

Outline

Mixed  
strategies

Oscillation  
RPS  
Matching  
pennies

Truel

Game theory  
in Ottawa

# Lecture 16

## Truel

November 7, 2019

# Outline

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Mixed  
strategies

Oscillation  
RPS  
Matching  
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Game theory  
in Ottawa

- ① Mixed strategies
  - Oscillation
  - RPS
  - Matching pennies
- ② Truel
- ③ Game theory in Ottawa

# Auction Results

## Outline

Mixed strategies

**Oscillation**

**RPS**

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# Auction Results

## Outline

Mixed strategies

Oscillation

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## Penny Jar.

# Auction Results

## Outline

Mixed  
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pennies

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**Penny Jar.** Main lesson: **Winner's Curse!** (Compare with example in L1.)

## Auction Results

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**Penny Jar.** Main lesson: **Winner's Curse!** (Compare with example in L1.)

- Value: 912 pennies (\$9.12)

## Auction Results

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**Penny Jar.** Main lesson: **Winner's Curse!** (Compare with example in L1.)

- Value: 912 pennies (\$9.12)
- Highest bid: \$50

## Auction Results

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**Penny Jar.** Main lesson: **Winner's Curse!** (Compare with example in L1.)

- Value: 912 pennies (\$9.12)
- Highest bid: \$50

**Six Game:** \$24.99

## Auction Results

## Outline

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**Penny Jar.** Main lesson: **Winner's Curse!** (Compare with example in L1.)

- Value: 912 pennies (\$9.12)
- Highest bid: \$50

**Six Game:** \$24.99

**Spider Plant:** \$27.01

## Auction Results

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**Penny Jar.** Main lesson: **Winner's Curse!** (Compare with example in L1.)

- Value: 912 pennies (\$9.12)
- Highest bid: \$50

**Six Game:** \$24.99

**Spider Plant:** \$27.01

**Personal Instruction:** \$60

## Auction Results

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**Penny Jar.** Main lesson: **Winner's Curse!** (Compare with example in L1.)

- Value: 912 pennies (\$9.12)
- Highest bid: \$50

**Six Game:** \$24.99

**Spider Plant:** \$27.01

**Personal Instruction:** \$60

Winners will be contacted!

Outline

Mixed strategies

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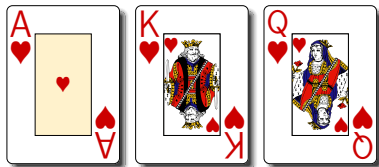
Game theory in Ottawa

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# AKQ Game



Format

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Mixed strategies

Oscillation

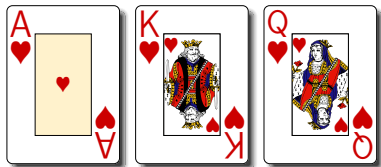
RPS

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Game theory in Ottawa

## AKQ Game



## Format

- Two players, each get one card from the *three-card* deck.
- Three cards: Ace, King, Queen (with their usual ranking  $A > K > Q$ )
- Both players *ante* one chip.
- One round of betting: P1 can check or bet one chip; P2 can call or fold. (P2 cannot bet when checked to.)

## AKQ Game

## Outline

## Mixed strategies

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## Game theory in Ottawa

So far:

Player 1	Action	Player 2	Action
A	Bet	A	Call
K	Check	K	??
Q	??	Q	Fold

## AKQ Game

## Outline

## Mixed strategies

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## Game theory in Ottawa

So far:

Player 1	Action	Player 2	Action
A	Bet	A	Call
K	Check	K	??
Q	??	Q	Fold

Thus the questions are: should Player 1 bluff with a Queen?  
And should Player 2 call with a King?

# Best responses and Oscillating strategies

Outline

Mixed strategies

**Oscillation**

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Game theory in Ottawa

Let's try to use the method of **best responses**.

# Best responses and Oscillating strategies

Outline

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Game theory in Ottawa

Let's try to use the method of **best responses**.

You're Player 2. You're holding the King. Suppose you know that I never bluff with a Queen. What is your best play when I bet?

# Best responses and Oscillating strategies

Outline

Mixed strategies

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Game theory in Ottawa

Let's try to use the method of **best responses**.

