

Elections with Opinion Polls: Information Acquisition and Aggregation

Tetsuya Hoshino © **Andrei Gomberg**

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Is Majority Vote “Correct” If Voters Have a Common Interest?



Condorcet

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Condorcet's Jury Theorem

- information is exogenous
- #voters \uparrow , $\Pr(\text{majority is correct}) \uparrow$

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Rational Ignorance Hypothesis

- information is endogenous
- #voters \uparrow , $\Pr(\text{majority is correct})$ may \downarrow

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cost of acquiring information

VS

probability of being pivotal

trade-off



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Opinion polls allow voters to learn about their likelihood of being pivotal

- if 80 vs 20 \implies $\Pr(\text{pivotal}) \downarrow \implies$ information \downarrow
- if 50 vs 50 \implies $\Pr(\text{pivotal}) \uparrow \implies$ information \uparrow

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Alternatives 1 and 0

- **correct** alternative = state $\theta \sim$ common prior μ

N voters (odd)

- voter i chooses alternative $a_i \in \{1,0\}$
- simple majority rule

$$\text{vote share } \bar{a}_N = \frac{1}{N} \sum_{i=1}^N a_i \begin{cases} > 1/2 & \iff \text{winner} = 1 \\ < 1/2 & \iff \text{winner} = 0 \end{cases}$$

- common interests

$$u(\bar{a}_N, \theta) = \begin{cases} 1 & \text{if winner} = \theta \\ 0 & \text{if winner} \neq \theta \end{cases}$$

