

# Moral hazard for time-inconsistent agents

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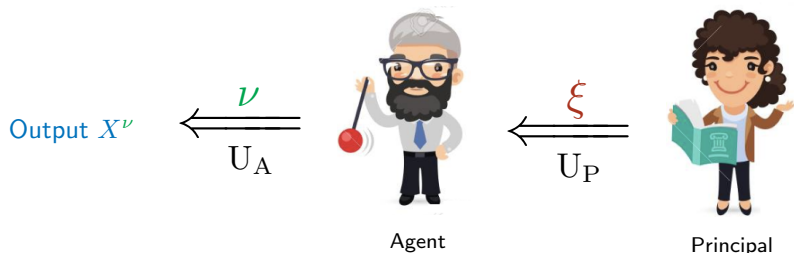
## Contract theory: a review

Inconsistent Control

Consistent planning

Time-inconsistent contract theory

# Contract theory: the big picture



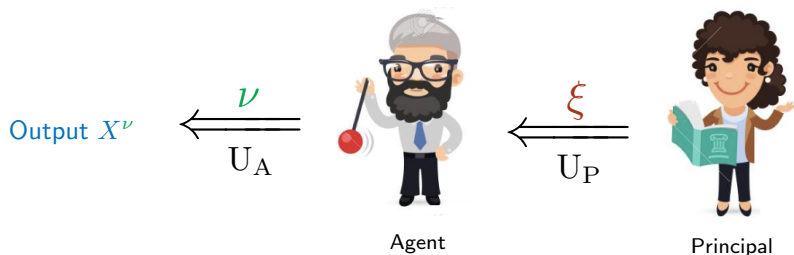
Given information about a system  $X, \mathbb{F}^X$ .

Principal: offers contract  $\xi \in \mathcal{F}^X \xrightarrow{\max} U_P(X_T, \xi)$ .

Agent: – accepts/rejects contract  $\xi \in \Xi$ ,

– chooses an effort  $\nu \xrightarrow{\text{control}} X^\nu \xrightarrow{\max} U_A(\xi, c(X^\nu, \nu))$ .

# Contract theory: the big picture



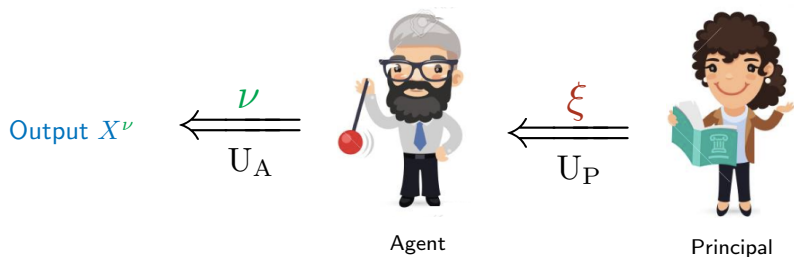
$\mathbb{P}^\nu$  weak solution to:  $t \in [0, T]$

$$X_t = x_0 + \int_0^t \lambda_r(X_{r\wedge\cdot}, \nu_r) dr + \sigma_r(X_{r\wedge\cdot}) dW_r^\nu$$

- Continuous time.
- Controls drift.

$$V_0^A(\xi) := \sup_{\nu \in \mathcal{A}} \mathbb{E}^{\mathbb{P}^\nu} \left[ e^{-\alpha T} U_A(\xi) - \int_0^T e^{-\alpha r} c_r(X_{r\wedge\cdot}, \nu_r) dr \right]$$

# Contract theory: the big picture



The contract  $\xi \in \mathcal{F}_T^X$ , i.e.

- **asymmetry of information**: access  $X$ , not Agent's effort.
- time horizon enforces a **non-Markovian** structure,  $\xi(X_{\cdot \wedge T})$ .

$$V_0^P := \sup_{\xi \in \Xi} \mathbb{E}^{\mathbb{P}^{L^*}} [X_T - \xi(X_{\cdot \wedge T})]$$

Holmström and Milgrom '87. Sannikov '08. Cvitanović, Possamaï, and Touzi '18.

