# Sufficient Statistics for Unobserved Heterogeneity in Structural Dynamic Logit Models

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**Abstract**

We study the identification and estimation of structural parameters in dynamic panel data logit models where decisions are forward-looking and the joint distribution of unobserved heterogeneity and observable state variables is nonparametric, i.e., fixed-effects model. We consider models with two endogenous state variables: the lagged decision variable, and the time duration in the last choice. This class of models includes as particular cases important economic applications such as models of market entry-exit, occupational choice, machine replacement, inventory and investment decisions, or dynamic demand of differentiated products. The identification of structural parameters requires a sufficient statistic that controls for unobserved heterogeneity not only in current utility but also in the continuation value of the forward-looking decision problem. We obtain the minimal sufficient statistic and prove identification of some structural parameters using a conditional likelihood approach. We apply this estimator to a machine replacement model.

**Keywords:** Panel data discrete choice models; Dynamic structural models; Fixed effects; Unobserved heterogeneity; Structural state dependence; Identification; Sufficient statistic.

**JEL:** C23; C25; C41; C51; C61.

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# 1 Introduction

Persistent unobserved heterogeneity is pervasive in empirical applications using panel data of individuals, households, or firms. An important challenge in these applications consists of distinguishing between *true dynamics* due to state dependence and *spurious dynamics* due to unobserved heterogeneity (Heckman, 1981). The identification of *true dynamics*, when persistent unobserved heterogeneity is present, should deal with two key econometric issues: the *incidental parameters problem*, and the *initial conditions problem*. The first one establishes that a simple dummy-variables estimator, that treats each individual unobservable as a parameter to be estimated jointly with the parameters of interest, is inconsistent in most nonlinear panel data models when $T$ is fixed (Neyman and Scott, 1948, Lancaster, 2000). Given this issue, it would seem reasonable to consider a nonparametric (or a flexible) joint distribution of the unobserved heterogeneity and the observables variables, and construct a likelihood function that is integrated over unobservables. In this context, the *initial conditions problem* establishes that the joint distribution of the unobserved heterogeneity and the initial values of the observable variables is not nonparametrically identified, but the misspecification of this joint distribution can generate important biases in the estimation of the parameters of interest (Heckman, 1981, Chamberlain, 1985, among others).

There are two general approaches to deal with this issue: random effects and fixed effects models/methods. Random-effects models impose restrictions on the distribution of unobserved heterogeneity (e.g., parametric, finite mixture), and on the joint distribution of these unobservables and the initial conditions of the observable explanatory variables. Under these restrictions, the parameters of interest and the distribution of the unobserved heterogeneity are jointly identified. In contrast, fixed-effects methods focus on the identification of the parameters of interest and they do not try to identify the distribution of the unobserved heterogeneity. These methods are more robust because they are fully nonparametric in the specification of the joint distribution of unobserved heterogeneity and exogenous or predetermined explanatory variables.[1]

A fixed effect conditional likelihood method (Cox, 1958, Rasch, 1961, Andersen, 1970, Chamberlain, 1980) is based on the derivation of sufficient statistics for the incidental parameters (fixed effects) and the maximization of a likelihood function conditional on these sufficient statistics. This

[1] See Arellano and Honoré (2001), and Arellano and Bonhomme (2012, 2017) for recent surveys on the econometrics of nonlinear panel data models.

paper deals with this fixed effects - sufficient statistics - conditional maximum likelihood approach (FE-CML hereinafter). We study the applicability of this approach to structural dynamic discrete choice models where agents are forward-looking.[2]

There is a wide class of nonlinear panel data models where the FE-CML approach cannot identify the structural parameters.[3] In general, a sufficient statistic of the incidental parameters always exists.[4] The identification problem appears when the minimal sufficient statistic is such that the likelihood conditional on this statistic does not depend on the structural parameters. For instance, in the context of binary choice models, Chamberlain (1993, 2010) shows that a necessary and sufficient condition for (point) identification under the FE-CML approach is that the distribution of the time-varying unobservable is logistic.[5] Similarly, identification is not possible in discrete choice models where unobserved heterogeneity appears in the slope parameters, interacting with predetermined explanatory variables [6] This has important implications for structural dynamic discrete choice models. In these models, an agent's optimal decision depends not only on her current utility but also on the continuation value function, which is an endogenous object. In general, unobserved heterogeneity enters non-additively in the continuation value function and interacts with the observable state variables, even when this unobserved heterogeneity is additively separable in the one-period utility function. This interaction between the unobserved heterogeneity and the

[2] Among the class of fixed-effects estimators in short panels, the dummy-variables estimator is the simplest of these methods. However, as mentioned above, this estimator is inconsistent in most nonlinear panel data models when $T$ is fixed. Two-step bias reduction methods, both analytical and simulation-based, have been proposed to correct for the asymptotic bias of these dummy-variables fixed-effect estimators (e.g., Hahn and Newey, 2004, Browning and Carro, 2010, and Hahn and Kuersteiner, 2011, among others). Other fixed-effect estimator is Manski's maximum score method (Manski, 1987). Honore and Kyriazidou (2000) have developed a maximum score estimator for dynamic discrete choice models. Bonhomme (2012) presents a *functional differencing approach* that includes as particular cases different fixed effects estimators in the literature.

[3] In this paper, the concepts of identification and consistent estimation, as $N$ goes not infinity and $T$ is fixed, are used as synonymous.

[4] For instance, we could define as sufficient statistic the complete choice history of an individual. Obviously, the conditional likelihood function based on this sufficient statistic does not depend neither on incidental nor on structural parameters. Though this is an extreme example, it illustrates that the key identification problem is not finding a sufficient statistic for the incidental parameters but showing that there are sufficient statistics for which the conditional likelihood still depends on the structural parameters.

[5] Chamberlain (1993, 2010) considers the model where the time-varying unobservables are independently and identically distributed. Magnac (2004) studies a two-period model where the two time-varying unobservables have a general joint distribution. Honorè and Tamer (2006) study partial identification of the dynamic Probit model and derive sharp bounds on parameters.

[6] Browning and Carro (2014) study the identification of this type of dynamic binary choice model with *maximal heterogeneity* in short panels. The fixed-effects model (nonparametric specification of the unobserved heterogeneity) is not identified. They consider a finite mixture specification of the heterogeneous parameters. This is in the same spirit as Kasahara and Shimotsu (2009), though these other authors consider a nonparametric Markov chain with finite mixture unobserved heterogeneity.

endogenous state variables implies that structural parameters are not identified in the fixed-effects model.

For non-structural (i.e., myopic) dynamic logit models with unobserved heterogeneity only in the intercept, Chamberlain (1985) and Honoré and Kyriazidou (2000) have shown that the FE-CML approach can identify the parameters of interest.[7] In contrast, all the methods and applications for structural dynamic discrete choice models have considered random-effects models with a finite mixture distribution, e.g., Keane and Wolpin (1997), Aguirregabiria and Mira (2007), Kasahara and Shimotsu (2009), Arcidiacono and Miller (2011), among many others. This random-effects approach imposes important restrictions: the number of points in the support of the unobserved heterogeneity is finite and is typically reduced to a small number of points; furthermore, the joint distribution of the unobserved heterogeneity and the initial conditions of the observable state variables is restricted.

In this paper, we revisit the applicability of FE-CML methods to the identification and estimation of structural dynamic discrete choice models. We follow the sufficient statistics approach to study the identification of payoff function parameters in structural dynamic logit models with a fixed-effects specification of the time-invariant unobserved heterogeneity. We consider multinomial models with two types of endogenous state variables: the lagged value of the decision variable, and the time duration in the last choice. The main challenge for the identification of this model comes from the fact that unobserved heterogeneity enters not only in current utility but also in the continuation value of the forward-looking decision problem. In general, this continuation value is a nonlinear function of unobserved heterogeneity and state variables.[8] Therefore, identification requires a sufficient statistic that controls for this continuation value but implies a conditional likelihood that still depends on the structural parameters that capture true state dependence. We derive the minimal sufficient statistic and show that some structural parameters are identified. The forward-looking model where the only state variable is the lagged decision is identified under the same conditions as the myopic version of the model. Instead, with duration dependence, there are

[7] Chamberlain (1985) and Honoré and Kyriazidou (2000) consider discrete choice logit models where the explanatory variables are the dependent variable lagged one and two periods, i.e., AR(1) and AR(2) models. D'Addio and Honoré (2010) study more comprehensively the AR(2) model. They do not incorporate time duration in the last choice as an explicit explanatory variable, though they interpret a non-zero value for the parameter associated to the second lag as evidence consistent with duration dependence. In our model, we include both lagged decision and duration as explicit state variables.

[8] In fact, before solving the model, we do not know how unobserved heterogeneity and state variables enter this continuation value function. Therefore, for fixed-effects estimation, it is as if we had a nonparametric specification of this function.

some parameters identified in the myopic model but not in the forward-looking model.

Based on our identification results, we consider a conditional maximum likelihood estimator, and a test for the validity of a correlated random effects specification. We apply this estimator and the test to the bus engine model Rust (1987) using both simulated and actual data.

In most empirical applications of structural models, the researcher is not only interested in the value of the structural parameters but also in the effects of marginal changes of the explanatory variables or the structural parameters. The identification of marginal effects requires the identification of the distribution of the observed heterogeneity. Point identification requires imposing restrictions on the joint distribution of unobserved heterogeneity and the initial conditions of the state variables. Alternatively, the researcher may prefer not to impose these restrictions and then set-identify the distribution of the unobservables and the marginal effects (Chernozhukov, Fernandez-Val, Hahn, and Newey, 2013). We discuss this problem in section 3.7.

This paper contributes to the literature on structural dynamic discrete choice models. The structure of the payoff function and of the endogenous state variables that we consider in this paper includes as particular cases important economic applications in the literature of dynamic discrete choice structural models, such as market entry/exit models with either binary choices (Roberts and Tybout, 1997, Aguirregabiria and Mira, 2007) or multinomial choices (Sweeting, 2013; Caliendo et al, 2015); occupational choice models (Miller, 1984; Keane and Wolpin, 1997); machine replacement models (Rust, 1987; Das, 1992; Kennet, 1993; and Kasahara, 2009); inventory and investment decision models (Aguirregabiria 1999; Ryan, 2013; Kalouptsidi, 2014); demand of differentiated products with consumer brand switching costs (Erdem, Keane, and Sun, 2008) or storable products (Erdem, Imai, and Keane, 2003; Hendel and Nevo, 2006); and dynamic pricing models with menu costs (Willis, 2006), or with duration dependence due to inflation or other forms of depreciation (Slade, 1998; Aguirregabiria, 1999; Kano, 2013); among others.[9] Our paper also contributes to the literature on nonlinear dynamic panel data models by providing new identification results of fixed effects dynamic logit models with duration dependence (Frederiksen, Honoré, and Hu, 2007).

[9] Note that most of the empirical applications cited above in this paragraph do not allow for time-invariant unobserved heterogeneity. This is still a common restriction in empirical applications of dynamic structural models, and it is mostly justified by computational convenience. The exceptions, within the cited papers, are Keane and Wolpin (1997), Erdem, Imai, and Keane (2003), Willis (2006), Aguirregabiria and Mira (2007), and Erdem, Keane, and Sun (2008).

The rest of the paper is organized as follows. Section 2 describes the class of models that we study in this paper. Section 3 presents our identification results. Section 4 deals with estimation and inference. In section 5, we illustrate our identification results in the context of a bus replacement model. Section 6 summarizes and concludes. Proofs of Lemmas and Propositions are in the Appendix. Also in the Appendix, we show that our identification results extend to an extended version of our model where the endogenous state variables have a stochastic transition rule.

# 2 Model

Time is discrete and indexed by $t$ that belongs to $\{1, 2, ..., \infty\}$.[10] Agents are indexed by $i$. Every period $t$, agent $i$ chooses a value of the discrete variable $y_{it} \in \mathcal{Y} = \{0, 1, ..., J\}$ to maximize her expected and discounted intertemporal utility $\mathbb{E}_t \left[ \sum_{j=0}^{\infty} \delta_i^j \; \Pi_{i,t+j}(y_{i,t+j}) \right]$, where $\delta_i \in (0, 1)$ is agent $i$'s time discount factor, and $\Pi_{it}(j)$ is her one-period utility if she chooses action $y_{it} = j$. This utility is a function of four types of state variables which are known to the agent at period $t$:

$$\Pi_{it}(j) = \alpha\left(j, \boldsymbol{\eta}_i, \mathbf{z}_{it}\right) + \beta\left(j, \mathbf{x}_{it}, \mathbf{z}_{it}\right) + \varepsilon_{it}(j). \tag{1}$$

$\mathbf{z}_{it}$ and $\mathbf{x}_{it}$ are observable to the researcher, and $\varepsilon_{it}$ and $\boldsymbol{\eta}_i$ are unobservable. The vector $\mathbf{z}_{it}$ contains exogenous state variables and it follows a Markov process with transition probability function $f_{\mathbf{z}}(\mathbf{z}_{i,t+1}|\mathbf{z}_{it})$. The vector $\mathbf{x}_{it}$ contains endogenous state variables. We describe below the nature of these endogenous state variables and their transition rules. Vectors $\mathbf{z}_{it}$ and $\mathbf{x}_{it}$ have supports $\mathcal{Z}$ and $\mathcal{X}$, respectively. The unobservable variables $\{\varepsilon_{it}(j) : j \in \mathcal{Y}\}$ are *i.i.d.* over $(i, t, j)$ with an extreme value type I distribution. The vector $\boldsymbol{\eta}_i$ represents time-invariant unobserved heterogeneity from the point of view of the researcher. Let $\theta_i \equiv (\boldsymbol{\eta}_i, \delta_i)$ represent the unobserved heterogeneity from individual $i$. The probability distribution of $\theta_i$ conditional on the history of observable state variables $\{\mathbf{z}_{it}, \mathbf{x}_{it} : t = 1, 2, ...\}$ is unrestricted and nonparametrically specified, i.e., fixed effects model. Functions $\alpha\left(j, \boldsymbol{\eta}, \mathbf{z}\right)$ and $\beta\left(j, \mathbf{x}, \mathbf{z}\right)$ are nonparametrically specified.

Our specification of the utility function represents a general semiparametric fixed-effect logit model. It extends *Rust's model* (Rust, 1987, 1994) in two directions. First, Rust assumes that all the unobservables satisfy the conditions of *additive separability* and *conditional independence*, and they have an extreme value distribution. While our time-varying unobservables $\varepsilon_{it}(j)$ satisfy these

[10] The time horizon of the decision problem is infinite.

conditions, our time-invariant unobserved heterogeneity interacts, in an unrestricted way, with the exogenous state variables and the choice, and they do not satisfy the conditional independence assumption. Second, we allow for unobserved heterogeneity in the discount factor.

The assumption of additive separability between $\boldsymbol{\eta}_i$ and the endogenous state variables in $\mathbf{x}_{it}$ is key for the identification results in this paper. This condition does not imply that the conditional-choice value functions, that describe the solution of the dynamic model, are additive separability between $\boldsymbol{\eta}_i$ and $\mathbf{x}_{it}$. In general, the solution of the dynamic programming problem implies a value function that is not additively separable in $\boldsymbol{\eta}_i$ and $\mathbf{x}_{it}$ even when the utility function is additive in these variables.

The model includes two types of endogenous state variables that correspond to two different types of state dependence, $\mathbf{x}_{it} = (y_{i,t-1}, d_{it})$: (a) dependence on the the lagged decision variable, $y_{i,t-1}$; and (b) *duration dependence*, where $d_{it} \in \{1, 2, ..., \infty\}$ is the number of periods since the last change in choice. The lagged decision has the obvious transition rule. The transition rule for the duration variable is $d_{i,t+1} = 1\{y_{it} = y_{i,t-1}\}\ d_{it} + 1$, where $1\{.\}$ is the indicator function.[11]

The term $\beta(j, \mathbf{x}_{it}, \mathbf{z}_{it})$ in the payoff function captures the dynamics, or structural state dependence, in the model. We distinguish in this function two additive components that correspond to the two forms of state dependence in the model:

$$\beta(j, \mathbf{x}_{it}, \mathbf{z}_{it}) = 1\{j = y_{i,t-1}\}\ \beta_d(j, d_{it}, \mathbf{z}_{it}) + 1\{j \neq y_{i,t-1}\}\ \beta_y(j, y_{i,t-1}, \mathbf{z}_{it}) \tag{2}$$

Function $\beta_d(j, d_{it}, \mathbf{z}_{it})$ captures duration dependence. For instance, in an occupational choice model, this term captures the return on earnings of job experience in occupation $j$. Function $\beta_y(j, y_{i,t-1}, \mathbf{z}_{it})$ represents switching value (or switching costs with negative sign). In an occupational choice model, this term represents the (negative) cost of switching from occupation $y_{i,t-1}$ to occupation $j$. The additive separability between switching costs and "returns to experience" is not without loss of generality. For instance, the cost of switching occupation could depend on experience in the current job not only through the loss of the returns of experience, i.e., $\beta_y(.)$ could depend on $d_{it}$. However, this additive separability facilitates our analysis of identification and the model is still more general than previous fixed-effects discrete choice models.