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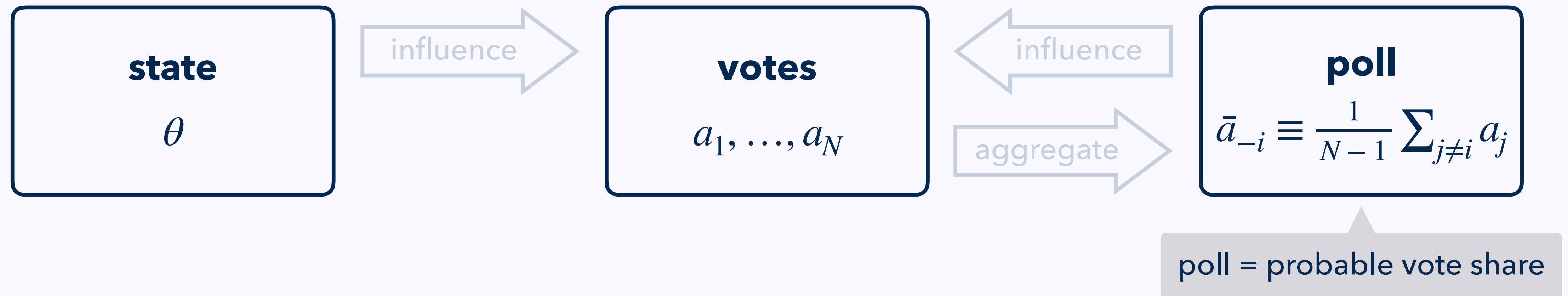
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Rational Inattention

 Sims 2003, Matějka–McKay 2015, Denti 2023

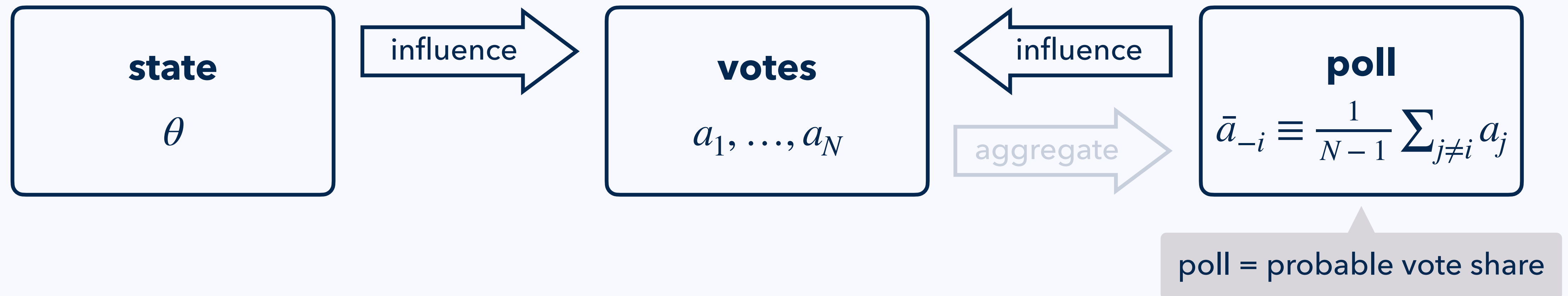
Voter i optimizes over conditional action distributions $P_i(a_i | \bar{a}_{-i}, \theta)$:

$$\max_{P_i} \mathbb{E}[u(\bar{a}_N, \theta)] - \text{info cost}$$

Entropy-based cost

info cost = unit cost λ · uncertainty reduction in terms of entropy

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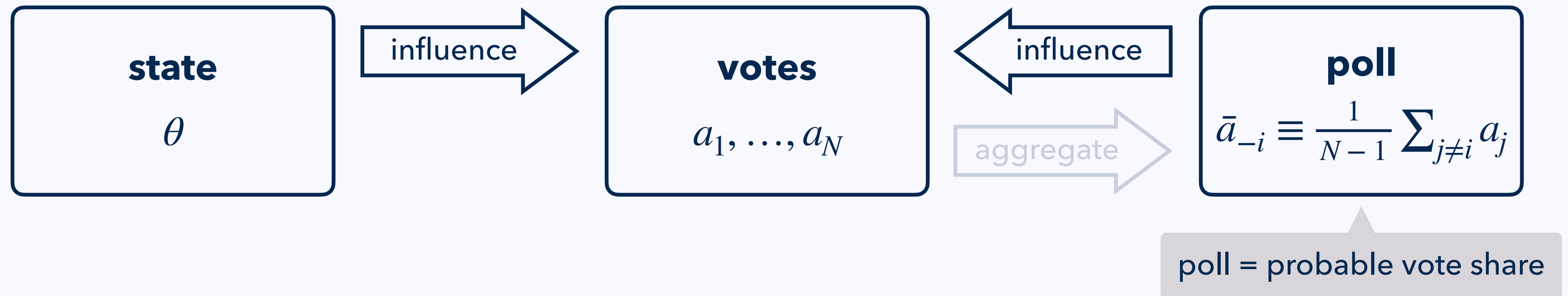
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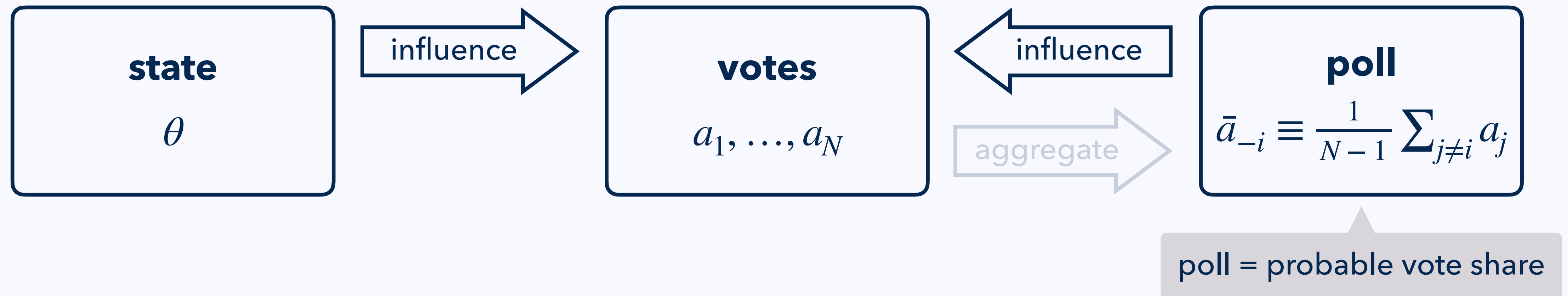
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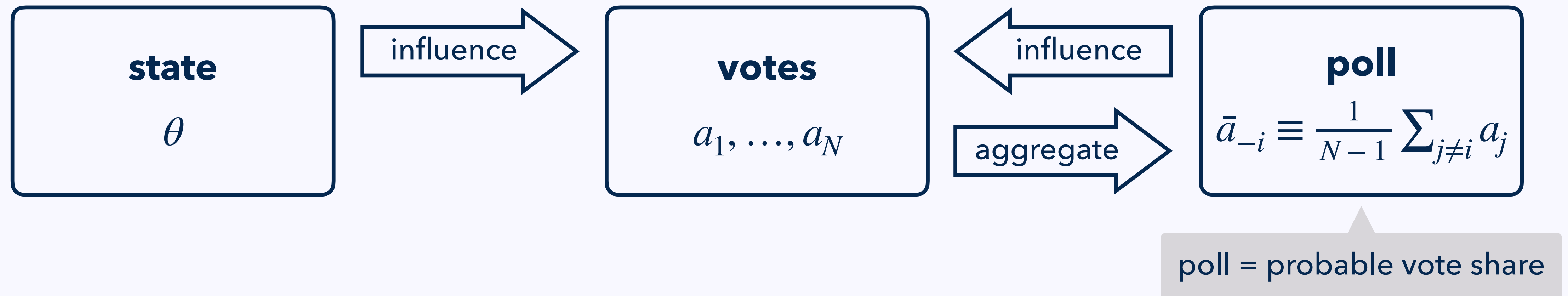
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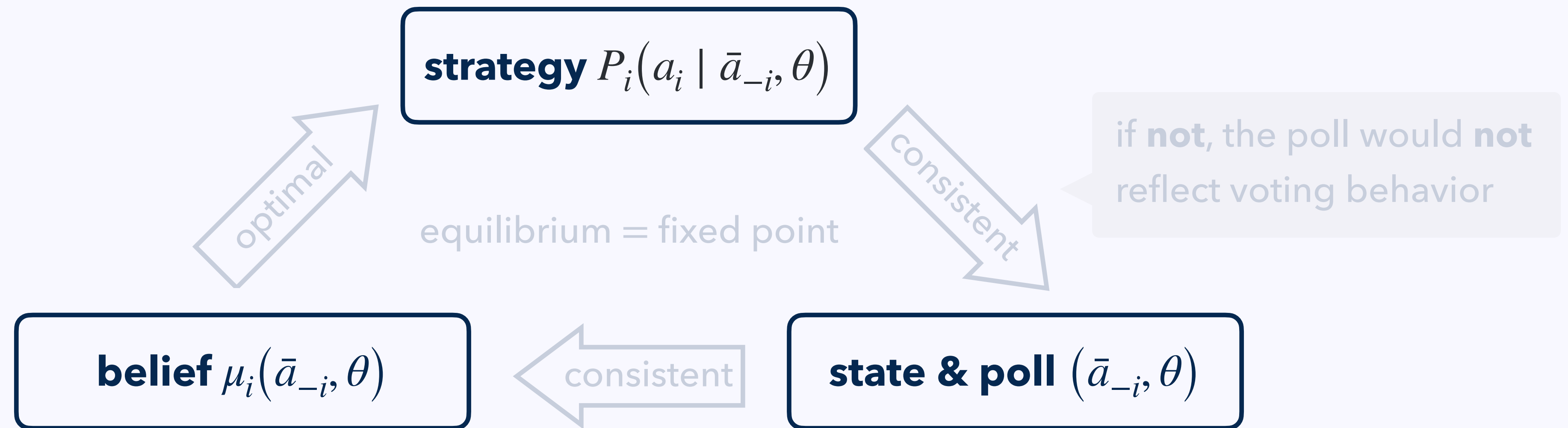
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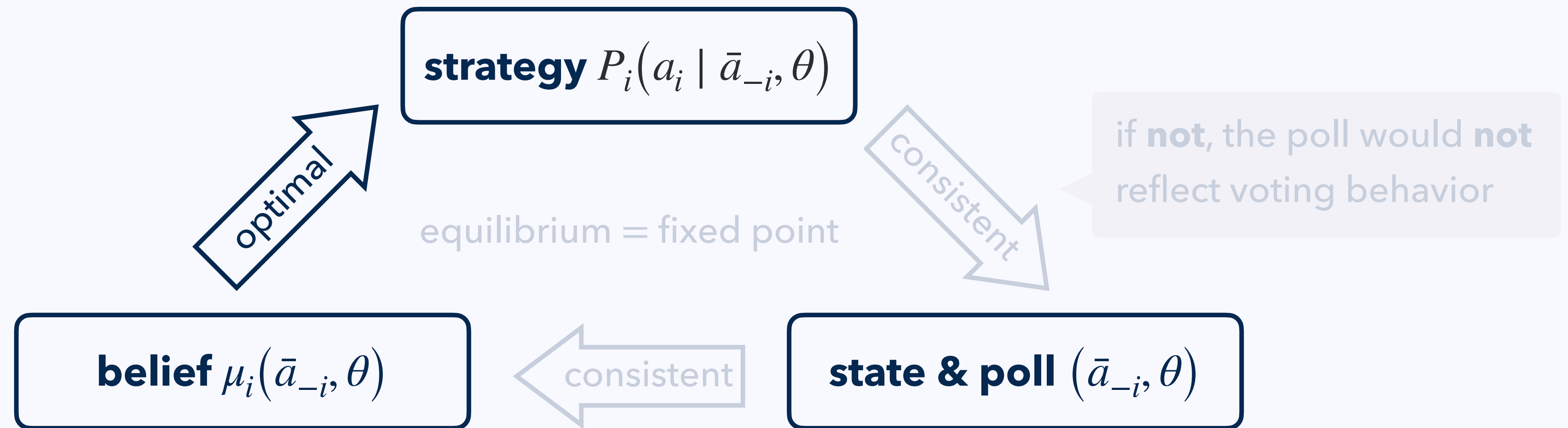
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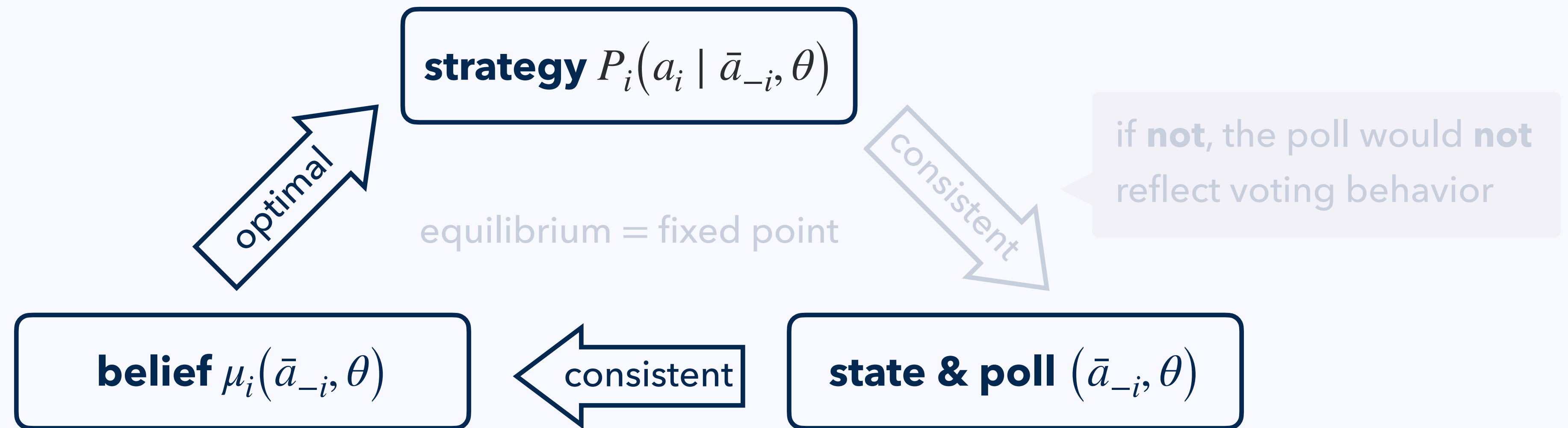
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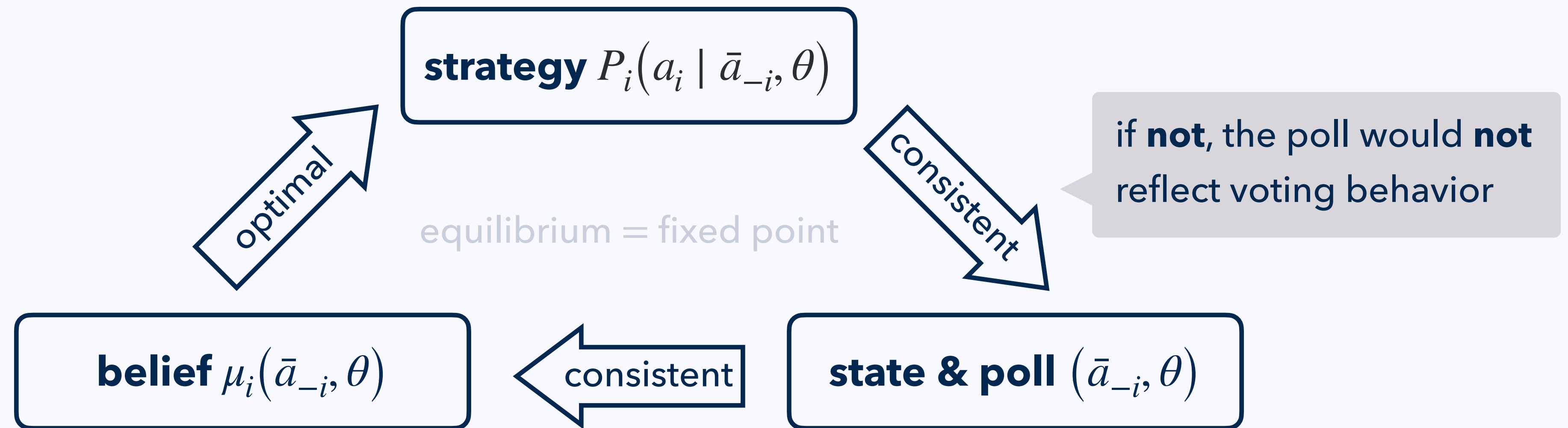
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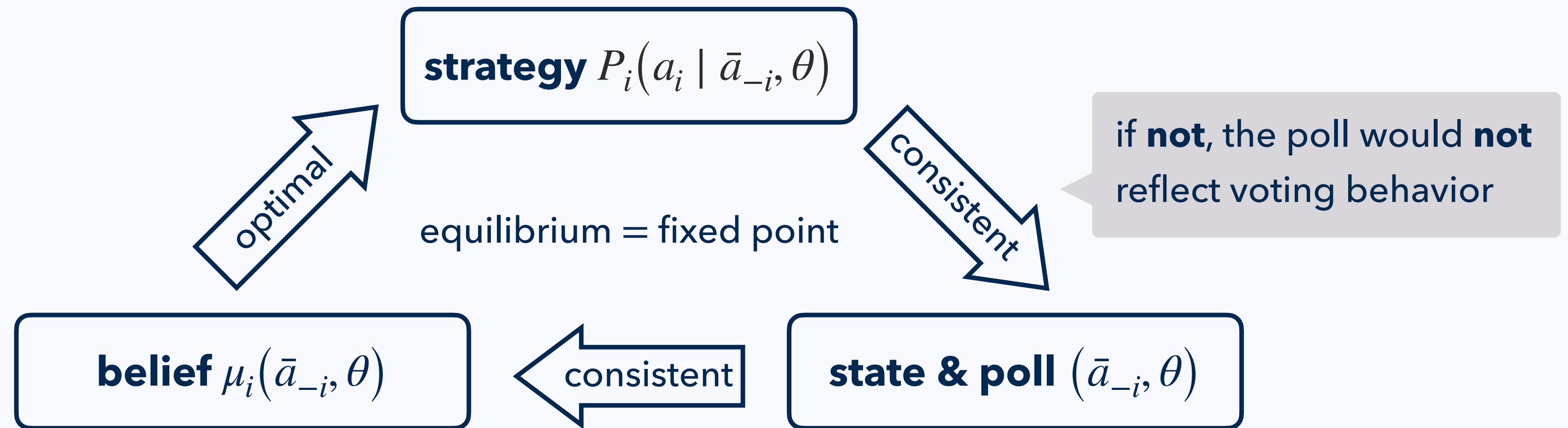
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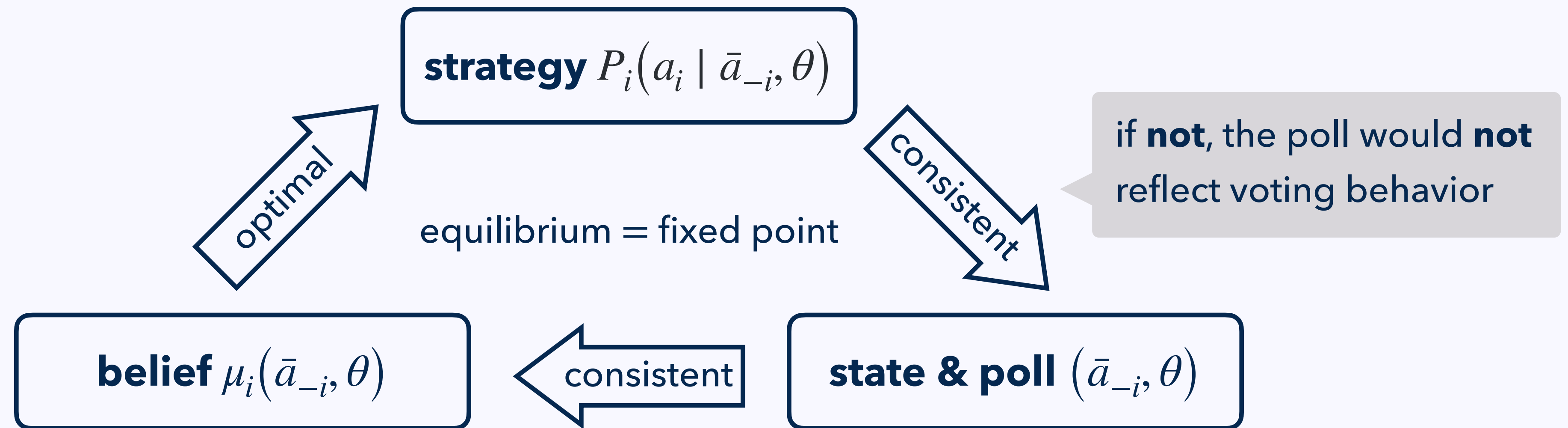
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A blend of two equilibrium concepts

