

VALUE OF INFORMATION IN SOCIAL LEARNING

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INTRODUCTION

INFORMATION IN SOCIETY

- ▶ An information source is **more valuable than** another if it allows better decisions.
- ▶ [Blackwell \(1953\)](#) evaluates information structures based on whether a **single** agent would always prefer one over another, **regardless of his/her preferences**.
- ▶ However, in the society, agents acquire information not only from their private signals **but also from the observed actions of others** (information externality).
- ▶ Comparing information only for a single decision maker is not sufficient in society.

MOTIVATING EXAMPLE: ONLINE SHOPPING

- ▶ Buyers learn about product quality from **advertisements** or **product details**.
- ▶ They also have access to **the volume of past purchases** or **popularity**.
- ▶ When deciding whether to purchase a product, buyers use both information.
- ▶ Platform wishes to assess advertisements or product pages for their efficiency.
- ▶ Informational externalities created by the observability of past purchase are essential.

WHAT WE DO AND DISCOVER

Research Question

When is one information structure more socially valuable than another?

- ▶ We extend **comparison of experiments** to the **social learning model** (Banerjee, 1992; Bikhchandani, Hirshleifer and Welch, 1992; Smith and Sørensen, 2000).
- ▶ We investigate the **"socially better" information** under social learning.
- ▶ Our results characterize our binary relation and provide a simple sufficient condition.

RELATED LITERATURE: BLACKWELL COMPARISON

- ▶ Pioneered works: [Blackwell \(1951, 1953\)](#)
 - ▶ Restricted decision problems/information structures:
[Lehmann \(1988\)](#); [Persico \(2000\)](#); [Athey and Levin \(2018\)](#); [Ben-Shahar and Sulganik \(2024\)](#)
- ▶ Game-theoretic settings:
[Lehrer, Rosenberg and Shmaya \(2010, 2013\)](#); [Gossner \(2000\)](#); [Peşki \(2008\)](#); [Cherry and Smith \(2012\)](#); [Bergemann and Morris \(2016\)](#); [de Oliveira \(2018\)](#)
- ▶ Repeated i.i.d. samples:
[\(Stein \(1951\); Torgersen \(1970\); Moscarini and Smith \(2002\); Azrieli \(2014\); Mu, Pomatto, Strack and Tamuz \(2021\)\)](#)
- ▶ Dynamic information structures in sequential decision problems:
[\(Greenshtein \(1996\); de Oliveira \(2018\); Renou and Venel \(2024\); Whitmeyer and Williams \(2024\)\)](#)

RELATED LITERATURE: SOCIAL LEARNING

- ▶ Seminal works: Banerjee (1992), Bikhchandani *et al.* (1992), Smith and Sørensen (2000)
- ▶ The central question is whether agents can eventually learn the true state:
 - ▶ Network structure/limited observation of past actions:
Çelen and Kariv (2004); Acemoglu, Dahleh, Lobel and Ozdaglar (2011); Lobel and Sadler (2015); Arieli and Mueller-Frank (2019); Kartik, Lee, Liu and Rappoport (2024); Xu (2023)
(+ Banerjee and Fudenberg (2004); Gale and Kariv (2003); Callander and Hörner (2009); Smith and Sørensen (2013))
 - ▶ Costly observation of past actions: Kultti and Miettinen (2006, 2007); Song (2016)
 - ▶ Costly acquisition of private signals: Mueller-Frank and Pai (2016); Ali (2018)
- ▶ Recently, some studies examine information design in social learning.
(Lorecchio (2022); Arieli, Gradwohl and Smorodinsky (2023); Parakhonyak and Vikander (2023); Arieli, Babichenko and Hann-Caruthers (2024))

MODEL

SET UP

- ▶ There is a countably infinite sequence of **agents** $i = 1, 2, \dots$ arriving sequentially.
- ▶ There are **binary state** $\Omega = \{L, H\}$ where $\mu_0 \in (0, 1)$ be the **prior** of $\omega = H$.
 - ▶ We can extend into finite state space.
- ▶ **Decision problem** $\mathcal{D}$ consists of **action set** A and **payoff function** $u : A \times \Omega \rightarrow \mathbb{R}$.
 - ▶ We assume that action set A is finite.
 - ▶ There is **no payoff externality**.
 - ▶ Moreover, we assume that all agents are **homogeneous**.

