

## A Two-tiered Formalization of Social Influence

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- The basics

- Social influence and belief revision

### Pluralistic ignorance

- A phenomenon from social psychology

- Limitations of the framework of Girard, Liu & Seligman

- Adding a layer

### Our results on pluralistic ignorance

- A formal language for social influence

- Robustness

- Fragility

### A general framework: A hybrid dynamic network logic

- The idea

- Dynamics

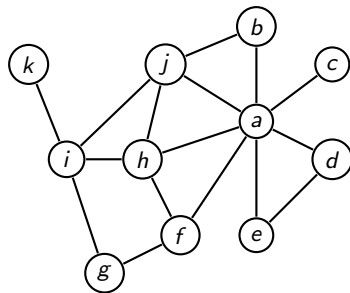
### Conclusion and further research

## Social networks, influence, and belief revision à la Girard, Liu & Seligman

## The basics

### Social networks

- ▶ Agents situated in a social network (a symmetric graph)
- ▶ The edges represent a “friendship” relation



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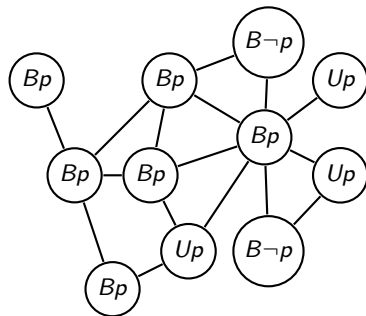
### Social networks

- ▶ Agents situated in a social network (a symmetric graph)
- ▶ The edges represent a “friendship” relation

### Simple beliefs

The agents can be in 3 possible states:

- ▶  $Bp$
- ▶  $B\neg p$
- ▶  $Up := \neg Bp \wedge \neg B\neg p$



# Social influence and belief revision

## Main assumptions

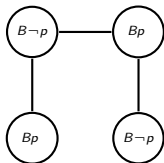
- ▶ Agents are influenced by their friends and only by their friends.
- ▶ Simple “peer pressure principle”: I tend to align my beliefs with the ones of my friends.
- ▶ Agents can “see” what their friends believe.
  - ▶ I.e. an agent is “transparent” to all of his friends.

## Belief revision induced by social influence

### Strong influence

When all of my friends believe that  $p$ , I (successfully) *revise* with  $p$ .

When all of my friends believe that  $\neg p$ , I (successfully) *revise* with  $\neg p$ .

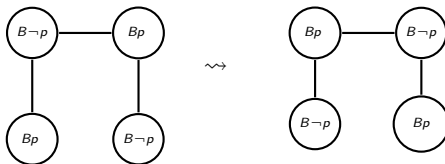


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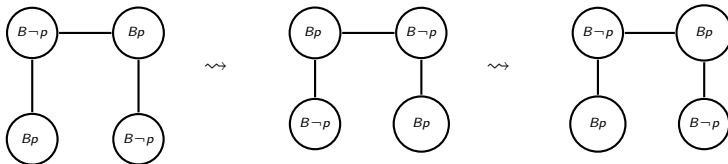


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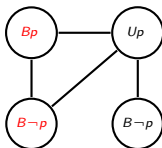


## Belief contraction induced by social influence

### Weak influence

When none of my friends supports my belief in  $\neg p$  and some believe that  $p$ , I (successfully) *contract* it.

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## Influence dynamics

### The influence operator $\mathcal{I}$

For each agent  $a$ :

- ▶ If  $a$  is strongly influenced to believe  $p$  ( $\neg p$ ), then  $a$  will believe  $p$  ( $\neg p$ ).
- ▶ If  $a$  is only weakly influenced to believe  $p$  ( $\neg p$ ) and believes  $\neg p$  ( $p$ ), then  $a$  will become undecided.
- ▶ Otherwise,  $a$  keeps her current belief state.