You're Player 2. You're holding the King. Suppose you know that I never bluff with a Queen. What is your best play when I bet?

**Solution.** Fold.

# Best responses and Oscillating strategies

Outline

Mixed strategies

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Game theory in Ottawa

Let's try to use the method of **best responses**.

You're Player 2. You're holding the King. Suppose you know that I never bluff with a Queen. What is your best play when I bet?

**Solution.** Fold.

**Note:** when Player 1 never bluffs and Player 2 never calls, both break even ( $EV=0$ ).

# Best responses and Oscillating strategies

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Mixed strategies

**Oscillation**

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Game theory in Ottawa

You're Player 1. You're holding the Queen. Suppose you know Player 2 always folds a King. What is your best play?

# Best responses and Oscillating strategies

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Mixed strategies

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Game theory in Ottawa

You're Player 1. You're holding the Queen. Suppose you know Player 2 always folds a King. What is your best play?

**Solution.** Bet!

# Best responses and Oscillating strategies

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Mixed strategies

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Game theory in Ottawa

You're Player 1. You're holding the Queen. Suppose you know Player 2 always folds a King. What is your best play?

**Solution.** Bet!

Note: When Player 2 always folds a King and Player 1 always bluffs, Player 1 makes a profit: the EV is  $\frac{1}{2} \cdot 2 + \frac{1}{2} \cdot (-1) = \frac{1}{2}$ .

# Best responses and Oscillating strategies

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Mixed strategies

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You're Player 2. You're holding the King. Suppose you know Player 1 always bluffs with a Queen. What is your best play?

# Best responses and Oscillating strategies

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Game theory in Ottawa

You're Player 2. You're holding the King. Suppose you know Player 1 always bluffs with a Queen. What is your best play?

**Solution.** Call!

# Best responses and Oscillating strategies

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Mixed strategies

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Game theory in Ottawa

You're Player 2. You're holding the King. Suppose you know Player 1 always bluffs with a Queen. What is your best play?

**Solution.** Call!

Note: When Player 1 always bluffs a Queen and Player 2 always calls, both break even.

## Adapting and Exploiting

## Outline

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strategies**Oscillation**  
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Matching  
pennies

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Game theory  
in Ottawa

Player 1 never bluffs with a Q

 $\implies$ 

Player 2 never calls with a K

 $\implies$ 

Player 1 always bluffs with a Q

 $\implies$ 

Player 2 always calls with a K

 $\implies$ 

Player 1 never bluffs with a Q

 $\implies$ 

Player 2 never calls with a K

 $\implies$ 

...

## Adapting and Exploiting

## Outline

## Mixed strategies

Oscillation  
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Game theory  
in Ottawa

Player 1 never bluffs with a Q



Player 2 never calls with a K



Player 1 always bluffs with a Q



Player 2 always calls with a K



Player 1 never bluffs with a Q



Player 2 never calls with a K



...

Each time one player settles on a strategy, the other player adapts to it and **exploits** it (by playing a best response to it). This process never converges, and there is no NE.

## How to play??

Outline

Mixed  
strategies**Oscillation**

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When every pure strategy is exploitable and there are no NE, we need to **randomize** our play.

## How to play??

Outline

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When every pure strategy is exploitable and there are no NE, we need to **randomize** our play.

In this case, Player 1 wants to bluff from time to time, so that Player 2 can't always fold.

## How to play??

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strategies**Oscillation**  
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When every pure strategy is exploitable and there are no NE, we need to **randomize** our play.

In this case, Player 1 wants to bluff from time to time, so that Player 2 can't always fold.

Player 2 must call from time to time, in order to prevent Player 1 from stealing too many pots.

## How to play??

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When every pure strategy is exploitable and there are no NE, we need to **randomize** our play.

In this case, Player 1 wants to bluff from time to time, so that Player 2 can't always fold.

Player 2 must call from time to time, in order to prevent Player 1 from stealing too many pots.

**Big Question:** How do we decide on these frequencies??

# Rock-Paper-Scissors

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strategies

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## Rock-Paper-Scissors

Outline

Mixed  
strategies

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**RPS**Matching  
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Game theory  
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Player 2

		r	p	s
Player 1	r	0	-1	1
	p	-1	0	1
	s	1	-1	0

## Rock-Paper-Scissors

Outline

Mixed  
strategies

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Player 2

		r	p	s
Player 1	r	0	1	-1
	p	-1	0	1
	s	1	-1	0

- No NE in pure strategies!
- Every pure strategy is exploitable.