TIMING

- ▶ Period 0: Nature determines state $\omega \in \Omega$.
- ▶ Period i :
 - ▶ Agent i observes a **history** (a sequence of actions taken by agents $1, 2, \dots, i-1$).
 - ▶ Past signal realizations are not observable.
 - ▶ Agent i receives a **private signal** $s \in S$ from **information structure** $\pi : \Omega \rightarrow \Delta(S)$ (**iid**).
 - ▶ We assume that signal space S is finite.
 - ▶ Let $\mu \in \Delta([0, 1])$ be the private belief distribution induced by π .
 - ▶ $x \in \text{supp}(\mu)$ specifies the private belief about $\omega = H$ after observing private signal from π .
 - ▶ Agent i forms **posterior belief** from history and private signal and chooses action $a \in A$.
 - ▶ Strategy is a mapping $\sigma_i : A^{i-1} \times S \rightarrow \Delta(A)$, let $\sigma = (\sigma_i)_i$ be its profile.

ANALYSIS

BLACKWELL ORDER

- ▶ Let $V_i^{\mathcal{D}}(\pi, \sigma^*)$ be the expected payoff of agent i under the equilibrium σ^* in $(\mathcal{D}, \pi)$.

Definition 0

π is **Blackwell more informative** than π' if $V_1^{\mathcal{D}}(\pi, \sigma^*) \geq V_1^{\mathcal{D}}(\pi', \sigma^{**})$ for **any** $\mathcal{D}$, any equilibrium σ^* under $(\mathcal{D}, \pi)$, and any equilibrium σ^{**} under $(\mathcal{D}, \pi')$.

- ▶ Blackwell order requires that agent 1 prefers π over π' for **all** decision problems.
- ▶ Denote $\pi \succsim_B \pi'$ when π is Blackwell more informative than π' .
 - ▶ $\pi \succsim_B \pi' \iff \pi'$ is a **garbling** of $\pi \iff \mu$ is a **mean-preserving spread** of μ' .

MORE SOCIALLY VALUABLE

Definition 1

π is **more socially valuable** than π' if for **all** $\mathcal{D} = (A, u)$, $V_i^{\mathcal{D}}(\pi, \sigma^*) \geq V_i^{\mathcal{D}}(\pi', \sigma^{**})$ for **any** agent i , **any** equilibrium σ^* under $(\mathcal{D}, \pi)$, and **any** equilibrium σ^{**} under $(\mathcal{D}, \pi')$.

- ▶ Our binary relation requires that **all** agents prefer π over π' for **all** decision problems.
- ▶ Denote $\pi \succsim_S \pi'$ when π is more socially valuable than π' .
- ▶ By definition, $\succsim_S$ is weakly stronger than $\succsim_B$ by Pareto criterion.
- ▶ Worst equilibrium vs Best equilibrium (we discuss in the final section).

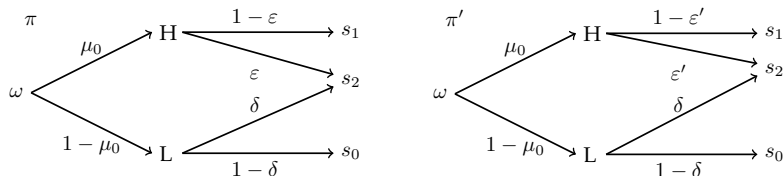
RELATION WITH BLACKWELL ORDER

Proposition 1

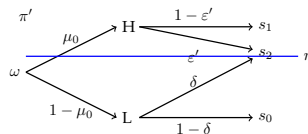
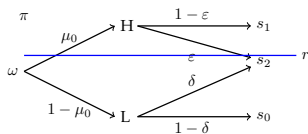
$\succsim_S$ is a **strictly stronger** binary relation than $\succsim_B$.