## Pluralistic ignorance

## A phenomenon from social psychology

### Different takes on pluralistic ignorance

- ▶ Everyone believes the same thing, but mistakenly believes that everyone else believes something else.
- ▶ An error of social comparison: Individuals mistakenly believes that others are different from themselves (even though they might act similar).
- ▶ Everyone publicly supports a norm they privately reject.
- ▶ A discrepancy between private beliefs and public beliefs/behavior.



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### Examples

- ▶ The Emperor's New Clothes
- ▶ A silent classroom
- ▶ Campus drinking



## The dynamics of pluralistic ignorance

### Robustness

- ▶ Pluralistic ignorance is in one sense a robust phenomenon.
- ▶ If the environment stays the same the phenomenon often persists.
- ▶ For example, the college students might keep obeying an unwanted drinking norm for generations.

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### Fragility

- ▶ Pluralistic ignorance is often reported as a fragile phenomenon.
- ▶ A small change in the environment might be enough to dissolve the phenomenon (for instance, the announcement of one of the agents' true belief).
- ▶ If just one student of the classroom example starts to ask questions about the difficult lecture the rest of the students might soon follow

## Limitations of the framework of Girard, Liu & Seligman

- ▶ There might be a difference between what one privately believes and what attitude one displays publicly
  - ▶ This contradicts the transparency assumption in the framework of Girard, Liu & Seligman
- ▶ Peer pressure may only operate on the public level.
  - ▶ I might feel pressured into displaying the same belief as my friends, but I might keep my private belief.
  - ▶ (There might be a departure of social influence and peer pressure here!)

## Adding a layer

### Two layers

We distinguish what an agent privately believes from what he seems to believe:

- ▶ *Private belief*, which we name “inner belief” ( $I_B$ ) and
- ▶ *Public (or observable) behavior*, which we name “expressed belief” ( $E_B$ ).

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### Changes needed

- ▶ Now 6 belief states (2 layers, 3 values each):  $I_B p$ ,  $I_B \neg p$ ,  $I_U p$ ,  $E_B p$ ,  $E_B \neg p$ ,  $E_U p$
- ▶ A new notion of social influence

## A multi-layer version of social influence

### What influences an agent

The behavior of an influenced agent in our 2-layer case now depends on:

- ▶ What he himself privately believes (3 possible situations)
- ▶ What believes his friends express (8 possible situations corresponding to whether at least one  $E_B p$ , at least one  $E_B \neg p$ , or at least one  $E_U p$ )

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### Consequences

- ▶ A fundamental asymmetry between first and third person perspectives
- ▶ Each agent is in one of 24 possible situations.
- ▶ Our influence operator  $\mathcal{I}$  assigns a postcondition to each of these situations (dictating what the belief state of the agent will be next).

## A new notion of social influence

### A first approximation of social influence

- ▶ When all of my friends express belief in  $p$  ( $\neg p$ ), I will align and express a belief in  $p$  ( $\neg p$ )
  - ▶ “strong influence” works as before on the expressed level
- ▶ However, when I am weakly influenced in believing  $p$  ( $\neg p$ ), what I express depends on my private belief concerning  $p$ .

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### Subtle issues – several types of agents

- ▶ What to do when some friends express support and others express conflict, for instance?
- ▶ Defining strong and weak influence is no longer enough
- ▶ There are several options leading to several different types of agents
- ▶ We consider several of these in the paper

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- ▶ We consider several of these in the paper
- ▶ For now we simply assume that an agent  $a$  expresses her private belief, iff
  - ▶ some of my friends expresses the same belief (“support”) or
  - ▶ none of my friends expresses a belief in the negation of what I privately believes (“no conflict”)

## Our results on pluralistic ignorance

# A formal language to talk about 2-layer social influence

## Network structures and models

- ▶ A social network is a pair  $(A, \asymp)$ , where  $\asymp$  is symmetric and irreflexive binary relation on the set of agents  $A$ .
- ▶ A model is a social network structure  $(A, \asymp)$  together with a function  $g$  assigning one agent to each nominal and a function  $\nu$  assigning exactly one of the 3 possible “values”  $Bp$ ,  $B\neg p$ , or  $Up$  to each of the 2 layers for each agent in  $A$ .