## Matching pennies

Outline

Mixed  
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**Matching  
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Game theory  
in Ottawa

		Player 2	
		H	T
Player 1	H	-1 1	1 -1
	T	1 -1	-1 1

## Matching pennies

Outline

Mixed  
strategies

Oscillation

RPS

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pennies**

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Game theory  
in Ottawa

		Player 2	
		H	T
Player 1	H	-1 1	1 -1
	T	1 -1	-1 1

- No NE in pure strategies
- Every pure strategy is exploitable

# Mixed strategies

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### Mixed strategies

#### Oscillation

#### RPS

#### **Matching pennies**

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In games like Poker, Rock-Paper-Scissors, "matching pennies", sticking to one pure strategy doesn't work: your opponent will *exploit* your predictability by choosing their best response against your pure strategy.

## Mixed strategies

### Outline

#### Mixed strategies

#### Oscillation

#### RPS

#### Matching pennies

#### Truel

#### Game theory in Ottawa

In games like Poker, Rock-Paper-Scissors, “matching pennies”, sticking to one pure strategy doesn't work: your opponent will *exploit* your predictability by choosing their best response against your pure strategy. Instead, you must be *unpredictable*:

A **mixed strategy** is a probabilistic combination of the available pure strategies.

## Mixed strategies

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### Mixed strategies

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### Game theory in Ottawa

In games like Poker, Rock-Paper-Scissors, “matching pennies”, sticking to one pure strategy doesn’t work: your opponent will *exploit* your predictability by choosing their best response against your pure strategy. Instead, you must be *unpredictable*:

A **mixed strategy** is a probabilistic combination of the available pure strategies.

Concretely, this means that you *randomize* your choice: you play each of your pure strategies a certain percentage of the time, letting chance decide.

## Example

Outline

Mixed  
strategies

Oscillation

RPS

**Matching  
pennies**

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Game theory  
in Ottawa

In the "matching pennies" game, an example of a mixed strategy would be

Play H  $1/3$  of the time, and play T  $2/3$  of the time.

Since it is difficult to act truly randomly, it is best to have a random experiment available.

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# Truel

You have been invited to a three-way pistol fight.

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**Truel**

Game theory in Ottawa

## Truel

You have been invited to a three-way pistol fight. Accuracy:

You:  $1/3$

The Bad:  $5/6$

The Ugly:  $2/3$

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## Truel

You have been invited to a three-way pistol fight. Accuracy:

You:  $1/3$

The Bad:  $5/6$

The Ugly:  $2/3$

★ Each participant has one bullet

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## Truel

You have been invited to a three-way pistol fight. Accuracy:

You:  $1/3$

The Bad:  $5/6$

The Ugly:  $2/3$

- ★ Each participant has one bullet
- ★ Participants take turns shooting

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## Truel

You have been invited to a three-way pistol fight. Accuracy:

You: 1/3

The Bad: 5/6

The Ugly: 2/3

- ★ Each participant has one bullet
- ★ Participants take turns shooting
- ★ You go first, then the Ugly, then the Bad

## Truel

You have been invited to a three-way pistol fight. Accuracy:

You: 1/3

The Bad: 5/6

The Ugly: 2/3

- ★ Each participant has one bullet
- ★ Participants take turns shooting
- ★ You go first, then the Ugly, then the Bad
- ★ May choose your target

## Truel

You have been invited to a three-way pistol fight. Accuracy:

You: 1/3

The Bad: 5/6

The Ugly: 2/3

- ★ Each participant has one bullet
- ★ Participants take turns shooting
- ★ You go first, then the Ugly, then the Bad
- ★ May choose your target

Preferences (for each of the participants):

## Truel

You have been invited to a three-way pistol fight. Accuracy:

You: 1/3

The Bad: 5/6

The Ugly: 2/3

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- ★ May choose your target

Preferences (for each of the participants):

- Highest priority: maximize chances of survival

## Truel

You have been invited to a three-way pistol fight. Accuracy:

You: 1/3

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- ★ Participants take turns shooting
- ★ You go first, then the Ugly, then the Bad
- ★ May choose your target

Preferences (for each of the participants):

- Highest priority: maximize chances of survival
- Next priority: kill others

## Truel

You have been invited to a three-way pistol fight. Accuracy:

You: 1/3

The Bad: 5/6

The Ugly: 2/3

- ★ Each participant has one bullet
- ★ Participants take turns shooting
- ★ You go first, then the Ugly, then the Bad
- ★ May choose your target

Preferences (for each of the participants):

- Highest priority: maximize chances of survival
- Next priority: kill others
- If someone is the only one with a bullet, flip a coin to decide whom to aim at.

Outline

Mixed  
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**Truel**

Game theory  
in Ottawa

**Question 1:** If you could change the move order, would you?  
How?

## Outline

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## Truel

Game theory  
in Ottawa

**Question 1:** If you could change the move order, would you?  
How?

**Question 2:** Who has the greatest chance of surviving the  
truel?

## Outline

Mixed  
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## Truel

Game theory  
in Ottawa

**Question 1:** If you could change the move order, would you?  
How?

**Question 2:** Who has the greatest chance of surviving the  
truel?

**Question 3:** What are your chances of survival (rough  
estimate)?

## Outline

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## Truel

Game theory  
in Ottawa

**Question 1:** If you could change the move order, would you?  
How?

**Question 2:** Who has the greatest chance of surviving the  
truel?

**Question 3:** What are your chances of survival (rough  
estimate)?

**Question 4:** What do you do?

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Game theory  
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Let's see what happens if you try to shoot The Bad.

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## Truel

Game theory  
in Ottawa

Let's see what happens if you try to shoot The Bad.

**Case 1** (probability  $1/3$ ) You kill Bad. Then Ugly will shoot at you, and you have  $1/3$  chance of surviving.

## Outline

Mixed  
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pennies

## Truel

Game theory  
in Ottawa

Let's see what happens if you try to shoot The Bad.

**Case 1** (probability  $1/3$ ) You kill Bad. Then Ugly will shoot at you, and you have  $1/3$  chance of surviving.

**Case 2** (probability  $2/3$ ) You miss. Then Ugly will try to shoot Bad.

## Outline

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## Truel

Game theory  
in Ottawa

Let's see what happens if you try to shoot The Bad.

**Case 1** (probability  $1/3$ ) You kill Bad. Then Ugly will shoot at you, and you have  $1/3$  chance of surviving.

**Case 2** (probability  $2/3$ ) You miss. Then Ugly will try to shoot Bad.

**Case 2a** (probability  $2/3$ ) Ugly kills Bad.  
You survive.

## Outline

## Mixed strategies

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Game theory  
in Ottawa

Let's see what happens if you try to shoot The Bad.

**Case 1** (probability  $1/3$ ) You kill Bad. Then Ugly will shoot at you, and you have  $1/3$  chance of surviving.

**Case 2** (probability  $2/3$ ) You miss. Then Ugly will try to shoot Bad.

**Case 2a** (probability  $2/3$ ) Ugly kills Bad. You survive.

**Case 2b** (probability  $1/3$ ) Ugly misses. Then Bad will flip a coin. Half of the time he will aim at you, and you have  $1/6$  chance of surviving.

# Solution, Continued

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Game theory  
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When aiming at The Bad, your chances of survival are:

## Solution, Continued

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When aiming at The Bad, your chances of survival are:

$$P = \frac{1}{3} \cdot \frac{1}{3} + \frac{2}{3} \cdot \left( \frac{2}{3} \cdot 1 + \frac{1}{3} \cdot \left( \frac{1}{2} \cdot \frac{1}{6} + \frac{1}{2} \cdot 1 \right) \right) \approx 69\%$$

# Solution, continued

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You can do better than that:

## Solution, continued

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pennies**Tuel**Game theory  
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You can do better than that: if you *miss deliberately*, then Ugly will shoot at Bad.