- ▶ **"Better" information (in the sense of Blackwell) may be worse for some agents.**
- ▶ This is because history provides **coarser** information than past signal realizations.
- ▶ $\succsim_S$ requires the **joint** value of history and the private signal increases.
 - ▶ If agent 1 chooses "better" action and agent 2's private signals become Blackwell more informative, agent 2's expected payoff may decrease even though they are homogeneous.
- ▶ If agents could observe **past signals instead of actions**, $\pi \succsim_B \pi'$ implies $\pi \succsim_S \pi'$.

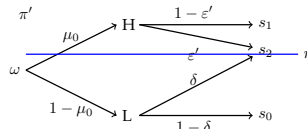
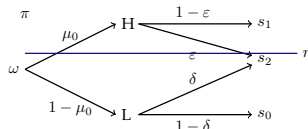
EXAMPLE I



- ▶ π and π' disclose ternary signals s_0 , s_1 , and s_2 .
- ▶ s_0 (resp. s_1) is sent only at state L (resp. H), called **conclusive signal about** state ω .
- ▶ s_2 induces intermediate private belief exceeding μ_0 by imposing $\varepsilon, \varepsilon' > \delta > 0$.
- ▶ Assume that $\varepsilon' > \varepsilon$, and thus $\pi \succsim_B \pi'$.



- $\mathcal{D} : A = \{a_0, a_1\}$, $u(a_0, L) = u(a_0, H) = 0$, $u(a_1, H) = 1 - r$, and $u(a_1, L) = -r$
- a_0 is a default action inducing constant payoff 0 for all states.
- a_1 is a risky action inducing payoff $1 - r$ at state H and $-r$ at state L .
- Optimal action is a_1 if posterior belief exceeds r and a_0 otherwise.
- Assume $\underbrace{\frac{\mu_0 \varepsilon}{\mu_0 \varepsilon + (1 - \mu_0) \delta}}_{\text{Private belief by } s_2 \text{ under } \pi} < r < \min \left\{ \underbrace{\frac{\mu_0 \varepsilon'}{\mu_0 \varepsilon' + (1 - \mu_0) \delta}}_{\text{Private belief by } s_2 \text{ under } \pi'}, \underbrace{\frac{\mu_0 \varepsilon^2}{\mu_0 \varepsilon^2 + (1 - \mu_0) \delta^2}}_{\text{Posterior belief by } s_2 \text{ twice under } \pi} \right\}.$



- ▶ (Unique) Equilibrium σ^* under π and σ^{**} under π' :
 - ▶ Under π , agent i chooses a_1 if and only if $s = s_1$ or at least one predecessor chooses a_1 .
 - ▶ Under π' , agent i chooses a_0 if and only if $s = s_0$ or at least one predecessor chooses a_0 .
- ▶ $V_i^{\mathcal{D}}(\pi, \sigma^*) = \mu_0(1 - \varepsilon^i)(1 - r) < V_i^{\mathcal{D}}(\pi', \sigma^{**}) = \mu_0(1 - r) - (1 - \mu_0)\delta^i r$ for all $i \geq 2$.
- ▶ This is because, agent 2 is optimal to choose a_1 when observing s_2 twice.
 - ▶ However, under π , a_0 is optimal when agent 1 chooses a_0 and $s = s_2$.
 - ▶ Under π' , agent 2 behaves as if she can observe the past signal realization.
 - ▶ If past signals are observable, π and π' induce same payoffs for $i \geq 2$.

CHARACTERIZATION

- ▶ Let $\bar{V}_i^{\mathcal{D}}(\pi)$ be the expected payoff by observing signals from π independently i -times.

Theorem 1

$\pi \succsim_S \pi'$ if and only if $V_i^{\mathcal{D}}(\pi, \sigma^*) \geq \bar{V}_i^{\mathcal{D}}(\pi')$ for any $i, \mathcal{D}$ and equilibrium σ^* in $(\mathcal{D}, \pi)$.