[11] Note that these endogenous state variables follow deterministic transition rules. In the Appendix, we present a version of the model that allows for stochastic transition rules for the endogenous state variables.

We impose a restriction on the structural function $\beta_d(j, d, \mathbf{z}_{it})$ that plays a role in our identification results for this function. We assume that there is not duration dependence in choice alternative $y = 0$, i.e., $\beta_d(0, d, \mathbf{z}_{it}) = 0$ for any value of $d$. Also, but without loss of generality, we set $\beta_y(j, y, \mathbf{z}_{it}) = 0$, i.e., the switching cost of no-switching is zero.[12] Assumption 1 summarizes our basic conditions on the model. For the rest of the paper, we assume that this assumption holds.

*ASSUMPTION 1. (A) The time horizon is infinite and $\delta_i \in (0,1)$. (B) The utility function has the form given by equations (1) and (2). (C) $\beta_y(j, j, \mathbf{z}) = 0$, $\beta_d(0, d, \mathbf{z}) = 0$. (D) $\{\varepsilon_{it}(j) : j \in \mathcal{Y}\}$ are i.i.d. over $(i, t, j)$ with a extreme value type I distribution. (E) $\mathbf{z}_{it}$ follows a time-homogeneous Markov process. (F) The probability distribution of $\theta_i \equiv (\boldsymbol{\eta}_i, \delta_i)$ conditional on $\{\mathbf{z}_{it}, \mathbf{x}_{it} : t = 1, 2, ...\}$ is nonparametrically specified and completely unrestricted.* ■

Assumption 1 implies that the model is stationary. Therefore, it rules out time trends and time dummies as explanatory variables. This setting can be unrealistic in some empirical applications. However, this stationarity assumption is the *status quo* in applications of dynamic structural models with infinite horizon, which are common in industrial organization.

Since the model does not have duration dependence when at choice alternative 0, it is convenient for notation to make duration equal to zero at state $y_{t-1} = 0$. In other words, we consider the following modification in the transition rule for duration:

$$d_{i,t+1} = \begin{cases} 1\{y_{it} = y_{i,t-1}\} \;\; d_{it} + 1 & \text{if} \quad y_{it} > 0 \\ 0 & \text{if} \quad y_{it} = 0 \end{cases} \tag{3}$$

For our identification results in forward-looking models with duration dependence, we also impose the following assumption.

*ASSUMPTION 2. For any $j \in \mathcal{Y}$ there is a finite value of duration, $d_j^* < \infty$, such that the marginal return of duration is zero for values greater that $d_j^*$:*[13]

$$\beta_d(j, d, \mathbf{z}) = \beta_d\left(j, d_j^*, \mathbf{z}\right) \quad \textit{for any } d \geq d_j^* \qquad ■ \tag{4}$$

For the moment, we assume that the researcher knows the values of $d_j^*$. In section 4, we show that these values $\{d_j^*\}$ are identified from the data.

[12] Given the payoff function in equation (2), the parameter $\beta_y(j, j)$ is completely irrelevant for an individual's optimal decision. When $y_{it} = y_{i,t-1} = j$, we have that $\beta(j, \mathbf{x}_{it}) = \beta_d(j, d_{it}) + 0$ such that the term $\beta_y(j, j)$ never enters in the relevant payoff function. Therefore, $\beta_y(j, j)$ can be normalized to zero without loss of generality.

[13] The assumption of no duration dependence in choice alternative $y = 0$ is equivalent to assuming $d_0^* = 1$.

The following are some examples of models within the class defined by Assumption 1.

*(a) Market entry-exit models.* In its simpler version, there is only one market, and the choice variable is binary and represents a firm's decision of being active in the market ($y_{it} = 1$) or not ($y_{it} = 0$), e.g., Dunne et al. (2013). The only endogenous state variable is the lagged decision, $y_{i,t-1}$. The parameter $-\beta_y(1, 0, \mathbf{z})$ represents the cost of entry in the market. Similarly, the parameter $-\beta_y(0, 1, \mathbf{z})$ represents the cost of exit from the market. An extension of the basic entry model includes as an endogenous state variable the number of periods of experience since last entry in the market, $d_{it}$, which follows the transition rule $d_{i,t+1} = d_{it} + 1$ if $y_{it} = 1$ and $d_{i,t+1} = 0$ if $y_{it} = 0$. The parameter $\beta_d(1, d, \mathbf{z})$ represents the effect of market experience on the firm's profit (Roberts and Tybout, 1997). The model can be extended to $J$ markets (Sweeting, 2013; Caliendo et al, 2015). The two endogenous state variables are the index of the market where the firm was active at the previous period ($y_{i,t-1}$) and the number of periods of experience in the current market ($d_{it}$). The parameter $\beta_y(j, k, \mathbf{z})$ represents the (negative) cost of switching from market $k$ to market $j$. There is not duration dependence if a firm is not active in any market (if $j = 0$), and the marginal return to experience in market $j$ is zero after $d_j^*$ periods in the market.

*(b) Occupational choice models (Miller, 1984; Keane and Wolpin, 1997).* A worker chooses between $J$ occupations and the choice alternative of not working ($y = 0$). There are costs of switching occupations such that a worker's occupation at previous period, $y_{it-1}$, is a state variable of the model. There is (passive) learning that increases productivity in the current occupation. There is not duration dependence if the worker is unemployed.

*(c) Machine replacement models (Rust, 1987; Das, 1992; Kennet, 1993; and Kasahara, 2009).* The choice variable is binary and it represents the decision of keeping a machine ($y_{it} = 1$) or replacing it ($y_{it} = 0$). The only endogenous state variable is the number of periods since the last replacement, $d_{it}$, i.e., the machine age. The evolution of the machine age is $d_{i,t+1} = d_{it} + 1$ if $y_{it} = 1$ and $d_{i,t+1} = 0$ if $y_{it} = 0$. The parameter $\beta_d(1, d, \mathbf{z})$ represents the effect of age on the firm's profit, e.g., productivity declines and maintenance costs increase with age.[14] More generally, the class of models in this paper includes binary choice models of investment in capital, inventory, or capacity

[14] In some versions of this model, such as Rust (1987), the endogenous state variable represents cumulative usage of the machine and it can follow a stochastic transition rule. We consider this stochastic version of the model in the Appendix.

(Aguirregabiria 1999; Ryan, 2013; Kalouptsidi, 2014), as long as the depreciation of the stock is deterministic.

*(d) Dynamic demand of differentiated products (Erdem, Imai, and Keane, 2003; Hendel and Nevo, 2006).* A differentiated product has $J$ varieties and a consumer chooses which one, if any, to purchase (no purchase is represented by $y = 0$). Brand switching costs imply that the brand in the last purchase is a state variable (Erdem, Keane, and Sun, 2008). For storable products, the duration since last purchase, $d_{it}$, represents (or proxies) the consumer's level of inventory that is an endogenous state variable. Function $\beta_d\left(j, d, \mathbf{z}\right)$ captures the effect of inventory on the consumer's utility, and function $\beta_y\left(j, y_{-d}, , \mathbf{z}\right)$ represents brand switching costs.

*(e) Menu costs models of pricing (Slade, 1998; Aguirregabiria, 1999; Willis, 2006; Kano, 2013).* A firm sells a product and chooses its price to maximize intertemporal profits. The firm's profit has two components: a variable profit that depends on the real price (in logarithms), $r_{it}$; and a fixed menu cost that is paid only if the firm changes its nominal price. There is a constant inflation rate, $\pi$, that erodes the real price. Every period, the firm decides whether to keep its nominal price ($y_{it} = 1$) or to adjust it ($y_{it} = 0$) such that current real price becomes $r^*$. The evolution of log-real-price is: $r_{it+1} = r_{it} - \pi$ if $y_{it} = 1$, and $r_{it+1} = r^* - \pi$ if $y_{it} = 0$. If $d_{it}$ represents the time duration since the last nominal price change, we can represent the transition rule of the real price as follows: $(r_{it+1} - r^*)/\pi = d_{it} + 1$ if $y_{it} = 1$, and $(r_{it+1} - r^*)/\pi = 0$ if $y_{it} = 0$. This model has a similar structure as the machine replacement models described above. ■

We now derive the optimal decision rule and the conditional choice probabilities in this model. Agent $i$ chooses $y_{it}$ to maximize its expected and discounted intertemporal utility. Given the infinite horizon and the time-homogeneous utility and transition probability functions, Blackwell's Theorem establishes that the value function and the optimal decision rule are time-invariant (Blackwell, 1965). Let $V_{\theta_i}\left(y_t, d_t, \mathbf{z}_t\right)$ be the integrated (or smoothed) value function for agent type $\theta_i$, as defined by Rust (1994).[15] The optimal choice at period $t$ can be represented as:

$$y_{it} = \arg\max_{j \in \mathcal{Y}} \left\{ \alpha\left(j, \boldsymbol{\eta}_i, \mathbf{z}_{it}\right) + \beta\left(j, \mathbf{x}_{it}, \mathbf{z}_{it}\right) + \varepsilon_{it}(j) + \delta_i \, \mathbb{E}\left[V_{\theta_i}\left(j, d_{i,t+1}, \mathbf{z}_{i,t+1}\right) \mid j, \mathbf{x}_{it}, \mathbf{z}_{it}\right] \right\} \tag{5}$$

Note that $d_{i,t+1}$ is a deterministic function of $(j, \mathbf{x}_{it})$. Therefore, we can represent the continuation

[15] The integrated value function is defined as the integral of the value function over the distribution of the i.i.d. unobservable state variables $\varepsilon$.

value $\mathbb{E}[V_{\theta_i}(j, d_{i,t+1}, \mathbf{z}_{i,t+1}) \mid y, \mathbf{x}_{it}, \mathbf{z}_{it}]$ using a function $v_{\theta_i}(j, d_{t+1}[j, \mathbf{x}_{it}]), \mathbf{z}_{it})$ with $d_{t+1}[j, \mathbf{x}_{it}] = 0$ if $j = 0$ and $d_{t+1}[j, \mathbf{x}_{it}] = 1\{j = y_{it-1}\}d_{it} + 1$ if $j > 0$. The extreme value type 1 distribution of the unobservables $\varepsilon$ implies that the *conditional choice probability* (CCP) function has the following form:

$$P_{\theta_i}(j \mid \mathbf{x}_{it}, \mathbf{z}_{it}) = \frac{\exp\{\ \alpha(j, \boldsymbol{\eta}_i, \mathbf{z}_{it}) + \beta(j, \mathbf{x}_{it}, \mathbf{z}_{it}) + v_{\theta_i}(j, d_{t+1}[j, \mathbf{x}_{it}], \mathbf{z}_{it})\ \}}{\sum_{k \in \mathcal{Y}} \exp\{\ \alpha(k, \boldsymbol{\eta}_i, \mathbf{z}_{it}) + \beta(k, \mathbf{x}_{it}, \mathbf{z}_{it}) + v_{\theta_i}(k, d_{t+1}[k, \mathbf{x}_{it}], \mathbf{z}_{it})\ \}} \tag{6}$$

The continuation value function $v_{\theta_i}$ has two properties which play an important role in our identification results. These properties establish conditions under which the continuation values do not depend on current endogenous state variables, $(y_{i,t-1}.d_{it})$.

*Property 1.* In a model without duration dependence (i.e., $\beta_d = 0$), the continuation value of choosing alternative $j$ becomes $v_{\theta_i}(j, \mathbf{z}_{it})$, which does not depend on the state variable, $y_{it-1}$.

*Property 2.* Under assumption 2, for $j = y_{it-1}$ and any $d_{it} \geq d_j^* - 1$, the continuation value $v_{\theta_i}(j, d_{t+1}[j, y_{it-1}, d_{it}], \mathbf{z}_{it})$ becomes $v_{\theta_i}(j, d_j^*, \mathbf{z}_{it})$.

# 3 Identification

## 3.1 Preliminaries

The researcher has a panel dataset of $N$ individuals over $T$ periods of time, $\{y_{it}, \mathbf{x}_{it}\ , \mathbf{z}_{it} : i = 1, 2, ..., N\ ;\ t = 1, 2, ..., T\}$. We consider microeconometric applications where $N$ is large and $T$ is small. More precisely, our identification results assume that $N$ goes to infinity and $T$ is small and fixed.[16] We are interested in the identification of the functions $\beta_y$ and $\beta_d$ that represent the dependence of utility with respect to the endogenous state variables.

For the rest of this section, we omit the individual subindex $i$ in most of the expressions, and instead we include $\theta$ as an argument (or subindex) in those functions that depend on the time-invariant unobserved heterogeneity, i.e., $\alpha_\theta(y, \mathbf{z})$ and $v_\theta(\mathbf{x}, \mathbf{z})$.

Similarly as in Honoré and Kyriazidou (2000), our sufficient statistics include the condition that the vector of exogenous state variables $\mathbf{z}$ remains constant over the $T$ periods in the sample.

[16] Note that $T$ represents the number of periods with data on the decision variable and the state variables for all the individuals. The set of observable state variables includes the endogenous state variables $y_{i,t-1}$ and $d_{it}$. Knowing the values of these state variables at the initial period $t = 1$ (i.e., knowing $y_{i0}$ and $d_{i1}$) may require data on the individual's choices for periods before $t = 1$. Therefore, the time dimension $T$ may not correspond to the actual time dimension of the required panel dataset.

For notational simplicity, we omit $\mathbf{z}$ as an argument in most of the expressions for the rest of this section. We use $\beta$ to represent the vector of structural parameters that define the functions $\beta_y$ and $\beta_d$.[17]

In discrete choice models, we can only identify utility differences relative to the utility of a baseline choice alternative. This implies that we cannot identify all the parameters in the functions $\beta_y$ and $\beta_d$, regardless the model has fixed effects unobserved heterogeneity or not, or agents are myopic or forward-looking. Therefore, we start presenting a reparameterization of the model that defines the set of parameters in $\beta_y$ and $\beta_d$ that can be identified in a version of the model without unobserved heterogeneity and with myopic agents. Lemma 1 presents this reparameterization. The proof is in the Appendix.

*LEMMA 1. The model can be represented using the following equation:*

$$y_t = \arg\max_{j \in \mathcal{Y}} \left\{ \widetilde{\alpha}_\theta(j) + \sum_{k \neq \{0,j\}} 1\{y_{t-1} = k\} \; \widetilde{\beta}_y(j,k) + 1\{y_{t-1} = j\} \; \widetilde{\beta}_d(j, d_t) + \widetilde{v}_\theta(j, d_{t+1}) + \varepsilon_t(j) \right\} \tag{7}$$

*with* $\widetilde{\alpha}_\theta(j) \equiv \alpha_\theta(j) - \alpha_\theta(0) + \beta_y(j,0)$*;* $\widetilde{\beta}_y(j,k) \equiv \beta_y(j,k) - \beta_y(0,k) - \beta_y(j,0)$*;* $\widetilde{\beta}_d(j,d) \equiv \beta_d(j,d_t) - \beta_y(0,j) - \beta_y(j,0)$*; and* $\widetilde{v}_\theta(j,d_{t+1}) \equiv v_\theta(j,d_{t+1}) - \widetilde{v}_\theta(0,0)$. ■

Lemma 1 establishes that in the best case scenario of a model without time invariant unobserved heterogeneity and with myopic agents, the parameters $\{\widetilde{\beta}_y(j,k) : j,k \geq 1, j \neq k\}$ and $\{\widetilde{\beta}_d(j,d) : j \geq 1, d \geq 1\}$ represent all the information that we can obtain about the functions $\beta_y$ and $\beta_d$. Therefore, for the rest of the paper, we only consider these structural parameters. These parameters have a clear economic interpretation. Parameter $\widetilde{\beta}_y(j,k)$ represents the difference in switching cost between a *direct (one-period) switch* from $k$ to $j$ and an *indirect (two periods) switch* via alternative 0. Parameter $\widetilde{\beta}_d(j,d)$ is the sum of two components: $\beta_d(j,d)$ is the return of $d$ periods of experience in occupation/market $j$; and the term $-\beta_y(j,0) - \beta_y(0,j)$ is the sum of the cost of entry into occupation/market $j$ $(-\beta_y(j,0))$ and the cost of exit from occupation/market $j$ $(-\beta_y(0,j))$. The sum of these two costs is typically described as the *sunk cost* of entry in occupation/market $j$. Given the parameters $\widetilde{\beta}_d(j,d)$, we can obtain the marginal return to experience $\beta_d(j,d) - \beta_d(j,d-1)$ for values of experience $d$ greater or equal than two, i.e., $\beta_d(j,d) - \beta_d(j,d-1) = \widetilde{\beta}_d(j,d) - \widetilde{\beta}_d(j,d-1)$.

[17] Since $(y_t, \mathbf{x}_t)$ has finite support, for a given value of $\mathbf{z}$ we can represent the structural functions $\beta_y(y_t, y_{t-1}, \mathbf{z})$ and $\beta_d(y_t, d_t, \mathbf{z})$ using a finite vector of parameters.