# Contract theory: time-consistent preferences

$$c_t(x, a) = a^2, \lambda_t(x, a) = a.$$

$$U_A(x) = x.$$

$$V_t^A(\xi) = \sup_{\nu \in \mathcal{A}} \mathbb{E}^{\mathbb{P}^\nu} \left[ e^{-\alpha(T-t)} \xi - \int_0^T e^{-\alpha(r-t)} \nu_r^2 dr \right]$$

- $V^A(\xi)$  satisfies dynamic prog. principle: A's problem is time-consistent.

$$Y_t = \xi + \int_t^T \left( \frac{Z_r^2}{2} - \alpha Y_r \right) dr - \int_t^T Z_r dX_r,$$

$$\tilde{\Xi} := \left\{ \xi = Y_T^{y_0, Z}, Y_t^{y_0, Z} := y_0 - \int_0^t \left( \frac{Z_r^2}{2} - \alpha Y_r \right) dr + \int_0^t Z_r dX_r \right\}.$$

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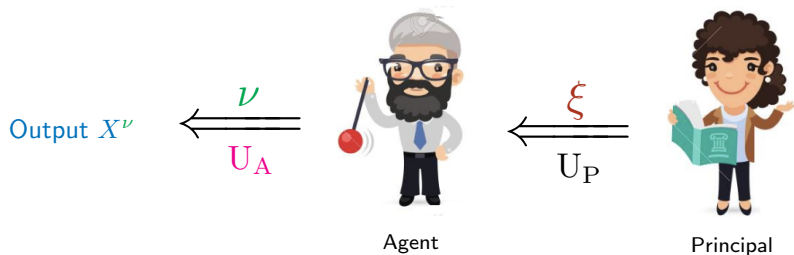
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- $P$  identifies all of A's optimal actions: **maximisers of Hamiltonian**,  $a^*(r, x, z)$ .

$$\Xi = \tilde{\Xi} \implies V_0^P = C + \sup_Z \mathbb{E}^{\mathbb{P}^{\nu^*}} \left[ \int_0^T \left( \frac{Z_r^2}{2} - \alpha Y_r^{y_0, Z} \right) dr \right]$$

- **Standard stochastic control problem**: control  $Z$ , state variables  $(X, Y^{y_0, Z})$ .

# Time-inconsistent contract theory



Agent sees **contract**  $\xi$  and rejects/accepts contract

Chooses **effort**  $\nu$  according to **time-inconsistent preferences**  $U_A$ .



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# Three approaches: Strotz '95

Pre-committed, Naive agent.

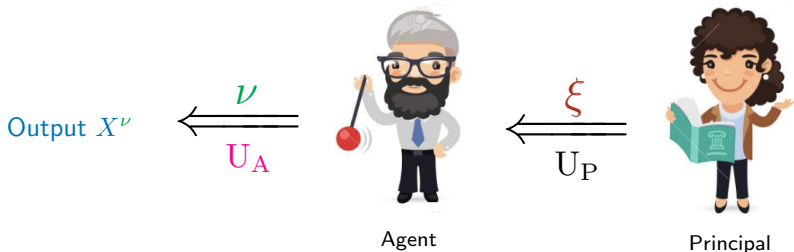
**Consistent Planning:** Game theoretic approach. Considers a **non-cooperative game**, where the agent plays against **future versions of himself**, and look for sub-game perfect Nash equilibria.



Ekeland and Lazrak; Ekeland and Pirvu; Hu, Jin, and Zhou; Björk, Khapko, and Murgoci; Czichowsky; Wei, Yong, and Zu.

- Björk, Khapko, and Murgoci '17: extended HJB (PDE). Limited to a **verification argument**.
- He and Jiang '19: **characterisation** of Markovian equilibria.