## Solution, continued

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Game theory  
in Ottawa

You can do better than that: if you *miss deliberately*, then Ugly will shoot at Bad. Then

- Case 1 (probability  $2/3$ ) Bad is killed, and you survive.
- Case 2 (probability  $1/3$ ) Ugly misses, and now Bad flips a coin; half of the time he aims at you, which you survive with probability  $1/6$ .

## Solution, continued

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You can do better than that: if you *miss deliberately*, then Ugly will shoot at Bad. Then

**Case 1** (probability  $2/3$ ) Bad is killed, and you survive.

**Case 2** (probability  $1/3$ ) Ugly misses, and now Bad flips a coin; half of the time he aims at you, which you survive with probability  $1/6$ .

Overall probability of survival:

$$P = \frac{2}{3} \cdot 1 + \left( \frac{1}{3} \cdot \left( \frac{1}{2} \cdot \frac{1}{6} + \frac{1}{2} \cdot 1 \right) \right) \approx 86\%.$$

## Solution, continued

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What are the chances of survival for The Bad and The Ugly if you choose the "deliberate miss"-strategy?

## Solution, continued

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What are the chances of survival for The Bad and The Ugly if you choose the "deliberate miss"-strategy?

The Bad survives  $1/3$  of the time (because The Ugly has  $2/3$  accuracy).

The Ugly:  $P = \frac{2}{3} \cdot 1 + \left(\frac{1}{3} \cdot \left(\frac{1}{2} \cdot \frac{1}{6} + \frac{1}{2} \cdot 1\right)\right) \approx 86\%$ .

## Solution, continued

## Outline

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Game theory  
in Ottawa

What are the chances of survival for The Bad and The Ugly if you choose the "deliberate miss"-strategy?

The Bad survives  $1/3$  of the time (because The Ugly has  $2/3$  accuracy).

The Ugly:  $P = \frac{2}{3} \cdot 1 + \left(\frac{1}{3} \cdot \left(\frac{1}{2} \cdot \frac{1}{6} + \frac{1}{2} \cdot 1\right)\right) \approx 86\%$ .

**Moral:** It is not always a bad thing to be the weakest player.

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# Real Estate



# Campeau Corporation

Outline

Mixed strategies

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- RPS
- Matching pennies

Truel

Game theory in Ottawa



Robert Campeau  
(1923-2017)

Through hostile takeovers, took control of *Allied Stores* and *Federated Department Stores* (now *Macy's*).



# Hostile Take Over

Outline

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Game theory  
in Ottawa

You own shares in Federated Department Stores, Inc. Currently, they are worth \$100 each.

# Hostile Take Over

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Game theory  
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You own shares in Federated Department Stores, Inc. Currently, they are worth \$100 each.

**Macy's** is trying to take over, and makes the following offer:

- Macy's buys your shares for \$102 each
- Condition: they obtain a majority of the shares.

# Hostile Take Over

Outline

Mixed  
strategiesOscillation  
RPS  
Matching  
pennies

Truel

Game theory  
in Ottawa

You own shares in Federated Department Stores, Inc. Currently, they are worth \$100 each.

**Macy's** is trying to take over, and makes the following offer:

- Macy's buys your shares for \$102 each
- Condition: they obtain a majority of the shares.

(When they don't succeed in obtaining a majority, the offer is off the table.)

# Campeau's Offer

Outline

Mixed strategies

Oscillation

RPS

Matching pennies

Truel

Game theory in Ottawa

Campeau Corporation makes another, *two-tiered* offer:

## Campeau's Offer

Outline

Mixed  
strategiesOscillation  
RPS  
Matching  
pennies

Truel

Game theory  
in Ottawa

Campeau Corporation makes another, *two-tiered* offer:

- The first 50% of shares to be tendered will be bought for \$105 each (unconditionally)

## Campeau's Offer

Outline

Mixed  
strategiesOscillation  
RPS  
Matching  
pennies

Truel

Game theory  
in Ottawa

Campeau Corporation makes another, *two-tiered* offer:

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- The second 50% of shares to be tendered will be bought for \$90 each

## Campeau's Offer

## Outline

Mixed  
strategiesOscillation  
RPS  
Matching  
pennies

## Truel

Game theory  
in Ottawa

Campeau Corporation makes another, *two-tiered* offer:

- The first 50% of shares to be tendered will be bought for \$105 each (unconditionally)
- The second 50% of shares to be tendered will be bought for \$90 each
- The price is calculated on a *prorated basis*:

$$\text{price per share} = \$90 + \$15 \cdot \frac{50}{X}$$

where  $X \geq 50\%$  is the percentage of shares tendered.