Given this description of the model, we can summarize our main identification results as follows. First, all the switching cost parameters $\{\widetilde{\beta}_y(j,k) : j,k \geq 1,\ j \neq k\}$ are identified regardless fixed effects unobserved heterogeneity or agents' forward-looking behavior (see Propositions 1, 2, 7, 8, 9, 10, and 11). Though these parameters are always identified, the set of choice histories in the data that provide information about these parameters depends crucially on whether the model has unobserved heterogeneity and/or agents are forward-looking. Second, all the return to experience parameters $\{\widetilde{\beta}_d(j,d) : j \geq 1,\ d \geq 1\}$ are identified in a model with unobserved heterogeneity when agents are myopic (see Propositions 3 and 9). However, without further restrictions, we cannot identify any return to experience parameter when agents are forward-looking (see Propositions 4 and 10). Third, in the forward-looking model, under the additional restriction of Assumption 2, we can identify the returns to experience parameters $\{\widetilde{\beta}_d(j,d_j^*) - \widetilde{\beta}_d(j,d_j^*-1) : j \geq 1\}$ (see Propositions 5 and 11). Finally, we show that the value of the parameters $\{d_j^* : j \geq 1\}$ in Assumption 2 are identified (see Proposition 6).

### 3.2 A general description of the conditional likelihood approach

The data for an individual in the sample consist of the history of choices between periods 1 and $T$, $\{y_1, y_2, ..., y_T\}$, and the initial values of the endogenous state variables, $(y_0, d_1)$. We represent these data using the vector $\widetilde{\mathbf{y}} \equiv (d_1, y_0; y_1, y_2, ..., y_T)$ and we refer to this vector as an *individual's history*. The model implies the following probability:

$$\mathbb{P}\left(\widetilde{\mathbf{y}} \mid \theta, \beta\right) = \sum_{t=1}^{T} \frac{\exp\left\{ \ \widetilde{\alpha}_\theta\left(y_t\right) + \widetilde{\beta}\left(y_t, \mathbf{x}_t\right) + \widetilde{v}_\theta\left(y_t, d_{t+1}\right) \ \right\}}{\sum\limits_{j \in \mathcal{Y}} \exp\left\{ \ \widetilde{\alpha}_\theta\left(j\right) + \widetilde{\beta}\left(j, \mathbf{x}_t\right) + \widetilde{v}_\theta\left(j, d_{t+1}\right) \ \right\}} \ p\left(y_0, d_1 \mid \theta\right) \tag{8}$$

In a fixed effects model, the probability distribution of the initial values of the endogenous state variables conditional on the incidental parameters, $p\left(y_0, d_1 \mid \theta\right)$, is nonparametrically specified. Our identification results, for different versions of the model, have the following common features. First, we show that the log-probability function $\ln \mathbb{P}\left(\widetilde{\mathbf{y}} \mid \theta, \beta\right)$ has the following structure (up to a constant term that does not depend on the data $\widetilde{\mathbf{y}}$):

$$\ln \mathbb{P}\left(\widetilde{\mathbf{y}} \mid \theta, \beta\right) = U(\widetilde{\mathbf{y}})' g_\theta + S(\widetilde{\mathbf{y}})' \beta^* \tag{9}$$

where $U(\widetilde{\mathbf{y}})$ and $S(\widetilde{\mathbf{y}})$ are vectors of statistics (i.e., deterministic functions of the data $\widetilde{\mathbf{y}}$), $g_\theta$ is a vector of functions of $\theta$, and $\beta^*$ is a vector of linear combinations of the original vector of structural parameters $\beta$. This representation is such that each of the vectors, $U(\widetilde{\mathbf{y}})$, $g_\theta$, $S(\widetilde{\mathbf{y}})$, and $\beta^*$, has elements which are linearly independent.[18] The exact elements included in these vectors depend on the version of the model. Based on this representation of the log-probability of a choice history, we establish the following results. For notational simplicity, we use $U$ and $S$ to represent $U(\widetilde{\mathbf{y}})$ and $S(\widetilde{\mathbf{y}})$, respectively.

*(i) Sufficiency.* Definition: $U$ is a sufficient statistic for $\theta$ if and only if, for any $\widetilde{\mathbf{y}}$ the probability $\mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta, U)$ does not depend on $\theta$. We now show that, given the structure in equation (9), $U$ is a sufficient statistic for $\theta$. Since $U$ is a deterministic function $\widetilde{\mathbf{y}}$, we have that: (a) $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta, U)$ is equal to $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta) - \ln \mathbb{P}(U \mid \theta, \beta)$; and (b) $\mathbb{P}(U \mid \theta, \beta)$ is the sum of probabilities of all the possible histories $\widetilde{\mathbf{y}}'$ with the same value $U$. Therefore, we have that $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta, U)$ is equal to $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta) - \ln[\sum_{\widetilde{\mathbf{y}}' :\, U(\widetilde{\mathbf{y}}')=U} \mathbb{P}(\widetilde{\mathbf{y}}' \mid \theta, \beta)]$. Combining this expression with the form of the log-probability in equation (9), we have that:

$$
\begin{aligned}
\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta, U) &= U' g_\theta + S'\beta^* - \ln \left( \sum_{\widetilde{\mathbf{y}}' :\, U(\widetilde{\mathbf{y}}')=U} \exp\left\{ U(\widetilde{\mathbf{y}}')' g_\theta + S(\widetilde{\mathbf{y}}')'\beta^* \right\} \right) \\
&= S'\beta^* - \ln \left( \sum_{\widetilde{\mathbf{y}}' :\, U(\widetilde{\mathbf{y}}')=U} \exp\left\{ S(\widetilde{\mathbf{y}}')'\beta^* \right\} \right)
\end{aligned}
\tag{10}
$$

Since the right hand side of equation (10) does not depend $\theta$, we have that the structure of the log-probability in equation (9) implies that $U$ is a sufficient statistic for $\theta$.

Equation (8) implies that the term $\ln p(y_0, d_1 \mid \theta)$ enters additively in the logarithm of the probability of an individual's data. Since the probability function $p(y_0, d_1 \mid \theta)$ is nonparametrically specified in a fixed effects model, any vector of sufficient statistics for the incidental parameters $\theta$ should include the initial value of the endogenous state variables, $(y_0, d_1)$.

*(ii) Minimal sufficiency.* $U$ is a *minimal sufficient statistic,* that is, it does not contain redundant information. More formally, let $\mathbf{U}$ be a matrix consisting of $U(\widetilde{\mathbf{y}})'$ for all possible values of $\widetilde{\mathbf{y}}$ as row vectors. Then, $U$ is *minimal* if and only if matrix $\mathbf{U}$ is full-column rank.

*(iii) Identification.* Define the conditional log-likelihood function in the population, $\ell(\beta^*) \equiv \mathbb{E}_{\widetilde{\mathbf{y}}}[\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid U, \beta^*)]$. The vector of parameters $\beta^*$ is point identified if the population likelihood

[18] Suppose that $S$ and $\beta$ are $K \times 1$ vectors, and only $K^* < K$ elements in $S$ are linearly independent. Then, $S = [S_a, S_b]$ where $S_a$ contains $K^*$ linearly independent elements, and $S_b = \mathbf{A}\ S_a$ where $\mathbf{A}$ is a $(K - K^*) \times K^*$ matrix. This implies that $S'\beta = S_a'\beta^*$ with $\beta^* = [\mathbf{I} \vdots \mathbf{A}]'\beta$, such that $S_a$ and $\beta^*$ are vectors with linearly independent elements.

is uniquely maximized at the true value of $\beta^*$. Lemma 2 establishes a necessary and sufficient condition for identification. Let $K$ be the dimension of the vector of parameters $\beta^*$.

*LEMMA 2. Given $K+1$ histories, say $\{A_j : j = 0, 1, ..., K\}$, let $\mathbf{S}$ be a $K \times K$ matrix consisting of row vectors $S(A_j)' - S(A_0)'$ for all $j = 1, ..., K$. The vector $\beta^*$ is identified if and only if there exist $K+1$ histories with the same value of the statistic $U$ and a non-singular matrix $\mathbf{S}$.* ■

For example, if $\beta^*$ is a scalar such that $K = 1$, then this parameter is identified if and only if there are two histories, $A$ and $B$, such that $U(A) = U(B)$ *and* $S(A) \neq S(B)$.

The derivation of these sufficient statistics should deal with two issues that do not appear in the previous literature on FE-CMLE of non-structural (or myopic) nonlinear panel data models. First, we consider models with duration dependence. Duration dependence reflects that the payoff and thus the choice probability depends on the number of periods since the last change in choice. In some applications, this may represent an important source of persistence. Second, we should take into account that unobserved heterogeneity enters in the continuation value function, $v_\theta$. This implies that the sufficient statistic $U$ should control not only for $\widetilde{\alpha}_\theta(y_t)$ but also for the continuation values $\widetilde{v}_\theta(y_t, d_{t+1})$. This is challenging because, in general, these continuation values depend on the endogenous state variables. We cannot fully control for (or condition on) the value of the state variables because the identification condition (iii) would not hold. Instead, we show that there are states where the continuation value does not depend on current state variables once we condition on current choices.

The presentation of our identification results tries to emphasize both the links and extensions with previous results in the literature. For this reason, we start presenting identification results for the binary choice model, that is the model more extensively studied in the literature of nonlinear dynamic panel data. For this binary choice model, we present new identification results for the myopic model with duration dependence and for the forward-looking model with and without duration dependence. Then, we present our identification results for multinomial models.

### 3.3 Some useful statistics

We show below that, in our model, the log-probability of a choice history, $\mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta)$, can be written in terms of several sets of statistics or functions of $\widetilde{\mathbf{y}}$: the initial and final choices, $\{y_0, y_T\}$;

the initial and final durations, $\{d_1, d_{T+1}\}$; and the statistics that we define below. Note that each of these statistics are for a single history $\widetilde{\mathbf{y}}$.

Table 1 summarizes our definition of statistics.

**Table 1**
**Definition of statistics for a choice history $\widetilde{\mathbf{y}}$**

| *Name: Symbol* | *Definition* |
|---:|---|
| *Hits:* $T^{(j)}$ | $\sum_{t=1}^{T} 1\{y_t = j\}$ |
| *Dyad:* $D^{(j,k)}$ | $\sum_{t=1}^{T} 1\{y_t = j,\, y_{t-1} = k\}$ |
| *Histogram of states:* $H^{(j)}(d)$ | $\sum_{t=1}^{T} 1\{y_{t-1} = j,\, d_t = d\}$ |
| *Extended histogram of states:* $X^{(j)}(d)$ | $\sum_{t=1}^{T} 1\{y_{t-1} = y_t = j,\, d_t = d\}$ |
| *Diff. final-initial states:* $\Delta^{(j)}(d)$ | $1\{y_T = j, d_{T+1} = d\} - 1\{y_0 = j, d_1 = d\}$ |

*Hit statistics.* For any choice alternative $j \in \mathcal{Y}$, the *hit* statistic $T^{(j)}$ represents the number of times that alternative $j$ is visited (or *hit*) between periods 1 and $T$ in the choice history $\widetilde{\mathbf{y}}$, i.e., $T^{(j)} \equiv \sum_{t=1}^{T} 1\{y_t = j\}$.

*Dyad statistics.* For any pair of choice alternatives $j, k \in \mathcal{Y}$, the *dyad* statistic $D^{(j,k)}$ is the number of times that the sequence of choices $(j, k)$ is observed at two consecutive periods in the history $\widetilde{\mathbf{y}}$, i.e., $D^{(j,k)} \equiv \sum_{t=1}^{T} 1\{y_t = j,\, y_{t-1} = k\}$.

*Histogram of states.* For any choice alternative $j \in \mathcal{Y}$ and any duration $d \geq 0$, the statistic $H^{(j)}(d)$ is the number of times that we observe state $(y_{t-1}, d_t) = (j, d)$ in a choice history $\widetilde{\mathbf{y}}$, i.e., $H^{(j)}(d) \equiv \sum_{t=1}^{T} 1\{y_{t-1} = j,\, d_t = d\}$.

*Extended histogram of states.* For any choice alternative $j \in \mathcal{Y}$ and any duration $d \geq 0$, the statistic $X^{(j)}(d)$ represents the number of times that we observe state $(y_{t-1}, d_t) = (j, d)$ and the individual decides to continue one more period in choice $j$, i.e., $X^{(j)}(d) \equiv \sum_{t=1}^{T} 1\{y_{t-1} = y_t = j,\, d_t = d\}$.

*Difference between final and initial states.* For any choice alternative $j \in \mathcal{Y}$ and any duration $d \geq 0$, the statistic $\Delta^{(j)}(d)$ is defined as $1\{y_T = j,\, d_{T+1} = d\} - 1\{y_0 = j,\, d_1 = d\}$.

### 3.4 Binary choice models

Given the general representation of the model in equation (7), we can particularize it to the binary choice model to have:

$$y_t \quad = \quad 1\left\{\widetilde{\alpha}_\theta + y_{t-1}\ \widetilde{\beta}_d(d_t) + \widetilde{v}_\theta(d_t+1) + \widetilde{\varepsilon}_t \geq 0\right\} \tag{11}$$

where $\widetilde{\alpha}_\theta \equiv \alpha_\theta(1) - \alpha_\theta(0) + \beta_y(1,0)$, $\widetilde{\beta}_d(d) = \beta_d(1,d) - \beta_y(1,0) - \beta_y(0,1)$, $\widetilde{v}_\theta(d) \equiv v_\theta(1,d) - v_\theta(0,0)$, and $\widetilde{\varepsilon}_t \equiv \varepsilon_t(1) - \varepsilon_t(0)$. We now present identification results for different versions of this model, starting with the myopic model without duration dependence that has been studied by Chamberlain (1985) and Honoré and Kyriazidou (2000).

#### 3.4.1 Myopic dynamic model without duration dependence

Consider the model in equation (11) under the restrictions of myopic behavior (i.e., $\delta = 0$) and no duration dependence (i.e., $\beta_d(1,d) = 0$). These restrictions imply that the continuation values $\widetilde{v}_\theta(d_t+1)$ become zero, and the term $\widetilde{\beta}_d(d_t)$ becomes equal to $-\beta_y(1,0) - \beta_y(0,1)$. The parameter $-\beta_y(1,0) - \beta_y(0,1)$ represents the sum of the costs of market entry and exit, or equivalently the sunk cost of entry. We use $\widetilde{\beta}_y$ to denote this sunk cost parameter. We can present this model using the standard representation,

$$y_t = 1\left\{\widetilde{\alpha}_\theta + \widetilde{\beta}_y\ y_{t-1} + \widetilde{\varepsilon}_t \geq 0\right\} \tag{12}$$

Define function $\sigma_\theta(y_{t-1}) \equiv -\ln\left(1 + \exp\left\{\widetilde{\alpha}_\theta + \widetilde{\beta}_y y_{t-1}\right\}\right)$. The log-probability of the choice history $\widetilde{\mathbf{y}}$ is:

$$\ln \mathbb{P}\left(\widetilde{\mathbf{y}} \mid \theta\right) \quad = \quad \ln p_\theta(y_0) + \textstyle\sum_{t=1}^{T} y_t \left[\widetilde{\alpha}_\theta + \widetilde{\beta}_y y_{t-1}\right] + (1 - y_{t-1})\ \sigma_\theta(0) + y_{t-1}\ \sigma_\theta(1) \tag{13}$$

Proposition 1 establishes (i) the sufficient statistic, (ii) minimal sufficiency, and (iii) identification for this model. The identification result in this Proposition was established in Chamberlain (1985).