- ▶ We construct $\bar{\mathcal{D}} = (\bar{A}, \bar{u})$ in which agents can perfectly infer past signals under π' .
 - ▶ Given $\mathcal{D} = (A, u)$, each action is **replicated** by a number of S' inducing same payoffs.
 - ▶ $\bar{A} = \{(a, k) \mid a \in A, k \in S'\}$ and $\bar{u}((a, k), \omega) = u(a, \omega)$ for all $a \in A, \omega \in \Omega$, and $k \in S'$.
 - ▶ Under π' , agents chooses (a, s'_k) if $s' = s'_k$, but do not so under π (**equilibrium selection**).

NECESSARY CONDITION

- ▶ We say that π induces **unbounded beliefs** if $\text{co}(\text{supp}(\mu)) = [0, 1]$.
- ▶ [Smith and Sørensen \(2000\)](#): in generic, asymptotic learning occurs if and only if the information structure induces unbounded beliefs.

Corollary 1

Suppose that π' is not no information.

If $\pi \succsim_S \pi'$, then π induces unbounded beliefs.

SUFFICIENT CONDITION

- ▶ Which pairs of information structures can be compared within our binary relation?
 - ▶ Verifying sufficiency part is challenging as it depends on the underlying decision problem
- ▶ Thus, we provide a simple sufficient condition:

Theorem 2

If there exists π'' such that $\text{supp}(\mu'') = \{0, \mu_0, 1\}$ and $\pi \precsim_B \pi'' \precsim_B \pi'$, then $\pi \precsim_S \pi'$.

- ▶ If $\text{supp}(\mu'') = \{0, \mu_0, 1\}$, then π'' is some **"mixture" of full and no information**.
- ▶ With abuse, π'' is a **mixture of full and no information** if $\text{supp}(\mu'') = \{0, \mu_0, 1\}$.

Proposition 2

There exists π'' such that $\text{supp}(\mu'') = \{0, \mu_0, 1\}$ and $\pi \succsim_B \pi'' \succsim_B \pi'$ if and only if

$$1 - \sum_{s \in \text{supp}(\pi')} \min\{\pi'(s|L), \pi'(s|H)\} \leq \min\{\pi(\mu = 0|L), \pi(\mu = 1|H)\}.$$

- ▶ LHS and RHS only depend on π' and π , respectively.
 - ▶ If π is full information, $\text{RHS} = 1$.
 - ▶ If π' is no information, $\text{LHS} = 0$.
 - ▶ If π does not induce unbounded beliefs, $\text{RHS} = 0$.
- ▶ $\pi \succsim_S \pi'$ if π assigns high probability to disclose conclusive signals about both states.

PROOF SKETCH I

- ▶ Lemma 7: Show $\pi'' \succsim_B \pi' \Rightarrow \pi'' \succsim_S \pi'$ **if π'' is a mixture of full and no information.**
 - ▶ Lemma 6 shows that, under π'' , all agents can achieve the expected payoff **as if** they were able to observe past signals **for any** decision problem and **any** equilibrium.
 - ▶ An important (equilibrium) strategy profile under π'' is given by:
 - ▶ **If agent i receives the conclusive signals, then she chooses optimal actions.**
 - ▶ **If agent i receives the uninformative signal, then she mimics agent $i - 1$'s action.**
 - ▶ This is an equilibrium and yields the lower bound and upper bound of payoffs.

► (Continued.)

► If $\pi'' \succsim_B \pi'$, then Blackwell theorem implies that $\pi''^{\otimes i} \succsim_B \pi'^{\otimes i}$.

► Thus, we have $\bar{V}_i^{\mathcal{D}}(\pi'') \geq \bar{V}_i^{\mathcal{D}}(\pi')$ holds for all i and all $\mathcal{D}$.

► **Past signals are Blackwell more informative than history** (Lemma 5).

► Thus, $\bar{V}_i^{\mathcal{D}}(\pi') \geq V_i^{\mathcal{D}}(\pi', \sigma^{**})$ for any i , any $\mathcal{D}$, and any equilibrium σ^{**} under π' .