# Time-inconsistent contract theory



Agent sees **contract**  $\xi$  and chooses **equilibrium** effort,  $\nu^* \in \mathcal{E}(\xi)$ , according to **time-inconsistent preferences**, i.e.<sup>1</sup>

$$V_t^A(\nu^*; \xi) := J^A(\underline{t}, \underline{t}, \nu^*; \xi) := \mathbb{E}^{\mathbb{P}^\nu} \left[ f(T - \underline{t}) U_A(\xi) - \int_{\underline{t}}^T f(r - \underline{t}) c_r(X_{r \wedge \cdot}, \nu_r^*) dr \middle| \mathcal{F}_{\underline{t}}^X \right].$$

Principal solves

$$V^P := \sup_{\xi \in \Xi} \sup_{\nu \in \mathcal{E}(\xi)} \mathbb{E}^{\mathbb{P}^\nu} [U_P(X_T - \xi)].$$

<sup>1</sup>Non-exponential discounting  $f$ ,  $f(0) = 1$

# What is for us an equilibrium? Continuous time

*"[The] problem [of a sophisticated agent] is then to find the best plan among those that [he] will actually follow."* Strotz '95.

- Roughly speaking the same of Ekeland, Lazrak and Pirvu '06, '08, '10:

$\epsilon$ -equilibrium + local property.

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## Definition (H, Possamai. '20)

Let  $\nu^* \in \mathcal{A}$ , candidate.  $\nu \otimes_{t+\ell} \nu^* := \nu 1_{[t, t+\ell)} + \nu^* 1_{[t+\ell, T]}$ .

$\forall \varepsilon > 0, \exists \ell_\varepsilon: \forall (\ell, t, \nu) \in (0, \ell_\varepsilon) \times [0, T] \times \mathcal{A}$

$$J^A(t, t, \nu^*) - J^A(t, t, \nu \otimes_{t+\ell} \nu^*) \geq -\varepsilon \ell$$

then  $\nu^*$  is an equilibrium model.

$$V_t^A(\nu^*; \xi) = J^A(t, t, \nu^*; \xi), \quad \nu^* \in \mathcal{E}(\xi).$$

# Consistent planning: H. and Possamai '20

- $V^A$  satisfies an extended dynamic programming principle: Agent's value alongside equilibrium is time-consistent.

Iterating the definition for arbitrary partitions of  $[0, T]$  with mesh smaller than  $\ell_\varepsilon$ , and passing to the limit.

$$V_\sigma^A = \sup_{\nu \in \mathcal{A}} \mathbb{E}^{\mathbb{P}^\nu} \left[ V_\tau^A - \int_\sigma^\tau \left( c_r(X, \nu_r) + \mathbb{E}^{\mathbb{P}^{\nu^*}} \left[ f'(T-r) U_A(\xi) - \int_r^T f'(u-r) c_u(X, \nu_u^*) du \middle| \mathcal{F}_r \right] \right) dr \middle| \mathcal{F}_\sigma \right]$$

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$$Y_t^s = U_A(s, \xi) + \int_t^T h_r^*(s, X_{\cdot \wedge r}, Z_r^s, Z_r^r) dr - \int_t^T Z_r^s dX_r, (s, t) \in [0, T]^2,$$

for which  $\nu^*$  maximises the Hamiltonian.

Let  $H_t(x, z) := \sup_{a \in A} \{ \lambda_t(x, a) \cdot z - c_t(x, a) \}$ ,  $a^*(t, x, z) \in \mathcal{M}$  denotes a maximiser in  $H$ , and  $h_t^*(s, x, z, z) := \lambda_t(x, a^*(t, x, z)) \cdot z - f(t-s)c_t(x, a^*(t, x, z))$



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- All in all,

$$Y_t^t = V_t^A, \mathcal{E} = \{(a^*(t, X_{\cdot \wedge t}, Z_t^t)_{t \in [0, T]}, a^* \in \mathcal{M})\}.$$

Existence and uniqueness of equilibria.

