knittel and Metaxoglou (2012), Dubé, Fox, and Su (2012), Lee and Seo (2015)

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- ▶ many endogenous variables ( $s$  is  $J$ -dimensional), in addition to endogenous product characteristics (Berry and Haile (2014))

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$$E \left[ \sigma_j^{-1}(s, X_2; F) - \alpha - X'_{1,j} \beta \mid Z_j \right] = 0$$

- ▶ nontrivial interdependence of  $(X_{1,j}, X_{2,j})$  across  $j$  (Berry, Linton, and Pakes (2004))

# Our Approach: Transform to Partial Linear Form

- ▶ exploit a separability property of the random coefficient logit model

$$\int \frac{\exp(\delta_j + X'_{2,j}v)}{1 + \sum_{k=1}^J \exp(\delta_k + X'_{2,k}v)} dF(v) = \exp(\delta_j) \cdot \int \frac{\exp(X'_{2,j}v)}{1 + \sum_{k=1}^J \exp(\delta_k + X'_{2,k}v)} dF(v)$$

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- ▶ taking log on both sides of demand equation,

$$\log(s_j) = \alpha + X'_{1,j}\beta + \tilde{\psi}_J(X_{2,j}) + \xi_j,$$

where

$$\tilde{\psi}_J(X_{2,j}) \equiv \log \left[ \int \frac{\exp(X'_{2,j}v)}{1 + \sum_{k=1}^J \exp(\delta_k + X'_{2,k}v)} dF(v) \right]$$

# Normalization

- ▶ normalize by the outside share

$$\log\left(\frac{s_j}{s_0}\right) = \alpha + X'_{1,j}\beta + \psi_J(X_{2,j}) + \xi_j$$

where

$$\psi_J(X_{2,j}) = \tilde{\psi}_J(X_{2,j}) - \tilde{\psi}_J(0) = \log \left[ \frac{\int \frac{\exp(X'_{2,j}v)}{1 + \sum_{k=1}^J \exp(\delta_k + X'_{2,k}v)} dF(v)}{\int \frac{1}{1 + \sum_{k=1}^J \exp(\delta_k + X'_{2,k}v)} dF(v)} \right]$$



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- ▶ now we have a partial linear form, except that  $\psi_J(\cdot)$  is a *random* function
  - ▶ we treat the *limit* of  $\psi_J(\cdot)$ ,  $\psi(\cdot)$ , as an unknown function and apply sieve approximation as  $J \rightarrow \infty$
  - ▶ comparing to simple logit, we can see that random coefficients imply the nonlinear terms of  $x_{2,j}$

# A Two-Step Semi-Nonparametric Estimator

- ▶ first step: estimate  $(\alpha, \beta, \psi)$  in the partial linear model
  - ▶ approximate  $\psi$  by a linear sieve  $\psi_{k_{1,J}}(X_{2,j}) \equiv \sum_{\ell=1}^{k_{1,J}} b_{\ell} p_{\ell}(X_{2,j})$ , where  $\{p_{\ell}(\cdot) : \ell = 1, \dots, k_{1,J}\}$  are basis functions
  - ▶ sieve GMM based on  $E[\xi_j | Z_j] = 0 \Leftrightarrow E[\xi_j \cdot \mathbf{I}^{\zeta_J}(z_j)] = 0$ , where  $\mathbf{I}^{\zeta_J}(\cdot)$  is a  $\zeta_J$ -dimensional vector of basis functions

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- ▶ second step: estimate  $F$  nonparametrically via sieve MD

$$\arg \min_{F_{k_{2,J}}} \frac{1}{J} \sum_{j=1}^J \left\{ \log \left( \frac{s_j}{s_0} \right) - \log \left[ \frac{\int \frac{\exp(\hat{\delta}_j + X'_{2,j} v)}{1 + \sum_{k=1}^J \exp(\hat{\delta}_k + X'_{2,k} v)} dF_{k_{2,J}}(v)}{\int \frac{1}{1 + \sum_{k=1}^J \exp(\hat{\delta}_k + X'_{2,k} v)} dF_{k_{2,J}}(v)} \right] \right\}^2$$

- ▶  $\hat{\delta}_j = \hat{\alpha} + X'_{1,j} \hat{\beta} + \hat{\xi}_j$  is obtained from the first stage estimation
- ▶  $F_{k_{2,J}}$  is sieve approximation to  $F$

# Remarks

- ▶ computationally lighter than standard BLP nested fixed point GMM estimator
  - ▶ no fixed-point computation and the estimates of fixed coefficients  $(\alpha, \beta)$  could be obtained with little computational cost, similar to Salanie and Wolak (2016)