► $V_i^{\mathcal{D}}(\pi'', \sigma^*) = \bar{V}_i^{\mathcal{D}}(\pi'') \geq \bar{V}_i^{\mathcal{D}}(\pi') \geq V_i^{\mathcal{D}}(\pi', \sigma^{**})$ for any equilibrium σ^* and σ^{**} . □

PROOF SKETCH II

- ▶ Lemma 8: Show $\pi \succsim_B \pi'' \Rightarrow \pi \succsim_S \pi''$ **if π'' is a mixture of full and no information.**
 - ▶ We modify an equilibrium strategy profile under π as follows:
 - ▶ Any single deviation from equilibrium strategy decreases her payoff by the optimality.
 - ▶ In particular, take a strategy in which agent i behaves **as if she observes π''** than π .
 - ▶ As π'' is a mixture of full and no information, **agent i chooses optimal actions under conclusive signals and mimics agent $i - 1$'s action under the uninformative signal.**

► (Continued.)

- Given this, we further modify agent $i - 1$'s strategy to the same one.
- This decreases agent $i - 1$'s payoff and **agent i 's (conditional) payoff by mimicking.**
 - This is because the private belief under the uninformative signal coincides with the prior.
 - Agent i 's payoff = $\frac{\text{Probability of conclusive signals for each state}}{\text{Probability of conclusive signals for each state}} \times \frac{\text{Payoff from full information}}{\text{Payoff from full information}} + \frac{\text{Probability of uninformative signal}}{\text{Probability of uninformative signal}} \times \text{Agent } i - 1\text{'s payoff.}$
- Repeating this provides the **lower bound** of **any equilibrium payoffs**,
which **coincides with** any equilibrium payoff under π'' . $\square$

- ▶ This is the proof sketch of Theorem 2.
- ▶ We find and utilize the properties behind the mixtures of full and no information.
- ▶ This avoids the complicated formula of expected payoffs for all agents.
 - ▶ Lemma 7 uses an **upper bound** of payoffs under π' .
 - ▶ Lemma 8 uses a **lower bound** of payoffs under π .
 - ▶ Exact expected payoff is derived only under the mixtures of full and no information.
 - ▶ This is easy as this coincides with the payoff under observable signal setting (Lemma 6).

DISCUSSION

DISCUSSION I: LONG-RUN COMPARISON

- ▶ Remember that $\succsim_S$ requires **all** agents prefer π over π' for all decision problems.

Definition 2

π is **eventually more socially valuable** than π' if there is $N \in \mathbb{N}$ such that for **all** $\mathcal{D}$, $V_i^{\mathcal{D}}(\pi, \sigma^*) \geq V_i^{\mathcal{D}}(\pi', \sigma^{**})$ for **all** $i \geq N$, **any** equilibrium σ^* under $(\mathcal{D}, \pi)$, and **any** equilibrium σ^{**} under $(\mathcal{D}, \pi')$.

- ▶ This requires that **all asymptotic** agents prefer π over π' for all decision problems.
- ▶ Denote $\pi \succsim_{ES} \pi'$ when π is eventually more socially valuable than π' .

Theorem 3

$\pi \succsim_{ES} \pi'$ if and only if there exists $N \in \mathbb{N}$ such that $V_i^{\mathcal{D}}(\pi, \sigma^*) \geq \bar{V}_i^{\mathcal{D}}(\pi')$ for any $\mathcal{D}$,
all $i \geq N$, and any equilibrium σ^* under $(\mathcal{D}, \pi)$.

Corollary 2

Suppose that π' is not no information.

If $\pi \succsim_{ES} \pi'$, then π induces unbounded beliefs.

- By Example 1, inducing unbounded beliefs is not sufficient for $\succsim_{ES}$.

- We can highlight the difference between $\succsim_{ES}$ and the eventual Blackwell order:

— **Definition 3: Mu, Pomatto, Strack and Tamuz (2021)** —

π is **eventually Blackwell more informative** than π' , denoted $\pi \succsim_{EB} \pi'$,
if if there exists N such that $\pi^{\otimes i} \succsim_B \pi'^{\otimes i}$ for all $i \geq N$.

— **Proposition 3** —

$\succsim_{ES}$ is a **strictly stronger** binary relation than the eventual Blackwell order $\succsim_{EB}$.

