Keynote Talk at 2021 KDD Workshop on Multi-Armed Bandits and Reinforcement Learning

## A Map of Bandits for E-commerce

Yi Liu, Lihong Li Aug 15<sup>th</sup>, 2021



MarbleKDD 2021



### Summary

- The rich Bandit literature offers a diverse toolbox of algorithms
- Hard for practitioners to find the right solution for problem at hand
  - Typical textbooks focus on designing and analyzing algorithms
  - Typical surveys present a list of individual applications
- This talk: a "map" towards closing the gap in mapping applications to appropriate Bandit algorithms.
  - Focus on a small number of key decision points related to reward/actions
  - Focus on E-commerce examples, but applicable to other applications

# What video to recommend to maximize member satisfaction?



WHO'S WATCHING? ✓
 YI

කු

# WHOS WHOS WATCHING?

#### maximize member satisfaction?





If satisfaction is defined when member streams.

Home Free to me Store Channels Categories 🗸 My Stuff Deals

rime video

WHO'S WATCHING?

# What video to recommend to maximize member satisfaction?





#### If satisfaction is defined when member streams.



Bandit algorithm: <u>Bayesian Linear Probit Regression (BLIP)</u> for reward modeling + Thomson Sampling for exploration

- $r_t = 1$  if streaming, and 0 otherwise
- $E[r_t] = \Phi(\boldsymbol{w} \cdot \boldsymbol{\phi}(a_t))$
- Assume *w*'s follow Gaussian distribution and enforce the assumption when updating.



If satisfaction is defined when member streams. If we measure satisfaction by how long they spend on watching videos.



Bandit algorithm: <u>Bayesian Linear Probit Regression (BLIP)</u> for reward modeling + Thomson Sampling for exploration

$$\mathbf{X} \cdot - r_t = 1$$
 if streaming, and 0 otherwise

$$\mathbf{X} \cdot \frac{E[r_t] - \Phi(\mathbf{w} \cdot \boldsymbol{\phi}(a_t))}{E[r_t] - \Phi(\mathbf{w} \cdot \boldsymbol{\phi}(a_t))}$$

• Assume *w*'s follow Gaussian distribution and enforce the assumption when updating.



7

If satisfaction is defined when member streams. If we measure satisfaction by how long they spend on watching videos.

#### How to recommend **a subset of videos** to maximize member satisfaction?





Bandit algorithm: <u>Bayesian Linear Probit Regression (BLIP)</u> for reward modeling + Thomson Sampling for exploration

$$\mathbf{X} \cdot - r_t = 1$$
 if streaming, and 0 otherwise

$$\mathbf{X} \cdot \frac{E[r_t] - \Phi(\mathbf{w} \cdot \boldsymbol{\phi}(a_t))}{E[r_t] - \Phi(\mathbf{w} \cdot \boldsymbol{\phi}(a_t))}$$

• Assume *w*'s follow Gaussian distribution and enforce the assumption when updating.



Action is a combinatorial object.

# What marketing content to recommend to maximize offer signup?





Bandit algorithm: <u>Bayesian Linear Probit Regression (BLIP)</u> for reward modeling + Thomson Sampling for exploration

- $r_t = 1$  if streaming, and 0 otherwise
- $E[r_t] = \Phi(\boldsymbol{w} \cdot \boldsymbol{\phi}(a_t))$ ?
- Assume *w*'s follow Gaussian distribution and enforce the assumption when updating.



#### Which Bandit algorithms are for your problem?



#### A Map of Bandit









Upsell the \$9.99 Premium membership plan



### Map Entry?



#### Upsell the \$9.99 Premium membership plan



## Map Entry? No!

Upsell the \$9.99 Premium membership plan

Spotify<sup>®</sup>

- Rewards for *all* actions are observed.
- It is a full-information setting.
- Supervised learning should be considered.





Upsell the \$9.99 Premium membership plan





### Map Entry? Yes!

# 

# Only the reward of the selected action is returned.

Upsell the \$9.99 Premium membership plan



?

### Map Entry?



#### Upsell the \$9.99 Premium membership plan



t = 0

t = 1

?