## Remarks

- ▶ computationally lighter than standard BLP nested fixed point GMM estimator
  - ▶ no fixed-point computation and the estimates of fixed coefficients  $(\alpha, \beta)$  could be obtained with little computational cost, similar to Salanie and Wolak (2016)
- ▶ the “many endogenous variable” does *not* show up in our estimation equation

$$\log\left(\frac{s_j}{s_0}\right) = \alpha + X'_{1,j}\beta + \psi(X_{2,j}) + \xi_j$$

- ▶ the endogeneity issue has been “taken care of” automatically because  $\psi_J(\cdot) \rightarrow \psi(\cdot)$  as  $J \rightarrow \infty$

## Remarks (Cont'd)

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- ▶ result: under very mild assumptions, normal RCs imply that all the cross-product elasticities vanishes at the same rate  $O(J^{-1})$  as  $J \rightarrow \infty$ 
  - ▶ the vanishing cross-elasticities means that “local competition” disappears, which may not be realistic (effectively “IIA property”)
  - ▶ intuition: the tail of normal RC is too thin to offset the effects of the logit error

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  - ▶ the vanishing cross-elasticities means that “local competition” disappears, which may not be realistic (effectively “IIA property”)
  - ▶ intuition: the tail of normal RC is too thin to offset the effects of the logit error
- ▶ thus, flexible/nonparametric RCs are important for generating realistic substitution patterns



# Data Structure and Asymptotic Framework

- ▶ data structure: a large cross-section of products in a single market
  - ▶ practically relevant: national market (e.g., BLP auto data); products defined at disaggregate level, e.g., scanner data/online shopping data at SKU level
  - ▶ theoretically, it is useful to understand identification/estimation issues within a single market, as Berry, Linton, and Pakes (2004) and Armstrong (2016)

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  - ▶ theoretically, it is useful to understand identification/estimation issues within a single market, as Berry, Linton, and Pakes (2004) and Armstrong (2016)
- ▶ major challenge: product characteristics  $\{X_j : j = 1, \dots, J\}$  are interdependent in a non-trivial way due to firm's strategic interactions (e.g., price/advertising strategies)

# Key Assumptions

## Assumption

*For each  $J$ , there exists a  $\sigma$ -field  $\mathcal{C}$  such that, conditional on  $\mathcal{C}$ ,  $\{(X_j, Z_j) : j = 1, \dots, J\}$  are independent across  $j$ .*

- ▶ the interdependence of  $(X_j, Z_j)$  across  $j$  are captured by the “common shock”  $\mathcal{C}$
- ▶ in the paper, we provide more primitive/verifiable conditions and compare with Berry, Linton, and Pakes (2004)’s approach in handling the interdependence

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## Assumption

*The unobserved product characteristics  $\xi_j$  are independent across  $j$  conditional on  $\{Z_j\}_{j=1}^J$  and satisfy  $E[\xi_j|Z_j] = 0$  a.s.*

- ▶ identical to the standard assumptions imposed on the unobserved characteristic  $\xi$  as in Berry, Linton, and Pakes (2004)

# Asymptotic Results

- ▶ first stage: suppose that the above assumptions, standard identification assumption for partial linear IV models, as well as appropriate LLN and CLT results hold, we have

$$\sqrt{J}V_J^{-1/2} \begin{pmatrix} \hat{\alpha} - \alpha \\ \hat{\beta} - \beta \end{pmatrix} \rightarrow_d N(\mathbf{0}, I),$$

where  $V_J$  achieves the semi-parametric efficiency bound in the limit.

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where  $V_J$  achieves the semi-parametric efficiency bound in the limit.

- ▶ second stage: sieve MLE with generated regressor (see Newey (1994))
  - ▶ consistency:  $d_{LP}(\hat{F}_J, F) \xrightarrow{P} 0$ , where  $d_{LP}(\cdot, \cdot)$  is the Lévy-Prokhorov metric
  - ▶ similar to the idea in Fox, Kim and Yang (2016)

# Monte Carlo Simulations: DGP

- ▶ a single market with  $J$  inside products
  - ▶ exogenous characteristic:  $X_j \sim U[0, \bar{x}]$
  - ▶ unobserved characteristic:  $\xi_j \sim N(0, .5^2)$
  - ▶ endogenous price/marginal cost:  
 $p_j = mc_j = \gamma_1 X_j + \gamma_2 W_j + \xi_j + \zeta_j$ 
    - ▶ exogenous cost shifter  $W_j \sim U[0, \bar{w}]$  and a shock  $\zeta_j \sim N(0, .1^2)$
    - ▶ assumed market structure: single-product firms, perfect competition