- Bayesian Nash equilibrium
 - ▶ voters optimize under uncertainty
- rational-expectations equilibrium
 - ▶ voters condition their behavior upon endogenous aggregate votes (= poll)

Grossman–Stiglitz's rational expectations equilibrium

- agents condition their behavior upon endogenous aggregate behavior (e.g., prices, polls)

Dynamic electoral processes:

- start with any profile $a^{(0)} = (a_1^{(0)}, \dots, a_N^{(0)})$
- randomly chosen voter i learns about $(\theta, \bar{a}_N^{(t-1)})$ and may revise action $a_i^{(t)}$ myopically
 - ▶ any revision is reflected in the new poll $\bar{a}_N^{(t)}$
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Every Equilibrium Is Biased-Logit Matějka–McKay 2015, Denti 2023

p_N^* = marginal probability ($a_i = 1$)

$$\Pr\left(\bar{a}_N = \frac{k}{N} \mid \theta\right) = \frac{1}{Z_N(p_N^*, \theta)} \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, \theta\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k}$$

$Z_N(p_N^*, \theta)$ = normalizing constant

- **informative equilibrium** in which voters acquire information
 - ▶ it **exists** if and only if $e^{-1/\lambda} < \frac{\mu(1)}{\mu(0)} < e^{1/\lambda}$, and it is **unique** whenever it exists
- uninformative equilibrium in which voters acquire no information
 - ▶ all choose alternative 1
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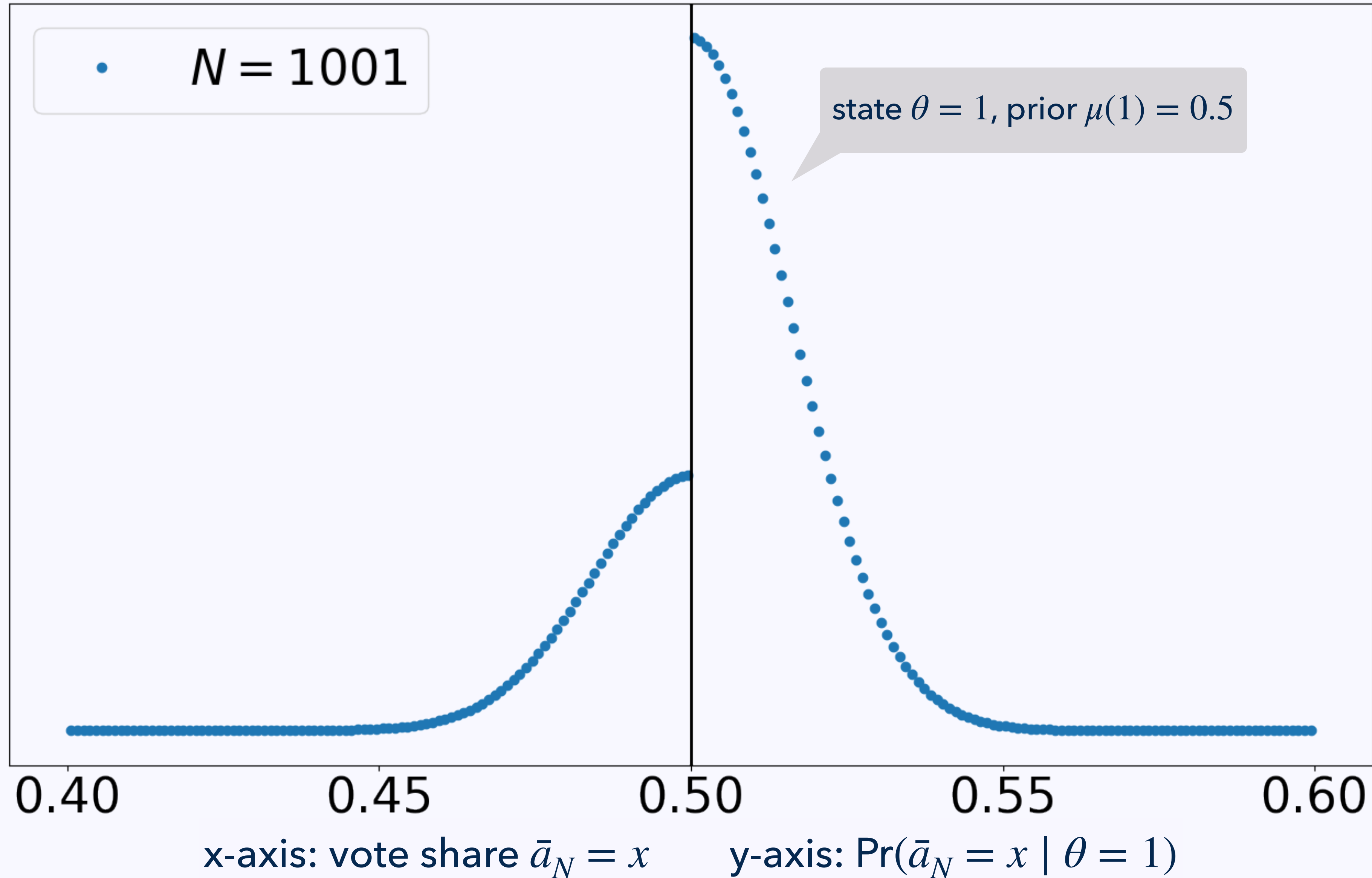
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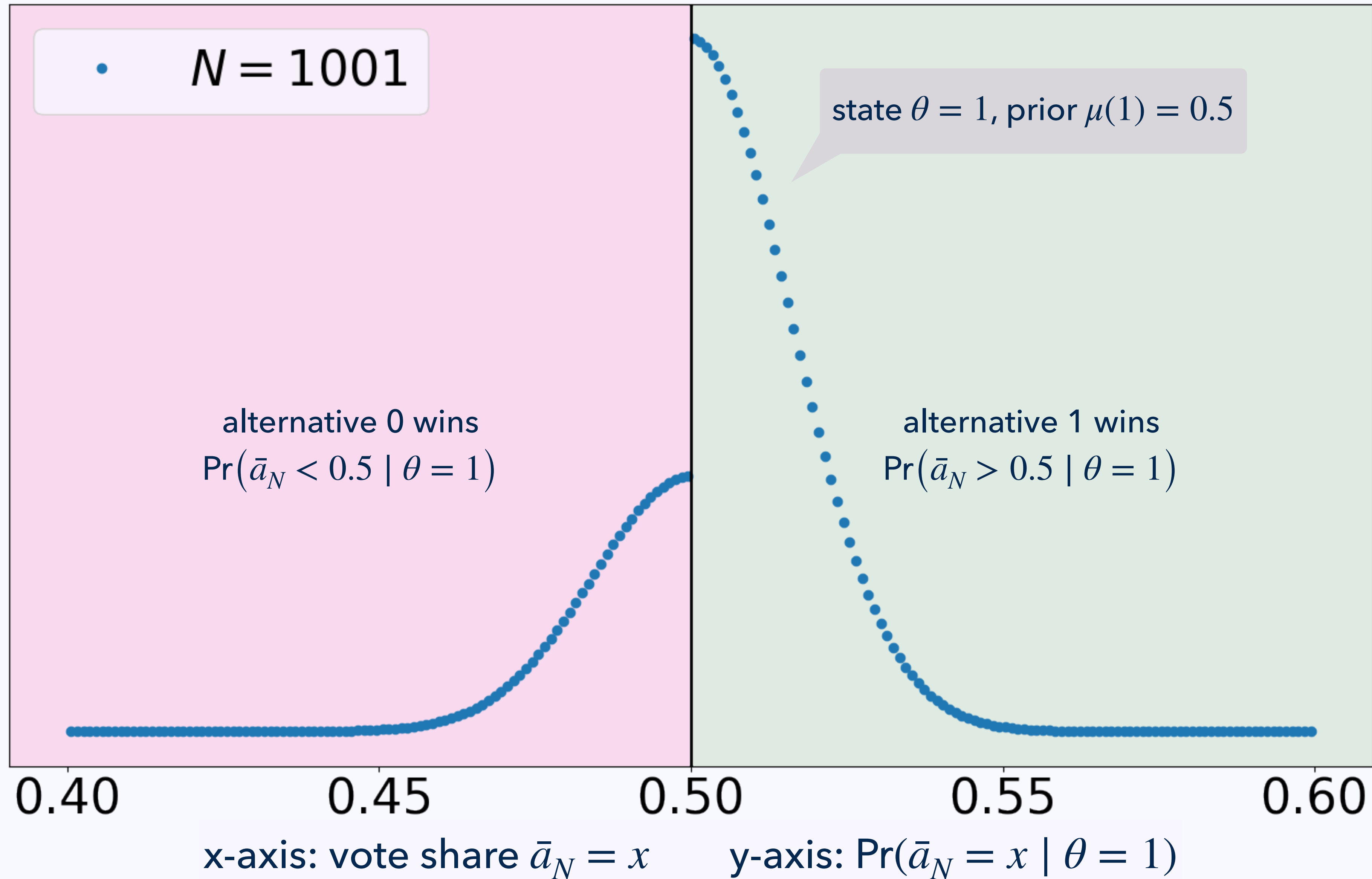
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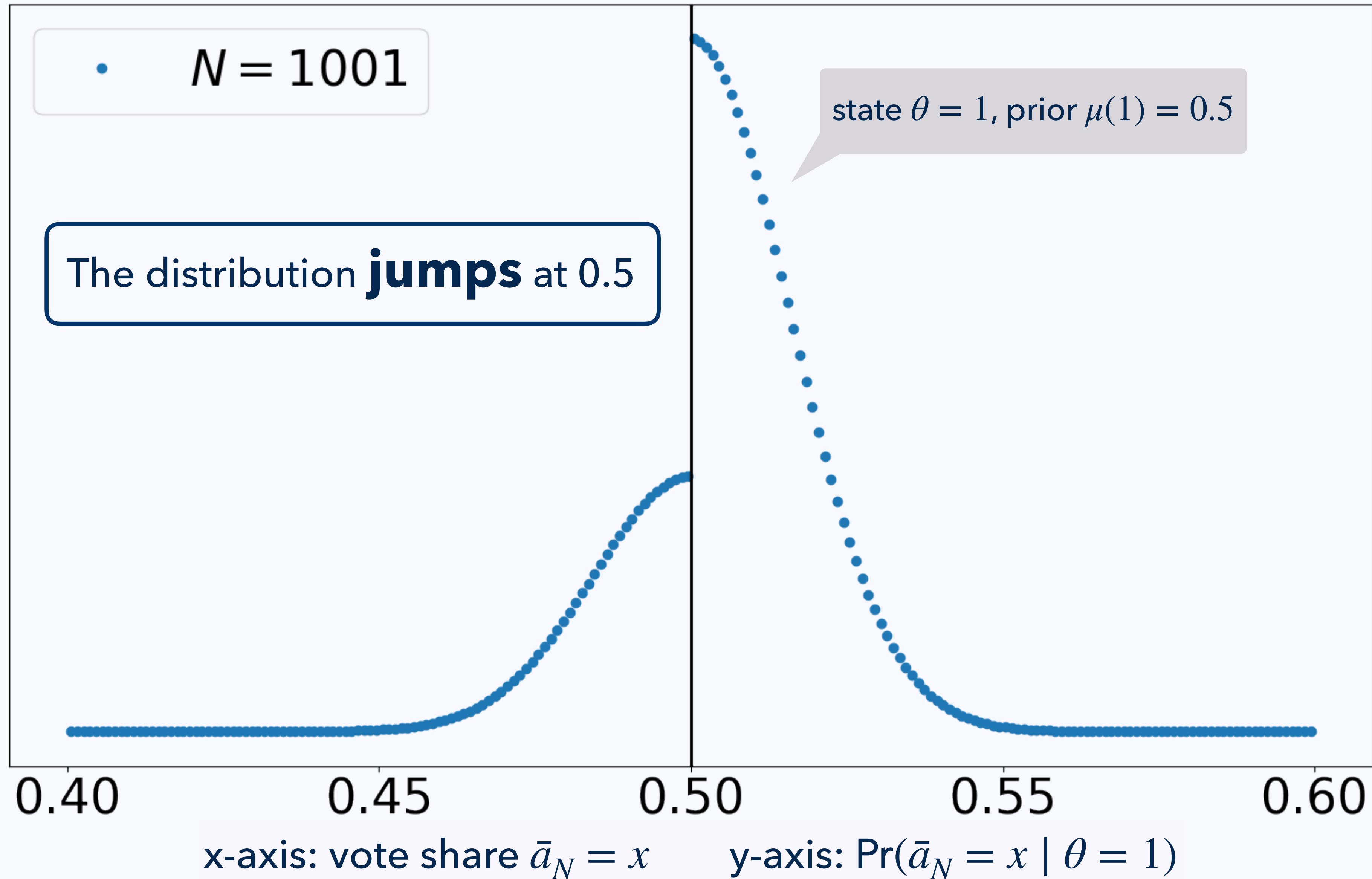
Vote-Share Distribution



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Probability of Correct Choice

How does the **probability of correct choice** change as #voters N increases?

$$\Pr(\text{correct}) = \mu(0) \Pr(\bar{a}_N < 0.5 \mid \theta = 0) + \mu(1) \Pr(\bar{a}_N > 0.5 \mid \theta = 1)$$

choosing 0 at state 0 choosing 1 at state 1

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The probability of correct choice is **independent of #voters N and prior μ**

$$\Pr(\text{correct}) = \frac{e^{1/\lambda}}{1 + e^{1/\lambda}}$$

[proof](#)[video](#)

Analogy to public-good provision

- the total amount of a public good is independent of #agents
- information is a public good in elections

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Elections with **supermajority rule**

unanimity rule if $\alpha = 1$

- alternative 1 wins \iff vote share $\bar{a}_N \geq$ threshold $\alpha \in (0.5, 1]$
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Elections with $N_1, N_0 < N/2$ **partisans**, who always vote for their favorite

- the others are non-partisans, who want to choose the correct alternative θ
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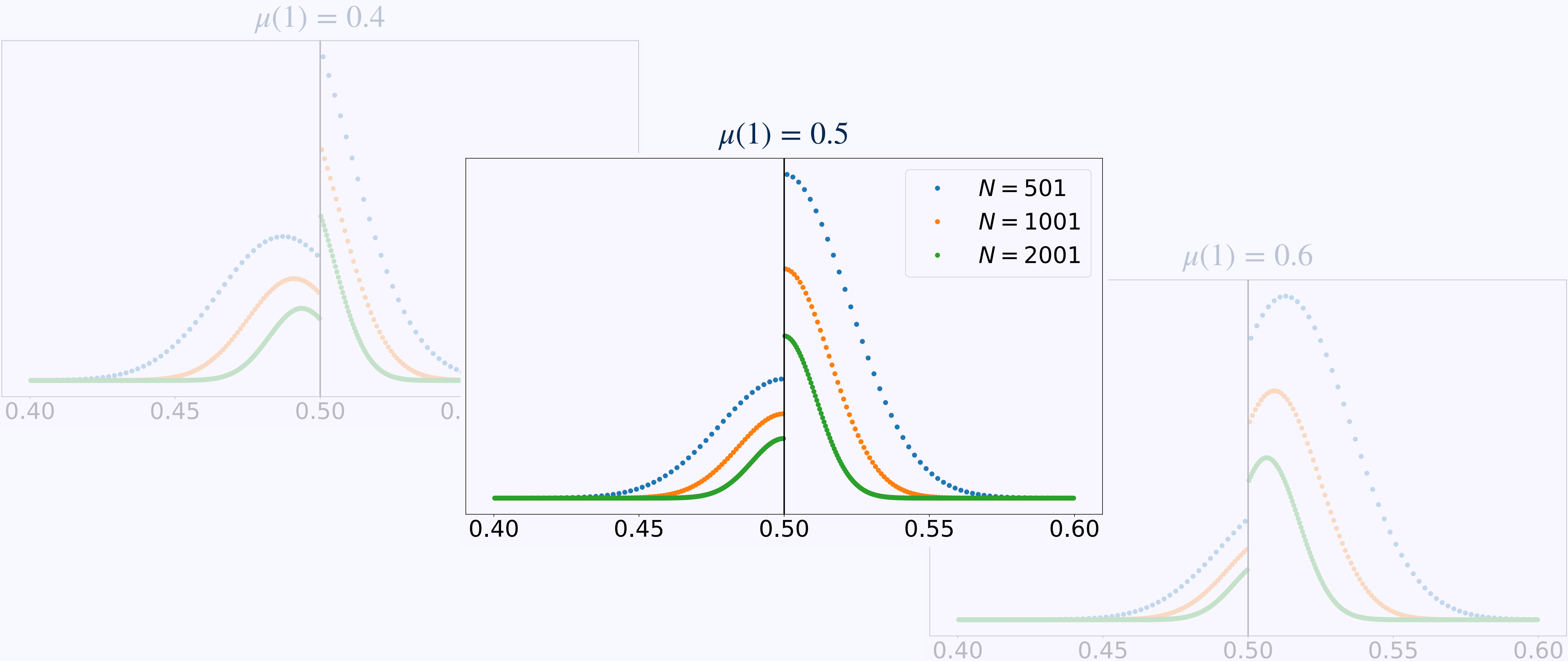
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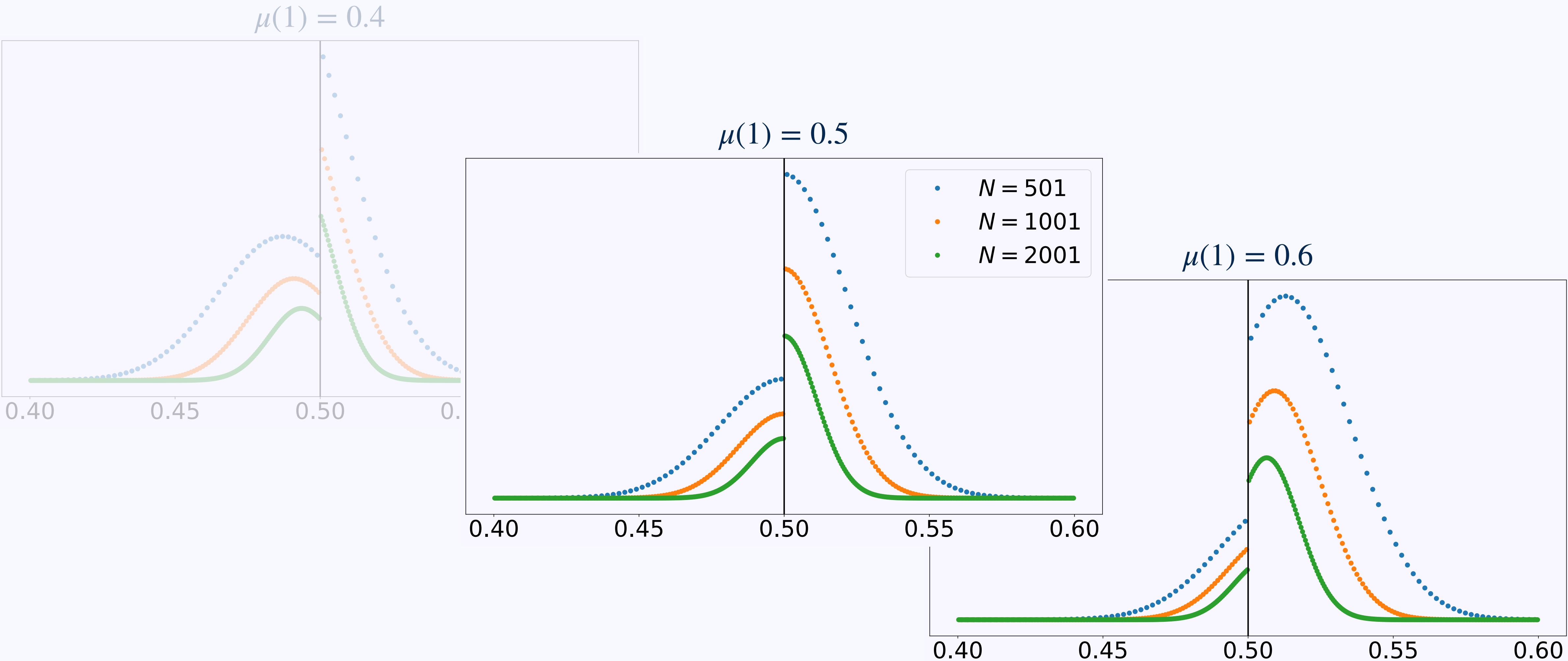
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Vote-Share Concentration