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### A Formal language

- ▶ Six propositional variables  $I_Bp$ ,  $I_{B\neg p}$ ,  $I_Up$ ,  $E_Bp$ ,  $E_{B\neg p}$ , and  $E_Up$ .
- ▶ A set of nominals  $i, j, k, \dots$
- ▶ Shift operators  $@_i, @_j, @_k, \dots$
- ▶ A “friendship” modality  $F$ .
- ▶ A global modality  $G$ .
- ▶ A modal “influence” operator  $[I]$ .

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$$\varphi ::= P \in PROP \mid i \mid \neg\varphi \mid \varphi \wedge \varphi \mid F\varphi \mid G\varphi \mid @_i\varphi \mid [I]\varphi$$

## Formal semantics

Given  $\mathcal{M} = (A, \succsim, g, \nu)$  ( $g$  assigns an agent to each nominal) and  $a \in A$ :

$\mathcal{M}, a \models P$	iff	$\nu(a) = P$
$\mathcal{M}, a \models i$	iff	$g(i) = a$
$\mathcal{M}, a \models \neg\varphi$	iff	it is not the case that $\mathcal{M}, a \models \varphi$
$\mathcal{M}, a \models \varphi \wedge \psi$	iff	$\mathcal{M}, a \models \varphi$ and $\mathcal{M}, a \models \psi$
$\mathcal{M}, a \models G\varphi$	iff	for all $b \in A$ ; $\mathcal{M}, b \models \varphi$
$\mathcal{M}, a \models F\varphi$	iff	for all $b \in A$ ; $a \succsim b$ implies $\mathcal{M}, b \models \varphi$
$\mathcal{M}, a \models @_i\varphi$	iff	$\mathcal{M}, g(i) \models \varphi$
$\mathcal{M}, a \models [I]\varphi$	iff	$\mathcal{M}^I, a \models \varphi$ ,

where  $\mathcal{M}^I$  is the new model obtained by updating  $\nu$  in accordance to our previous definition of the influence operator.

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## Examples

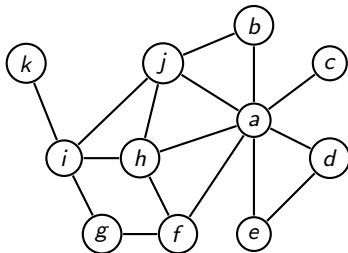
- ▶  $Fl_Bp$ ; “all of my friends privately believe that  $p$ ”
- ▶  $@_i\langle F \rangle j$ ; “ $j$  is a friend of  $i$ ” (here  $\langle F \rangle$  is the dual of  $F$ ).
- ▶  $[I][I]@_iE_U p$ ; “after two steps of social influence  $i$  expresses undecidedness.”

## Expressing Pluralistic Ignorance

Everybody privately believes  $p$  but expresses a belief in  $\neg p$ :

$$PIp := G(I_B p \wedge E_B \neg p)$$

If  $PI\varphi$  is true in  $\mathcal{M}$  we will say that  $\mathcal{M}$  is in a state of pluralistic ignorance with respect to  $p$ .

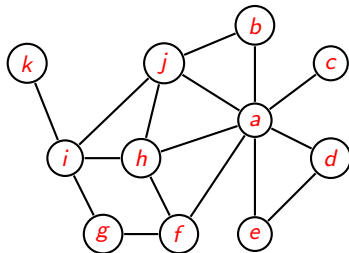


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## Robustness

### Stability of PI

A connected network model in a state of pluralistic ignorance is stable, i.e the following is valid:

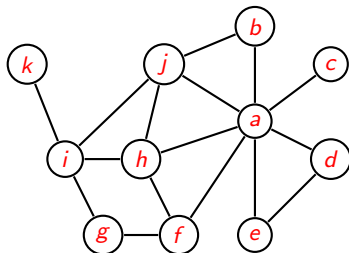
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## One brave/crazy agent!