- This mirrors the relationship between $\succsim_S$ and the Blackwell order $\succsim_B$.

- By utilizing the large sample order, we can derive a sufficient condition for $\succsim_{ES}$.

Theorem 4

If there exists π'' with $\text{supp}(\mu'') = \{0, \mu_0, 1\}$ and $\pi \succsim_{EB} \pi'' \succsim_{EB} \pi'$, then $\pi \succsim_{ES} \pi'$.

- This condition is weaker than that in Theorem 2.
- Note that $\succsim_{ES}$ is neither stronger nor weaker than $\succsim_B$.

- A more weaker notion only concerns **limit** welfare.

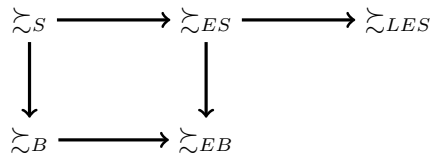
— Definition 4 —

π is **eventually more socially valuable in the limit** than π' , denoted $\pi \succsim_{LES} \pi'$,
if $\lim_{i \rightarrow \infty} V_i^{\mathcal{D}}(\pi, \sigma^*) \geq \lim_{i \rightarrow \infty} V_i^{\mathcal{D}}(\pi', \sigma^{**})$ for **all** $\mathcal{D}$, **any** equilibrium σ^* under $(\mathcal{D}, \pi)$,
and **any** equilibrium σ^{**} under $(\mathcal{D}, \pi')$.

— Theorem 4 —

Suppose that π' is not no information.

$\pi \succsim_{LES} \pi'$ if and only if π induces unbounded beliefs.



- ▶ Arrow from P to Q indicates that P is (strictly) stronger than Q .
- ▶ $\succsim_B$ (resp. $\succsim_{EB}$) is the (eventual) Blackwell order.
- ▶ $\succsim_S$ is the socially valuable order.
- ▶ $\succsim_{ES}$ (resp. $\succsim_{LES}$) is the (resp. limit) eventually socially valuable order.

DISCUSSION II: EQUILIBRIUM SELECTION

- $\succsim_S$ is too strong regarding equilibrium selection rule.

Proposition 5

$\pi \succsim_S \pi$ if and only if $\text{supp}(\mu) \subseteq \{0, \mu_0, 1\}$.

- Our binary relation is not a partial order by strong equilibrium selection.

- ▶ Another plausible definition:

Definition 4

π is **weakly more socially valuable** than π' if for **any** $\mathcal{D}$ and **any** equilibrium σ^{**} under π' , there **exists** an equilibrium σ^* under π such that $V_i^{\mathcal{D}}(\pi, \sigma^*) \geq V_i^{\mathcal{D}}(\pi', \sigma^{**})$ for **all** i .

- ▶ Denote $\pi \succsim_W \pi'$ when π is weakly more socially valuable than π' .
 - ▶ Clearly, $\succsim_W$ is a partial order.
 - ▶ By Example 1, we can show that $\succsim_W$ is **strictly stronger than** $\succsim_B$.
 - ▶ We find that $\succsim_S$ is **strictly stronger than** $\succsim_W$.
- ▶ Unfortunately, we cannot obtain a characterization and a weaker sufficient condition.

CONCLUSION

CONCLUSION AND REMARKS

- ▶ We analyze the **comparison of experiments** in the **social learning model**.
 - ▶ Investigating "better" information for **all** agents under social learning.
- ▶ We characterize our binary relation and provide a simple sufficient condition.
 - ▶ Blackwell-better information may be worse for some agents.
 - ▶ Inducing **unbounded beliefs** is necessary for **all** agents to be better off.
 - ▶ A sufficient condition is derived by utilizing **mixtures of full and no information**.
- ▶ Our results can be extended to the long-run comparison.
- ▶ Limitation: characterizing a weaker binary relation about equilibrium selection.

THE END.

