

Designing "rules of the game" to achieve desired outcomes.

★ Auctions

- Single seller / auctioneer.
- Single item to sell. (indivisible)
- set of agents / bidders / players: $1, \dots, n$
 - Bayesian / incomplete info.
 - agent i has value v_i for item. Private information

★ Sealed Bid Auction:

① Auctioneer solicits bids from the agents
 agent i submits bid b_i in a "sealed envelope"
 b_i need not be v_i

② After looking at the bids auctioneer decides
 "Winner" & "Payment"

- Winner = The highest bidder
 $\arg \max_i b_i$

Goal of auctioneer: max S.W.
 \equiv give item to $\arg \max_i v_i$

- Payout $P =$
 auctioneer's revenue.

Utility of agent $i = v_i - P \geq 0$ if i is the winner
 $= 0$ o.w.

Winner = Highest bidder

Payment Rules

	1	2	3
v_i	1200	200	200
FP Bids	900	170	200

← Truthful

Pay the highest bid = FP Bids



★ First price: Highest bidder wins, pays her bid.

$n=2$. Suppose $b_2 = \frac{v_2}{2}$ $v_1, v_2 \sim U[0, 1]$

if 1 bids b_1 , then $u_1(b_1) = (v_1 - b_1) \Pr[b_1 \geq b_2] + 0 \Pr[b_1 < b_2]$

$$= (v_1 - b_1) \Pr\left[\frac{v_2}{2} \leq b_1\right]$$

$$= (v_1 - b_1) \Pr[v_2 \leq 2b_1]$$

$$= (v_1 - b_1) \cdot 2b_1$$



argmax $(v_1 - b_1) \cdot 2b_1$
 $b_1 \in [0, 1]$

$$\frac{d u_1}{d b_1} = 2v_1 - 4b_1 = 0$$

$$b_1 = \frac{v_1}{2}$$

Similarly, if $b_1 = \frac{v_1}{2}$ then $b_2 = \frac{v_2}{2}$ is best for player 2.

$\left(\frac{v_1}{2}, \frac{v_2}{2}\right)$ is a NE.

★ In general: n bidders $v_1, \dots, v_n \sim U[0, 1]$

Suppose fix $b_i = \frac{(n-1)v_i}{n} \forall i > 1$.

then we can show that $b_i = \frac{(n-1)v_i}{n}$ is the

Then we can show that $b_i = \frac{(n-1)v_i}{n}$ is the best strategy for player i .

$(\frac{n-1}{n}v_1, \dots, \frac{n-1}{n}v_n)$ is a NE.

v_1, \dots, v_n may come from a complex distribution
 " from different " " "

★ Second Price: Highest bidder wins & pays the second highest bid.

Then (Vickrey '61): For each agent i , $b_i = v_i$ is the best strategy no matter what others bid.

|||

$b_i = v_i$ is the dominant strategy &

(v_1, \dots, v_n) is the DSE.

PF: Fix an agent i & bids $b_k \forall k \neq i$.

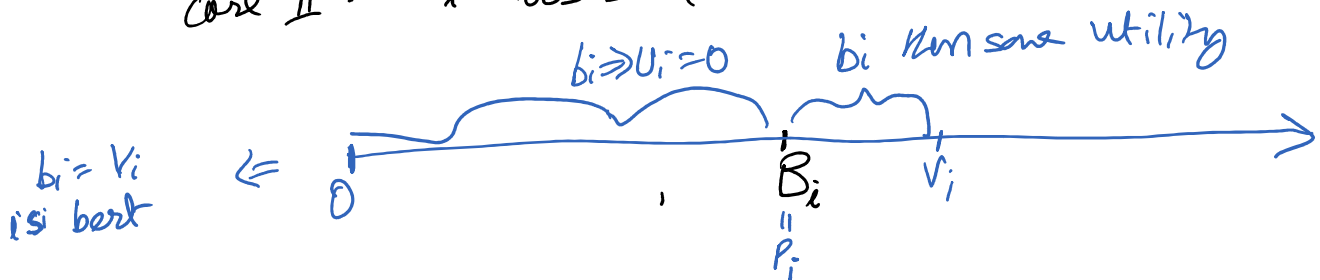
Agent i bids b_i

Case I: i wins $\Rightarrow U_i = v_i - \max_{k \neq i} b_k$

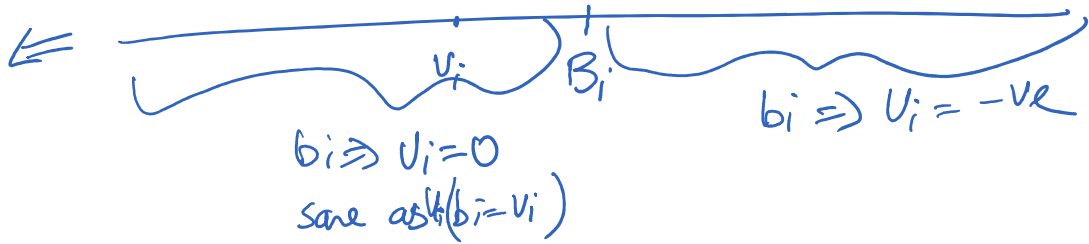
Case II: i loses $\Rightarrow U_i = 0$

$v_i - (\lambda b_i + (1-\lambda) B_i)$

B_i payment is independent of your bid



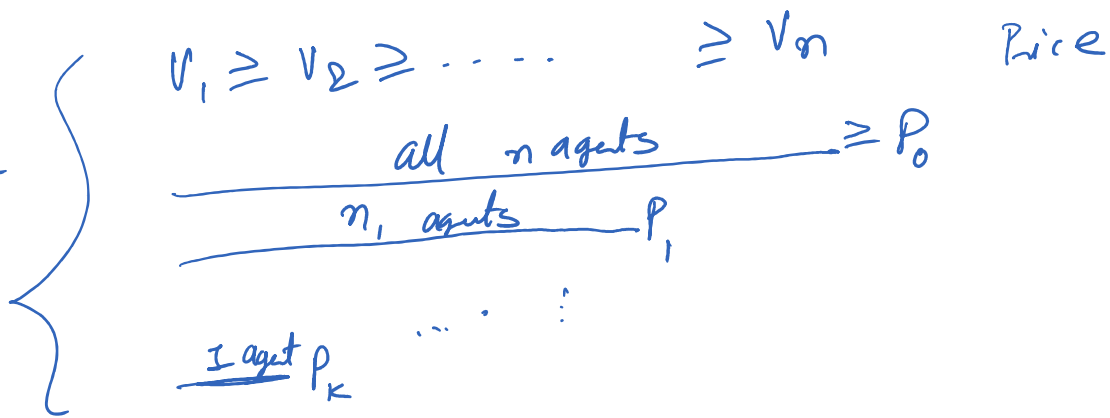
$b_i = v_i$
is best



★ E Bay = English auction

→ start with very low price where probably everyone wants to buy. And keep increasing until only one remains

Second Price auction



★ Dutch auction