### Unstable state

Assume one agent  $i$  starts being **sincere**, for some reason, i.e.  $i$  expresses his true private belief that  $p$ :

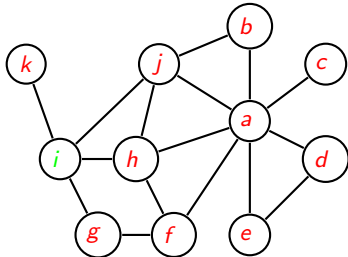
$$UPIp := @_i(I_B p \wedge E_B p) \wedge G(\neg i \rightarrow (I_B p \wedge E_B \neg p)).$$

If  $UPIp$  is true in  $\mathcal{M}$  we will say that  $\mathcal{M}$  is in a state of *unstable pluralistic ignorance*.

What happens next? Do all the others start being sincere too?

## Breaking PI

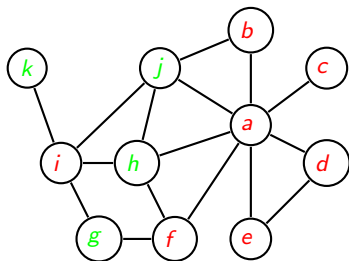
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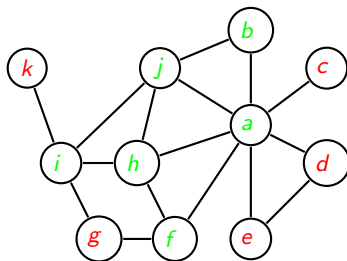
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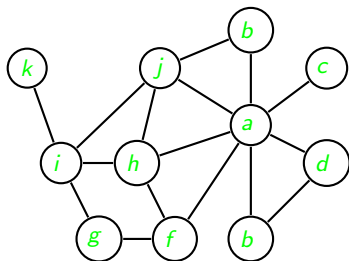
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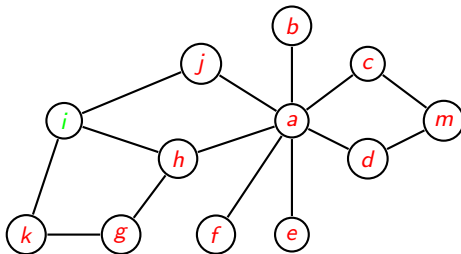
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- ▶ After one step, all  $i$ 's friends are sincere.
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- ▶ After three steps, everybody is sincere.



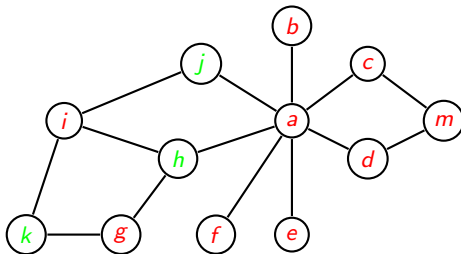
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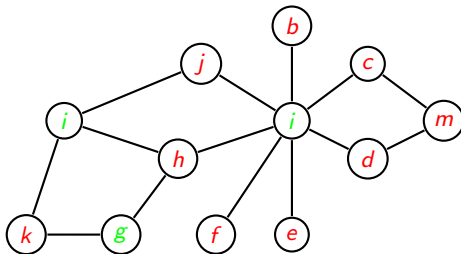
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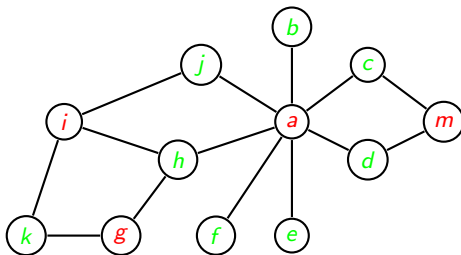
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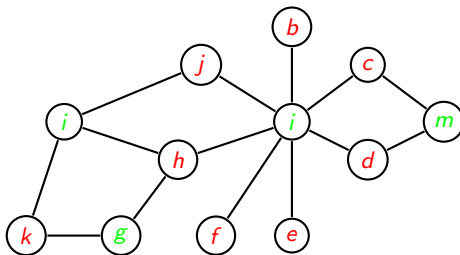
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- ▶ ...