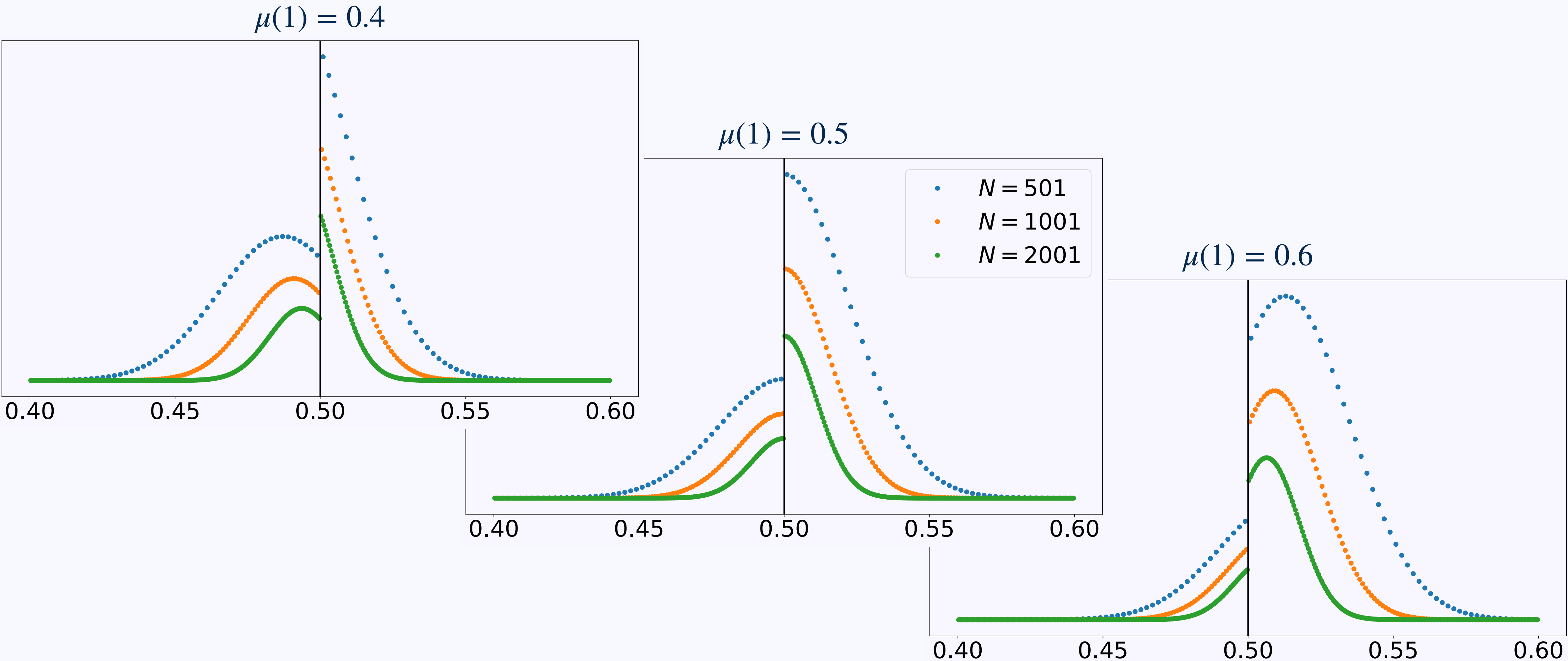
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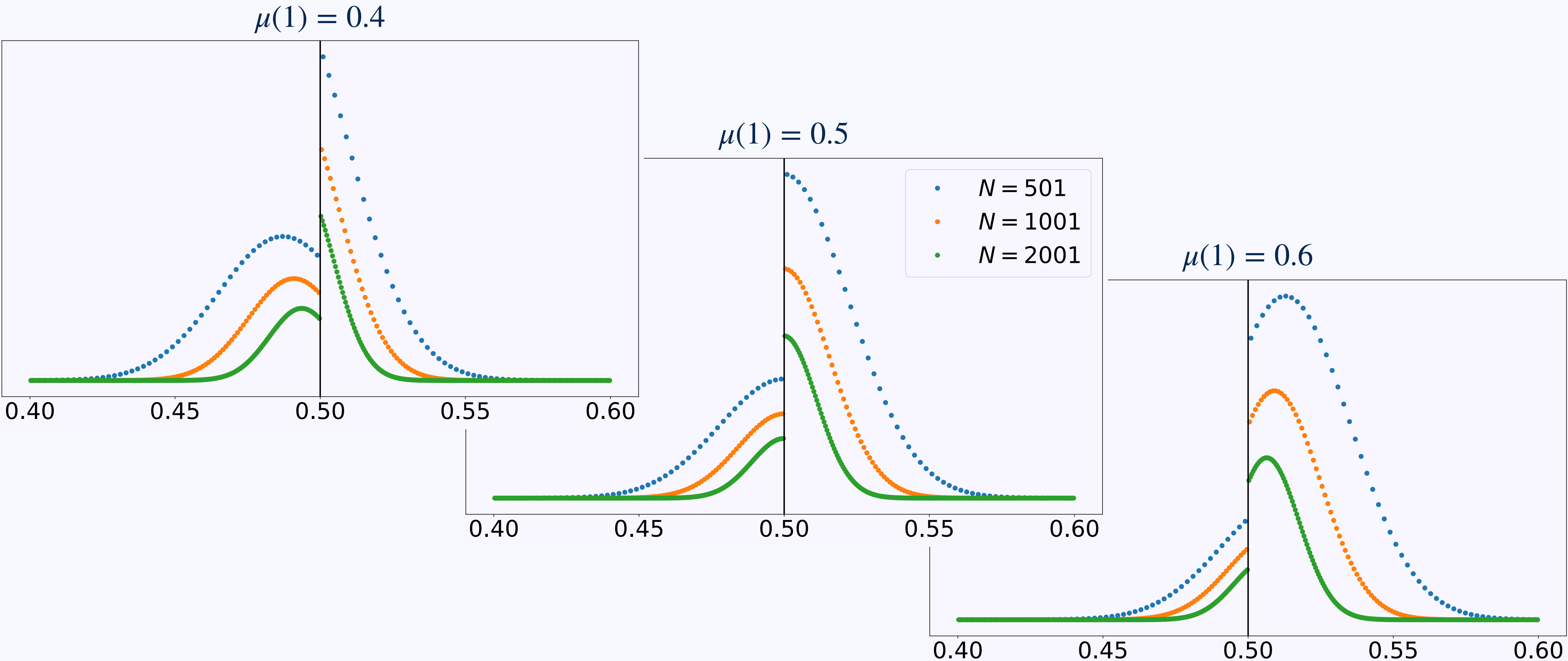
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Large elections will be **close regardless of prior μ and unit cost λ**

$$\Pr\left(\left|\bar{a}_N - 0.5\right| < \varepsilon\right) \xrightarrow{N \rightarrow \infty} 1 \quad \forall \varepsilon > 0$$

[proof](#)[video](#)

Proof sketch

- marginal probability $p_N^* \xrightarrow{N \rightarrow \infty} 0.5$
 - ▶ each voter is less likely to be pivotal and wants to free-ride on others who may have useful information
 - ▶ the best way to free-ride is to cast a neutral vote (not to dilute information)
- bound binomial tail for nearly 50-50 independent votes

Elections with **supermajority rule**

unanimity rule if $\alpha = 1$

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Elections without Opinion Polls

with polls, actions a_i and strategies P_i
without polls, actions b_i and strategies Q_i

Voters acquire information only about state θ

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- conditional distribution $Q_N^*(b_i | \theta) =$ voter i 's best response

focus on symmetric equilibria

Elections without Opinion Polls

with polls, actions a_i and strategies P_i
without polls, actions b_i and strategies Q_i

Voters acquire information only about state θ

- voter i optimizes over conditional action distributions $Q_i(b_i | \theta)$

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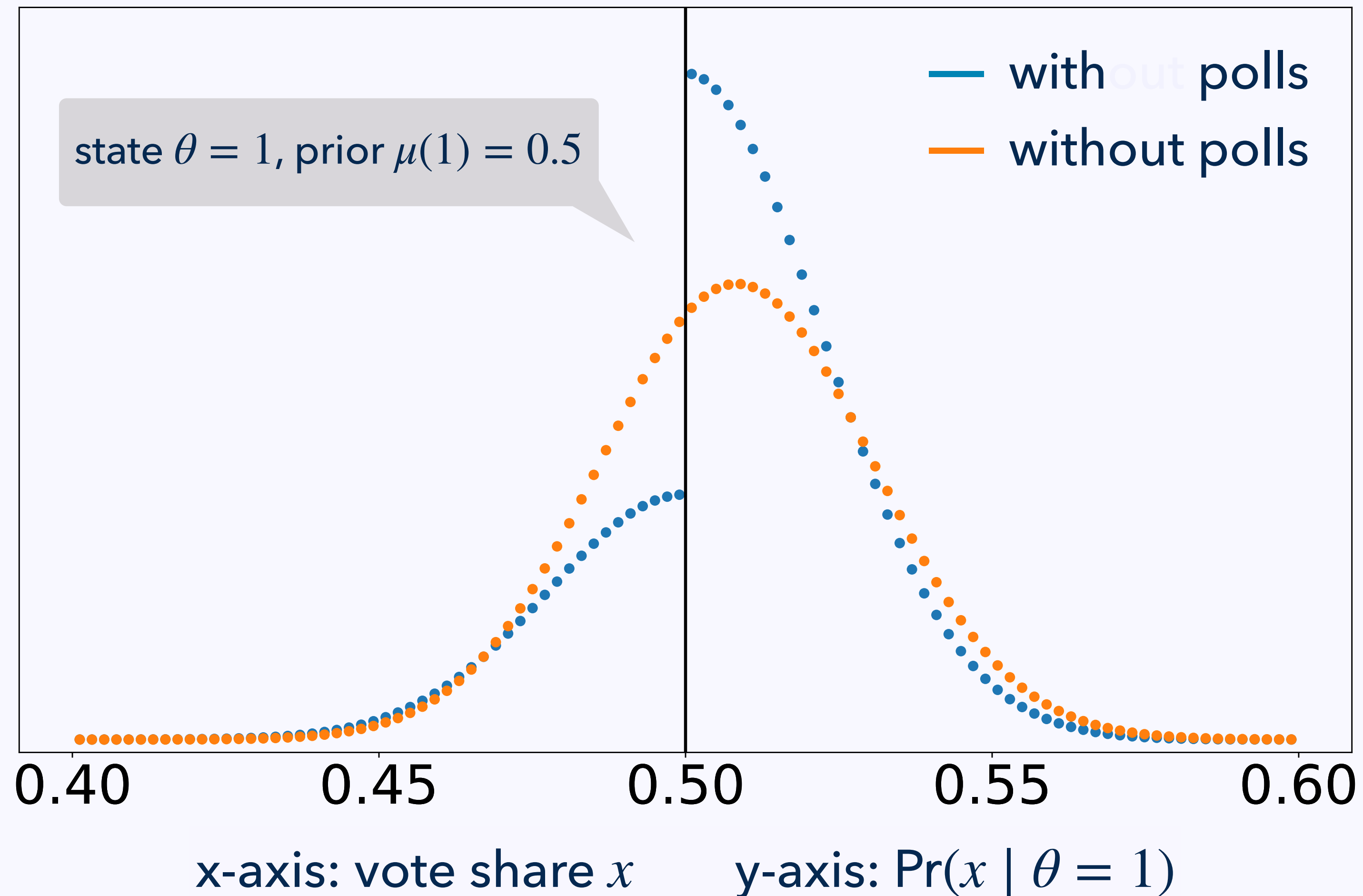
- conditional distribution $Q_N^*(b_i | \theta) =$ voter i 's best response

focus on symmetric equilibria

Vote-Share Distributions

Without polls, the vote-share distribution **jumps** at the threshold of 0.5

Without polls, the vote-share distribution **shifts** toward the correct alternative