APPENDIX

EQUILIBRIUM

- Let $\alpha_{\leq i}^{\omega}(\pi, \sigma) \in \Delta(A^i)$ be the distribution of actions taken by agents $1, 2, \dots, i$ at ω , i.e.,

$$\alpha_{\leq i}^{\omega}(a|\pi, \sigma) = \sum_{(s_1, \dots, s_i) \in S^i} \prod_{k=1}^i \pi(s_k|\omega) \sigma_k(a_k|a_1, \dots, a_{k-1}, s_k).$$

- Similarly, let $\alpha_i^{\omega}(\pi, \sigma) \in \Delta(A)$ be the distribution of actions taken by agent i at ω , i.e.,

$$\alpha_i^{\omega}(a|\pi, \sigma) = \sum_{(a'_1, \dots, a'_{i-1}) \in A^{i-1}} \alpha_{\leq i}^{\omega}(a'_1, \dots, a'_{i-1}, a|\pi, \sigma).$$

- Let $V_i^{\mathcal{D}}(\pi, \sigma)$ be the ex-ante expected payoff for agent i under $(\mathcal{D}, \pi)$ with σ , i.e.,

$$V_i^{\mathcal{D}}(\pi, \sigma) = \mathbb{E}_{\omega} \left[\sum_{a \in A} \alpha_i^{\omega}(a|\pi, \sigma) u(a, \omega) \right].$$

EQUILIBRIUM

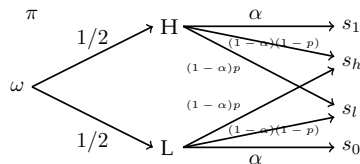
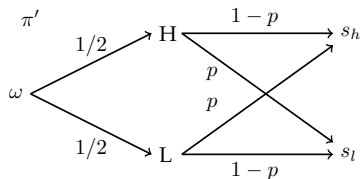
- We say that the strategy profile σ^* is a Bayes-Nash equilibrium under $(\mathcal{D}, \pi)$ if

$$V_i^{\mathcal{D}}(\pi, \sigma^*) \geq V_i^{\mathcal{D}}(\pi, (\sigma_i, \sigma_{-i}^*))$$

for all σ_i and i .

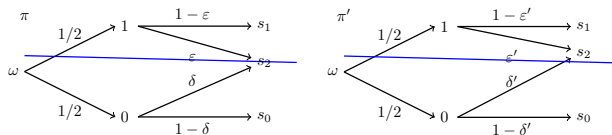
EXAMPLE FOR PROPOSITION 2

- Suppose that prior is uniform, that is, $\mu_0 = 1/2$.



- π' is a symmetric binary signal parameterized by $p \in [0, 1/2]$.
- π is a mixture of π^{full} and π' with probability $\alpha \in (0, 1)$.
- If $\alpha \geq 1 - 2p$, then $\pi \succsim_S \pi'$.

EXAMPLE FOR WEAK ORDER



► $\mathcal{D} : A = \{a_0, a_1, a_2\}, u(a_0, \omega) = u(a_2, \omega) = 0, u(a_1, H) = 1 - x, u(a_1, L) = -x, x = \frac{\varepsilon}{\varepsilon + \delta}.$

► $V_2^{\mathcal{D}}(\pi, \sigma^*) = \frac{1}{2}(1 - \varepsilon^2)(1 - x) < V_2^{\mathcal{D}}(\pi', \sigma^{**}) = \frac{1}{2}(1 - x) - \frac{1}{2}\delta'^2 x$

► σ^* : Under π , agent 1 chooses a_0 if $s = s_0$ or s_2 and a_1 if $s = s_1$.

► σ^{**} : Under π' , agent 1 chooses a_0 if $s = s_0$, a_2 if $s = s_2$, and a_1 if $s = s_1$.

Proposition 4

Suppose $\pi \succsim_B \pi'$ and $\text{supp}(\mu) = \{0, x, 1\}$ and $|\mu_0 - x| \geq |\mu_0 - y|$ for all $y \in \text{supp}(\mu') \cap (0, 1)$, where $x, y \in [0, 1]$. Then, $\pi \succsim_W \pi'$

- ▶ If $x \neq \mu_0$, the equilibrium property is totally different.
- ▶ We directly construct an equilibrium under π .

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