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# Recap

- By refining the definition of consistent plans, i.e.  $\nu^* \in \mathcal{E}(\xi)$ , we obtained an **extended dynamic programming principle** for the problem of the Agent.
- **Infinite** system (**type-I extended BSVIE**). It is sufficient for  $\nu^* \in \mathcal{E}(\xi)$ .
- Interestingly, it is also necessary, i.e. **any equilibria arises from** type-I BSVIE and  **$\nu^*$  maximises the Hamiltonian**.
- The **well-posedness of type-I BSVIEs yields the uniqueness of equilibria** (up to max. of Hamiltonian).

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- Interestingly, it is also necessary, i.e. **any equilibria arises from** type-I BSVIE and  **$\nu^*$  maximises the Hamiltonian**.
- The **well-posedness of type-I BSVIEs yields the uniqueness of equilibria** (up to max. of Hamiltonian).

What does this imply about the problem faced by the Principal?



- **Infinitely many** representations for  $\xi$ .
- ... cannot use only one and optimise over  $Z$  as before, need to **understand relationships** between  $Z$  and  $Z^s$ .

## A solvable LQ example: Principal's Problem:

$$c_t(x, a) = a^2, \quad \lambda_t(x, a) = a.$$

$$U_A(x) = x.$$

$$J^A(t, t, \nu; \xi) = \mathbb{E}^{\mathbb{P}^\nu} \left[ f(T - t)\xi - \int_t^T f(r - t) \nu_r^2 dr \middle| \mathcal{F}_t^X \right]$$

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$$Y_t^s = f(T-s)\xi + \int_t^T Z_r^r Z_r^s - f(r-s) \frac{Z_r^{r2}}{2} dr - \int_t^T Z_r^s dX_r$$

$$\bar{\Xi} := \left\{ Y_T^{y_0, Z} = \frac{y_0}{f(T)} + \int_0^T \frac{f(r)}{f(T)} \frac{Z_r^{r2}}{2} dr + \int_0^T \frac{\sigma Z_r^0}{f(T)} dW_r^{\nu^*}, \text{ (3')} \right\}$$

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We check that for  $s \in [0, T]$ ,

$$Z_t^s = \frac{f(T-s)}{f(T)} Z_t^0 - \tilde{Z}_t^s, \quad (3')$$

where  $\tilde{Z}^s$  comes from the martingale representation of

$$M_t^s := \mathbb{E}^{\mathbb{P}^*} \left[ \int_0^T \left( f(r-s) - \frac{f(T-s)f(r)}{f(T)} \right) \frac{Z_r^{r2}}{2} dr \middle| \mathcal{F}_t \right] = M_0 + \int_0^t \sigma \tilde{Z}_r^s dW_r^{\nu^*}$$

- When  $f(t) := e^{-\alpha t}$ ,  $\tilde{Z}$  vanishes... effect due to time-inconsistency.
- $\tilde{Z}$  also vanishes whenever  $Z$  is deterministic!



$$\begin{aligned}
V^P &= \sup_{\xi \in \Xi} \mathbb{E}^{\mathbb{P}^*} \left[ X_T - \xi \right] = x - \frac{y_0}{f(T)} + \sup_{\xi \in \Xi} \mathbb{E}^{\mathbb{P}^*} \left[ \int_0^T \left( Z_r^r - \frac{f(r)}{f(T)} \frac{(Z_r^r)^2}{2} \right) \mathrm{d}r \right] \\
&\leq x - \frac{y_0}{f(T)} + \frac{1}{2} \int_0^T \frac{f(T)}{f(r)} \mathrm{d}r
\end{aligned}$$

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&\leq x - \frac{y_0}{f(T)} + \frac{1}{2} \int_0^T \frac{f(T)}{f(r)} dr
\end{aligned}$$