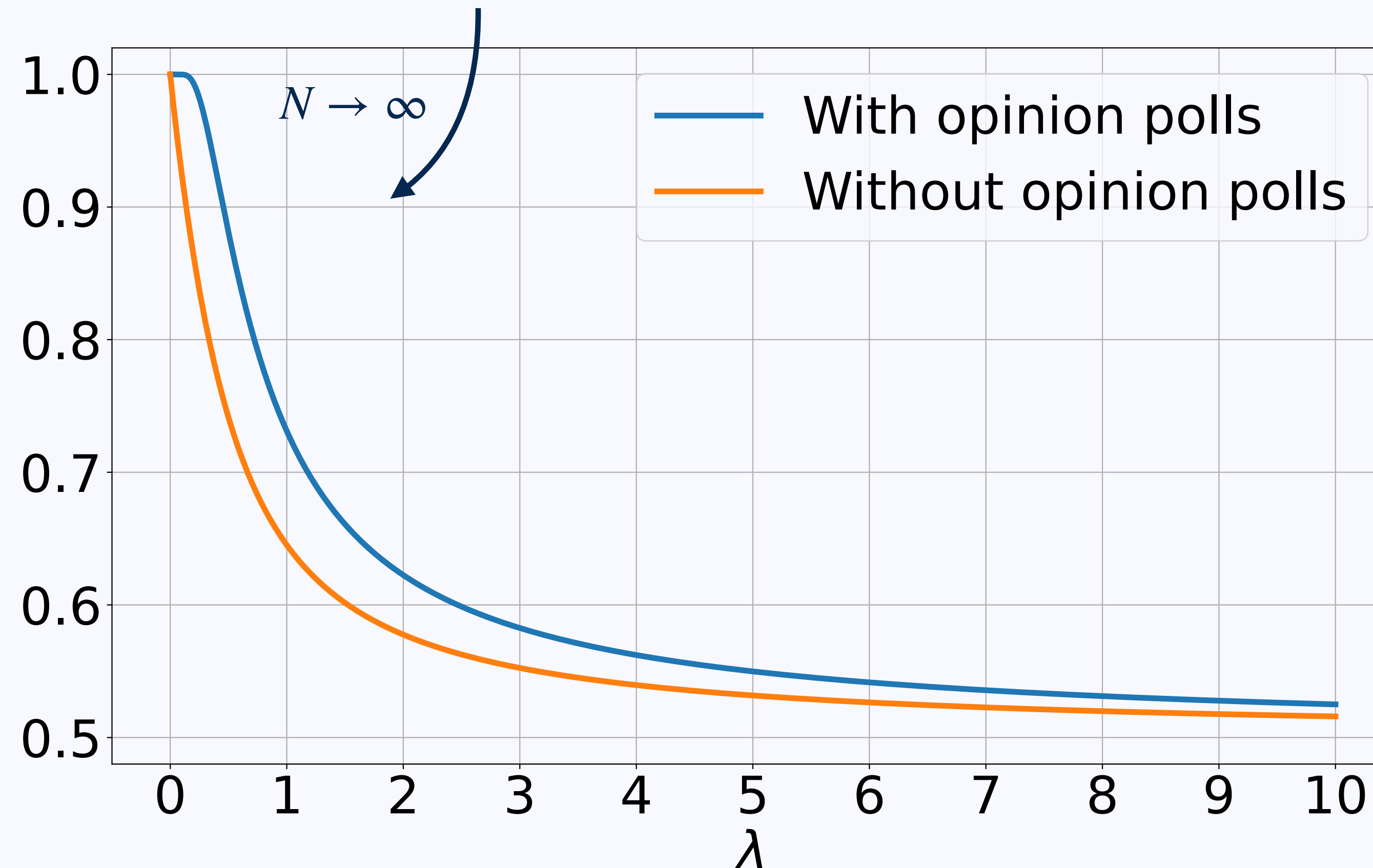


Elections with and without Opinion Polls

For the prior $\mu(1) \approx 0.5$ and any large #voters N , the probability of correct choice in the informative equilibrium with a poll is strictly higher than any equilibrium without a poll:

$$\frac{e^{1/\lambda}}{1 + e^{1/\lambda}} = \Pr(\text{correct} \mid \text{with polls}) > \Pr(\text{correct} \mid \text{without polls})$$

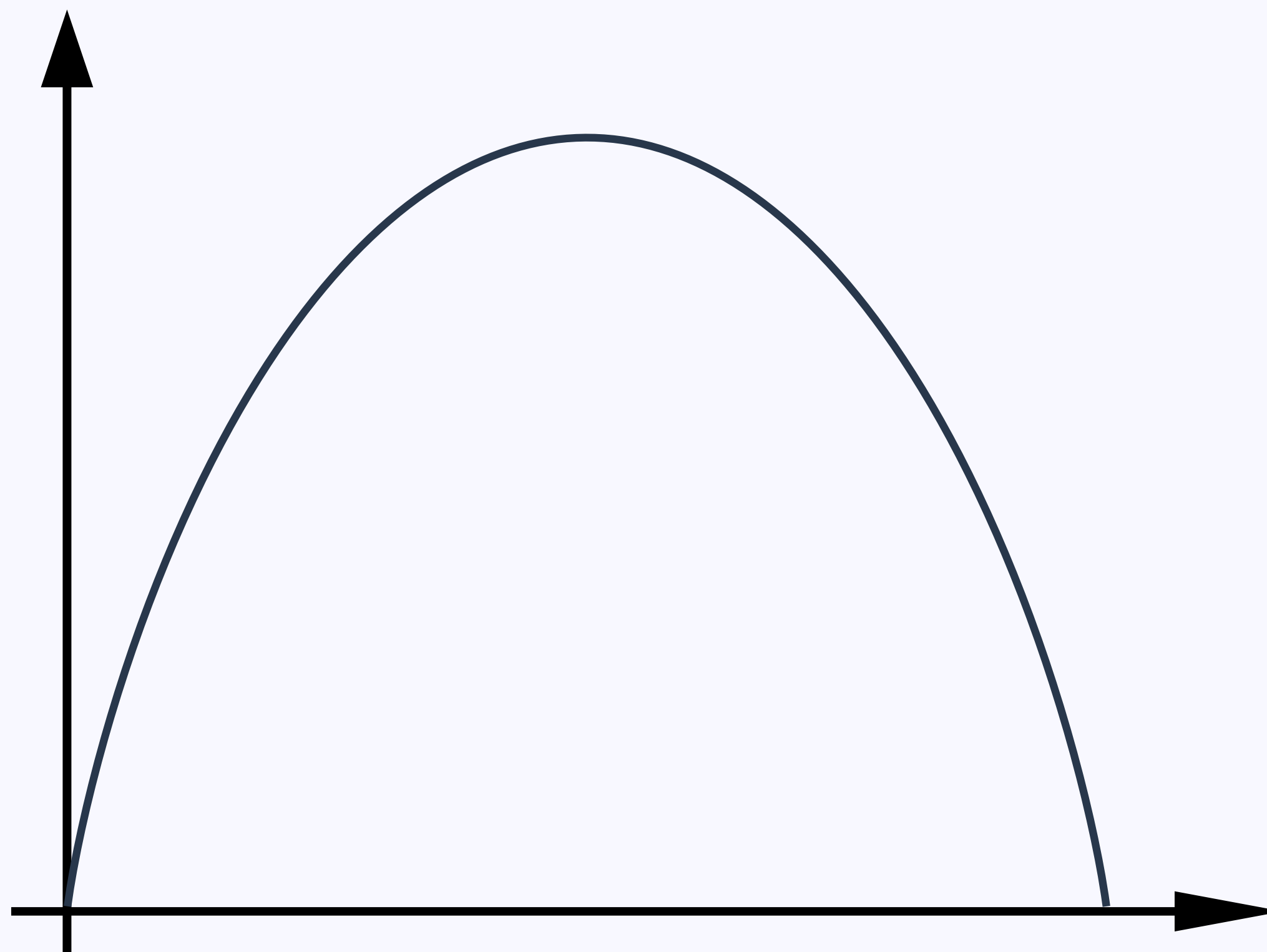
proof



Rational Ignorance ♥ Rational Inattention

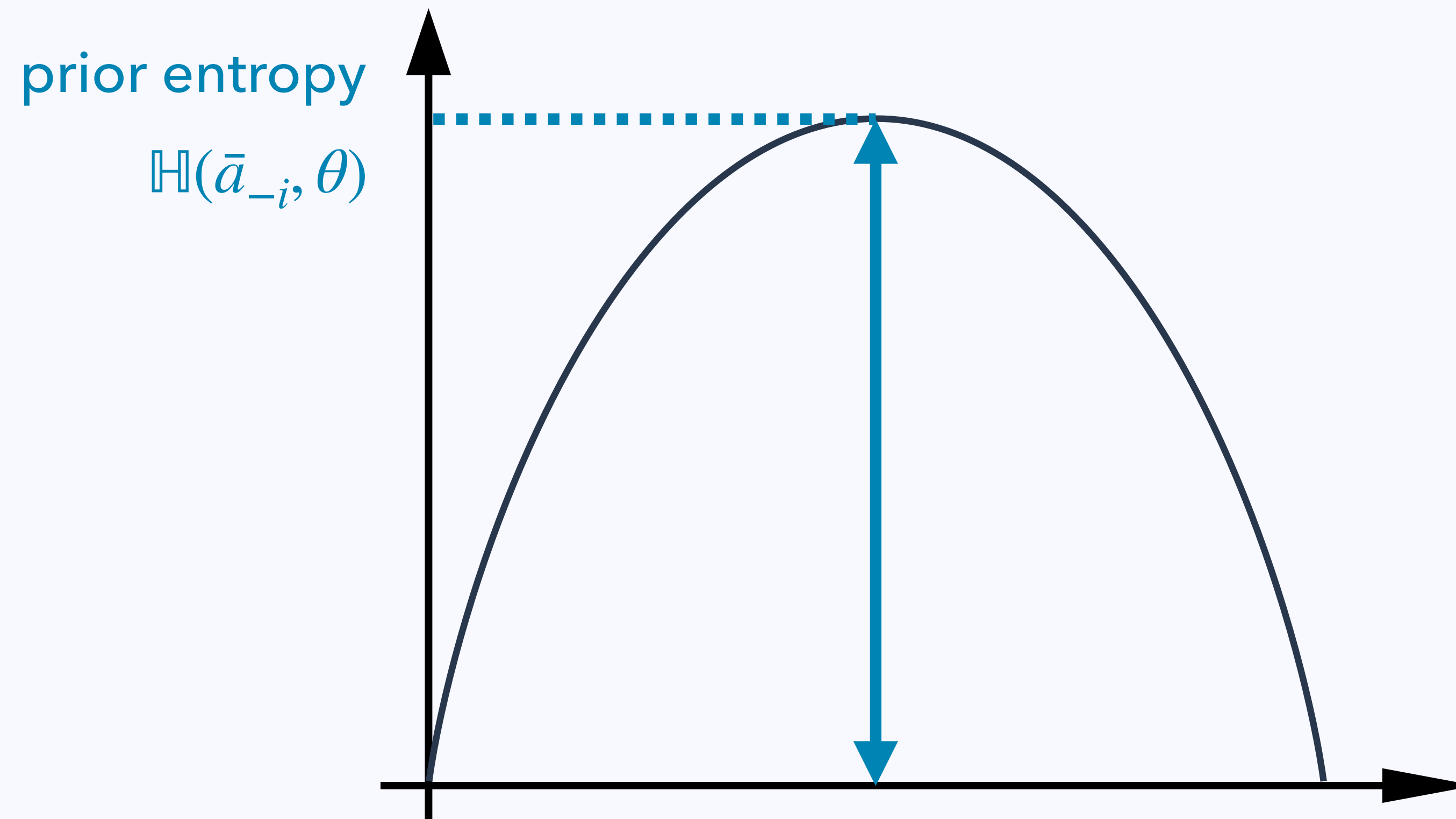
Elections with opinion polls

- $\Pr(\text{correct})$ is **independent of #voters, prior, and voting rule**
- large elections are **close regardless of a prior and voting rule**



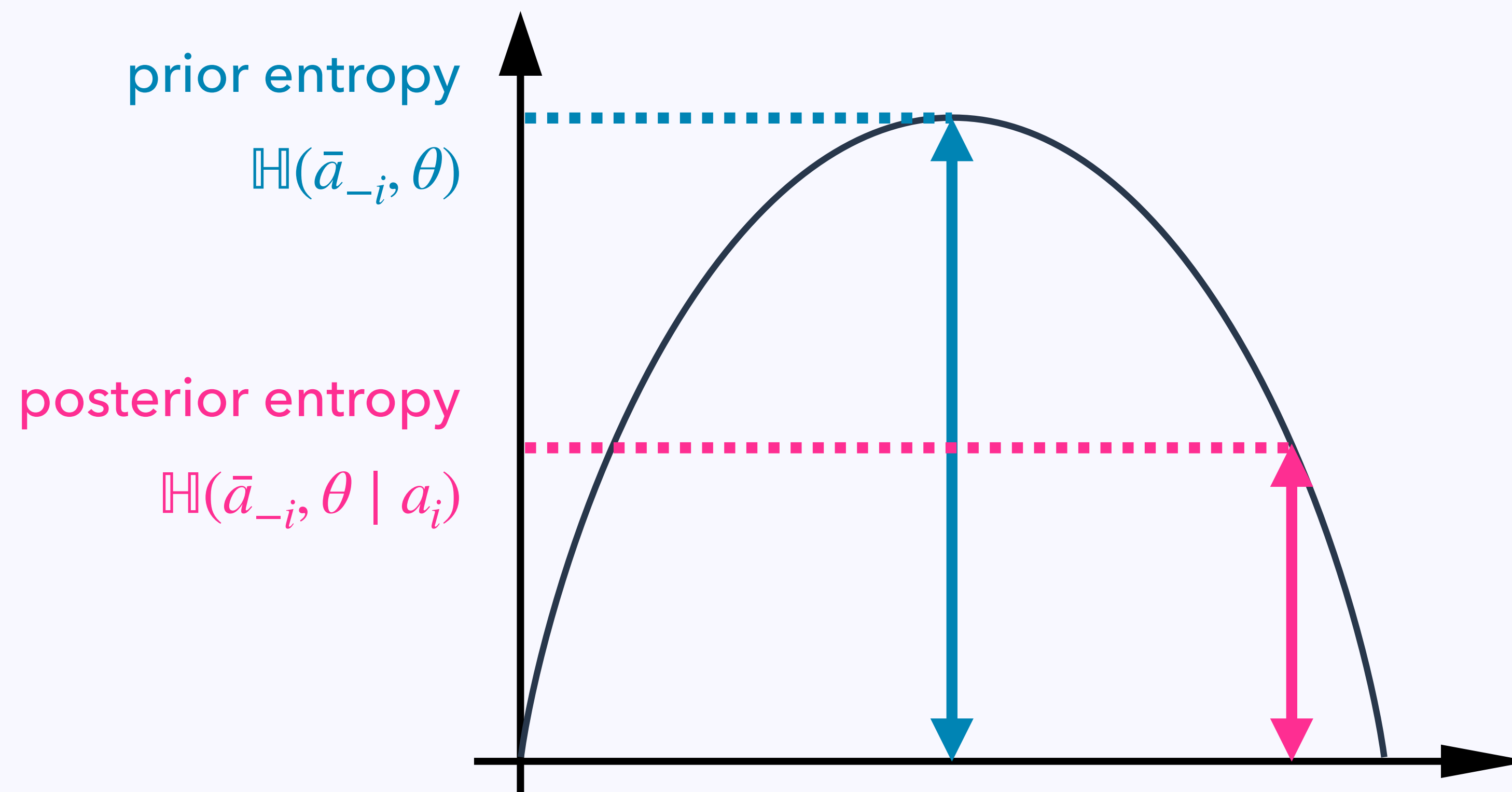
Entropy $\mathbb{H}(X)$ is a measure of uncertainty of a random variable X :