0

Just hit next.

...

### Map Entry? Yes!



- Consider the dependency between actions.
- Reason with long-term rewards.
- Bandit is a good baseline for more general reinforcement learning setting.

Upsell the \$9.99 Premium membership plan





t = 0

t = 1

...



### Bandit Problems by Reward Properties



### Bandit Problems by Reward Properties



### Node 1: Binary reward



### Node 1: Binary reward



Algorithm 3 Regularized logistic regression with batch updates Require: Regularization parameter  $\lambda > 0$ .  $m_i = 0, q_i = \lambda$ . {Each weight  $w_i$  has an independent prior  $\mathcal{N}(m_i, q_i^{-1})$ } for  $t = 1, \dots, T$  do Get a new batch of training data  $(\mathbf{x}_j, y_j), j = 1, \dots, n$ . Find w as the minimizer of:  $\frac{1}{2} \sum_{i=1}^d q_i (w_i - m_i)^2 + \sum_{j=1}^n \log(1 + \exp(-y_j \mathbf{w}^\top \mathbf{x}_j))$ .  $m_i = w_i$   $q_i = q_i + \sum_{j=1}^n x_{ij}^2 p_j (1 - p_j), p_j = (1 + \exp(-\mathbf{w}^\top \mathbf{x}_j))^{-1}$  {Laplace approximation} end for

#### Reward = 1 if customer streams; 0 otherwise.

Ref:

O. Chapelle and L. Li, "An empirical evaluation of Thompson sampling," in NIPS, 2011.

### Node 1: Binary reward



Algorithm 3 Regularized logistic regression with batch updates Require: Regularization parameter  $\lambda > 0$ .  $m_i = 0, q_i = \lambda$ . {Each weight  $w_i$  has an independent prior  $\mathcal{N}(m_i, q_i^{-1})$ } for  $t = 1, \dots, T$  do Get a new batch of training data  $(\mathbf{x}_j, y_j), j = 1, \dots, n$ . Find w as the minimizer of:  $\frac{1}{2} \sum_{i=1}^{d} q_i (w_i - m_i)^2 + \sum_{j=1}^{n} \log(1 + \exp(-y_j \mathbf{w}^\top \mathbf{x}_j))$ .  $m_i = w_i$   $q_i = q_i + \sum_{j=1}^{n} x_{ij}^2 p_j (1 - p_j), p_j = (1 + \exp(-\mathbf{w}^\top \mathbf{x}_j))^{-1}$  {Laplace approximation} end for

#### Reward = 1 if customer streams; 0 otherwise.

Ref:

O. Chapelle and L. Li, "An empirical evaluation of Thompson sampling," in NIPS, 2011.

#### Node 2: Numerical reward



Algorithm 3 Regularized logistic regression with batch updates Require: Regularization parameter  $\lambda > 0$ .  $m_i = 0, q_i = \lambda$ . {Each weight  $w_i$  has an independent prior  $\mathcal{N}(m_i, q_i^{-1})$ } for  $t = 1, \dots, T$  do Get a new batch of training data  $(\mathbf{x}_j, y_j), j = 1, \dots, n$ . Find w as the minimizer of:  $\frac{1}{2} \sum_{i=1}^{d} q_i (w_i - m_i)^2 + \sum_{j=1}^{n} \log(1 + \exp(-y_j \mathbf{w}^\top \mathbf{x}_j))$ .  $m_i = w_i$   $q_i = q_i + \sum_{j=1}^{n} x_{ij}^2 p_j (1 - p_j), p_j = (1 + \exp(-\mathbf{w}^\top \mathbf{x}_j))^{-1}$  {Laplace approximation} end for

Reward is numerical.

#### Node 2: Numerical reward





What if it is not cost free to take an action? What if every reward is received at a cost?





Free shipping

Free shipping

Special offer



#### Ref:

W. Ding, T. Qin, X. Zhang, and T. Liu, "Multi-armed bandit with budget constraint and variable costs," in AAAI, 2013.



🔍 All 🛄 Images 🗉 News 📀

About 8.650.000.000 results (1.04 second

Maximize expected total reward  $E\left[\sum R_{i,t}\right]$ given that every bid costs  $c_{i,t}$  and the budget is capped at B.