*PROPOSITION 1. In the myopic binary choice model without duration dependence the log-probability of a choice history has the form* $\ln \mathbb{P}\left(\widetilde{\mathbf{y}} \mid \theta, \beta\right) = U' g_\theta + S' \beta^*$ *with*

$$U = \left(y_0,\ y_T,\ T^{(1)}\right) \quad ; \quad S = D^{(1,1)} \quad ; \quad \beta^* = \widetilde{\beta}_y \tag{14}$$

*$U$ is a minimal sufficient statistic for $\theta$. For $T \geq 3$, conditional on $U$ there is variation in $S$ such that the parameter $\widetilde{\beta}_y$ is identified.* ■

*EXAMPLE 1.* Suppose that $T = 3$ such that the history of an individual is $\{y_0 \mid y_1,\ y_2,\ y_3\}$. Consider the pair of histories $A = (0 \mid 0,1,1)$ and $B = (0 \mid 1,0,1)$. Applying equation (13) to these histories, we have that $\ln \mathbb{P}(A) = \ln p_\theta(0) + 2\widetilde{\alpha}_\theta + 2\sigma_\theta(0) + \sigma_\theta(1) + \widetilde{\beta}_y$, and $\ln \mathbb{P}(B) = \ln p_\theta(0) + 2\widetilde{\alpha}_\theta + 2\sigma_\theta(0) + \sigma_\theta(1)$, such that $\ln \mathbb{P}(A) - \ln \mathbb{P}(B) = \widetilde{\beta}_y$. Therefore, the parameter $\widetilde{\beta}_y$ is identified as $\ln \mathbb{P}(0|0,1,1) - \ln \mathbb{P}(0|1,0,1)$. Intuitively, the sunk cost parameter is identified from the logarithm of the ratio between the frequency of "stayers" (that is, individuals with histories $(0|0,1,1)$) and the frequency of "switchers" (that is, individuals with histories $(0|1,0,1)$). We can also obtain this identification result using the representation in Proposition 1. The vector of sufficient statistics $U$ consists of $y_0$, $y_3$, and $y_1 + y_2 + y_3$. The identifying statistic $S$ is $y_0 y_1 + y_1 y_2 + y_2 y_3$. Histories $A$ and $B$ have the same value for the sufficient statistic vector, $U(A) = U(B) = (y_0, y_3, y_1 + y_2 + y_3) = (0, 1, 2)$, but they have different values for the identifying statistic, $D^{(1,1)}(A) = 1$ and $D^{(1,1)}(B) = 0$. ■

With $T \geq 3$, the parameter $\widetilde{\beta}_y$ is over-identified. For instance, following up with the case with $T = 3$ in Example 1, we can consider the pair of histories $(1 \mid 1,0,0)$ and $(1 \mid 0,1,0)$, and it is simple to verify that $\widetilde{\beta}_y$ can be also identified as $\ln \mathbb{P}(1|1,0,0) - \ln \mathbb{P}(1|0,1,0)$. Therefore, the model implies the testable over-identifying restriction $\ln \mathbb{P}(0|0,1,1) - \ln \mathbb{P}(0|1,0,1) = \ln \mathbb{P}(1|1,0,0) - \ln \mathbb{P}(1|0,1,0)$, which is an implication of the assumptions of stationarity and no duration dependence.

### 3.4.2 Forward-looking dynamic model without duration dependence

Consider a forward-looking version of the model in equation (11) but without duration dependence. We can represent this model as,

$$y_t = 1\{\widetilde{\alpha}_\theta + \widetilde{v}_\theta + \widetilde{\beta}_y \ y_{t-1} + \widetilde{\varepsilon}_t \geq 0\} \tag{15}$$

where $\widetilde{v}_\theta = v_\theta(1) - v_\theta(0)$. The only difference between this model and the myopic model is that now the fixed effect has two components: $\widetilde{\alpha}_\theta$ that comes from current profit, and $\widetilde{v}_\theta$ that comes from the continuation values. However, from the point of view of identification, the two models are observationally equivalent.

*PROPOSITION 2. In the forward-looking binary choice model without duration dependence the* *log-probability of a history has the form* $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta) = U' g_\theta + S' \beta^*$ *with*

$$U = \left(y_0,\ y_T,\ T^{(1)}\right) \quad ; \quad S = D^{(1,1)} \quad ; \quad \beta^* = \widetilde{\beta}_y \tag{16}$$

*$U$ is a minimal sufficient statistic for $\theta$. For $T \geq 3$, conditional on $U$ there is variation in $S$ such that the parameter $\widetilde{\beta}_y$ is identified.* ■

*EXAMPLE 2.* Example 1 applies to this model as well such that, with $T = 3$, the sunk cost parameter $\widetilde{\beta}_y$ is identified from the logarithm of the ratio between the frequency of "stayers" and the frequency of "switchers". That is, $\widetilde{\beta}_y = \ln \mathbb{P}(0,0,1,1) - \ln \mathbb{P}(0,1,0,1)$ and also, $\widetilde{\beta}_y = \ln \mathbb{P}(1,1,0,0) - \ln \mathbb{P}(1,0,1,0)$. ■

### 3.4.3 Myopic dynamic model with duration dependence

Consider the model in equation (11) with duration dependence but where agents are myopic. We can present this model as

$$y_t = 1\left\{\widetilde{\alpha}_\theta + y_{t-1}\ \widetilde{\beta}_d(d_t) + \widetilde{\varepsilon}_t \geq 0\right\} \tag{17}$$

For this model, the log-probability of the choice history $\widetilde{\mathbf{y}} = (y_0, d_1; y_1, ..., y_T)$ is:

$$\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta) \quad = \quad \ln p_\theta(y_0, d_1) + \textstyle\sum_{t=1}^{T} y_t \left[\widetilde{\alpha}_\theta + y_{t-1}\ \widetilde{\beta}_d(d_t)\right] + \sigma_\theta(y_{t-1}, d_t) \tag{18}$$

where $\sigma_\theta(y_{t-1}, d_t) \equiv -\ln\left(1 + \exp\left\{\widetilde{\alpha}_\theta + y_{t-1}\ \widetilde{\beta}_d(d_t)\right\}\right)$.

Proposition 3 establishes the minimal sufficient statistic and the identification of structural parameters in this model.

*PROPOSITION 3. In the myopic binary choice model with duration dependence under Assumption 1, the log-probability of a choice history has the form* $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta) = U' g_\theta + S' \beta^*$ *with*

$$U = \left[d_1, y_0, y_T, H^{(1)}(d) : d \geq 1\right] \quad ; \quad S = \left[\Delta^{(1)}(d+1) : d \geq 1\right] \quad ; \quad \beta^* = \left[\widetilde{\beta}_d(d) : d \geq 1\right] \tag{19}$$

*$U$ is a minimal sufficient statistic for $\theta$. Conditional on $U$, the elements in the vector of statistics $S$ are linearly independent such that the structural parameters $\beta^*$ are identified.* ■

For this model, the vector of sufficient statistics include the histogram of durations $\{H^{(1)}(d) : d \geq 1\}$. Conditional on these statistics, the identification of the structural parameter $\widetilde{\beta}_d(d)$ comes from the difference between the final and the initial value of duration, $\Delta^{(1)}(d+1) = 1\{d_{T+1} =$

$d+1\}-1\{d_1=d+1\}$ for $d \geq 1$. The identification result in Proposition 3 for the myopic model with duration dependence does not depend on Assumption 2.

Note that under the assumption of myopic individual behavior, we can identify the same duration dependence parameters $\widetilde{\beta}_d(d)$ regardless the model has fixed effects unobserved heterogeneity or not, provided that the number of periods $T$ is at least $d+2$. However, the set of choice histories that contain identifying information about these parameters is substantially reduced when we have unobserved heterogeneity.

*EXAMPLE 3(a).* Suppose that $T=3$ such that a choice history is $\{y_0, d_1 \mid y_1, y_2, y_3\}$. Consider the histories $A=\{0,0 \mid 0,1,1\}$ and $B=\{0,0 \mid 1,0,1\}$. Applying equation (18) to these histories, we have that $\ln \mathbb{P}(A) = \ln p_\theta(0,0) + 2\widetilde{\alpha}_\theta + 2\sigma_\theta(0) + \sigma_\theta(1) + \widetilde{\beta}_d(1)$, and $\ln \mathbb{P}(B) = \ln p_\theta(0,0) + 2\widetilde{\alpha}_\theta + 2\sigma_\theta(0) + \sigma_\theta(1)$, such that $\ln \mathbb{P}(A) - \ln \mathbb{P}(B) = \widetilde{\beta}_d(1)$. This implies that the parameter $\widetilde{\beta}_d(1)$ is identified from $\ln \mathbb{P}(0,0|0,1,1) - \ln \mathbb{P}(0,0|1,0,1)$. We can also confirm this identification result using the representation in Proposition 3. Histories $A$ and $B$ have the same value of the initial condition, $(y_0, d_1) = (0,0)$, and of the final choice, $y_3 = 1$. Under history $A$, the series of durations $\{d_1, d_2, d_3\}$ is $\{0,0,1\}$, and under history $B$ the evolution of durations is $\{0,1,0\}$. Therefore, the histogram of durations between periods 1 and 3 is the same under the two histories such that they have the same value for the sufficient statistic vector, $U(A) = U(B)$. However, the two histories have different final durations $d_4$. We have that $d_4 = 2$ under history $A$, and it is equal to 1 under history $B$. Therefore, we have that $S(A)'\beta^* = \widetilde{\beta}_d(1)$ and $S(B)'\beta^* = 0$, and this implies that the parameter $\widetilde{\beta}_d(1)$ is identified from $\ln \mathbb{P}(0,0|0,1,1) - \ln \mathbb{P}(0,0|1,0,1)$. ■

*EXAMPLE 3(b).* Suppose that $T \geq 5$, let $n$ be any integer such that $2 \leq n \leq (T-1)/2$, and define a sub-history $\{y_0, d_1 \mid y_1, ..., y_{2n+1}\}$. Consider the sub-histories $A = \{0,0 \mid \mathbf{1}_{n-1}, 0, \mathbf{1}_{n+1}\}$ and $B = \{0,0 \mid \mathbf{1}_n, 0, \mathbf{1}_n\}$, where $\mathbf{1}_n$ represents a sequence of $n$ ones. Applying equation (18) to these histories, we have that $\ln \mathbb{P}(A) = 2n\ \widetilde{\alpha}_\theta + 2\sum_{d=1}^{n-2} \widetilde{\beta}_d(d) + \widetilde{\beta}_d(n-1) + \widetilde{\beta}_d(n) + 2\sigma_\theta(0) + 2\sum_{d=1}^{n-1} \sigma_\theta(1,d) + \sigma_\theta(1,n)$, and $\ln \mathbb{P}(B) = 2n\ \widetilde{\alpha}_\theta + 2\sum_{d=1}^{n-2} \widetilde{\beta}_d(d) + 2\widetilde{\beta}_d(n-1) + 2\sum_{d=1}^{n-1} \sigma_\theta(1,d) + \sigma_\theta(1,n)$, such that $\ln \mathbb{P}(A) - \ln \mathbb{P}(B) = \widetilde{\beta}_d(n) - \widetilde{\beta}_d(n-1)$. This implies that the parameter $\beta_d(1,n) - \beta_d(1,n-1)$ is identified from $\ln \mathbb{P}(0,0|\mathbf{1}_{n-1}, 0, \mathbf{1}_{n+1}) - \ln \mathbb{P}(0,0|\mathbf{1}_n, 0, \mathbf{1}_n)$. We can also confirm this identification result using the representation in Proposition 3. Histories $A$ and $B$ have the same value of the initial condition, $(y_0, d_1) = (0,0)$, and of the final choice, $y_{2n+1} = 1$. Under history $A$, the series of durations $\{d_1, d_2, ..., d_{2n+2}\}$ is $\{0, 1, ..., n-1, 0, 1, ..., n\}$, and under history $B$ the evolution of durations is $\{0, 1, ..., n, 0, 1, ..., n-1\}$. The histogram of durations between periods 1 and $2n+1$ is the same under the two histories such that $U(A) = U(B)$. The two histories have different final durations $d_{2n+2}$. We have that $d_{2n+2} = n+1$ under history $A$, and it is equal to $n$ under history $B$. Therefore, we have that $S(A)'\beta^* - S(B)'\beta^* = \widetilde{\beta}_d(n) - \widetilde{\beta}_d(n-1)$. ■

#### 3.4.4 Forward-looking dynamic model with duration dependence

Consider the general binary choice model in equation (11), with duration dependence and with forward-looking agents. For this model, the log-probability of the choice history $\widetilde{\mathbf{y}}$ conditional on $(y_0, d_1, \theta)$ is:

$$\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta) \quad = \quad \ln p_\theta(y_0, d_1) + \textstyle\sum_{t=1}^{T} y_t \left[\widetilde{\alpha}_\theta + y_{t-1}\ \widetilde{\beta}_d(d_t) + \widetilde{v}_\theta(d_t+1)\right] + \sigma_\theta(y_{t-1}, d_t) \tag{20}$$

with $\sigma_\theta(y_{t-1}, d_t) \equiv -\ln(1 + \exp\{\widetilde{\alpha}_\theta + y_{t-1}\ \widetilde{\beta}_d(d_t) + \widetilde{v}_\theta(d_t+1)\})$. Comparing equation (20) with (18) we can see the forward looking model has the additional term $\sum_{t=1}^{T} y_t\ \widetilde{v}_\theta\ (d_t+1)$.

Proposition 4 establishes that under Assumption 1 (and without Assumption 2) there is not identification of any structural parameter.

*PROPOSITION 4. In the forward-looking binary choice model with duration dependence under Assumption 1, the log-probability of a choice history has the form* $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta) = U' g_\theta + S'\beta^*$, *with*

$$U \quad = \quad \left[d_1,\ y_0,\ H^{(1)}(d),\ \Delta^{(1)}(d) : d \geq 1\right] \tag{21}$$

*$U$ is a minimal sufficient statistic for $\theta$. The structural parameters $\beta_y$ and $\beta_d$ are not identified because $U$ includes all the statistics associated with these structural parameters.* ■

In terms of the minimal sufficient statistic, the difference between this forward-looking model and its myopic counterpart is that now we need to control for the difference between final and initial duration, $\Delta^{(1)}(d)$. These additional statistics are also the only statistics associated with the structural parameter $\widetilde{\beta}_d(d)$. Therefore, after controlling for the vector of sufficient statistics $U$, there is not variation left that can identify structural parameters in this model.

*EXAMPLE 4(a).* Suppose that $T = 3$ such that a history is $\{y_0, d_1 \mid y_1, y_2, y_3\}$. Consider histories $A = \{0, 0 \mid 0, 1, 1\}$ and $B = \{0, 0 \mid 1, 0, 1\}$. Taking into account the form of the log-probability in equation (20), we have that $\ln \mathbb{P}(A) = 2\widetilde{\alpha}_\theta + \widetilde{\beta}_d(1) + \widetilde{v}_\theta(1) + \widetilde{v}_\theta(2) + 2\sigma_\theta(0) + \sigma_\theta(1,1)$, and $\ln \mathbb{P}(B) = 2\widetilde{\alpha}_\theta + 2\,\widetilde{v}_\theta(1) + 2\sigma_\theta(0) + \sigma_\theta(1,1)$, such that

$$\ln \mathbb{P}(A) - \ln \mathbb{P}(B) = \widetilde{\beta}_d(1) + \widetilde{v}_\theta(2) - \widetilde{v}_\theta(1) \tag{22}$$

The right-hand side includes the expected future return of a second year of experience, $\widetilde{v}_\theta(2) - \widetilde{v}_\theta(1)$, which depends on the incidental parameters. Therefore, $\ln \mathbb{P}(A) - \ln \mathbb{P}(B)$ does not identify any structural parameter. In particular, it does not identify $\widetilde{\beta}_d(1)$. ■

*EXAMPLE 4(b).* Suppose that $T \geq 5$, let $n$ be any integer such that $2 \leq n \leq (T-1)/2$, and consider the same sub-histories as in Example 3(b): $A = \{0, 0 \mid \mathbf{1}_{n-1}, 0, \mathbf{1}_{n+1}\}$ and $B = \{0, 0 \mid \mathbf{1}_n, 0, \mathbf{1}_n\}$. Given the expression for the log-probability in equation (20), we have that $\ln \mathbb{P}(A) = 2n\widetilde{\alpha}_\theta + 2\sum_{d=1}^{n-2} \widetilde{\beta}_d(d) + \widetilde{\beta}_d(n-1) + \widetilde{\beta}_d(n) + 2\sum_{d=1}^{n-1} \widetilde{v}_\theta(d) + \widetilde{v}_\theta(n) + \widetilde{v}_\theta(n+1) + 2\sigma_\theta(0) + 2\sum_{d=1}^{n-1} \sigma_\theta(1,d) + \sigma_\theta(1,n)$, and $\ln \mathbb{P}(B) = 2n\widetilde{\alpha}_\theta + 2\sum_{d=1}^{n-2} \widetilde{\beta}_d(d) + 2\widetilde{\beta}_d(n-1) + 2\sum_{d=1}^{n} \widetilde{v}_\theta(d) + 2\sigma_\theta(0) + 2\sum_{d=1}^{n-1} \sigma_\theta(1,d) + \sigma_\theta(1,n)$, such that

$$\ln \mathbb{P}(A) - \ln \mathbb{P}(B) = \widetilde{\beta}_d(n) - \widetilde{\beta}_d(n-1) + \widetilde{v}_\theta(n+1) - \widetilde{v}_\theta(n) \tag{23}$$

This difference in log-probabilities depends on the incidental parameters through the continuation values. In contrast to the myopic model in Example 3(b), this pair of histories does not identify any structural parameter in the forward-looking model with duration dependence. ■

Examples 4(a) and 4(b), and more specifically equations (22) and (23), suggest a restriction that provides identification of the structural parameters. A sufficient condition for the identification of $\widetilde{\beta}_d(n) - \widetilde{\beta}_d(n-1)$ from $\ln \mathbb{P}(A) - \ln \mathbb{P}(B)$ is that $\widetilde{v}_\theta(n+1) - \widetilde{v}_\theta(n) = 0$ for any possible value of the incidental parameters.[19] By *Property 2*, under Assumption 2 there is a value $d^*$ such that $\widetilde{v}_\theta(n+1) - \widetilde{v}_\theta(n) = 0$ for any duration $n$ greater or equal than $d^*$. This property provides identification of some structural parameters. Proposition 5 establishes this result.