$$\mathbb{H}(X) = - \sum_x \Pr(x) \log(\Pr(x))$$



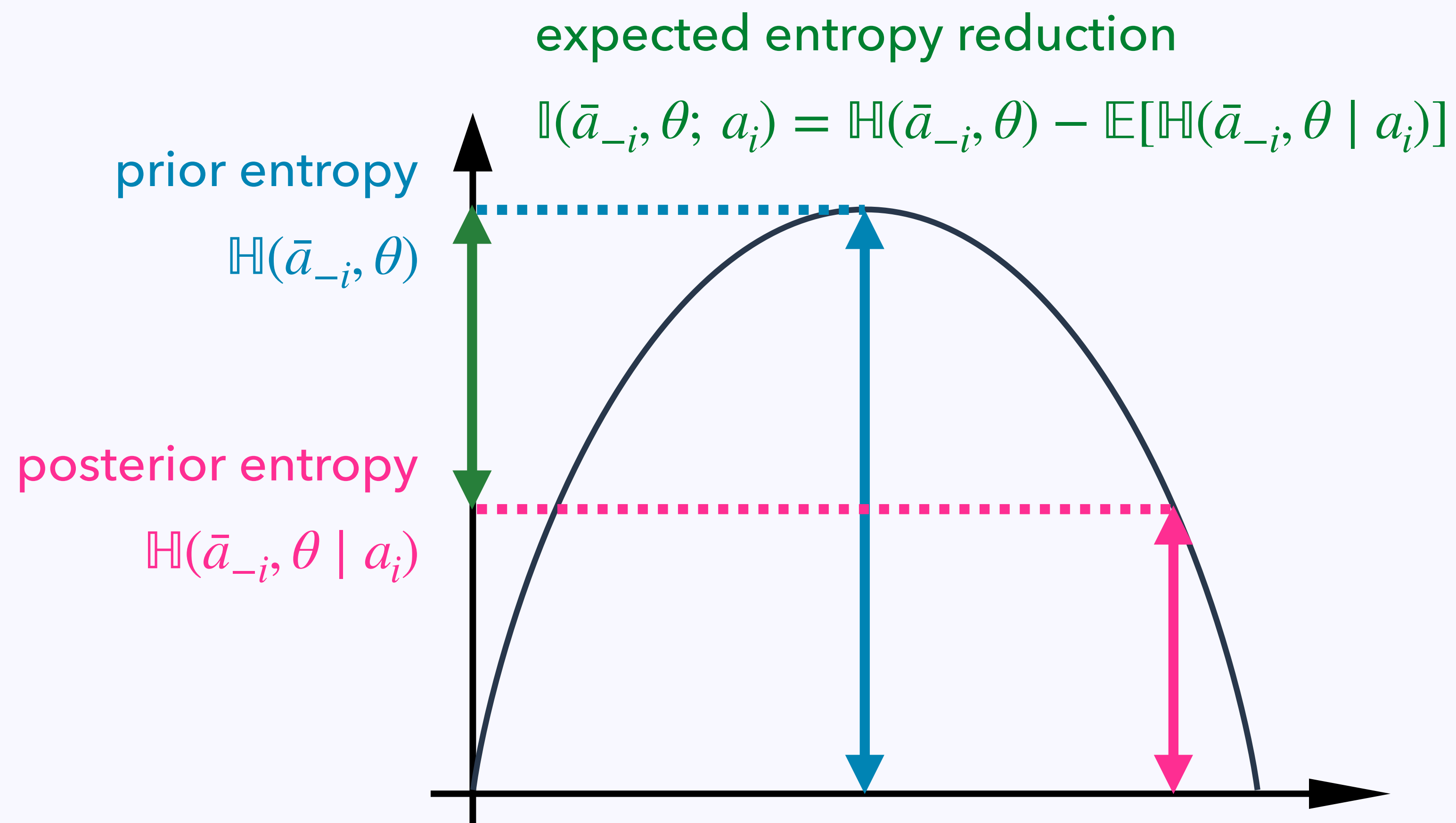
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Equilibrium Characterization

$$\Pr\left(\bar{a}_N = \frac{k}{N} \mid \theta\right) = \frac{1}{Z_N(p_N^*, \theta)} \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, \theta\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k}$$

Auxiliary game

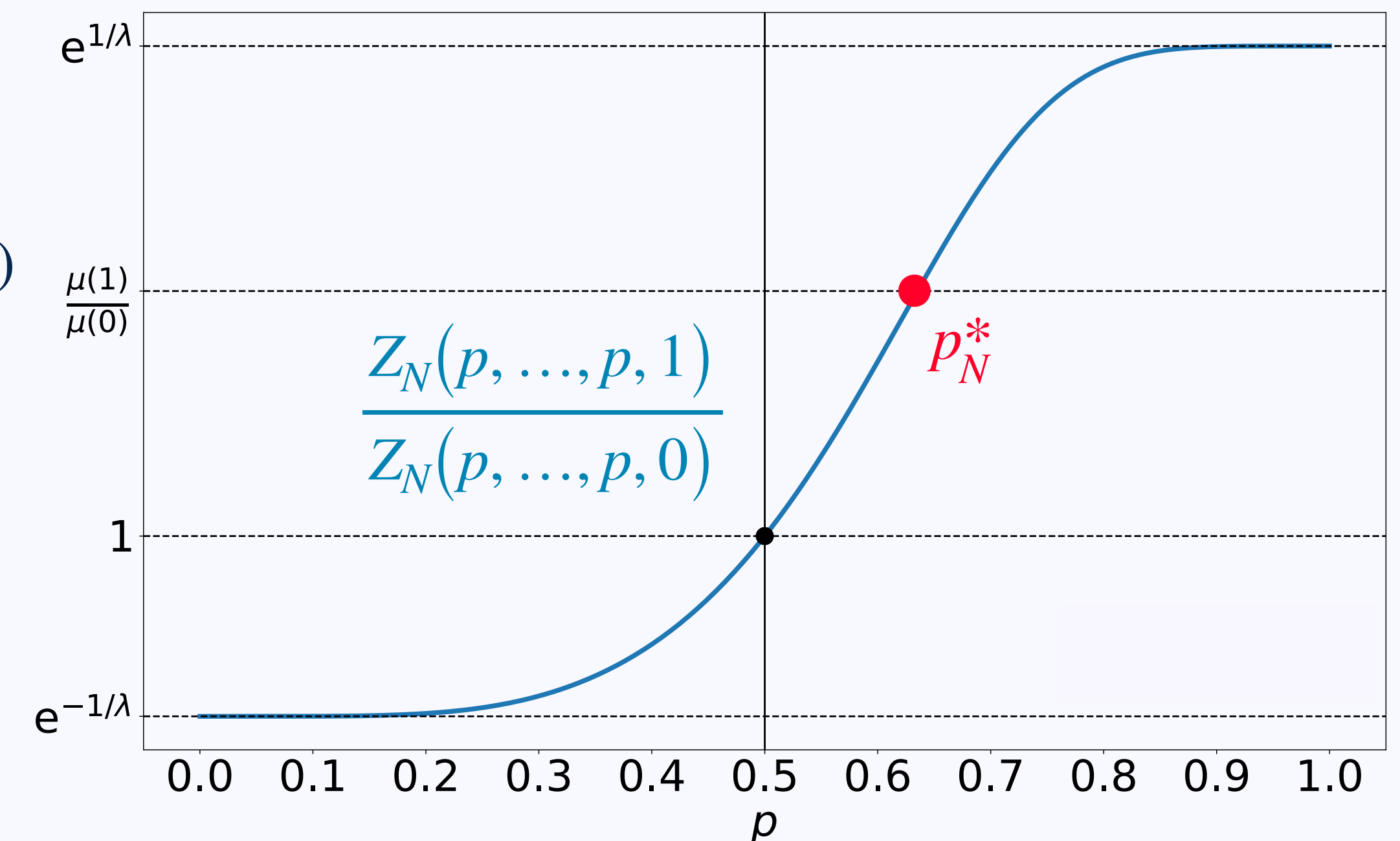
- player i chooses action $p_i \in [0,1]$ to maximize a common payoff function:

$$U_N(p_1, \dots, p_N) = \sum_{\theta} \mu(\theta) \ln Z_N(p_1, \dots, p_N)$$

$$Z_N(p_1, \dots, p_N) = \sum_a \exp\left[\frac{u(\bar{a}_N, \theta)}{\lambda}\right] \prod_{i:a_i=1} p_i \prod_{i:a_i=0} (1 - p_i)$$

- Nash equilibrium (p_N^*, \dots, p_N^*)

$$\frac{Z_N(p_N^*, \dots, p_N^*, 1)}{Z_N(p_N^*, \dots, p_N^*, 0)} = \frac{\mu(1)}{\mu(0)}$$



Proof Sketch

$$\Pr(\bar{a}_N > 0.5 \mid \theta = 1) = \sum_{k > \frac{N}{2}} \Pr\left(\bar{a}_N = \frac{k}{N} \mid \theta = 1\right)$$

$$\Pr(\bar{a}_N > 0.5 \mid \theta = 1) \xrightarrow{\text{biased-logit}} = \frac{1}{Z_N(p_N^*, 1)} \sum_{k > \frac{N}{2}} \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, 1\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k} = \frac{e^{1/\lambda} - \frac{\mu(0)}{\mu(1)}}{e^{1/\lambda} - e^{-1/\lambda}}$$

$$\Pr(\bar{a}_N < 0.5 \mid \theta = 0) = \frac{e^{1/\lambda} - \frac{\mu(1)}{\mu(0)}}{e^{1/\lambda} - e^{-1/\lambda}}$$

$$\Pr(\text{correct}) = \mu(1) \Pr(\bar{a}_N > 0.5 \mid \theta = 1) + \mu(0) \Pr(\bar{a}_N < 0.5 \mid \theta = 0) = \frac{e^{1/\lambda}}{1 + e^{1/\lambda}}$$

Proof Sketch

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equilibrium condition:

$$\frac{Z_N(p_N^*, 1)}{Z_N(p_N^*, 0)} = \frac{\mu(1)}{\mu(0)}$$

$$\Pr(\bar{a}_N > 0.5 \mid \theta = 1) \stackrel{\text{biased-logit}}{=} \frac{1}{Z_N(p_N^*, 1)} \sum_{k > \frac{N}{2}} \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, 1\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k} = \frac{e^{1/\lambda} - \frac{\mu(0)}{\mu(1)}}{e^{1/\lambda} - e^{-1/\lambda}}$$

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independent of #voters N

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independent of #voters N

substitute

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Swing Voter's Curse

Feddersen–Pesendorfer 1996, 1998

Swing voter's curse when information is exogenous

- voters, when pivotal, may disregard their own signals
- being pivotal can be more informative than their own signals

No swing voter's curse in our election

- voters never acquire costly information that they will disregard in equilibrium

Election w/ Partisan = Supermajority-Rule Election w/o Partisan

Election with partisans are equivalent to supermajority-rule elections without partisans

$N = 101$ voters

1. $N_1 = 10$ and $N_0 = 20$ partisans for alternatives 1 and 0 respectively
 - ▶ $N - N_1 - N_0 = 71$ non-partisans
 - ▶ alternative 1 wins \iff 41 out of 71 vote for alternative 1
2. $N_1 = 0$ and $N_0 = 50$ partisans for alternatives 1 and 0 respectively
 - ▶ $N - N_1 - N_0 = 51$ non-partisans
 - ▶ alternative 1 wins \iff 41 out of 51 vote for alternative 1