 Algorithm 1 UCB-BV1/UCB-BV2

 Initialization: Pull each arm i once in the first K steps, set

 t = K t = K 

 1: while  $\sum_{s=1}^{t} c_{a_s,s} \leq B$  do
 2: Set t = t + 1.

 3: Calculate the index  $D_{i,t}$  of each arm i as follows.
 UCB-BV1

 Exploitation
  $D_{i,t} = \frac{\overline{r}_{i,t}}{\overline{c}_{i,t}} + \frac{(1 + \frac{1}{\lambda})\sqrt{\frac{\ln(t-1)}{n_{i,t}}}}{\lambda - \sqrt{\frac{\ln(t-1)}{n_{i,t}}}}$ 

- The add of the term guarantees a regret bound of O(ln(B)).
- The proof utilizes Chernoff-Hoeffding inequality as in most UCB algorithms while recognizing costs.
- λ is lower bound of the expected costs across arms.

#### Ref:

W. Ding, T. Qin, X. Zhang, and T. Liu, "Multi-armed bandit with budget constraint and variable costs," in AAAI, 2013.



\$29.00

Peel

\$40.00

Casetify

Free shipping

\$55.00

Casetify

Free shipping

\$75.00

Casely

Special offer

\$17.99 \$30

Society6





•  $\lambda_t$  is estimated as the estimated minimum of the expected costs by using their empirical observations.

#### Ref:

W. Ding, T. Qin, X. Zhang, and T. Liu, "Multi-armed bandit with budget constraint and variable costs," in AAAI, 2013.

### Node 5: Fixed (bounded) reward delays



For news or social media, feedback is typically not able to come back immediately because of various runtime constraints. Instead it usually arrives in batches over a certain period of time.

### Node 5: Fixed (bounded) reward delays



For news or social media, feedback is typically not able to come back immediately because of various runtime constraints. Instead it usually arrives in batches over a certain period of time.

#### Thompson sampling is robust to delay in reward.



Ref:

O. Chapelle and L. Li, "An empirical evaluation of Thompson sampling," in NIPS, 2011.



What if the delay is not fixed/bounded but indefinite?

- Have you watched a movie on a weekend because of a recommendation during the week?
- Have you bought a product a month after your saw its advertisement?



**Keep shopping for** 



Maximize expected total reward  $E\left[\sum R_{i,t}\right]$ given there is indefinite delay in receiving the reward signal.

CREA Bar Sink Faucet,... \$**79**95



AguaStella AS1010BN... Or state as:

Maximize expected total reward  $E\left[\sum R_{i,t}\right]$ when the learner only observes delayed positive events.

Modern Bar Sink Fauce... RODDEX Wet Bar Sink F...

\$5900

\$**38**<sup>19</sup>



Keep shopping for

CREA Bar Sink Faucet,...



Maximize expected total reward  $E[\sum R_{i,t}]$  given there is indefinite delay in receiving the reward signal.

Aguastella AS1010BN... Or state as: \$7995

Maximize expected total reward  $E[\sum R_{i,t}]$ when the learner only observes delayed positive events.

Modern Bar Sink Fauce... RODDEX Wet Bar Sink F...

\$**59**00

\$**38**<sup>19</sup>

Using surrogate metrics, same-day buy instead of waiting for days/weeks, is a pragmatic way to deal with delay.



**Keep shopping for** 



AguaStella AS1010BN... Or state as: CREA Bar Sink Faucet,... \$**79**95

\$**38**<sup>19</sup>



Maximize expected total reward  $E\left[\sum R_{i,t}\right]$ given there is indefinite delay in receiving the reward signal.

Maximize expected total reward  $E\left|\sum R_{i,t}\right|$ when the learner only observes delayed positive events.