We can identify  $f(T)/f(r)$  **deterministic** s.t.

$$Z_t^t := \frac{f(T)}{f(t)}, \quad Z_t^s := \frac{f(T-s)}{f(T-t)} Z_t^t, \quad \tilde{Z}_t^s = 0 \implies (3') \text{ holds.}$$

Consequently,

$$\xi^* = C + \int_0^T \frac{f(T)}{f(t)f(T-t)} \cdot dX_t.$$

- Agent discounts exponential utility: P has to solve a standard optimal control problem. Explicit solution when Principal also has exponential utility: linear contract.
- Agent takes utility of discounted wealth: we find optimal contract in slightly restricted class (separability in  $t$  and  $s$  for the controls). Though optimal control stays deterministic, contract is non-Markovian and non-linear, and still recovers the standard result for time-consistent agent.

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- What about the general case?

# Type-I extended BSVIE

In great generality, the problem of Agent is given by,  $(s, t) \in [0, T]^2$

$$Y_t^s = U_A(s, \xi) + \int_t^T h_r^*(s, X_{r \wedge \cdot}, Y_r^s, Z_r^s, Y_r^r, Z_r^r) dr - \int_t^T Z_r^s dX_r.$$

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$\mathcal{H}^{2,2} : Z \in \overline{\mathbb{H}}^{2,2}$  satisfying

$$Y_t^{s,y_0,Z} = y_0^s - \int_0^t h_r^*(s, X_{r\wedge\cdot}, Y_r^{s,y_0,Z}, Z_r^s, Y_r^{r,y_0,Z}, Z_r^r) dr + \int_0^t Z_r^s dX_r, \quad (s, t) \in [0, T]^2$$

$$U_A^{(-1)}(0, Y_T^{0,y_0,Z}) = U_A^{(-1)}(s, Y_T^{s,y_0,Z}), \quad s \in [0, T]. \quad (3)$$

## Theorem (H, Possamai, '21)

$\bar{\Xi} := \{\xi = U_A^{(-1)}(0, Y_T^{0,Z}), Z \in \mathcal{H}^{2,2}\}$ . Then  $\bar{\Xi} = \Xi$ . For  $\xi \in \bar{\Xi}$

$$\mathcal{E}(\xi) = \{a^*(t, X_{\cdot \wedge t}, Y_t^{t,Z}, Z_t^t)_{t \in [0,T]}\}, \quad V_0^A(\xi) = Y_0^0.$$

$\mathcal{H}^{2,2} : Z \in \bar{\mathbb{H}}^{2,2}$  satisfying

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## Theorem (H, Possamai, '21)

$$V^P = \sup_{Y_0^0 \geq R} \sup_{Z \in \mathcal{H}^{2,2}} \mathbb{E}^{\mathbb{P}^*(Z)} \left[ U_P \left( X_T - U_A^{(-1)} \left( T, Y_T^{T,Z} \right) \right) \right],$$

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$$U_A^{(-1)}(0, Y_T^{0,y_0,Z}) = U_A^{(-1)}(s, Y_T^{s,y_0,Z}), \quad s \in [0, T]. \quad (3)$$

– **Volterra constrained** controls... Different from Viens and Zhang '17.



# To sum up

- Insight:  $V^A$  solves a **backward stochastic Volterra integral equation**.
- **characterisation of equilibria** holds in greater generality.
- Principal's problem boils to optimal control of a **Volterra forward equation** with **constrained Volterra controls**, i.e. a family  $(Z_t^s)_{(s,t) \in [0,T]^2}$ , (3) holds

$$Y_t^s = U_A(s, \xi) + \int_t^T h_r^*(s, X_{r \wedge \cdot}, Y_r^s, Z_r^s, Y_r^r, Z_r^r) dr - \int_t^T Z_r^s dX_r.$$

- unclear how to generalise the previous examples approach.
- Idea: forget about the constraint... and reincorporate it using **stochastic target** control ideas.

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