*PROPOSITION 5. In the forward-looking binary choice model with duration dependence under Assumptions 1 and 2, the log-probability of a choice history has the form* $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta) = U' g_\theta + S' \beta^*$

[19] In principle, it would be sufficient that $v_\theta(1, n+1) - v_\theta(1, n)$ does not depend on $\theta$, i.e., $v_\theta(1, n+1) - v_\theta(1, n) = f(n)$. If we could get this type of condition, then $\ln \mathbb{P}(A) - \ln \mathbb{P}(B)$ would identify the parameter $\widetilde{\beta}_y + \beta_d(1, n) + f(n)$ where $f(n)$ would have an economic interpretation as a continuation value. However, $v_\theta(1, n)$ is a nonlinear function of $\theta$, i.e., $v_\theta(1, n) = \ln(\exp\{\delta\; v_\theta(0)\} + \exp\{\delta[\alpha_\theta + \widetilde{\beta}_y + \beta_d(1, n) + v_\theta(1, n+1)]\})$. Given this structure, it seems that the only restrictions on the primitives of the model that can make $v_\theta(1, n+1) - v_\theta(1, n)$ independent of $\theta$ are those that make it equal to zero.

*with*

$$\begin{cases} U = \left[d_1,\ y_0,\ \{H^{(1)}(d),\ \Delta^{(1)}(d) : d \leq d^* - 1\},\ \sum_{d \geq d^*} H^{(1)}(d),\ \sum_{d \geq d^*} \Delta^{(1)}(d)\right] \\ \\ S = \Delta^{(1)}(d^*); \quad \beta^* = \beta_d(1, d^* - 1) - \beta_d(1, d^*) \end{cases} \tag{24}$$

*$U$ is a minimal sufficient statistic for $\theta$. Conditional on $U$, the statistic $\Delta^{(1)}(d^*)$ has variation and the structural parameter $\beta_d(1, d^*) - \beta_d(1, d^* - 1)$ is identified.* ■

*EXAMPLE 5(a).* Consider the data in Example 4(a) with $T = 3$ and histories $A = \{0, 0 \mid 0, 1, 1\}$ and $B = \{0, 0 \mid 1, 0, 1\}$. We have shown that $\ln \mathbb{P}(A) - \ln \mathbb{P}(B) = \widetilde{\beta}_d(1) + \widetilde{v}_\theta(2) - \widetilde{v}_\theta(1)$. Suppose that $d^* = 1$ such that there is return for one period of experience but not for additional experience, that is, $\widetilde{\beta}_d(d) = \widetilde{\beta}_d(1)$ for $d \geq 1$. Under this assumption, as established in Property 2 of the model, we have that $\widetilde{v}_\theta(d) - \widetilde{v}_\theta(1) = 0$ for any $d \geq 1$. Therefore, the parameter $\widetilde{\beta}_d(1)$ is identified as $\ln \mathbb{P}(0, 0 \mid 0, 1, 1) - \ln \mathbb{P}(0, 0 \mid 1, 0, 1)$. With $d^* = 1$, the sufficient statistic is $U = [d_1, y_0, \sum_{d \geq 1} H^{(1)}(d), \sum_{d \geq 1} \Delta^{(1)}(d)]$, or taking into account that $\sum_{d \geq 1} H^{(1)}(d) = T^{(1)} + y_0 - y_T$ and $\sum_{d \geq 1} \Delta^{(1)}(d) = y_T - y_0$, we have that $U = [d_1,\ y_0,\ y_T,\ T^{(1)}]$. The identifying statistic is $S = \Delta^{(1)}(1) = y_T\ 1\{d_T = 1\} - y_0\ 1\{d_1 = 1\}$. ■

*EXAMPLE 5(b).* Consider the data in Example 4(b) with $T \geq 5$, and sub-histories $A = \{0, 0 \mid \mathbf{1}_{n-1}, 0, \mathbf{1}_{n+1}\}$ and $B = \{0, 0 \mid \mathbf{1}_n, 0, \mathbf{1}_n\}$ for $n \leq (T-1)/2$. We have shown that $\ln \mathbb{P}(A) - \ln \mathbb{P}(B) = \widetilde{\beta}_d(n) - \widetilde{\beta}_d(n-1) + \widetilde{v}_\theta(n+1) - \widetilde{v}_\theta(n)$. Suppose that Assumption 2 holds, and consider values of $n$ such that $n \geq d^*$. Under these conditions, we have that $\widetilde{v}_\theta(n+1) - \widetilde{v}_\theta(n) = 0$ such that:

$$\ln \mathbb{P}(0, 0 \mid \mathbf{1}_{n-1}, 0, \mathbf{1}_{n+1}) - \ln \mathbb{P}(0, 0 \mid \mathbf{1}_n, 0, \mathbf{1}_n) = \widetilde{\beta}_d(n) - \widetilde{\beta}_d(n-1) \tag{25}$$

For $n = d^*$, we have that $\ln \mathbb{P}(A) - \ln \mathbb{P}(B)$ identifies $\beta_d(1, d^*) - \beta_d(1, d^* - 1)$. For values $n$ strictly greater than $d^*$, the model implies that $\ln \mathbb{P}(A) - \ln \mathbb{P}(B) = \beta_d(1, n) - \beta_d(1, n-1) = 0$. As we show below, this restriction for $n > d^*$ implies the identification of the parameter $d^*$. ■

In the forward-looking binary choice model with duration dependence, only $\widetilde{\beta}_d(d^*) - \widetilde{\beta}_d(d^* - 1)$ is identified. This result contrasts with the myopic model where we can identify $\widetilde{\beta}_d(d)$ for any duration $2 \leq d \leq T - 1$ (Proposition 3).

Table 2 summarizes the identification results for the binary choice model.

**Table 2**
**Identification of Dynamic Binary Logit Models**

**Panel 1: Models without duration dependence**

| *Myopic Model* | | | *Forward-Looking Model* | | |
|---|---|---|---|---|---|
| Minimal sufficient stat. | Identified parameters | Identifying statistics | Minimal sufficient stat. | Identified parameters | Identifying statistics |
| $T^{(1)}$, $y_0$, $y_T$ | $\widetilde{\beta}_y$ | $D^{(1,1)}$ | $T^{(1)}$, $y_0$, $y_T$ | $\widetilde{\beta}_y$ | $D^{(1,1)}$ |

**Panel 2: Models with duration dependence**

| *Myopic Model* | | | *Forward-Looking Model* | | |
|---|---|---|---|---|---|
| Minimal sufficient stat. | Identified parameters | Identifying statistics | Minimal sufficient stat. | Identified parameters | Identifying statistics |
| $y_0$, $d_1$, $y_T$, $H^{(1)}(d) : d \geq 1$ | $\widetilde{\beta}_d(d)$ for $1 \leq d \leq T-2$ | $\Delta^{(1)}(d)$ | $H^{(1)}(d) : d \leq d^*-1$; $\sum_{d \geq d^*} H^{(1)}(d)$; $\Delta^{(1)}(d) : d \leq d^*-1$; $\sum_{d \geq d^*} \Delta^{(1)}(d)$ | $\widetilde{\beta}_d(n) - \widetilde{\beta}_d(n-1)$ for $n \geq d^*$ | $\Delta^{(1)}(n)$ for $n \geq d^*$ |

### 3.5 Identification of $d^*$ in the forward-looking model

We have assumed so far that the value of $d^*$ is known to the researcher. We now establish the identification of $d^*$. Let $n$ be any duration such that $2n+1 \leq T$. Consider the pair of histories $A_n = \{0, 0 \mid \mathbf{1}_{n-1}, 0, \mathbf{1}_{n+1}\}$ and $B_n = \{0, 0 \mid \mathbf{1}_n, 0, \mathbf{1}_n\}$. We have that:

$$\begin{cases} \text{For } n > d^*, \quad U(A_n) = U(B_n), \text{ and } \ln \mathbb{P}(A_n) - \ln \mathbb{P}(B_n) = \Delta\beta_d(n) = 0 \\ \text{For } n = d^*, \quad U(A_n) = U(B_n), \text{ and } \ln \mathbb{P}(A_n) - \ln \mathbb{P}(B_n) = \Delta\beta_d(d^*) \neq 0 \\ \text{For } n < d^*, \quad U(A_n) \neq U(B_n) \end{cases} \tag{26}$$

Note that $\ln \mathbb{P}(A_n) - \ln \mathbb{P}(B_n)$ identifies the parameter $\widetilde{\beta}_d(n) - \widetilde{\beta}_d(n-1)$ only if $n \geq d^*$. Given a dataset with $T$ time periods, we can construct histories $A_n$ and $B_n$ only if $2n+1 \leq T$. Putting these two conditions together, the identification of the value of $d^*$ requires that $T \geq 2d^* + 1$ or equivalently, $d^* \leq (T-1)/2$. Under this condition, we can describe the parameter $d^*$ as the maximum value of $n$ such that $\ln \mathbb{P}(A_n) - \ln \mathbb{P}(B_n) \neq 0$. This condition uniquely identifies $d^*$.

*PROPOSITION 6. Consider the forward-looking binary choice model with duration dependence* *under Assumptions 1 and 2. For any duration $n$ with $2n+1 \leq T$, define the pair of histories $A_n = \{0, 0 \mid \mathbf{1}_{n-1}, 0, \mathbf{1}_{n+1}\}$ and $B_n = \{0, 0 \mid \mathbf{1}_n, 0, \mathbf{1}_n\}$. Then, if $d^* \leq (T-1)/2$, we have that the value of $d^*$ is point identified as:*

$$d^* = \max\{n : \ \ln \mathbb{P}(A_n) - \ln \mathbb{P}(B_n) \neq 0\} \qquad \blacksquare \tag{27}$$

*EXAMPLE 6.* Suppose that $T = 7$. Consider the following three pairs of histories: $A_1 = \{0, 0 \mid 0, 1, 1\}$ and $B_1 = \{0, 0 \mid 1, 0, 1\}$; $A_2 = \{0, 0 \mid 1, 0, 1, 1, 1\}$ and $B_2 = \{0, 0 \mid 1, 1, 0, 1, 1\}$; and $A_3 = \{0, 0 \mid 1, 1, 0, 1, 1, 1, 1\}$ and $B_3 = \{0, 0 \mid 1, 1, 1, 0, 1, 1, 1\}$. Without knowing the true value of $d^*$, all we can say is that:

$$\begin{cases} \ln \mathbb{P}(A_1) - \ln \mathbb{P}(B_1) &= \widetilde{\beta}_d(1) + \widetilde{v}_\theta(2) - \widetilde{v}_\theta(1) \\ \ln \mathbb{P}(A_2) - \ln \mathbb{P}(B_2) &= \widetilde{\beta}_d(2) - \widetilde{\beta}_d(1) + \widetilde{v}_\theta(3) - \widetilde{v}_\theta(2) \\ \ln \mathbb{P}(A_3) - \ln \mathbb{P}(B_3) &= \widetilde{\beta}_d(3) - \widetilde{\beta}_d(2) + \widetilde{v}_\theta(4) - \widetilde{v}_\theta(3) \end{cases} \tag{28}$$

Given that $T = 7$, to identify $d^*$ we need to assume that $d^* \in \{0, 1, 2, 3\}$. The following table describes the pattern of the log-probabilities differences $\ln \mathbb{P}(A_1) - \ln \mathbb{P}(B_1)$, $\ln \mathbb{P}(A_2) - \ln \mathbb{P}(B_2)$, and $\ln \mathbb{P}(A_3) - \ln \mathbb{P}(B_3)$ for each of the four possible values of $d^*$.

| True $d^*$ | $\ln\left[\dfrac{\mathbb{P}(A_1)}{\mathbb{P}(B_1)}\right]$ | $\ln\left[\dfrac{\mathbb{P}(A_2)}{\mathbb{P}(B_2)}\right]$ | $\ln\left[\dfrac{\mathbb{P}(A_3)}{\mathbb{P}(B_3)}\right]$ |
|---|---|---|---|
| $d^* = 0$ | 0 | 0 | 0 |
| $d^* = 1$ | $\neq 0$ | 0 | 0 |
| $d^* = 2$ | any value | $\neq 0$ | 0 |
| $d^* = 3$ | any value | any value | $\neq 0$ |

We can distinguish between these different patterns and therefore we can identify $d^*$. $\blacksquare$

## 3.6 Multinomial choice models

### 3.6.1 Multinomial myopic model without duration dependence

Consider the general multinomial choice model in equation (7) but particularized to the case with myopic agents, $\widetilde{v}_\theta(j, d) = 0$, and without duration dependence, $\widetilde{\beta}_d(j, d) = 0$. We have:

$$y_t = \arg\max_{j \in \mathcal{Y}} \left\{ \widetilde{\alpha}_\theta(j) + \textstyle\sum_{k \neq 0} 1\{y_{t-1} = k\} \ \widetilde{\beta}_y(j, k) + \varepsilon_t(j) \right\} \tag{29}$$

The log-probability of the choice history $\widetilde{\mathbf{y}} = \{y_0, y_1, ..., y_T\}$ conditional on $\theta$ is:

$$\ln \mathbb{P}(\widetilde{\mathbf{y}} | \theta) \;\; = \;\; \ln p_\theta(y_0) + \textstyle\sum_{t=1}^{T} \sum_{j \neq 0} 1\{y_t = j\} \ \left[ \widetilde{\alpha}_\theta(j) + \widetilde{\beta}_y(j, y_{t-1}) \right] + \sigma_\theta(y_{t-1}) \tag{30}$$

where $\sigma_\theta(y_{t-1}) \equiv -\ln\left[1+\sum_{j\neq 0}\exp\{\widetilde{\alpha}_\theta(j)+\widetilde{\beta}_y(j,y_{t-1})\}\right]$. Proposition 7 presents our identification result for this model.

*PROPOSITION 7. In the myopic multinomial model without duration dependence under Assumption 1, the log-probability has the form* $\ln\mathbb{P}(\widetilde{\mathbf{y}} \mid \theta,\beta) = U'g_\theta + S'\beta^*$ *with*

$$\begin{cases} U = \left[y_0,\ y_T,\ \{T^{(j)} : j \geq 1\}\right] \\ S = \left[D^{(j,k)} : j,k \geq 1\right] \\ \beta^* = \left[\widetilde{\beta}_y(j,k) : j,k \geq 1\right] \end{cases} \tag{31}$$

*$U$ is a minimal sufficient statistic for $\theta$. Conditional on $U$, the elements in the vector of statistics $S$ are linearly independent such that the vector of parameters $\beta^*$ is identified.* ■

The following example presents a pair of histories that identifies $\widetilde{\beta}_y(j,k)$.

*EXAMPLE 7.* Suppose that $T=3$ and consider the following two realizations of the history $(y_0|\ y_1,y_2,y_3)$: $A=\{0 \mid 0,k,j\}$ and $B=\{0 \mid k,0,j\}$ with $j,k\neq 0$. Using the formula for the log-probability of a choice history in equation (30), we have that $\ln\mathbb{P}(A) = \ln p_\theta(0) + \widetilde{\alpha}_\theta(k) + \widetilde{\alpha}_\theta(j) + 2\sigma_\theta(0) + \sigma_\theta(k) + \widetilde{\beta}_y(k,0) + \widetilde{\beta}_y(j,k)$, and $\ln\mathbb{P}(B) = \ln p_\theta(0) + \widetilde{\alpha}_\theta(k) + \widetilde{\alpha}_\theta(j) + 2\sigma_\theta(0) + \sigma_\theta(k) + \widetilde{\beta}_y(k,0) + \widetilde{\beta}_y(0,k) + \widetilde{\beta}_y(j,0)$, such that $\ln\mathbb{P}(A) - \ln\mathbb{P}(B)$ identifies the parameter $\widetilde{\beta}_y(k,j) - \widetilde{\beta}_y(0,j) - \widetilde{\beta}_y(k,0)$ which is equal to $\widetilde{\beta}_y(k,j)$ because, by definition, $\widetilde{\beta}_y(0,j)=0$ and $\widetilde{\beta}_y(0,k)=0$. We can also obtain this identification result by using the representation in Proposition 7. Histories $A$ and $B$ have the same value for the initial condition, $y_0$, the final choice, $y_3$, and the statistics $T^{(j)}$ and $T^{(k)}$, such that $U(A)=U(B)$. The identifying statistics $D^{(y_{-1},y)}$ take the following values: $D^{(j,k)}(A)=1$, $D^{(j,k)}(B)=0$, $D^{(j,0)}(A)=0$, $D^{(j,0)}(B)=1$, $D^{(0,k)}(A)=0$, $D^{(0,k)}(B)=1$, and $D^{(y,y_{-1})}(A) = D^{(y,y_{-1})}(B)=0$ for any other pair $(y,y_{-1})$. Therefore, $S(A)'\beta^* - S(B)'\beta^* = [D^{(j,k)}(A) - D^{(j,k)}(B)]\ \widetilde{\beta}_y(j,k) + [D^{(j,0)}(A) - D^{(j,0)}(B)]\ \widetilde{\beta}_y(j,0) + [D^{(0,k)}(A) - D^{(0,k)}(B)]\ \beta_y(0,k) = \widetilde{\beta}_y(k,j)$. A particular case of this example is when $j=k$, such that $A=\{0 \mid 0,j,j\}$ and $B=\{0 \mid j,0,j\}$. In this case, $\ln\mathbb{P}(A) - \ln\mathbb{P}(B)$ identifies $\widetilde{\beta}_y(j,j)$, which is equal to the sunk cost $-\beta_y(0,j) - \beta_y(j,0)$. ■

### 3.6.2 Multinomial forward-looking model without duration dependence

Consider the general multinomial choice model in equation (7) with forward-looking agents but without duration dependence, $\widetilde{\beta}_d(j,d) = 0$. We can represent this model as:

$$y_t = \arg\max_{j \in \mathcal{Y}} \left\{ \widetilde{\alpha}_\theta(j) + \widetilde{v}_\theta(j) + \textstyle\sum_{k \neq 0} 1\{y_{t-1} = k\} \ \widetilde{\beta}_y(j,k) + \varepsilon_t(j) \right\} \tag{32}$$

The log-probability of the choice history $\widetilde{\mathbf{y}}$ conditional on $\theta$ has a similar form as in the myopic model, but now the incidental parameter $\theta$ enters through the function $\widetilde{\alpha}_\theta(j) + \widetilde{v}_\theta(j)$.

$$\ln \mathbb{P}\left(\widetilde{\mathbf{y}}|\theta\right) \quad = \quad \ln p_\theta(y_0) + \textstyle\sum_{t=1}^{T} \sum_{j \neq 0} 1\{y_t = j\} \ \left[\widetilde{\alpha}_\theta(j) + \widetilde{v}_\theta(j) + \widetilde{\beta}_y(j, y_{t-1})\right] + \sigma_\theta(y_{t-1}) \tag{33}$$

where $\sigma_\theta(y_{t-1}) \equiv -\ln\left[1 + \sum_{j=0}^{J} \exp\{\widetilde{\alpha}_\theta(j) + \widetilde{v}_\theta(j) + \widetilde{\beta}_y(j, y_{t-1})\}\right]$. Therefore, the identification of the structural parameters is the same as in the myopic model without duration dependence.