## Question

When does a model satisfying *UPI* dissolve in a state of global sincerity, i.e. such that  $G(I_B p \wedge E_B p)$ ?

Let  $\mathcal{M} = (A, \succ, g, \nu)$  be a finite, connected, symmetric network model such that  $\mathcal{M} \models UPI$ . Then the following 6 conditions are equivalent:

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- (i) After a finite number of updates by the influence operator  $\mathcal{I}$ ,  $\mathcal{M}$  will end up in a stable state where pluralistic ignorance is dissolved, i.e. there is a  $k \in \mathbb{N}$  such that  $\mathcal{M}^{\mathcal{I}^k} \models G(I_B p \wedge E_B p)$  and  $\mathcal{M}^{\mathcal{I}^k} = \mathcal{M}^{\mathcal{I}^{k+1}}$ .

## Characterization

iff (ii) There is an agent who expresses her true private belief in  $p$  for two rounds in a row, i.e. there is an  $a \in A$  and a  $k \in \mathbb{N}$  such that  $\mathcal{M}^{\mathcal{I}^k}, a \models E_B p$  and  $\mathcal{M}^{\mathcal{I}^{k+1}}, a \models E_B p$ .

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- iff (iv) There are two agents that are friends and have paths of the same length to the agent named by  $i$ , i.e. there are agents  $a, b \in A$  and a  $k \in \mathbb{N}$  such that  $a \asymp b$ ,  $\mathcal{M}, a \models \langle F \rangle^k i$ , and  $\mathcal{M}, b \models \langle F \rangle^k i$ .

## Characterization

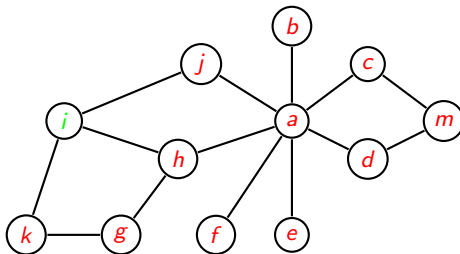
- iff (ii) There is an agent who expresses her true private belief in  $p$  for two rounds in a row, i.e. there is an  $a \in A$  and a  $k \in \mathbb{N}$  such that  $\mathcal{M}^{\mathcal{I}^k}, a \models E_B p$  and  $\mathcal{M}^{\mathcal{I}^{k+1}}, a \models E_B p$ .
- iff (iii) There are two agents that are friends and both express their true beliefs in  $p$  in the same round, i.e. there are  $a, b \in A$  and a  $k \in \mathbb{N}$  such that  $a \asymp b$ ,  $\mathcal{M}^{\mathcal{I}^k}, a \models E_B p$ , and  $\mathcal{M}^{\mathcal{I}^k}, b \models E_B p$ .
- iff (iv) There are two agents that are friends and have paths of the same length to the agent named by  $i$ , i.e. there are agents  $a, b \in A$  and a  $k \in \mathbb{N}$  such that  $a \asymp b$ ,  $\mathcal{M}, a \models \langle F \rangle^k i$ , and  $\mathcal{M}, b \models \langle F \rangle^k i$ .
- iff (v) There is a cycle in  $\mathcal{M}$  of odd length starting at the agent named by  $i$ , i.e. there is a  $k \in \mathbb{N}$  such that  $\mathcal{M} \models \mathcal{O}_i \langle F \rangle^{2k-1} i$ .