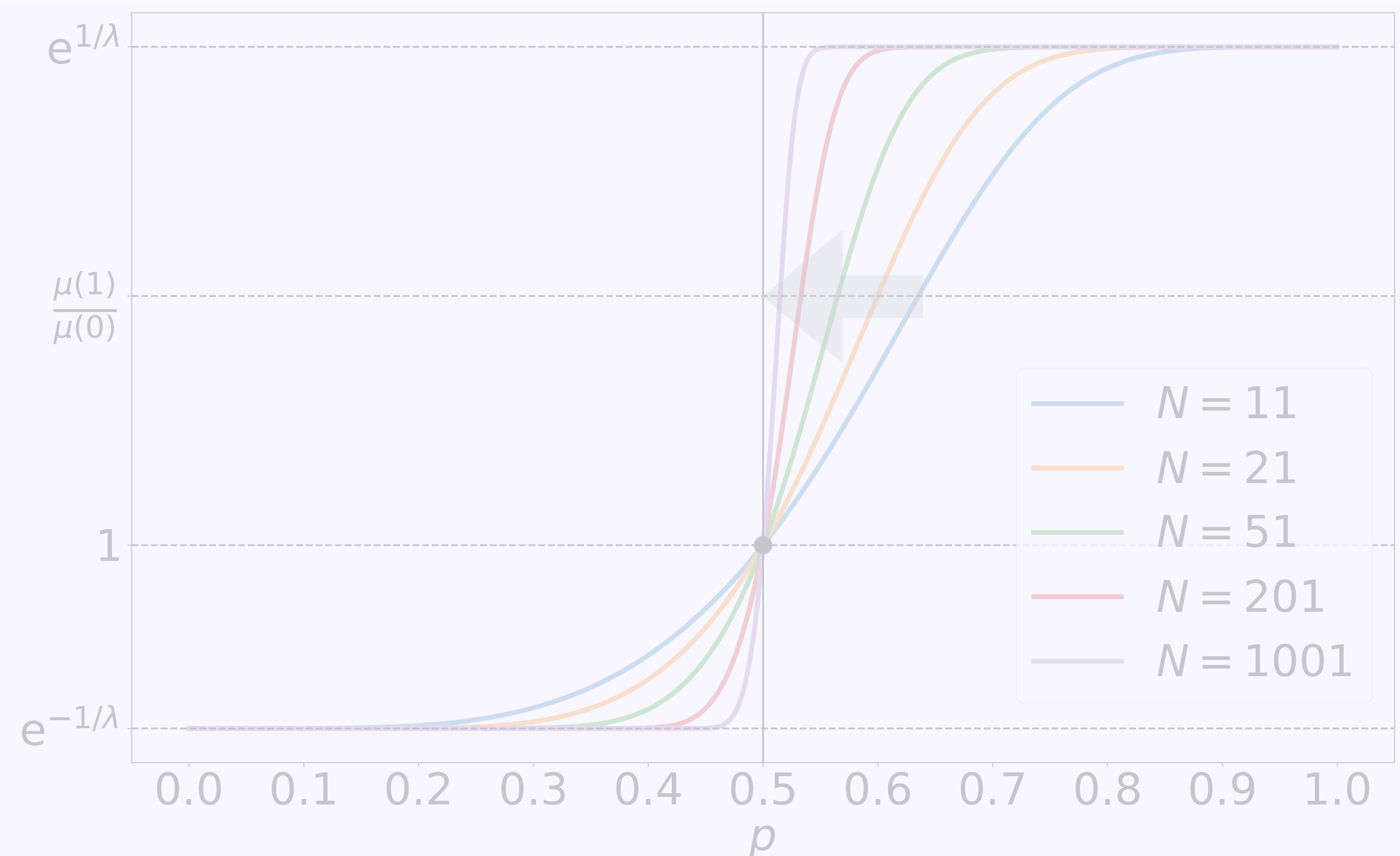
The marginal probability p_N^* of each voter choosing $a_i = 1$ converges to 0.5

p_N^* is a unique solution to

$$\frac{Z_N(p,1)}{Z_N(p,0)} = \frac{\mu(1)}{\mu(0)} \in (e^{-1/\lambda}, e^{1/\lambda})$$

As $N \rightarrow \infty$

$\frac{Z_N(p,1)}{Z_N(p,0)}$ becomes \int -shaped



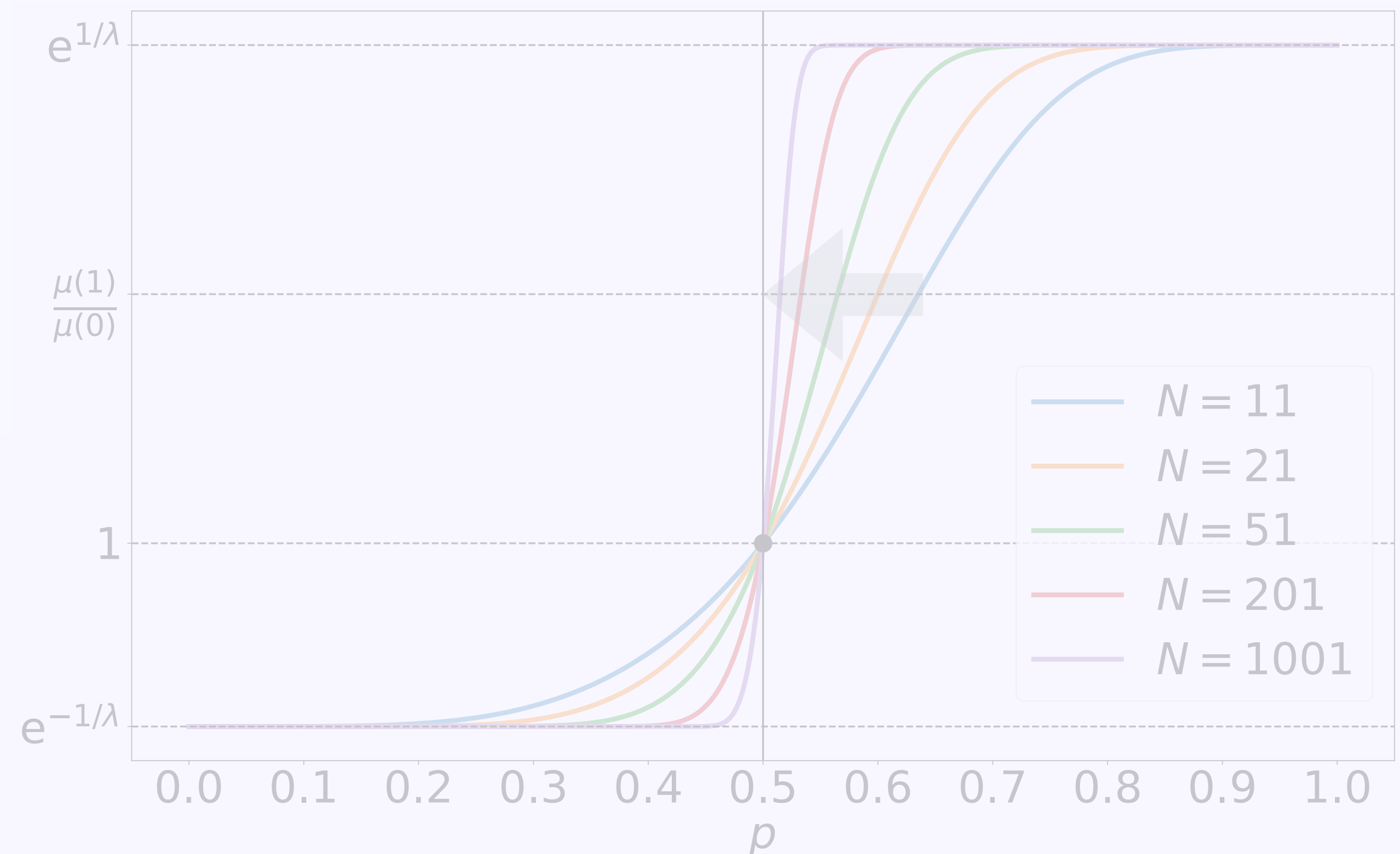
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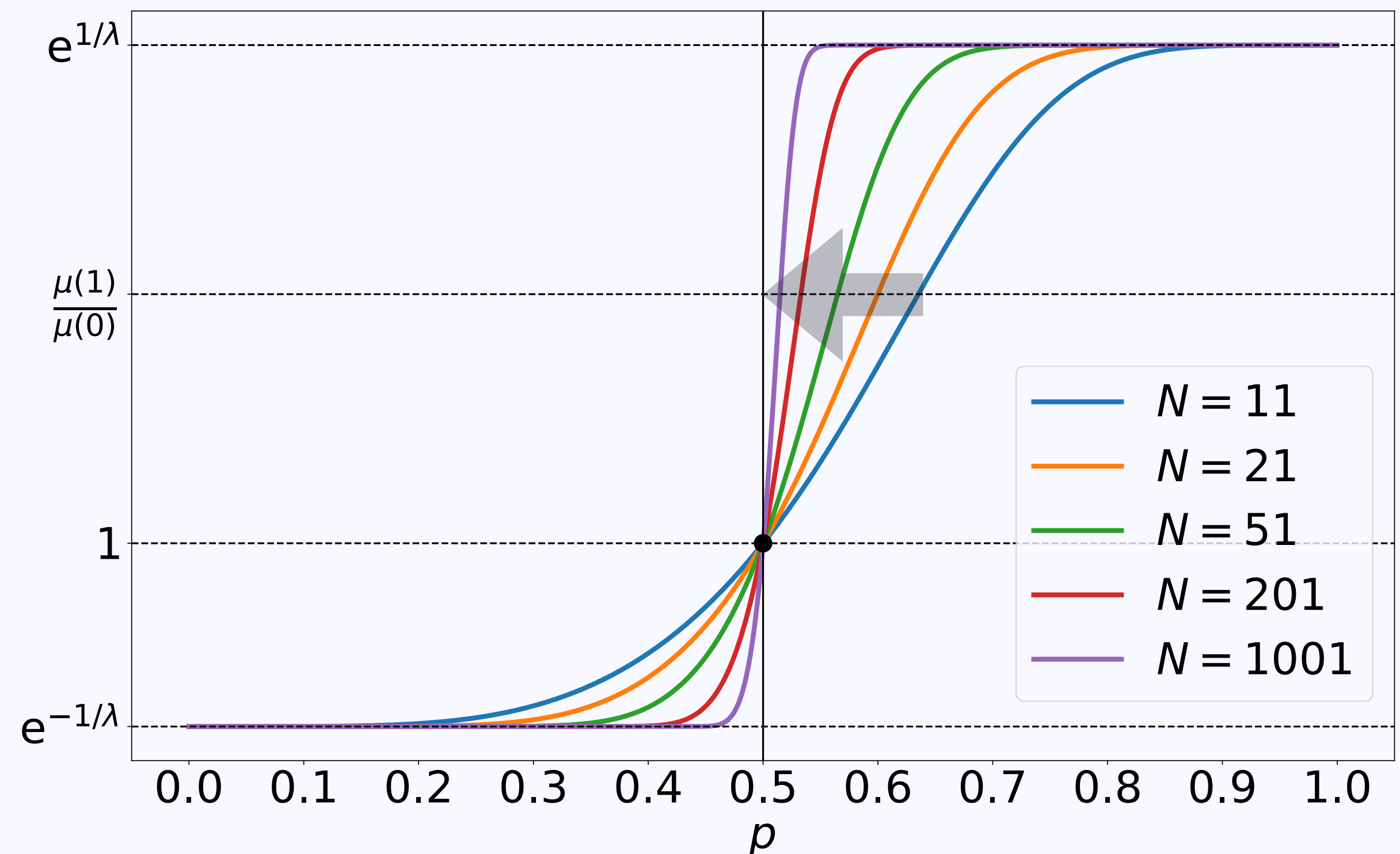
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biased-logit

$$\Pr\left(\left|\bar{a}_N - \frac{1}{2}\right| > \varepsilon \mid \theta\right) = \frac{\sum_{k: \left|\frac{k}{N} - \frac{1}{2}\right| > \varepsilon} \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, \theta\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k}}{\sum_{k=0}^N \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, \theta\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k}}$$
$$\leq e^{1/\lambda} \cdot \frac{\sum_{k: \left|\frac{k}{N} - \frac{1}{2}\right| > \varepsilon} \binom{N}{k} (p_N^*)^k (1 - p_N^*)^{N-k}}{\sum_{k=0}^N \binom{N}{k} (p_N^*)^k (1 - p_N^*)^{N-k}}$$
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$p_N^* \approx 1/2$

Proof Sketch 2/2

$$\begin{aligned}
 \Pr\left(\left|\bar{a}_N - \frac{1}{2}\right| > \varepsilon \mid \theta\right) &= \frac{\sum_{k: \left|\frac{k}{N} - \frac{1}{2}\right| > \varepsilon} \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, \theta\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k}}{\sum_{k=0}^N \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, \theta\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k}} \\
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 \end{aligned}$$

biased-logit

$\leq e^{1/\lambda}$ for $\|u\| \leq 1$

$p_N^* \approx 1/2$

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 &\geq 1 \text{ for } \|u\| \geq 0 \\
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biased-logit

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biased-logit

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Proof Sketch 2/2

$$\begin{aligned}
 \Pr\left(\left|\bar{a}_N - \frac{1}{2}\right| > \varepsilon \mid \theta\right) &= \frac{\sum_{k: \left|\frac{k}{N} - \frac{1}{2}\right| > \varepsilon} \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, \theta\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k}}{\sum_{k=0}^N \binom{N}{k} \exp\left[\frac{u\left(\frac{k}{N}, \theta\right)}{\lambda}\right] (p_N^*)^k (1 - p_N^*)^{N-k}} \\
 &\leq e^{1/\lambda} \text{ for } \|u\| \leq 1 \\
 &\geq 1 \text{ for } \|u\| \geq 0 \\
 &\leq e^{1/\lambda} \cdot \frac{\sum_{k: \left|\frac{k}{N} - \frac{1}{2}\right| > \varepsilon} \binom{N}{k} (p_N^*)^k (1 - p_N^*)^{N-k}}{\sum_{k=0}^N \binom{N}{k} (p_N^*)^k (1 - p_N^*)^{N-k}} \\
 &= 1 \text{ by binomial theorem} \\
 &= e^{1/\lambda} \cdot \sum_{k: \left|\frac{k}{N} - \frac{1}{2}\right| > \varepsilon} \binom{N}{k} (p_N^*)^k (1 - p_N^*)^{N-k} \approx e^{1/\lambda} \cdot \sum_{k: \left|\frac{k}{N} - \frac{1}{2}\right| > \varepsilon} \binom{N}{k} \frac{1}{2^N} \xrightarrow{N \rightarrow \infty} 0
 \end{aligned}$$

biased-logit

$p_N^* \approx 1/2$

Election w/ Partisan = Supermajority-Rule Election w/o Partisan

Election with partisans are equivalent to supermajority-rule elections without partisans