#### If a reward has not converted within *m* rounds, the algorithm assumes it will never convert.

#### Algorithm 1 OTFLinUCB

**Input:** Window parameter m > 0, confidence level  $\delta >$ 0 and  $\lambda > 0$ . for t = 2, ..., T do Receive action set  $A_t$ Compute width of confidence interval:

$$\alpha_{t,\delta} = 2f_{t,\delta} + \sum_{s=t-m}^{t-1} \|A_s\|_{V_t(\lambda)^{-1}}$$

Compute the least squares estimate  $\hat{\theta}_t^{W}$  using (2)

Compute the optimistic action:  $A_{t} = \arg \max \left\langle a, \hat{\theta}_{t}^{\mathsf{W}} \right\rangle + \alpha_{t,\delta} \left\| a \right\|_{V_{t}(\lambda)^{-1}}$ 

Exploitation

Play  $A_t$  and receive observations end for

#### Ref:

C. Vernade, A. Carpentier, T. Lattimore, G. Zappella, B. Ermis, and M. Brueckner, "Linear bandits with stochastic delayed feedback," in ICML, 2020.

\$5900

Exploration



**Keep shopping for** 



CREA Bar Sink Faucet,... AguaStella \$3819 \$7995



Maximize expected total reward  $E\left[\sum R_{i,t}\right]$  given there is indefinite delay in receiving the reward signal.

AguaStella AS1010BN... Or state as:

Maximize expected total reward  $E[\sum R_{i,t}]$ when the learner only observes delayed positive events.

#### If a reward has not converted within m rounds, the algorithm assumes it will never convert.

#### Algorithm 1 OTFLinUCB

Input: Window parameter m > 0, confidence level  $\delta > 0$  and  $\lambda > 0$ . for t = 2, ..., T do Receive action set  $A_t$ Compute width of confidence interval:

$$\alpha_{t,\delta} = 2f_{t,\delta} + \sum_{s=t-m}^{t-1} \|A_s\|_{V_t(\lambda)^{-1}}$$

Compute the least squares estimate  $\hat{\theta}_t^{w}$  using (2)

 $L_2$ -Regularized least square estimation where rewards that convert after more than mrounds are ignored.

#### Ref:

C. Vernade, A. Carpentier, T. Lattimore, G. Zappella, B. Ermis, and M. Brueckner, "Linear bandits with stochastic delayed feedback," in ICML, 2020.

Modern Bar Sink Fauce... RODDEX Wet Bar Sink F...

\$**59**00

### Bandit Problems by Reward Properties



- No distribution assumption -> Adversarial (7)
- Action preference instead of absolute reward -> Dueling(8)
- Reward depends on multiple actions -> aggregated 9 10

### Bandit Problems by Reward Properties



Nodes 3–10 are not exhaustive as the splits are not mutually exclusive.

For instance, an adversarial Bandit can also be a dueling one and there can be delay in reward. In practice, however, such combinations appear uncommon.



#### Common Action Types



The baseline case:

pull an arm and observe a reward afterwards

### Slate Actions

#### Return a ranked result list for user's search query



The goal is to maximize the total revenue per search result return, while you can track the revenue for each shown product.

### Slate Actions

Return a ranked result list for user's search query

Q All - amazon echo ne Video 🛛 Buy Again Shopper Toolkit Groceries 👻 Livestreams Health & Household Amazon Basics Beauty & Personal Care Coupor Best Seller Echo Dot (3rd Gen) - Smart speaker with Alexa - Charcoal \*\*\*\*\*\*\* \* 893,241 \$3999 Or \$8.00/month for 5 months (no fees or interest) vprime Overnight 7 AM - 11 AM FREE delivery overnight Amazon's Choice Echo (4th Gen) | With premium sound, smart home hub, and Alexa | Charco **\*\*\*\*\*\* \* 70.859** \$9999 r CERTIFIED FOR humans Or \$20.00/month for 5 months (no fees or interest) vprime Overnight 7 AM - 11 AM FREE delivery overnight More Buying Choices \$69.99 (4 used & new offers) W Climate Pledge Friendly See 1 certification

The goal is to maximize the total revenue per search result return, while you can track the revenue for each shown product.