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- iff (vi) There is a cycle in  $\mathcal{M}$  of odd length, i.e. there is a  $k \in \mathbb{N}$  and  $a_1, a_2, \dots, a_{2k-1} \in A$  such that  $a_1 \asymp a_2, a_2 \asymp a_3, \dots, a_{2k-2} \asymp a_{2k-1}, a_{2k-1} \asymp a_1$ .

## Example

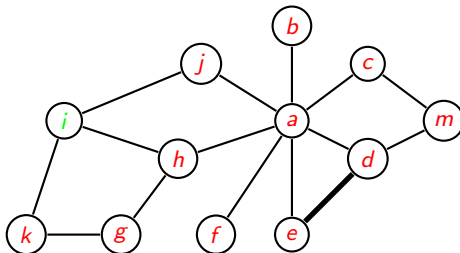
We have seen an example of network structure which doesn't dissolve from *UPI*. Why? What would need to change to make this possible?



## How to change the network

How do we need to change the example to force UPI to dissolve?

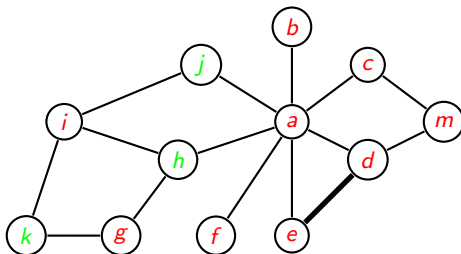
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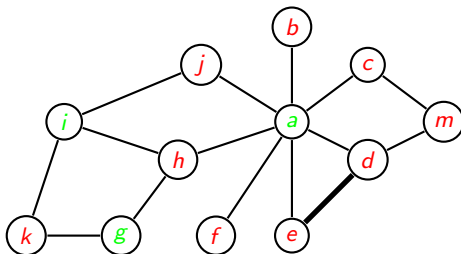
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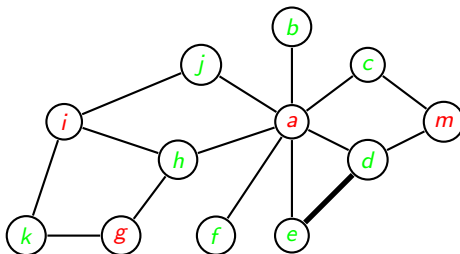
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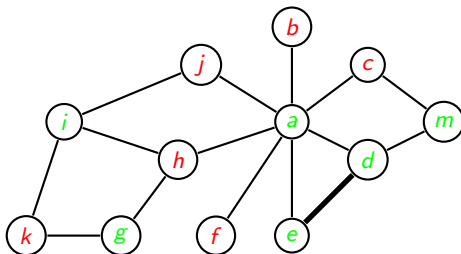
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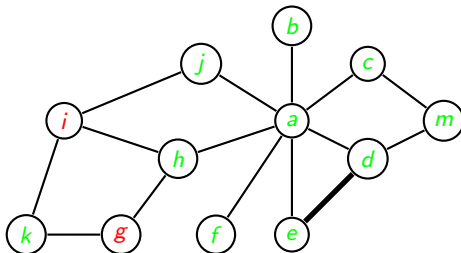
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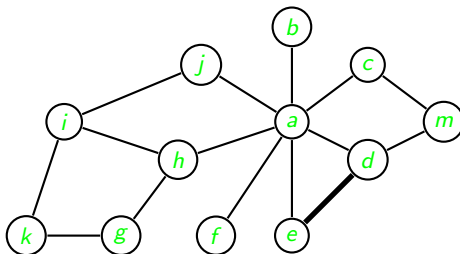
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- ▶ Make one agent express his true belief for two consecutive rounds (ii)
- ▶ UPI is dissolved, after 6 applications of  $\mathcal{I}$  (i).