## Campeau's Offer

## Outline

## Mixed strategies

Oscillation  
RPS  
Matching pennies

## Truel

Game theory  
in Ottawa

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$$\text{price per share} = \$90 + \$15 \cdot \frac{50}{X}$$

where  $X \geq 50\%$  is the percentage of shares tendered. E.g. if 60% of shares are tendered, then Campeau pays \$102.50 per share.

## Campeau's Offer

## Outline

## Mixed strategies

Oscillation  
RPS  
Matching pennies

## Truel

Game theory  
in Ottawa

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where  $X \geq 50\%$  is the percentage of shares tendered. E.g. if 60% of shares are tendered, then Campeau pays \$102.50 per share.

- If a majority is obtained, then the non-tendered shares are bought for \$90 each.

# Which offer is best?

Outline

Mixed  
strategies

Oscillation  
RPS  
Matching  
pennies

Truel

Game theory  
in Ottawa

**Question:** Which of the following is best (assuming all that you care about is getting the best price for your shares; also assuming that if neither takeover is successful that the price of the shares will return to \$100)?

# Which offer is best?

Outline

Mixed  
strategiesOscillation  
RPS  
Matching  
pennies

Truel

Game theory  
in Ottawa

**Question:** Which of the following is best (assuming all that you care about is getting the best price for your shares; also assuming that if neither takeover is successful that the price of the shares will return to \$100)?

- 1 Tender to Campeau
- 2 Tender to Macy's
- 3 Don't tender

Three cases:

Outline

Mixed  
strategies

Oscillation

RPS

Matching  
pennies

Truel

Game theory  
in Ottawa

Outline

Mixed  
strategies

Oscillation  
RPS  
Matching  
pennies

Truel

Game theory  
in Ottawa

Three cases:

- 1 Campeau gets majority.

Outline

Mixed  
strategiesOscillation  
RPS  
Matching  
pennies

Truel

Game theory  
in Ottawa

Three cases:

- 1 **Campeau gets majority.** In this case, tendering your shares to Campeau guarantees \$97.50 per share instead of \$90.

Outline

Mixed  
strategiesOscillation  
RPS  
Matching  
pennies

Truel

Game theory  
in Ottawa

Three cases:

- ① **Campeau gets majority.** In this case, tendering your shares to Campeau guarantees \$97.50 per share instead of \$90.
- ② **Campeau gets less than 50%.**

Outline

Mixed  
strategiesOscillation  
RPS  
Matching  
pennies

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Game theory  
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Three cases:

- ① **Campeau gets majority.** In this case, tendering your shares to Campeau guarantees \$97.50 per share instead of \$90.
- ② **Campeau gets less than 50%.** In this case, tendering to Campeau pays \$105 per share; tendering to Macy's at most \$102.

Outline

Mixed  
strategiesOscillation  
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Matching  
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Three cases:

- 1 **Campeau gets majority.** In this case, tendering your shares to Campeau guarantees \$97.50 per share instead of \$90.
- 2 **Campeau gets less than 50%.** In this case, tendering to Campeau pays \$105 per share; tendering to Macy's at most \$102.
- 3 **You're the tie breaker.**

Three cases:

- ① **Campeau gets majority.** In this case, tendering your shares to Campeau guarantees \$97.50 per share instead of \$90.
- ② **Campeau gets less than 50%.** In this case, tendering to Campeau pays \$105 per share; tendering to Macy's at most \$102.
- ③ **You're the tie breaker.** In this case, tendering pays slightly less than \$105 per share. (Assuming you don't have a lot of shares.)

Three cases:

- ① **Campeau gets majority.** In this case, tendering your shares to Campeau guarantees \$97.50 per share instead of \$90.
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- ③ **You're the tie breaker.** In this case, tendering pays slightly less than \$105 per share. (Assuming you don't have a lot of shares.)

Thus, tendering to Campeau is a dominant strategy. As a result, everyone tenders, and everyone ends up getting \$97.50 for their shares.