#### ⇔ Node 10; Reward Granularity: aggregated over each action



#### Semi-bandit is defined.

### Slate Actions

Return a ranked result list for user's search query

All 👻 amazon echo -Groceries - Livestreams Health & Household Amazon Basics Beauty & Personal Care Coupo Best Seller Echo Dot (3rd Gen) - Smart speaker with Alexa - Charcoal \*\*\*\*\*\*\* \* 893,241 \$3999 Or \$8.00/month for 5 months (no fees or interest) vprime Overnight 7 AM - 11 AM FREE delivery overnight Amazon's Choice Echo (4th Gen) | With premium sound, smart home hub, and Alexa | Charco **\*\*\*\*\*\*\* \* 70.859** \$9999 CERTIFIED FOR humans Or \$20.00/month for 5 months (no fees or interest) vprime Overnight 7 AM - 11 AM FREE delivery overnight More Buying Choices \$69.99 (4 used & new offers) W Climate Pledge Friendly See 1 certification

The goal is to maximize the total revenue per search result return, while you can track the revenue for each shown product. Algorithm 2 Combinatorial Linear Thompson Sampling

**Input:** Combinatorial structure  $(E, \mathcal{A})$ , generalization matrix  $\Phi \in \mathbb{R}^{L \times d}$ , algorithm parameters  $\lambda, \sigma > 0$ , oracle ORACLE

Initialize  $\Sigma_1 \leftarrow \lambda^2 I \in \mathbb{R}^{d \times d}$  and  $\bar{\theta}_1 = 0 \in \mathbb{R}^d$ for all t = 1, 2, ..., n do Sample  $\theta_t \sim N(\bar{\theta}_t, \Sigma_t)$ Compute  $A^t \leftarrow \text{ORACLE}(E, \mathcal{A}, \Phi \theta_t)$ Choose set  $A^t$ , and observe  $\mathbf{w}_t(e), \forall e \in A^t$ Compute  $\bar{\theta}_{t+1}$  and  $\Sigma_{t+1}$  based on Algorithm 1 end for

Find the optimal list given the conditions, using combinatorial optimization algorithms.

Ref:

Z. Wen, B. Kveton, and A. Ashkan, "Efficient learning in large-scale combinatorial semi-bandits," in ICML, 2015

## Slate Actions (position and diversity effects)

Return a ranked result list for user's search query

All 👻 amazon echo -Groceries - Livestreams Health & Household Amazon Basics Beauty & Personal Care Coupor Best Seller Echo Dot (3rd Gen) - Smart speaker with Alexa - Charcoal \*\*\*\*\*\*\* \* 893,241 \$3999 Or \$8.00/month for 5 months (no fees or interest) vprime Overnight 7 AM - 11 AM FREE delivery overnight Amazon's Choice Echo (4th Gen) | With premium sound, smart home hub, and Alexa | Charco **\*\*\*\*\*\* \* 70.859** \$9999 CERTIFIED FOR humans Or \$20.00/month for 5 months (no fees or interest) vprime Overnight 7 AM - 11 AM FREE delivery overnight More Buying Choices \$69.99 (4 used & new offers) W Climate Pledge Friendly See 1 certification

The goal is to maximize the total revenue per search result return, while you can track the revenue for each shown product. Algorithm 2 Combinatorial Linear Thompson Sampling

**Input:** Combinatorial structure  $(E, \mathcal{A})$ , generalization matrix  $\Phi \in \mathbb{R}^{L \times d}$ , algorithm parameters  $\lambda, \sigma > 0$ , oracle ORACLE

Initialize  $\Sigma_1 \leftarrow \lambda^2 I \in \mathbb{R}^{d \times d}$  and  $\bar{\theta}_1 = 0 \in \mathbb{R}^d$ for all t = 1, 2, ..., n do Sample  $\theta_t \sim N(\bar{\theta}_t, \Sigma_t)$ Compute  $A^t \leftarrow \text{ORACLE}(E, \mathcal{A}, \Phi \theta_t)$ Choose set  $A^t$ , and observe  $\mathbf{w}_t(e), \forall e \in A^t$ Compute  $\bar{\theta}_{t+1}$  and  $\Sigma_{t+1}$  based on Algorithm 1 end for

Find the optimal list given the conditions, using combinatorial optimization algorithms.

