Implicit Negotiation in Repeated Games

Peter Stone

Michael L. Littman

AT&T Labs-Research

{pstone,mlittman}@research.att.com

Motiviation: Auctions

FCC spectrum auction

- Bidder A winning license 37 for $1M.
- Bidders A and B competing for license 63.
- Simultaneously, Bidder B bids:
  - license 37: $1.1M $\leftarrow$ threat!
  - license 63: $13,000,037

First steps toward agents that can reason this way:

Negotiation without explicit communication!

Outline

- iterated matrix game model
- standard approaches: game theory, best response
- high-level strategies: leaders
- comparisons in four archetypical games

Matrix Game Model

Simple, yet instructive model for 2-player interactions.

$$M_1 = \begin{bmatrix} a & b & c \\ d & e & f \end{bmatrix}, M_2 = \begin{bmatrix} u & v & w \\ x & y & z \end{bmatrix}$$

Player 1 chooses a row, player 2 chooses a column.

Player i payoff determined by entry in M_i.

Iterated matrix game, repeat over unbounded *stages*.

Policy Types

Generally: action choice conditioned on full history.

Usually: finite amount of history.

Deterministic: choose the same action in every stage

Memoryless (0): fixed probability distribution

Bigram (1): condition action on previous action choice

Repeated interaction: influence future behavior (threats).

Game theory literature: “folk theorems”.

Learning Best Response

Best response: maximize reward vs. observed

Q-learning (Watkins and Dayan 92) can be used for games.

ε-greedy policy: In state x, choose

- a random action with probability ε
- $\operatorname{argmax}_i Q(x, i)$ otherwise.

Q-learning converges to best response vs. fixed opponent

Learner's State

Two choices for states ("history"):

- Q_0: memoryless (1 state)
- Q_1: bigram (learner's previous action choice).

Detects punished action by reduced payoff in next stage.

Leader Strategies

If your opponent learns, stubbornness and threats help.

Leader: Assume opponent is learning how to respond.

We describe general strategies that can issue threats to lead learners to cooperate.

- Bully
- Godfather

Bully

Bully is a deterministic, memoryless policy:

$$M_1 = \begin{bmatrix} 1 & 2 & 6 \\ 5 & 2 & 9 \end{bmatrix}, M_2 = \begin{bmatrix} 2 & 1 & 3 \\ 1 & 5 & 2 \end{bmatrix}$$

M_1: leader's payoff matrix, M_2 follower's payoff matrix.

Oligopoly lit.: "Stackelberg leader" (Fudenberg and Levine 98)

Godfather

Finite-state: “makes its opponent an offer it can’t refuse.”

$$M_1 = \begin{bmatrix} 1 & 2 & 6 \\ 5 & 2 & 9 \end{bmatrix}, M_2 = \begin{bmatrix} 4 & 1 & 3 \\ 1 & 5 & 2 \end{bmatrix}$$

- Security level $(2, \ \sim 2.7)$. Dominating cell $(6, 3)$.
- Lead with cell action.
- Punish uncooperativeness with security level.

Threat: “Play your action from the cell, or I’ll force you to get no more than your security level no matter what.”

Generalization of tit-for-tat (Axelrod 84).

Experiments

Bully, Godfather, Q_0 and Q_1 vs. Q_0 & Q_1 in several games

Parameters:

- $\varepsilon = 0.1$
- 30,000 stages of learning
- average payoff over the final 5,000 stages
- mean and standard deviation over 100 experiments

Test Games

We used games with a common structure:

- 2×2 bimatrix games (“cooperate”, “defect”)
- symmetric payoffs

$$M_1 = \begin{bmatrix} 3 & y \\ x & 1 \end{bmatrix}, M_2 = \begin{bmatrix} 3 & x \\ y & 1 \end{bmatrix}$$

Games:

- deadlock
- assurance
- prisoner’s dilemma
- chicken

Deadlock: An Obvious Choice

Always better off cooperating:

$$M_1 = \begin{bmatrix} 3 & 2 \\ 0 & 1 \end{bmatrix}, M_2 = \begin{bmatrix} 3 & 0 \\ 2 & 1 \end{bmatrix}$$

Bully cooperates. Godfather cooperates, defect as threat.

	Q_0	Q_1	Bully	GF
Q_0	2.8	2.8	3.0	2.8
Q_1	2.8	2.8	3.0	2.8

Assurance: Suboptimal Preference

More important to match the other than to cooperate:

$$M_1 = \begin{bmatrix} 3 & 0 \\ 2 & 1 \end{bmatrix}, M_2 = \begin{bmatrix} 3 & 2 \\ 0 & 1 \end{bmatrix}$$

Q-learners coordinate with no particular bias.

	Q_0	Q_1	Bully	GF
Q_0	1.4*	1.5*	2.8	1.4*
Q_1	1.9*	1.7*	2.8	2.8

(Stars mark numbers with high variance, more than 0.15).

PD: Incentive to Defect

Better off defecting:

$$M_1 = \begin{bmatrix} 3 & 0 \\ 5 & 1 \end{bmatrix}, M_2 = \begin{bmatrix} 3 & 5 \\ 0 & 1 \end{bmatrix}$$

Bully defects, Godfather is tit-for-tat.

	Q_0	Q_1	Bully	GF
Q_0	1.2*	1.2*	1.2	1.4*
Q_1	1.2	1.2	1.2	2.9

Godfather lures Q_0 to cooperate for short periods of time.

Chicken: Incentive to Exploit

Each player is better off choosing the opposite:

$$M_1 = \begin{bmatrix} 3 & 1.5 \\ 3.5 & 1 \end{bmatrix}, M_2 = \begin{bmatrix} 3 & 3.5 \\ 1.5 & 1 \end{bmatrix}$$

Feign stupidity! Learning problem is meta-chicken.

Godfather+Q_1 reaches mutual cooperation

	Q_0	Q_1	Bully	GF
Q_0	2.5*	2.5*	3.4	2.8
Q_1	2.4*	2.9	3.4	2.9

Bully overpowers others, but loses to self (unlike GF).

Conclusions

Illustrates the importance of leading best-response.

- Q_0+Q_0 suboptimal in 3 of 4 games
- Godfather stabilizes mutually beneficial payoff
- Q_1 responds consistently to Godfather's threats.

We conclude that

- important to go beyond best response
- general strategies do better via tacit negotiation

Future Strategies

Apply these ideas in more complex multistage games.

Example: FCC spectrum auction simulator (Csirik et al. 01).

Agents need “leader”-like and “follower”-like qualities.

First step towards agents engaging in tacit negotiation

Extended Godfather Theorem

For any iterated matrix game there is either:

- a Nash where both players receive an average payoff that ties or beats security level, or
- a deterministic pair of strategies stablized by threats that beats security level (“folk theorem”), or
- a pair of pairs that can be visited in a fixed sequence stablized by threats that beat security levels

In symmetric games, sequence is a simple alternation.