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    - ▶ assumed market structure: single-product firms, perfect competition
- ▶ market share is generated via simulation

$$s_j = \frac{1}{R} \sum_{i=1}^R \frac{\exp(\delta_j + v_i p_j)}{1 + \sum_{k=1}^J \exp(\delta_k + v_i p_k)}$$

- ▶ mean utility:  $\delta_j = \alpha + X_j \beta + \xi_j$ , and  $\alpha \sim U [-12, -8]$  is a “common shock”
- ▶ random coefficient:  $v_i \sim F$  with  $R$  draws



# Estimation: Implementation Details

- ▶ first stage: two-stage (sieve) GMM
  - ▶ sieve approximation  $\psi_{k_1, J}$ : cubic splines/power series
  - ▶ instrument function (of  $x$  and  $\omega$ ): cubic splines/power series

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  - ▶ instrument function (of  $x$  and  $\omega$ ): cubic splines/power series
- ▶ second stage: sieve MD with  $F$  approximated by  $F_{k_2, J}$ 
  - ▶ sieve I: generate random draws from  $F_{k_2, J}$ , as suggested by Fosgerau and Mabit (2013)
    - ▶ draw  $u \sim U[0, 1]$  and stick into cubic splines/power series
    - ▶ in effect, this strategy approximates the inverse CDF  $F^{-1}$
  - ▶ sieve II: approximate  $F$  by the probability weights on a grid of  $v$ , as suggested by Train (2016)
    - ▶ pre-specify a grid of  $v$ :  $v_1, \dots, v_S$
    - ▶ weight on each grid point  $v_s$  is a logit probability
$$\frac{\exp[\varphi_{k_2, J}(v_s)]}{\sum_{t=1}^S \exp[\varphi_{k_2, J}(v_t)]}$$
, where  $\varphi_{k_2, J}$  is a linear sieve to be estimated

# Results: $F$ is Normal

Table: Monte Carlo Results: Fixed Coefficients

			$J = 50$	100	200	400
$\beta$	SN	RtMSE	.0610	.0396	.0268	.0179
		Bias	-.0039	-.0011	-.0012	4.58E-4
	BLP	RtMSE	.0499	.0352	.0246	.0172
		Bias	-.0047	-.0019	-.0024	-3.97E-4
$\alpha$	SN	RtMSE	.0946	.0629	.0429	.0297
		Bias	-.0052	-.0015	-.0018	5.63E-4
	BLP	RtMSE	.0567	.0401	.0284	.0208
		Bias	-6.79E-4	-.0012	-.0013	-.0013

# Results: $F$ is Normal

Table: Monte Carlo Results: Mean of Random Coefficient

Estimator	$J$	50	100	200	400
SN-I	RtMSE	.0758	.0518	.0385	.0298
	Bias	.0034	-.0039	-.0013	-8.92E-4
SN-II	RtMSE	.0795	.0521	.0360	.0244
	Bias	-4.46E-4	-.0046	-1.38E-5	.0016
SN-Para	RtMSE	.0585	.0498	.0461	.0445
	Bias	-.0258	-.0343	-.0353	-.0380
BLP	RtMSE	.0478	.0359	.0304	.0261
	Bias	-.0094	-.0166	-.0157	-.0175

# Results: $F$ is Normal

Table: Monte Carlo Results: Std. Dev. of Random Coefficient

Estimator	$J$	50	100	200	400
SN-I	RtMSE	.0778	.0569	.0507	.0441
	Bias	-.0090	-.0022	-.0033	-.0036
SN-II	RtMSE	.1020	.0667	.0519	.0426
	Bias	-.0287	-.0077	-.0041	-.0030
SN-Para	RtMSE	.0808	.0520	.0380	.0262
	Bias	-.0049	.0014	5.77E-4	.0025
BLP	RtMSE	.0693	.0459	.0345	.0246
	Bias	-.0030	9.96E-4	4.87E-4	.0010