*PROPOSITION 8. In the multinomial forward-looking model without duration dependence under Assumption 1, the log-probability of a choice history has the following form* $\ln \mathbb{P}\left(\widetilde{\mathbf{y}} \mid \theta, \beta\right) = U' g_\theta + S'\beta^*$ *with* $U = [y_0,\, y_T,\, \{T^{(j)} : j \geq 1\}]$, $S = [D^{(j,k)} : j,k \geq 1]$, *and* $\beta^* = [\widetilde{\beta}_y(j,k) : j,k \geq 1]$. $U$ *is a minimal sufficient statistic for* $\theta$. *Conditional on* $U$, *the elements in the vector of statistics* $S$ *are linearly independent such that the vector of parameters* $\beta^*$ *is identified.* ■

*EXAMPLE 8.* Example 7 also applies to the forward-looking model. With $T = 3$, we have that the parameter $\widetilde{\beta}_y(j,k)$ is identified from $\ln \mathbb{P}\left(0|0,k,j\right) - \ln \mathbb{P}\left(0 \mid k,0,j\right)$. ■

### 3.6.3 Multinomial myopic model with duration dependence

Consider the multinomial choice model in equation (7) with duration dependence but with myopic agents. We can represent this model as follows:

$$y_t = \arg\max_{j \in \mathcal{Y}} \left\{ \widetilde{\alpha}_\theta(j) + \sum_{k \neq \{0,j\}} 1\{y_{t-1} = k\} \ \widetilde{\beta}_y(j,k) + 1\{y_{t-1} = j\} \ \widetilde{\beta}_d(j, d_t) + \varepsilon_t(j) \right\} \tag{34}$$

The log-probability of a choice history $\widetilde{\mathbf{y}}$ conditional on $\theta$ is:

$$\begin{aligned} \ln \mathbb{P}\left(\widetilde{\mathbf{y}}|\theta\right) \quad &= \quad \ln p_\theta(y_0, d_1) + \sum_{t=1}^{T} \sum_{j \neq 0} 1\{y_t = j\} \ \widetilde{\alpha}_\theta(j) + \sum_{t=1}^{T} \sigma_\theta(y_{t-1}, d_t) \\ &+ \quad \sum_{t=1}^{T} \sum_{j \neq 0} \left[ \sum_{k \neq \{0,j\}} 1\{y_t = j, y_{t-1} = k\} \ \widetilde{\beta}_y(j,k) + 1\{y_t = y_{t-1} = j\} \ \widetilde{\beta}_d(j, d_t) \right] \end{aligned} \tag{35}$$

where $\sigma_\theta(y_{t-1}, d_t) \equiv -\ln[1+\sum_{j\neq 0}\exp\{\widetilde{\alpha}_\theta(j)+\sum_{k\neq\{0,j\}}1\{y_{t-1}=k\}\widetilde{\beta}_y(j,k)+1\{y_{t-1}=j\}\widetilde{\beta}_d(j,d_t)\}]$. Proposition 9 presents identification results.

*PROPOSITION 9. In the multinomial myopic model with duration dependence under Assumption 1, the log-probability of a choice history has the form* $\ln\mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta) = U'g_\theta + S'\beta^*$ *with*

$$\begin{cases} U = \left[d_1,\ y_0,\ y_T,\ \{H^{(j)}(d) : j \geq 1,\ d \geq 1\}\right] \\ S = \left[D^{(j,k)} : j,k \geq 1,\ k \neq j;\ \Delta^{(j)}(d) : j \geq 1;\ d \geq 2\right] \\ \beta^* = \left[\widetilde{\beta}_y(j,j) : j \geq 1,\ k \neq j;\ \widetilde{\beta}_d(j,d) : j \geq 1;\ d \geq 1\right] \end{cases} \tag{36}$$

*$U$ is a minimal sufficient statistic for $\theta$. Conditional on $U$, the elements in the vector of statistics $S$ are linearly independent such that the vector of parameters $\beta^*$ is identified.* ■

The following examples present choice histories that identify $\widetilde{\beta}_y(j,k)$ and $\widetilde{\beta}_d(j,d)$.

*EXAMPLE 9(a).* Suppose that $T = 3$ such that a choice history is $(y_0, d_1 \mid y_1, y_2, y_3)$. For $j, k \neq 0$ and $j \neq k$, consider the pair of histories $A = \{0, 0 \mid 0, j, k\}$ and $B = \{0, 0 \mid j, 0, k\}$. Using the expression for the log-probability of a choice history in equation (35) we have that $\ln\mathbb{P}(A) = \ln p_\theta(0,0) + \widetilde{\alpha}_\theta(j) + \widetilde{\alpha}_\theta(k) + 2\sigma_\theta(0) + \sigma_\theta(j,1) + \widetilde{\beta}_y(k,j)$, and $\ln\mathbb{P}(B) = \ln p_\theta(0,0) + \widetilde{\alpha}_\theta(j) + \widetilde{\alpha}_\theta(k) + 2\sigma_\theta(0) + \sigma_\theta(j,1)$, such that $\ln\mathbb{P}(A) - \ln\mathbb{P}(B) = \widetilde{\beta}_y(k,j)$. Therefore, the parameter $\widetilde{\beta}_y(k,j)$ is identified from $\ln\mathbb{P}(0,0 \mid 0,j,k) - \ln\mathbb{P}(0,0 \mid j,0,k)$. We can also obtain this identification result by using Proposition 9. The initial condition, $(d_1, y_0) = (0,0)$, and the final choice, $y_3 = k$, are the same in the two histories. The histories have also the same histogram for the states $(y_{t-1}, d_t)$: the state $(0,0)$ occurs twice, state $(j,1)$ occurs once, and the other possible states never happen. Therefore, we have that $U(A) = U(B)$. As for the values of the identifying statistics in the vector $S$, we have that: $D^{(j,k)} = 1$ under history $A$ and $D^{(j,k)} = 0$ under history $B$; since $d_1 = 0$ and $d_4 = 1$ in the both histories, we have that for any $d \geq 2$ the statistics $\Delta^{(k)}(d) \equiv 1\{y_3 = k, d_4 = d\} - 1\{y_0 = k, d_1 = d\}$ are zero for both $A$ and $B$. Therefore, $S(A)'\beta^* - S(B)'\beta^* = \widetilde{\beta}_y(k,j)$. ■

*EXAMPLE 9(b).* Suppose that $T \geq 5$, let $n$ be any integer such that $2 \leq n \leq (T-1)/2$, and define a sub-history $\{y_0, d_1 \mid y_1, ..., y_{2n+1}\}$. Consider the sub-histories $A = \{0, 0 \mid \mathbf{j}_{n-1}, 0, \mathbf{j}_{n+1}\}$ and $B = \{0, 0 \mid \mathbf{j}_n, 0, \mathbf{j}_n\}$, where $\mathbf{j}_n$ represents a sequence of $n$ consecutive values of the choice alternative $j$. Applying equation (35) to these histories, we have that $\ln\mathbb{P}(A) = \ln p_\theta(0,0) + 2n\,\widetilde{\alpha}_\theta(j) + 2\sigma_\theta(0) + 2[\sum_{d=1}^{n-1}\sigma_\theta(j,d)] + \sigma_\theta(j,n) + 2[\sum_{d=1}^{n-2}\widetilde{\beta}_d(j,d)] + \widetilde{\beta}_d(j,n-1) + \widetilde{\beta}_d(j,n)$, and $\ln\mathbb{P}(B) = \ln p_\theta(0,0) + 2n$

$\widetilde{\alpha}_\theta(j)+ 2\sigma_\theta(0)+ 2[\sum_{d=1}^{n-1}\sigma_\theta(j,d)]+ \sigma_\theta(j,n)+ 2[\sum_{d=1}^{n-2}\widetilde{\beta}_d(j,d)]+ 2\widetilde{\beta}_d(j,n-1)$, such that $\ln\mathbb{P}(A) - \ln\mathbb{P}(B) = \widetilde{\beta}_d(j,n) - \widetilde{\beta}_d(j,n-1)$. Therefore, the marginal return of going from $n-1$ to $n$ periods of experience in alternative $j$, $\beta_d(j,n) - \beta_d(j,n-1)$, is identified from $\ln\mathbb{P}(0,0|\mathbf{j}_{n-1},0,\mathbf{j}_{n+1}) - \ln\mathbb{P}(0,0|\mathbf{j}_n,0,\mathbf{j}_n)$. We can also obtain this identification result using the representation of the log-probability in Proposition 9. Histories $A$ and $B$ have the values for the vector of sufficient statistics $U$: the initial condition, $(y_0,d_1)=(0,0)$, the final choice, $y_{2n+1}=j$, and the histogram of states $(y_{t-1},d_t)$. As for the identifying statistics, we have that the dyad statistics $D^{(j,k)}$ are the same in the two histories ($D^{(j,j)}=2n-2$, $D^{(j,0)}=1$, $D^{(0,j)}=1$, and for the rest of the dyads $D^{(j,k)}=0$), but the statistic $\Delta^{(j)}(n+1)$ is equal to 1 for history $A$ and it is zero for history $B$, the statistic $\Delta^{(j)}(n)$ is equal to 0 for history $A$ and it is one for history $B$. Therefore, $S(A)'\beta^* - S(B)'\beta^* = \beta_d(j,n) - \beta_d(j,n-1)$. ■

### 3.6.4 Multinomial forward-looking model with duration dependence

Consider the general multinomial choice model in equation (7) with duration dependence and forward-looking agents. The log-probability of a choice history $\widetilde{\mathbf{y}}$ conditional on $\theta$ is:

$$\begin{aligned}\ln\mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0,d_1) + \sum_{t=1}^{T}\alpha_\theta(y_t) + \sigma_\theta(y_{t-1},d_t) + v_\theta(y_t,d_{t+1}) \\ &+ \sum_{t=1}^{T} 1\{y_t \neq y_{t-1}\}\beta_y(y_t,y_{t-1}) + 1\{y_t = y_{t-1}\}\beta_d(y_t,d_t)\end{aligned} \tag{37}$$

In this multinomial choice model it is possible to identify switching cost parameters without imposing Assumption 2. Proposition 10 establishes the identification of switching costs parameters.

*PROPOSITION 10. In the multinomial forward-looking model with duration dependence under Assumption 1, the log-probability of a choice history has the form* $\ln\mathbb{P}(\widetilde{\mathbf{y}} \mid \theta,\beta) = U'g_\theta + S'\beta^*$ *with*

$$\begin{cases} U = \left[d_1,\ y_0,\ y_T,\ \{H^{(j)}(d),\ \Delta^{(j)}(d) : j\geq 1,\ d\geq 1\}\right] \\ S = \left[D^{(j,k)} : j,k\geq 1,\ j\neq k\right] \\ \beta^* = \left[\widetilde{\beta}_y(k,j) : j,k\geq 1,\ j\neq k\right] \end{cases} \tag{38}$$

*$U$ is a minimal sufficient statistic for $\theta$. Conditional on $U$, the elements in the vector of statistics $S$ are linearly independent such that the vector of parameters $\beta^*$ is identified. The duration dependence parameters $\widetilde{\beta}_d(j,d)$ are not identified.* ■

Now, in contrast to the result in Proposition 9, the vector of sufficient statistics $U$ includes also the statistics $\{\Delta^{(j)}(d) : j \geq 1,\, d \geq 1\}$. This implies that, without additional restrictions, we cannot identify the duration dependence parameters $\widetilde{\beta}_d(j,d)$. However, the dyad statistics $D^{(j,k)}$ are not part of the sufficient statistic $U$ and they still provide identification of the parameters $\widetilde{\beta}_y(k,j)$. Example 10 presents a pair of histories that identifies $\widetilde{\beta}_y(k,j)$.

*EXAMPLE 10.* Consider the same data and histories as in Example 9(a) but now in a forward-looking model. That is, $T = 3$ and the pair of histories is $A = \{0, 0 \mid 0, j, k\}$ and $B = \{0, 0 \mid j, 0, k\}$ with $j, k \neq 0$ and $j \neq k$. Using the expression for the log-probability of a choice history in equation (37) we have that $\ln \mathbb{P}(A) = \ln p_\theta(0,0) + \alpha_\theta(0) + \alpha_\theta(j) + \alpha_\theta(k) + 2\sigma_\theta(0) + \sigma_\theta(j,1) + v_\theta(0,0) + v_\theta(j,1) + v_\theta(k,1) + \beta_y(j,0) + \beta_y(k,j)$, and $\ln \mathbb{P}(B) = \ln p_\theta(0,0) + \alpha_\theta(0) + \alpha_\theta(j) + \alpha_\theta(k) + 2\sigma_\theta(0) + \sigma_\theta(j,1) + v_\theta(0,0) + v_\theta(j,1) + v_\theta(k,1) + \beta_y(j,0) + \beta_y(0,j) + \beta_y(k,0)$, such that $\ln \mathbb{P}(A) - \ln \mathbb{P}(B) = \beta_y(k,j) - \beta_y(0,j) - \beta_y(k,0) = \widetilde{\beta}_y(k,j)$. Therefore, in this forward-looking model we can still identify the switching cost parameter $\widetilde{\beta}_y(k,j)$ from $\ln \mathbb{P}(0,0 \mid 0,j,k) - \ln \mathbb{P}(0,0 \mid j,0,k)$. ■

For the identification of duration dependence parameters, we impose the restriction in Assumption 2. Proposition 11 presents this identification result.