## A general framework: A hybrid dynamic network logic

## Generalisation

The 2-layer framework can be generalized as follows:

- ▶ Assume a finite set of variables (layers)  $\{V_1, V_2, \dots, V_n\}$
- ▶ Each variable  $V_l$  takes a value from a finite set  $R_l$ , for each  $l \in \{1, \dots, n\}$ .
- ▶ Now, all atomic propositions has the form:  $V_l = r$ , for an  $l \in \{1, \dots, n\}$  and an  $r \in R_l$ .

## General network models

A general network model  $\mathcal{M} = (A, \asymp, g, \nu)$  is

- ▶  $A$  is a (non-empty) set of agents
- ▶  $\asymp \subseteq A \times A$  interpreted as the network structure
- ▶  $g : \text{NOM} \rightarrow A$  is a function assigning an agent to each nominal
- ▶  $\nu : A \rightarrow \mathcal{V}$  is a valuation assigning a value to each variable for each agent.

$\mathcal{V}$  denotes the set of all *assignments*.

An assignment  $s : \{1, \dots, n\} \rightarrow R_1 \times \dots \times R_n$  gives a value  $\in R_i$  to each variable  $V_i$  and given an agent  $a \in A$ ,  $\nu(a)$  is an assignment assigning characteristics to  $a$  for all variables  $V_1, \dots, V_n$ .

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### Truth

Given  $\mathcal{M} = (A, \asymp, g, \nu)$ ,  $a \in A$ , and a formula  $\varphi$ :

$$\mathcal{M}, a \models V_l = r \quad \text{iff} \quad \nu(a)(l) = r$$

## An operator for network dynamics

A network dynamic operator  $\mathcal{I} = (\Phi, \text{post})$  is

- ▶  $\Phi$  a finite set of pairwise inconsistent formulas (called “preconditions”)
- ▶  $\text{post} : \Phi \rightarrow \mathcal{V}$  is a post-condition function.
  - ▶ The intuition is: if an agent satisfies  $\varphi \in \Phi$  (in which case,  $\varphi$  is necessarily unique), then after the dynamic event  $\mathcal{I}$ ,  $a$  will have the characteristics specified by the post condition  $\text{post}(\varphi)$ .

### Dynamic updating of network models

Given a model  $\mathcal{M} = (A, \succ, g, \nu)$  and a network dynamic operator  $\mathcal{I} = (\Phi, \text{post})$ , the updated model  $\mathcal{M}^{\mathcal{I}} = (A, \succ, g, \nu')$  is defined by:

$$\nu'(a) = \begin{cases} \text{post}(\varphi) & \text{if there is a } \varphi \in \Phi \text{ such that } \mathcal{M}, a \models \varphi \\ \nu(a) & \text{otherwise} \end{cases} \quad (1)$$

## What is the general framework for?

### A language for specifying simple network dynamics

- ▶ The logic allows us to talk about simple network dynamics in a very general way
- ▶ For instance, we can easily talk about networks with a mixture of different types of agents

### A language for verifying simple dynamic network properties

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### Notes

- ▶ We have a complete Hilbert style proof system for the logic
- ▶ We conjecture that a terminating tableau system for the logic is also easily obtainable
- ▶ Thus, we expect the logic to be decidable

## What we have done so far

- ▶ Given some motivation for a multi-layer framework to represent social influence in social networks.
- ▶ Treated an initial example of two-layer case dynamics.
- ▶ Given a characterization of the class of frames on which *UPI* dissolves.
- ▶ Designed a logic to deal with the general n-layer cases, allowing us to model any type of complex properties distribution change within a network.
- ▶ Proved completeness of this logic.

## Further research

- ▶ Prove some more general results within our new framework.
- ▶ For instance, show how modifying the network structure allows/prevents spreading of some combination of properties.
- ▶ Characterize stabilization and speed of stabilization.
- ▶ Compare different types of agents.
- ▶ Implement the framework in agent-based simulations.

## References



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