Ref:

Z. Wen, B. Kveton, and A. Ashkan, "Efficient learning in large-scale combinatorial semi-bandits," in ICML, 2015

### **Combinatorial Actions**

#### Content layout on a webpage for upselling membership/subscription

	x
Image	Accept button x
	Reject button
	Image x3

Challenges:

- Combinatorial explosions of actions
- Interaction effects between sub-actions

### **Combinatorial Actions**

#### Content layout on a webpage for upselling membership/subscription



#### Challenges:

- Combinatorial explosions of actions
- Interaction effects between sub-actions

#### ⇔ Node 9; Reward Granularity: aggregated over all actions



### **Combinatorial Actions**

Content layout on a webpage for upselling membership/subscription

Title text		x
Offer details	Image	Accept button x
		Poiest hutton

Challenges:

- Combinatorial explosions of actions
- Interaction effects between sub-actions

Algorithm: multivariate Bandit



Ref:

D. N. Hill, H. Nassif, Y. Liu, A. Iyer, and S. Vishwanathan, "An efficient bandit algorithm for realtime multivariate optimization," in KDD, pp. 1813–1821, 2017.

### Common Action Types

![](_page_50_Figure_1.jpeg)

Next question to ask:

Do we formulate Bandit differently if different sizes of the action set?

### Action Set Size

Model actions as categorical variables.

Bandits with discrete actions

Represent each action as a feature vector in the reward function.

- Video recommendation
- Product recommendation
- Inventory buying
- Advertisement recommendation
- Fashion style recommendation
- Skill recommendation for virtual assistant
- Algorithm selection
- Marketing message recommendation

~100 or less than

~ thousands

- Discretize the action space.
- Continuous Bandit

Bandits with continuous actions

• Dynamic pricing

infinite

• Hyper parameter search

![](_page_52_Figure_0.jpeg)

### Feature Engineering

- Determining input features:  $\phi_a$  (for action),  $\phi_x$  (for context)
  - Needed for large action/context spaces
  - Used in modeling reward:  $E[r] = f(\phi_a, \phi_x)$ , or policy
- Linear bandits examples
  - $E[r] = w \cdot (\phi_a \otimes \phi_x)$  with unknown weights w
  - Learn lower-dimensional embeddings as features
- Nonlinear bandits examples
  - Kernelised Bandits Michal et al. "Finite-Time Analysis of Kernelised Contextual Bandits," UAI, 2013.
  - Neural Bandits Zhou et al. "Neural contextual bandits with UCB-based exploration," ICML, 2020.

## Offline (Off-policy) Policy Evaluation

- Often critical to evaluate a new policy offline before deploying it.
- Challenge: we don't know user reaction to actions different from the log
- Similar to counterfactual analysis in causal inference.
- Usually, we assume stationary policy. Common methods:
  - Simulation: Bayir, et al. "Genie: An open box counterfactual policy estimator for optimizing sponsored search marketplace," in WSDM, 2019.
  - Inverse propensity scoring and self-normalized variants: A. Swaminathan and T. Joachims, "The selfnormalized estimator for counterfactual learning," in NIPS, 2015.
  - Doubly robust evaluation: M. Dudik, J. Langford, and L. Li, "Doubly robust policy evaluation and learning," in ICML, 2011.

### Others

- <u>Best-arm identification</u>. the goal is not to maximize reward during an experiment, but to identify the best action (e.g., best marketing campaign strategy) at the end of the experiment.
- <u>Privacy-preserving bandits</u>. A system that updates local agents by collecting feedback from other local agents in a differentially-private manner.

![](_page_56_Figure_0.jpeg)

#### Which Bandit algorithms are for your problem?

Business problems with different characteristics — A zoo of Bandit algorithms

#### What marketing content to recommend to maximize offer signup?

![](_page_57_Figure_3.jpeg)

![](_page_57_Picture_4.jpeg)

#### Use our paper as a map to find the answer $\odot$

![](_page_58_Figure_1.jpeg)