*PROPOSITION 11. In the multinomial forward-looking model with duration dependence under Assumptions 1 and 2, the log-probability of a choice history has the form* $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta, \beta) = U' g_\theta + S' \beta^*$ *with*

$$\left\{\begin{array}{l} U = \left[\begin{array}{l} d_1,\ y_0,\ y_T, \\ \left\{H^{(j)}(d),\ \Delta^{(j)}(d) : j \geq 1,\ 1 \leq d \leq d_j^* - 1\right\}, \\ \left\{\sum_{d \geq d_j^*} H^{(j)}(d),\ \sum_{d \geq d_j^*} \Delta^{(j)}(d) : j \geq 1\right\} \end{array}\right] \\ \\ S = \left[D^{(j,k)} : j,k \geq 1,\ j \neq k;\ \Delta^{(j)}(d_j^*) : j \geq 1\right] \\ \\ \beta^* = \left[\widetilde{\beta}_y(k,j) : j,k \geq 1,\ j \neq k;\ \beta_d(j,d_j^*) - \beta_d(j,d_j^*-1) : j \geq 1\right] \end{array}\right. \tag{39}$$

*$U$ is a minimal sufficient statistic for $\theta$. Conditional on $U$, the elements in the vector $S$ are linearly independent such that the vector of parameters $\beta^*$ is identified.* ■

*EXAMPLE 11.* Suppose that $T \geq 2d_j^* + 1$, let $n$ be any integer such that $d_j^* \leq n \leq (T - 1)/2$. Consider the pair of choice histories $A = \{0, 0 \mid \mathbf{j}_{n-1}, 0, \mathbf{j}_{n+1}\}$ and $B = \{0, 0 \mid \mathbf{j}_n, 0, \mathbf{j}_n\}$. Applying equation (37) to these histories, we have that $\ln \mathbb{P}(A) = \ln p_\theta(0,0) + \alpha_\theta(0) + 2n\ \alpha_\theta(j) + 2\sigma_\theta(0) + 2[\sum_{d=1}^{n-1} \sigma_\theta(j,d)] + \sigma_\theta(j,n) + 2\beta_y(j,0) + \beta_y(0,j) + 2[\sum_{d=1}^{n-2} \beta_d(j,d)] + \beta_d(j,n-1) + \beta_d(j,n) +$

$v_\theta(0)+ 2[\sum_{d=1}^{d_j^*-1} v_\theta(j,d)]+ 2(n-d_j^*+1)\; v_\theta(j,d_j^*)$, and $\ln\mathbb{P}(B) = \ln p_\theta(0,0)+ \alpha_\theta(0)+ 2n\;\alpha_\theta(j)+ 2\sigma_\theta(0)+ 2[\sum_{d=1}^{n-1}\sigma_\theta(j,d)]+ \sigma_\theta(j,n)+ 2\beta_y(j,0)+ \beta_y(0,j)+ 2[\sum_{d=1}^{n-2}\beta_d(j,d)]+ 2\beta_d(j,n-1)+ v_\theta(0)+ 2[\sum_{d=1}^{d_j^*-1} v_\theta(j,d)]+ 2(n-d_j^*+1)\; v_\theta(j,d_j^*)$, such that $\ln\mathbb{P}(A) - \ln\mathbb{P}(B) = \beta_d(j,n) - \beta_d(j,n-1)$. Therefore, the marginal return of experience $\beta_d(j,n)-\beta_d(j,n-1)$ is identified for any value $n \geq d_j^*$. We can also obtain this result using the conditions in Proposition 11. The two choice histories have the same value for the sufficient statistic $U$, and it is straightforward to show that the statistic $\Delta^{(j)}(d_j^*)$ is equal to zero in history $A$ and equal to one in history $B$. ■

Table 3 summarizes the identification results for the multinomial model.

**Table 3**
**Identification of Dynamic Multinomial Logit Models**

**Panel 1: Models without duration dependence**

| *Myopic Model* | | | *Forward-Looking Model* | | |
|---|---|---|---|---|---|
| Minimal sufficient stat. | Identified parameters | Identifying statistics | Minimal sufficient stat. | Identified parameters | Identifying statistics |
| $T^{(j)}$, $\Delta^{(j)}$: $j \geq 1$ | $\widetilde{\beta}_y(j,k)$<br>$j,k \geq 1$ | $D^{(k,j)}$:<br>$j,k \geq 1$ | $T^{(j)}$, $\Delta^{(j)}$: $j \geq 1$ | $\widetilde{\beta}_y(j,k)$<br>$j,k \geq 1$ | $D^{(k,j)}$:<br>$j,k \geq 1$ |

**Panel 2: Models with duration dependence**

| *Myopic Model* | | | *Forward-Looking Model* | | |
|---|---|---|---|---|---|
| Minimal sufficient stat. | Identified parameters | Identifying statistics | Minimal sufficient stat. | Identified parameters | Identifying statistics |
| $\Delta^{(j)}$: $j \geq 1$,<br>$H^{(j)}(d)$ :<br>$j \geq 1, d \geq 1$ | $\widetilde{\beta}_y(j,k)$<br>$j,k \geq 1$, $j \neq k$<br>and<br>$\widetilde{\beta}_d(j,d)$ :<br>$j \geq 1, d \geq 1$ | $D^{(j,k)}$:<br>$j,k \geq 1$, $j \neq k$<br>and<br>$\Delta^{(j)}(d)$ :<br>$j \geq 1, d \geq 1$ | $H^{(j)}(d)$ :<br>$j \geq 1, d \leq d_j^* - 1$;<br>$\sum_{d \geq d_j^*} H^{(j)}(d) : j \geq 1$;<br>$\Delta^{(j)}(d)$ :<br>$j \geq 1,\ d \leq d_j^* - 1$;<br>$\sum_{d \geq d_j^*} \Delta^{(j)}(d) : j \geq 1$ | $\widetilde{\beta}_y(j,k)$<br>$j,k \geq 1$, $j \neq k$<br>and<br>$\Delta\beta_d(j,d_j^*)$ :<br>$j \geq 1$ | $D^{(j,k)}$:<br>$j,k \geq 1$, $j \neq k$<br>and<br>$\Delta^{(j)}(d_j^*) : j \geq 1$ |

### 3.7 Identification of the distribution of unobserved heterogeneity

In empirical applications of dynamic structural models, the answer to some important empirical questions requires the identification of the distribution of the unobserved heterogeneity. For instance, the researcher can be interested in the *average marginal effects* $\int [\partial P_{\theta} (y| \mathbf{x}, \beta^*) / \partial \mathbf{x}] \ f(\theta) \ d\theta$ or $\int [\partial P_{\theta} (y| \mathbf{x}, \beta^*) / \partial \beta^*] \ f(\theta) \ d\theta$, where $f(\theta)$ is the density function of the unobserved heterogeneity. Without further restrictions, the density function $f(\theta)$ is not (nonparametrically) point identified. This is the initial conditions problem. In this section, we briefly describe this identification problem, and two possible approaches that the researcher can take to deal with this problem after the structural parameters $\beta^*$ have been identified: (a) nonparametric finite mixture; and (b) set identification.

Let $f(\theta \mid \mathbf{x}_1)$ be the density function of $\theta$ conditional on the initial value of the state variables $\mathbf{x}_1 \equiv (y_0, d_1)$. After the identification of the structural parameters, $\beta^*$, the model implies the following restrictions for the identification of $f(\theta \mid \mathbf{x}_1)$. For any choice history $\widetilde{\mathbf{y}}$, we have that:

$$\mathbb{P} (\widetilde{\mathbf{y}} | \mathbf{x}_1) = \int \left[ \prod_{t=1}^{T} P (y_t \mid \mathbf{x}_t, \beta^*, \theta) \right] f(\theta | \mathbf{x}_1) \ d\theta \tag{40}$$

The probabilities of choice histories $\mathbb{P} (\widetilde{\mathbf{y}} | \mathbf{x}_1)$ are identified from the data. Also, for a fixed value of $\theta$, the probabilities $P (y_t \mid \mathbf{x}_t, \beta^*, \theta)$ are also known to the researcher after the identification of the structural parameters $\beta^*$. Equation (40) can be seen as a system of linear equations (with a potentially infinite dimension), and the identification of the density function $f(\theta | \mathbf{x}_1)$ is equivalent to finding a unique solution to this system.

Let $|\Theta|$ be the dimension of the support of $\theta$. This dimension can be infinite. Equation (40) can be written in vector form as,

$$\mathbb{P}_{\mathbf{x}_1} = \mathbf{L}_{\mathbf{x}_1} \ \mathbf{f}_{\mathbf{x}_1} \tag{41}$$

The term $\mathbb{P}_{\mathbf{x}_1}$ is a vector of dimension $(J+1)^T \times 1$ with the probabilities of all the possible choice histories with initial conditions $\mathbf{x}_1$. The term $\mathbf{L}_{\mathbf{x}_1}$ is a matrix with dimension $(J+1)^T \times |\Theta|$ such that each row contains the probabilities $\prod_{t=1}^{T} P (y_t \mid \mathbf{x}_t, \beta^*, \theta)$ for a given choice history and for every value of $\theta$. Finally, the term $\mathbf{f}_{\mathbf{x}_1}$ is a $|\Theta| \times 1$ vector with the probabilities $f(\theta | \mathbf{x}_1)$. Given this representation, it is clear that $\mathbf{f}_{\mathbf{x}_1}$ is point identified if and only if matrix $\mathbf{L}_{\mathbf{x}_1}$ is full column rank.

If the distribution of $\theta$ is continuous, then $|\Theta| = \infty$ and $\mathbf{L}_{\mathbf{x}_1}$ cannot be full-column rank. In fact, the number of rows in matrix $\mathbf{L}_{\mathbf{x}_1}$ (i.e., the number of possible choice histories, $(J+1)^T$) provides an upper bound to the dimension of the support $|\Theta|$ for which the density is nonparametrically (point) identified. The researcher may be willing to impose the restriction that the support of $\theta$ is discrete, and choose the points in the support of the fixed effects, such that matrix $\mathbf{L}_{\mathbf{x}_1}$ is full column rank. Under this condition, $\mathbf{f}_{\mathbf{x}_1}$ can be identified as the linear projection:

$$\mathbf{f}_{\mathbf{x}_1} = \left[\mathbf{L}'_{\mathbf{x}_1}\mathbf{L}_{\mathbf{x}_1}\right]^{-1}\mathbf{L}'_{\mathbf{x}_1}\mathbb{P}_{\mathbf{x}_1} \tag{42}$$

Note that the identification of $\beta^*$ is still based on a fixed-effect model that is robust to this finite-mixture restriction on the distribution of the unobservables. However, under this approach, the point identification of marginal effects depends on this assumption. Alternatively, the researcher may prefer not to impose this finite support restriction and set-identify the distribution of the unobservables. This is the approach in Chernozhukov, Fernandez-Val, Hahn, and Newey (2013).

Finally, we would like to comment on a practical issue in the identification of the finite-mixture model described above. For the evaluation of the choice probabilities $P\left(y_t \mid \mathbf{x}_t, \beta^*, \theta\right)$ in matrix $\mathbf{L}_{\mathbf{x}_1}$, the vector of unobserved heterogeneity $\theta$ is multidimensional. That is, we need to choose a grid of points for the parameters $\alpha_\theta(j)$ but also for the continuation values $v_\theta(j,d)$. In the forward-looking model without duration dependence, unobserved heterogeneity enters through the term $\tau_\theta(j) \equiv \alpha_\theta(j) + v_\theta(j)$. Therefore, for this model we need to fix a grid of points for the $J$ incidental parameters $\{\tau_\theta(j) : j > 1\}$. Using a grid of $\kappa$ points for each parameter $\tau_\theta(j)$ we have that the dimension of the density vector $\mathbf{f}_{\mathbf{x}_1}$ is $|\Theta| = \kappa^J$ that should be smaller that $(J+1)^T$ such that the order condition of identification holds. In the forward-looking model with duration dependence, unobserved heterogeneity enters through the term $\tau_\theta(j,d) \equiv \alpha_\theta(j) + v_\theta(j,d)$. Therefore, we need to fix a grid of points for the $JT$ incidental parameters $\{\tau_\theta(j,d) : j > 1;\ 1 \leq d \leq T\}$. Using a grid of $\kappa$ points for each parameter $\tau_\theta(j,d)$ we have that the dimension of $\mathbf{f}_{\mathbf{x}_1}$ is $|\Theta| = \kappa^{JT}$ that should be smaller that $(J+1)^T$. This is a strong restriction on the dimension of unobserved heterogeneity, $\kappa$. However, this approach is not taking into account that the continuation values $v_\theta(j,d)$ are endogenous objects that can be obtained given $\alpha'_\theta s$ and $\beta^*$ by solving the Bellman equation of the model. Taking into account this structure of the model, we can reduce substantially the dimensionality of $\theta$. Given a value of the $J$ incidental parameters $\{\alpha_\theta(j) : j > 1\}$, we can solve the Bellman equation to obtain all the continuation values $v_\theta(j,d)$. Therefore, the dimension of $\theta$ in the structural model with duration dependence is also equal to the dimension of $\{\alpha_\theta(j) : j > 1\}$, as in the model without duration dependence.

# 4 Estimation and Inference

Since the identification is based on the conditional MLE approach, the estimator for the structural parameters of interest will be an Andersen (1970) type of estimator. We illustrate the estimator for the forward-looking multinomial choice model with duration dependence under Assumption 1 and 2, since estimators for the structural parameters in the other models can be defined in a similar fashion.

## 4.1 Estimation of $\beta^*$ (given $d^*$)

Let $\beta^*$ be the vector of identified structural parameters. Let $U_i$ and $S_i$ be the vectors of sufficient and identifying statistics, respectively, for observation $i$. The conditional MLE for $\beta^*$is defined as the maximizer of the conditional log-likelihood function:

$$\mathcal{L}_N(\beta^*) = \sum_{i=1}^{N} \mathcal{L}_i(\beta^*) = \sum_{i=1}^{N} S_i'\beta^* - \left( \sum_{\widetilde{\mathbf{y}}:U(\widetilde{\mathbf{y}})=U_i} \exp\left\{S(\widetilde{\mathbf{y}})'\beta^*\right\} \right) \tag{43}$$

where the condition $\{\widetilde{\mathbf{y}} : U(\widetilde{\mathbf{y}}) = U_i\}$ represents all the choice histories with the same value of $U$ as observation $i$. This log-likelihood function is globally concave in $\beta^*$, and therefore the computation of the CMLE is straightforward using Newton-Raphson or BHHH algorithm. Using standard arguments (Newey and McFadden, 1994), we have

$$\sqrt{N}(\widehat{\beta}^* - \beta^*) \Rightarrow \mathcal{N}(0, J(\beta^*)^{-1}) \tag{44}$$

The consistent estimator for the Fisher information is $J_N(\widehat{\beta}^*) = -N^{-1}\sum_{i=1}^{N} \nabla_{\beta\beta}\mathcal{L}_i(\widehat{\beta}^*)$.

The main cost in the computation of this estimator comes from the calculation of the statistics $U(\widetilde{\mathbf{y}})$ and $S(\widetilde{\mathbf{y}})$ for every possible choice history $\widetilde{\mathbf{y}}$ (in the sample or not), and from the calculation of the sums of the terms $\exp\{S(\widetilde{\mathbf{y}})'\beta^*\}$ over all these possible histories. The number of possible histories increases exponentially with the number of time periods, $T$. For instance, if the number of choice alternatives is six, the number of possible choice histories is close to $8,000$ when $T = 5$ but it becomes larger than 60 million when $T = 10$. To deal with this computational burden, some authors have proposed splitting the original histories in the data into shorter sub-histories. In the new transformed dataset, we have more individual histories but with a shorter time dimension, and we treat two histories from the same individual as if they were from different individuals. This approach is perfectly feasible for the estimation of our model. The Conditional MLE applied to the transformed data has the same asymptotic properties as described above but it implies a loss of efficiency (a larger asymptotic variance) due to the splitting of the original histories.

### 4.2 Joint estimation of $\beta^*$ and $d^*$

We describe here a CML estimator for the joint estimation of $(d^*, \beta^*)$. Let $d_0^*$ represent the true value of the parameter $d^*$. And let $\beta_0(n)$ be the true value of the parameter $\beta(n) \equiv \beta_d(y,n) - \beta_d(y,n-1)$. By definition, we have that $\beta_0(d_0^*) \neq 0$ and $\beta_0(n) = 0$ for any $n > d_0^*$. For notational simplicity, we use $\beta^*$ and $\beta_0^*$ to represent $\beta(d^*)$ and and $\beta_0(d_0^*)$, respectively. We are interested in the joint estimation of $(d_0^*, \beta_0^*)$ from the maximization of the conditional likelihood function. In particular, for every guess of $d^*$, we estimate the structural parameter $\beta^*$ using a constrained CML estimator. We then provide a BIC-based estimator for $d^*$.