$N = 101$ voters

1. $N_1 = 10$ and $N_0 = 20$ partisans for alternatives 1 and 0 respectively
 - ▶ $N - N_1 - N_0 = 71$ non-partisans
 - ▶ alternative 1 wins \iff 41 out of 71 vote for alternative 1
2. $N_1 = 0$ and $N_0 = 50$ partisans for alternatives 1 and 0 respectively
 - ▶ $N - N_1 - N_0 = 51$ non-partisans
 - ▶ alternative 1 wins \iff 41 out of 51 vote for alternative 1

Given the symmetric prior $\mu(1) = \mu(0) = 1/2$,

$$\Pr(u(\bar{b}_N, \theta) = 1) \xrightarrow{N \rightarrow \infty} \Phi(2x) \quad \text{with} \quad 2\lambda x = \phi(2x)$$

Given state $\theta = 1$, voters choose actions $b_i = 1$ and $b_i = 0$ with probabilities $\frac{1}{2} + t_N$ and $\frac{1}{2} - t_N$

- $b_i |_{\theta=1} \sim \text{Bernoulli}(\frac{1}{2} + t_N)$ with mean μ_N and variance $(\sigma_N)^2$

$$\Pr\left(\bar{b}_N > \frac{1}{2} \mid \theta = 1\right) = \Pr\left(\frac{\sqrt{N}(\bar{b}_N - \mu_N)}{\sigma_N} > -\frac{\sqrt{N}t_N}{\sigma_N} \mid \theta = 1\right) \xrightarrow{N \rightarrow \infty} \Phi\left(\frac{\sqrt{N}t_N}{\sigma_N}\right) = \Phi\left(2 \lim_{N \rightarrow \infty} \sqrt{N}t_N\right)$$

Berry-Esseen theorem

$$\Pr(u(\bar{b}_N, \theta) = 1) = \mu(1) \Pr\left(\bar{b}_N > \frac{1}{2} \mid \theta = 1\right) + \mu(0) \Pr\left(\bar{b}_N < \frac{1}{2} \mid \theta = 0\right) \xrightarrow{N \rightarrow \infty} \Phi\left(2 \lim_{N \rightarrow \infty} \sqrt{N}t_N\right)$$

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Proof Sketch 2/3

The symmetric equilibrium strategy $Q_N^*(b_i | \theta)$ is optimal: $\max_{Q_i} \mathbb{E}[u(\bar{a}_N, \theta)] - \text{unit cost } \lambda \cdot \mathbb{I}(\theta; b_i)$

First-order condition:

$$\binom{2n}{n} \left(\frac{1}{2} + t_N\right)^n \left(\frac{1}{2} - t_N\right)^n = \lambda \log \frac{\frac{1}{2} + t_N}{\frac{1}{2} - t_N}$$

#voters $N = 2n + 1$

Stirling's formula on LHS and Taylor-expansion on RHS:

$$\binom{2n}{n} \frac{\sqrt{n}}{2^{2n}} \rightarrow \frac{1}{\sqrt{\pi}}$$

$$\frac{1}{\sqrt{\pi n}} (1 - 4t_N^2)^n \approx \lambda \left(\left. \frac{d}{dt_N} \log \frac{\frac{1}{2} + t_N}{\frac{1}{2} - t_N} \right|_{t_N=0} \right) t_N$$

Rearrange the terms

$$\frac{1}{\sqrt{2\pi}} \exp\left(-\left(2\sqrt{N}t_N\right)^2\right) \approx \lambda \cdot 2\sqrt{N}t_N$$

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probability of being pivotal marginal cost

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$= 4 t_N$

Rearrange the terms

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Proof Sketch 2/3

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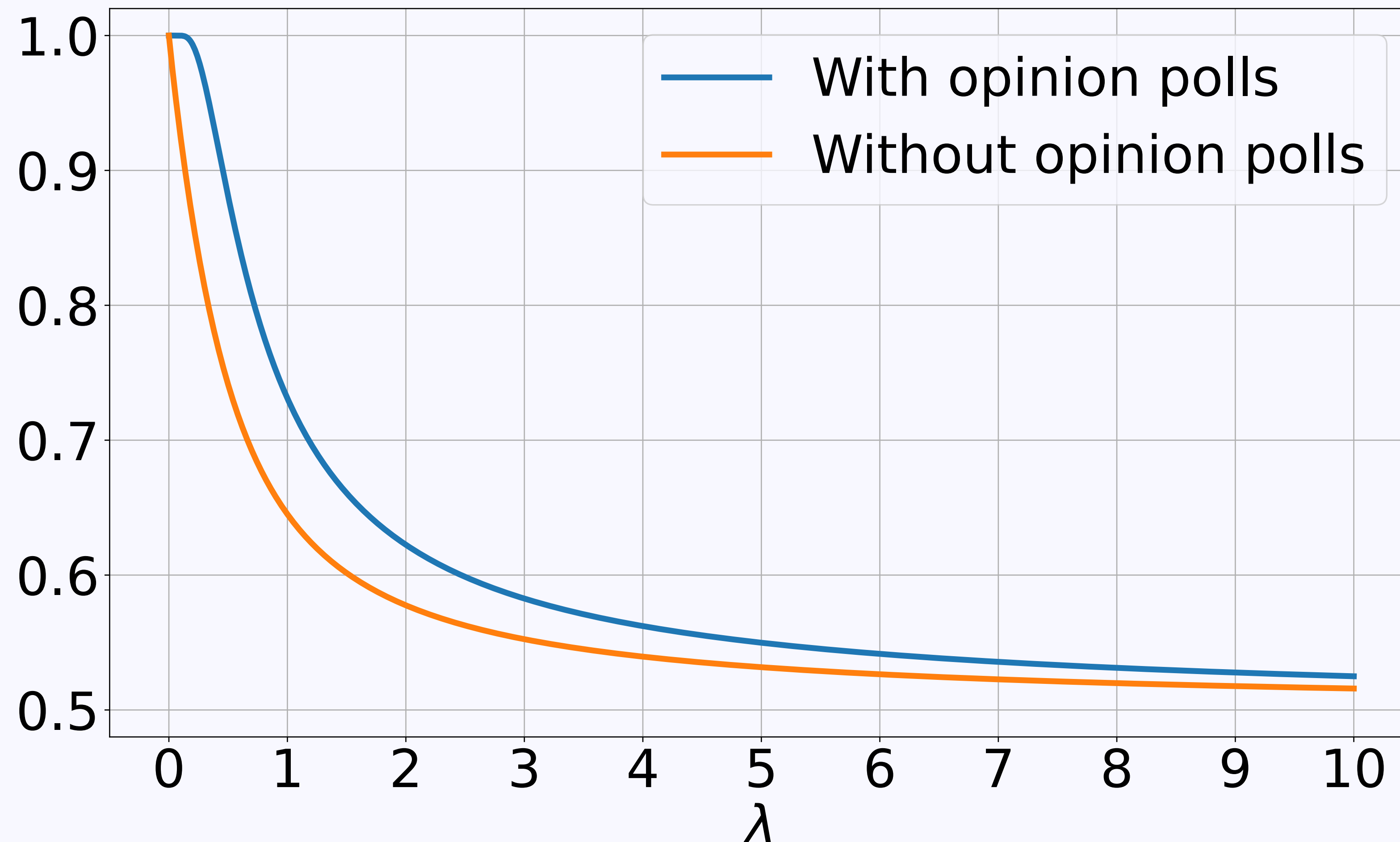
Rearrange the terms

$$\frac{1}{\sqrt{2\pi}} \exp\left(-\left(2\sqrt{N} t_N\right)^2\right) \approx \lambda \cdot 2\sqrt{N} t_N$$

$= \phi(2\sqrt{N} t_N)$

Proof Sketch 3/3

$$\frac{e^{1/\lambda}}{1 + e^{1/\lambda}} = \Pr(u(\bar{a}_N, \theta) = 1) > \lim_{N \rightarrow \infty} \Pr(u(\bar{b}_N, \theta) = 1) = \Phi(2x) \quad \text{with} \quad 2\lambda x = \phi(2x)$$



Berry–Esseen Theorem

Let X_1, \dots, X_N be iid with mean $\mu = 0$ and variance $\sigma^2 > 0$

- sample average $\bar{X}_N = \frac{1}{N} \sum_i X_i$

The **Berry–Esseen theorem** is a quantitative version of the central limit theorem:

$$\left| \Pr\left(\frac{\sqrt{N}\bar{X}_N}{\sigma} \leq x\right) - \Phi(x) \right| \leq \frac{3\mathbb{E}|X|^3}{\sigma^3\sqrt{N}}$$

The central limit theorem

$$\Pr\left(\frac{\sqrt{N}\bar{X}_N}{\sigma} \leq x\right) \rightarrow \Phi(x)$$

Why Not Continuum-Voter Model?

Continuum-voter models

- $\Pr(\text{pivotal}) = 0 \implies$ voters acquire **no** information
 - $\implies \nexists$ informative equilibrium
- probability of correct choice = $\mu(1), \mu(0)$

Finite-voter models

- $\Pr(\text{pivotal}) > 0 \implies$ voters acquire some information
 - $\implies \exists$ informative equilibrium
- probability of correct choice = $e^{1/\lambda} / (1 + e^{1/\lambda}) > \mu(1), \mu(0)$

RDD in Close Elections

RDD is an empirical strategy for identifying treatment effects of election outcomes

- close elections are a quasi-natural experiment
- bare winners and bare losers **should be similar** (Hahn-Todd-van der Klaauw 2001)

Examples

- incumbency advantage in future elections (Lee 2008)
- post-electoral legislative votes (Lee-Moretti-Butler 2004)
- drug trafficking control in Mexico (Dell 2015)
- federal budget process in Brazil (Firpo-Ponczek-Sanfelice 2015)

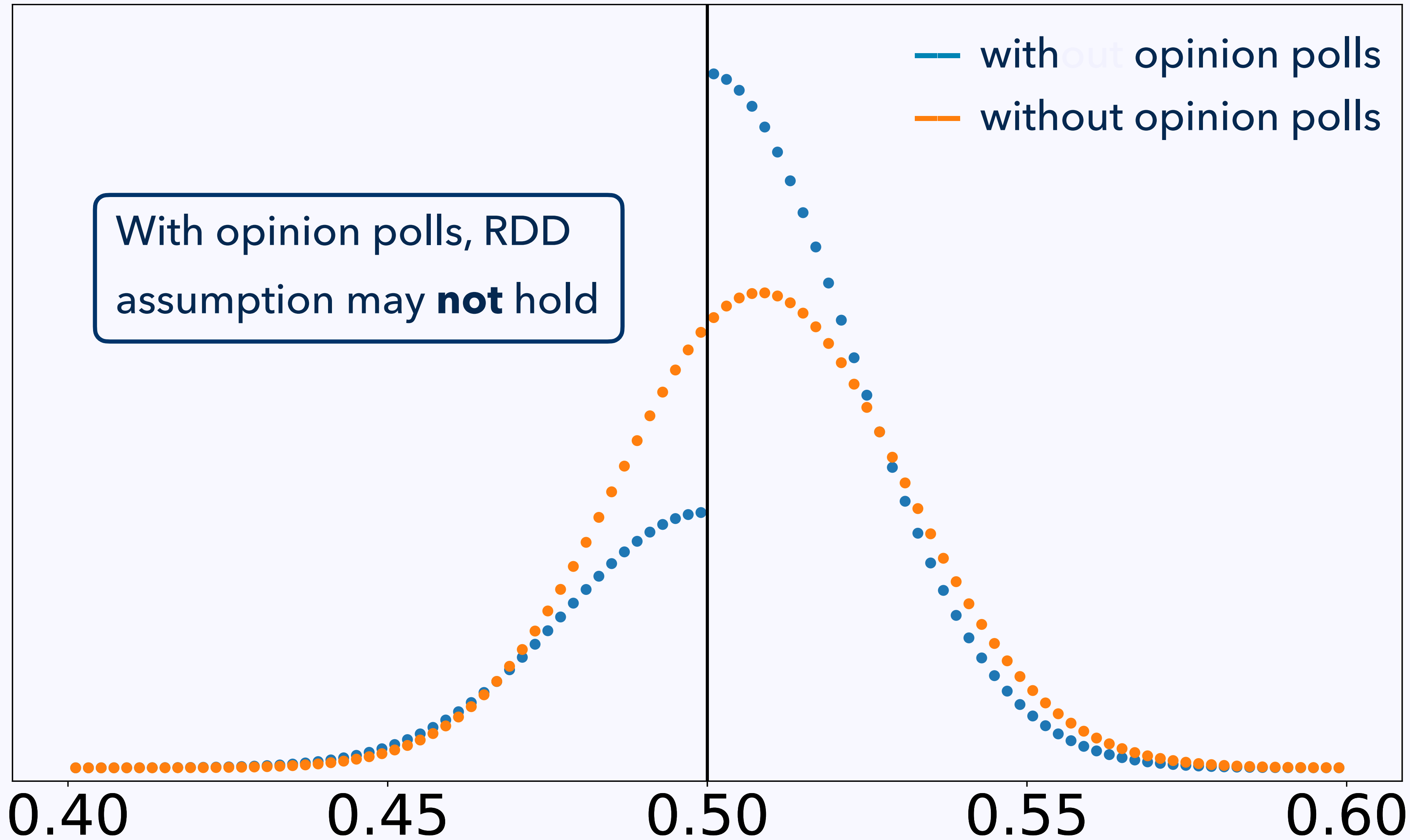
Mixed evidence on RDD validity in close elections

- winners and losers differ in close US House elections (Caughey-Sekhon 2011)
- incumbents systematically win close US House elections (Snyder 2005)
- but not the case in many other close elections (Eggers et al. 2015)

What might violate the RDD assumption – especially, in close US House elections

- U.S. House elections are **frequently polled** (Eggers et al. 2015)

RDD Assumption



x-axis: vote share $\bar{a}_N = x$

y-axis: $\Pr(\bar{a}_N = x | \theta = 1)$