# Results: $F$ is Mixed Normal

Table: Monte Carlo Results: Fixed Coefficients

			50	100	200	400
$\beta$	SN	RtMSE	.0580	.0387	.0266	.0178
		Bias	-.0040	-9.16E-4	-.0013	2.68E-4
	BLP	RtMSE	.0500	.0353	.0246	.0171
		Bias	-.0043	-.0016	-.0022	-3.10E-4
	BLP-Mis	RtMSE	.0499	.0353	.0246	.0171
		Bias	-.0047	-.0018	-.0024	-4.83E-4
$\alpha$	SN	RtMSE	.0678	.0451	.0302	.0216
		Bias	.0019	.0010	.0012	6.39E-4
	BLP	RtMSE	.0563	.0403	.0289	.0211
		Bias	-.0036	-.0020	-6.23E-4	3.01E-4
	BLP-Mis	RtMSE	.0556	.0400	.0287	.0209
		Bias	-3.17E-4	5.40E-4	6.91E-4	8.25E-4

# Results: $F$ is Mixed Normal

Table: Monte Carlo Results: Mean of Random Coefficient

Estimator	$J$	50	100	200	400
SN-I	RtMSE	.0542	.0377	.0299	.0217
	Bias	.0046	-.0028	-.0025	-.0033
SN-II	RtMSE	.0561	.0393	.0312	.0223
	Bias	.0095	-6.02E-4	-.0017	-.0037
SN-Para	RtMSE	.0495	.0339	.0265	.0192
	Bias	.0057	-.0022	-.0027	-.0037
BLP	RtMSE	.0469	.0336	.0266	.0207
	Bias	-.0036	-.0105	-.0101	-.0116
BLP-Mis	RtMSE	.0456	.0303	.0228	.0164
	Bias	.0047	-.0026	-.0025	-.0043

# Results: $F$ is Mixed Normal

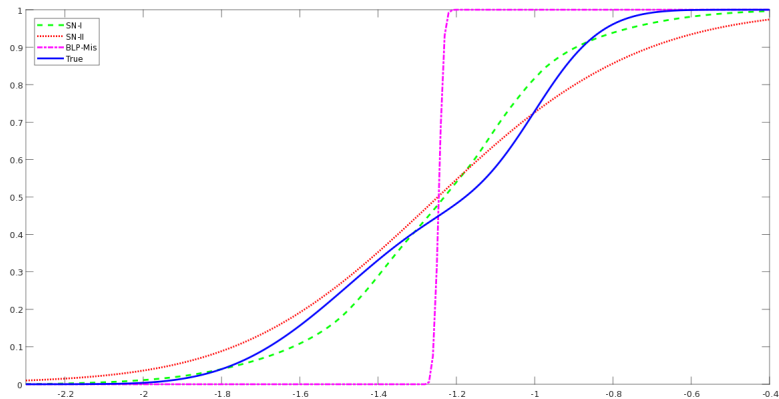
Table: Monte Carlo Results: Std. Dev. of Random Coefficient

Estimator	$J$	50	100	200	400
SN-I	RtMSE	.1279	.0826	.0564	.0365
	Bias	-.0268	-.0136	-.0134	-.0088
SN-II	RtMSE	.1303	.0877	.0640	.0412
	Bias	-.0341	-.0215	-.0210	-.0130
SN-Para	RtMSE	.1311	.0844	.0569	.0358
	Bias	-.0261	-.0118	-.0110	-.0069
BLP	RtMSE	.1216	.0807	.0577	.0391
	Bias	-.0200	-.0092	-.0091	-.0075
BLP-Mis	RtMSE	.3949	.4087	.4189	.4257
	Bias	-.2598	-.2802	-.2970	-.3064



# Results: $F$ is Mixed Normal

Figure: Monte Carlo Results: CDF of Random Coefficient



# Revisiting BLP Auto Data

Fixed Coefficient	BLP		SN		
	Logit	RC-Logit	First Step		
HP/Weight (log)	1.38 (.23)	.69 (.12)	1.56 (.20)		
Weight (log)	1.77 (.46)	.02 (.35)	2.19 (.56)		
Size (log)	1.05 (.58)	3.44 (.43)	2.25 (.55)		
Dollar per Miles (log)	.03 (.12)	-.31 (.11)	-1.37 (.33)		
A/C	1.25 (.14)	.57 (.08)	.42 (.12)		
Power Steering	.40 (.09)	.17 (.07)	.27 (.10)		
Automatic	.43 (.08)	.30 (.07)	.45 (.08)		
FWD	.16 (.06)	.22 (.06)	.44 (.08)		
Constant	-3.63 (.30)	-3.05 (.46)	-3.90 (1.03)		
Random Coefficient			Second Step		
on Price (Log)			Para.	I	II
Mean	-3.77 (.23)	-2.89 (.29)	-3.31	-3.24	-3.19
Std. Dev.	-	.46 (.14)	.61	.44	.36
Ave. No. of Prod. per Mkt.			110.85		
No. of Mkt.			20		

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