Let $L_T$ be the equal to $\llcorner (T-1)/2 \lrcorner$ where $\llcorner . \lrcorner$ represent the floor function. For any integer $n$ such that $2 \leq n \leq L_T$, define the pair of histories $A_n = \{0, 0 \mid \mathbf{j}_{n-1}, 0, \mathbf{j}_{T-n}\}$ and $B_n = \{0, 0 \mid \mathbf{j}_n, 0, \mathbf{j}_{T-n-1}\}$. Then, $U_i = \{\widetilde{\mathbf{y}}_i \in A_n \cup B_n \;\text{ for some } 2 \leq n \leq L_T\}$. Given this statistic, the conditional likelihood function is:

$$\mathcal{L}_N(\nu) \;=\; \sum_{n=2}^{L_T} \sum_{i=1}^{N} 1\{\widetilde{\mathbf{y}}_i = A_n\} \ln \left[ \frac{\exp\{\nu(n)\}}{1 + \exp\{\nu(n)\}} \right] + 1\{\widetilde{\mathbf{y}}_i = B_n\} \ln \left[ \frac{1}{1 + \exp\{\nu(n)\}} \right] \qquad (45)$$

where $\nu(n)$ is a parameter that represents the value $\beta_d(y,n) - \beta_d(y,n-1) + \int [v_\theta(y,n+1) - v_\theta(y,n)]$ $f(\theta|\mathbf{x}_1)\, d\theta$, and $\nu$ is the vector of parameters $\{\nu(n) : n = 2, 3, ..., L\}$. The unconstrained likelihood function $\mathcal{L}_N(\nu)$ is globally concave in each of the parameters $\nu(n)$. It is straightforward to show that the unconstrained CML estimator of $\nu(n)$ is $\widehat{v}(n) = \ln \widehat{\mathbb{P}}(A_n) - \ln \widehat{\mathbb{P}}(B_n)$, where $\widehat{\mathbb{P}}(A_n)$ and $\widehat{\mathbb{P}}(B_n)$ are the sample frequencies $N^{-1}\sum_{i=1}^{N} 1\{\widetilde{\mathbf{y}}_i = A_n\}$ and $N^{-1}\sum_{i=1}^{N} 1\{\widetilde{\mathbf{y}}_i = B_n\}$, respectively. However, the model imposes nontrivial constraints on $\nu(n)$, which leads to a constrained CMLE. In particular, the model implies the following relationship between the parameters $\nu(n)$ and the structural parameters $(d^*, \beta^*)$.

$$\nu(n) = \begin{cases} \text{unrestricted} & \text{if} \quad n < d^* \\ \\ \beta^* & \text{if} \quad n = d^* \\ \\ 0 & \text{if} \quad n > d^* \end{cases} \tag{46}$$

For a given value of $d^*$, let $\widehat{\nu}_{d^*}^c$ be the constrained estimator of $\nu$ that imposes the restriction in equation (46) such that: $\widehat{\nu}_{d^*}^c(n) = \widehat{\nu}(n)$ (unconstrained) for $n \leq d^*$; and $\widehat{\nu}_{d^*}^c(n) = 0$ (constrained) for $n > d^*$. Furthermore, the estimator of the structural parameter $\beta^*$ is $\widehat{\beta^*}(d^*) = \widehat{\nu}(d^*)$.

We now consider the estimation of $d^*$. Let $\ell_N(d^*)$ be the concentrated likelihood function $\ell_N(d^*) \equiv \mathcal{L}_N(\widehat{\nu}_{d^*}^c)$, i.e., the value of the likelihood given a value of $d^*$ and where the parameters $\nu$ have been estimated under the model restriction in equation (46). By definition, we have that:

$$\begin{aligned} \ell_N(d^*) \quad &= \quad N \sum_{n=2}^{d^*} \widehat{\mathbb{P}}(A_n) \;\; \ln\left[\frac{\widehat{\mathbb{P}}(A_n)}{\widehat{\mathbb{P}}(A_n) + \widehat{\mathbb{P}}(B_n)}\right] + \widehat{\mathbb{P}}(B_n) \;\; \ln\left[\frac{\widehat{\mathbb{P}}(B_n)}{\widehat{\mathbb{P}}(A_n) + \widehat{\mathbb{P}}(B_n)}\right] \\ &+ \quad N \sum_{n=d^*+1}^{L_T} \widehat{\mathbb{P}}(A_n) \;\; \ln\left[\frac{1}{2}\right] + \widehat{\mathbb{P}}(B_n) \;\; \ln\left[\frac{1}{2}\right] \end{aligned} \tag{47}$$

The following Proposition 12 establishes some properties of this concentrated likelihood function.

*PROPOSITION 12. (A) As $N \rightarrow \infty$, $N^{-1}\ell_N(d^*)$ converges uniformly in $d^*$ to its population counterpart $\ell_0(d^*)$. (B) $\ell_0(d_0^*) > \ell_0(d^*)$ for any $d^* < d_0^*$, and $\ell_0(d_0^*) = \ell_0(d^*)$ for any $d^* > d_0^*$. Therefore, $d_0^*$ is point identified as the minimum value of $d^*$ that maximizes the concentrated likelihood function*: $d_0^* = \min\{n : n \in \arg\max_{2 \leq d^* \leq L_T} \ \ell_0(d^*)\}$. ■

Given this result, a possible estimator for $d_0^*$ would be the sample analog $\widehat{d^*} = \min\{n : n \in \arg\max_{2 \leq d^* \leq L} \ \ell_N(d^*)\}$. However, this estimator has an important limitation in finite samples. Though the population likelihood function $\ell_0(d^*)$ is flat for values of $d^*$ greater than the true $d_0^*$, in a finite sample this likelihood increases with $d^*$ and reaches its maximum at the largest possible value of $d^*$. This is because any value of $d^*$ smaller than $L_T$ implies restrictions on the parameters $\nu(n)$, i.e., $\nu(n) = 0$ for $n > d^*$. The larger the value of $d^*$, the smaller the number of these restrictions and the largest the value of the likelihood in a finite sample.

To deal with this problem we consider an estimator of $d_0^*$ that maximizes the *Bayesian Information Criterion* (BIC). This criterion function introduces a penalty that increases with the number of free parameters $\{v(n)\}$ in the model. In this model, the number of free parameters is equal to

$d^*$. The BIC function is defined as:

$$BIC_N(d^*) = \ell_N(d^*) - \frac{d^*}{2}\ln(N) \tag{48}$$

Our estimator of $d_0^*$ is defined as the value of $d^*$ that maximizes $BIC_N(d^*)$.

*PROPOSITION 13. Consider the estimator* $\widehat{d_N^*} = \arg\max_{2 \leq d^* \leq L_T} BIC_N(d^*)$. *As* $N \to \infty$, $\mathbb{P}(\widehat{d_N^*} = d_0^*) \to 1$. ■

The joint estimation of $(d^*, \beta^*)$ has the analogy of model selection where $d^*$ determines the model dimension and $\beta^*$ is the parameter of interest. We can use standard inference for the CML estimator for $\beta^*$ in this joint estimation method since Proposition 13 shows that $\widehat{d_N^*}$ is a consistent estimator for $d_0^*$. This is in the same spirit that under consistent model selection: the asymptotic property of the estimator for parameters in the selected model is unaffected (see Pötscher, 1991). However, Pötscher (1991) also pointed out that inference for parameters post model selection can be problematic in finite samples if the parameter is too close to zero and the true model is not selected with probability close to one. In our Monte Carlo experiments, we found that the probability of selecting the true $d_0^*$ is very close to 1.[20]

# 5 Empirical Application

Here we revisit the model and data in the seminal article by Rust (1987). The model belongs to the class of *machine replacement models* that we have briefly described in section 2. The superintendent of maintenance at the Madison (Wisconsin) Metropolitan Bus Company has a fleet of $N$ buses indexed by $i$. For every bus $i$ and at every period $t$, the superintendent decides whether to keep the bus engine ($y_{it} = 1$) or to replace it ($y_{it} = 0$). In Rust's model, if the engine is replaced, the payoff is equal to $-RC + \varepsilon_{it}(0)$, where $RC$ is a parameter that represents the replacement cost. If the manager decides to keep the engine, the payoff is equal to $-c_0 - c_1(m_{it}) + \varepsilon_{it}(1)$, where $m_{it}$ is a state variable that represents the engine cumulative mileage, and $c_0 + c_1(m_{it})$ is the maintenance cost. We incorporate two modifications in this model. First, we replace cumulative mileage $m_{it}$ with duration since last replacement, $d_{it}$. The transition rule for this state variable is $d_{it+1} = y_{it}[d_{it} + 1]$, such that $d_{it} \in \{0, 1, 2, ...\}$. Using Rust's actual data, the correlation between the variables $m_{it}$ and $d_{it}$ is 0.9552. Second, we allow for time-invariant unobserved heterogeneity in the replacement

[20] For example, for DGP 1 with Sample B, described in Table 5, 99% of the times $\widehat{d_N^*}$ agrees with the true $d_0^*$.

cost, $RC_i$, and in the constant term in the maintenance cost function, $c_{0i}$. Using our notation, the payoff function is $\alpha_i(0) + \varepsilon_{it}(0)$ if $y_{it} = 0$ (replacing the engine), and $\alpha_i(1) + \beta_d(d_{it}) + \varepsilon_{it}(1)$ if $y_{it} = 1$ (keeping the engine), where $\alpha_i(0) = -RC_i$, $\alpha_i(1) = -c_{0i}$, and $\beta_d(d_{it}) = -c_1(d_{it})$.

In section 5.1, we present evidence from several Monte Carlo experiments using this model. The purpose of these experiments is threefold. First, showing that the FE-CMLE provides precise and robust estimates of structural parameters, even when the sample size is not large. Second, showing that the bias of misspecifying the distribution of the unobserved heterogeneity. And third, showing that a Hausman test, based on the comparison of the FE-CMLE and a *Correlated Random Effects* MLE, has enough power to reject specifications that wrongly ignore unobserved heterogeneity, or that misspecified its probability distribution or its joint distribution with the initial conditions of the state variables. In section 5.2, we apply the FE-CMLE method, our procedure to estimate $d^*$, and the Hausman test to the actual dataset in Rust (1987).

## 5.1 Monte Carlo experiments

We present experiments using simulated data from four different Data Generating Processes (DGPs). Table 4 describes these DGPs. The difference between the four DGPs is in the specification of the distribution of the unobserved heterogeneity for the replacement cost $RC_i$. In DGP 1, the distribution of the replacement cost is normal with mean 8 and standard deviation 2. In DGPs 2 and 3, this distribution has only two types. Finally, DGP 4 is a model without unobserved heterogeneity.

For each of these DGPs, we do not estimate the model using the whole sample of $T = 25$ periods. Instead, we construct three samples: sample A, from period 1 to 7; sample B, from period 1 to 14; and Sample C, from period 8 to 21. Therefore, we present results from 12 Monte Carlo experiments, i.e., four DGPs times 3 samples. We analyze the effect of increasing the number of time periods $T$, by comparing the experiments with sample A (with $T = 7$) and sample B (with $T = 14$). We study the effect of the initial conditions problem by comparing the experiments for sample B (where at $t = 1$ all the buses have the same initial condition, $(y_{i0}, d_{i1}) = (0, 0)$) and sample C, that is subject to the initial conditions problem.

**Table 4**
**Description of DGPs in the Monte Carlo experiments**

| *Parameter / Constant* | *DGP 1* | *DGP 2* | *DGP 3* | *DGP 4* |
|---|---|---|---|---|
| $\alpha_i(0) = -RC_i$ | $N(\mu, \sigma^2)$ | Two types | Two types | 1 type |
| Random draws from: | $\mu = 8, \sigma = 2$ | $RC_1 = 4.5, RC_2 = 9$ | $RC_1 = 8, RC_2 = 9$ | $RC = 8$ |
| | | $\lambda_1 = \lambda_2 = 0.5$ | $\lambda_1 = \lambda_2 = 0.5$ | |
| $\alpha_i(1) = -c_{0i}$ | 0 | 0 | 0 | 0 |
| $\beta_d(d) = \beta\ d$ if $d \leq d^*$ | $\beta = 1$ | $\beta = 1$ | $\beta = 1$ | $\beta = 1$ |
| $d^*$ | 3 | 3 | 3 | 3 |
| *Discount factor* ($\delta$) | 0.95 | 0.95 | 0.95 | 0.95 |
| *Initial* $y_0, d_1$ | $0, 0$ | $0, 0$ | $0, 0$ | $0, 0$ |
| *Maximum* $T$ | 25 | 25 | 25 | 25 |
| $N$ *(number of buses)* | 1000 | 1000 | 1000 | 1000 |
| *# simulated samples* | 1000 | 1000 | 1000 | 1000 |

The structural parameter of interest is parameter $\beta$ in the maintenance cost function, $\beta_d(d) = \beta\ d$. We apply four estimators to each of the samples: the *FE-CMLE* using the true value of $d^*$ (that we denote as *CMLE-true-d**); *FE-CMLE* using the BIC estimator of $d^*$ (that we denote as *CMLE-BIC-d**); an MLE that imposes the restriction of no unobserved heterogeneity (that we denote as *MLE-noUH*), and an MLE that assumes that there are two types of replacement costs and ignores the potential initial conditions problem (that we denote as *MLE-2types*). We compare the bias and variance of these estimators.[21]

We also implement two Hausman tests: a test of the null hypothesis of no unobserved heterogeneity, that compares estimators *CMLE-BIC-d** and *MLE-noUH*; and a test of the null hypothesis of two-types, that compares estimators *CMLE-BIC-d** and *MLE-2types*. We present the results of the experiments with DGP 1 in table 5. The results with the other DGPs are presented in the appendix.

Table 5 deals with DGP 1, with normally distributed replacement costs. The MLEs are substantially biased, especially in sample $C$ (with the initial conditions problem) and sample $B$ (with large $T$). When $T$ increases there are multiple spells per bus and this implies stronger correlation between observed durations and unobserved heterogeneity. This generates a larger bias of the MLE

[21] The code for this experiment is in Matlab. For the two ML estimators, we use the Nested Fixed Point Algorithm. The maximization of the log-likelihood function applies a quasi-newton method (procedure `fminunc`) using the true value of the vector of parameters as the starting value. For the MLE with 2-types, during the search algorithm we often get a singular Hessian matrix. When this happens, we switch to the BHHH method.

of a misspecified model. In contrast, the biases of the *CMLEs* (either with true or estimated $d^*$) are negligible. The BIC method provides precise estimates of $d^*$: in all our DGPs, the estimated value of $d^*$ is equal to its true value for more than 95% of the Monte Carlo replications. As a result, the bias of the CMLE estimator of $\beta$ with estimated $d^*$ is very similar to the bias of the CMLE with *true* $d^*$. As expected, the CMLEs have larger variance than the MLEs, and the CMLE with estimated $d^*$ has larger variance than the CMLE with true $d^*$. However, the *CMLE-BIC-$d^*$* has a Mean Square Error that is substantially smaller than the one of the *MLE-noUH* in the three samples, and of the *MLE-2types* in samples B and C. In sample A, the *MLE-2types* has a MSE comparable to the one of the *CMLE.* That is, in a DGP without initial conditions problem and with one duration spell for most of the buses, a misspecified random effects model with only two types has good properties. This is not longer the case in samples B and C.

**Table 5**
**Monte Carlo Experiments with DGP 1 (Normal RCs)**

| Estimator of $\beta$ | **Sample A** ($t=$ 1to 7) Estimate(1) Mean | Median | St. dev. | **Sample B** ($t=$ 1to 14) Estimate(1) Mean | Median | St. dev. | **Sample C** ($t=$ 8to 21) Estimate(1) Mean | Median | St. dev. |
|---|---|---|---|---|---|---|---|---|---|
| CMLE-true-d* | 1.0073 | 1.0086 | 0.1436 | 0.9990 | 1.0003 | 0.0801 | 0.9954 | 0.9978 | 0.0731 |
| CMLE-BIC-d* | 1.0073 | 1.0086 | 0.1436 | 0.9935 | 1.0001 | 0.1054 | 0.9873 | 0.9971 | 0.1146 |
| MLE-2types | 0.9778 | 0.9765 | 0.0528 | 0.8956 | 0.8962 | 0.0325 | 0.8565 | 0.8554 | 0.0308 |
| MLE-noUH | 0.6204 | 0.6191 | 0.0295 | 0.5842 | 0.5835 | 0.0232 | 0.5444 | 0.5439 | 0.0229 |
| **Testing null hypothesis** | **Frequency of Ho rejection with significance level 1%** | **5%** | **10%** | **Frequency of Ho rejection with significance level 1%** | **5%** | **10%** | **Frequency of Ho rejection with significance level 1%** | **5%** | **10%** |
| No Unob. Het. | 0.541 | 0.777 | 0.874 | 0.999 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 |
| Two types | 0.008 | 0.042 | 0.096 | 0.125 | 0.308 | 0.429 | 0.281 | 0.515 | 0.658 |

Note (1): Mean, median, and standard deviation of estimated parameter over the 1,000 replications.

Hausman test has very strong power to reject the model without unobserved heterogeneity.[22] It has also substantial power to reject the model with two types in samples B and C. However, the

[22] Though the distribution of types in DGP 1 is continuous, the level of unobserved heterogeneity is modest. In

rejection rates for the model with two types in sample A are practically equal to the nominal size or significance level of the test.

## 5.2 Estimation using Rust's dataset

Rust's full sample contains a total of 124 buses that are classified in eight groups according to the bus size and the engine manufacturer. For the estimation of the structural model, Rust focuses on groups 1 to 4 that account for 104 buses. For every bus, the choice history in the data starts with the actual initial condition of the engine, i.e., the first month where the engine was installed. For these 104 buses, only 59 had at least one engine replacement. For the implementation of our FE-CMLE, choice histories with zero replacements do not contain any useful information. Therefore, for the CMLE we use only 59 buses. For our analysis, we consider that the frequency of the superintendent's decisions is at the annual level.

**Table 6**
**Bus Engine Replacement (Rust, 1987)**
**Empirical distribution of histories with replacement**

| | *Frequency* | | |
|---|---|---|---|
| *Choice history* | *Absolute* | *%* | *% cumulative* |
| 110111 | 2 | 3.39 | 3.39 |
| 111011 | 7 | 11.86 | 15.25 |
| 111101 | 7 | 11.86 | 27.12 |
| 111110 | 11 | 1864 | 45.76 |
| 1101111111 | 1 | 1.69 | 47.46 |
| 1110111111 | 4 | 6.78 | 54.24 |
| 1111011111 | 2 | 3.39 | 57.63 |
| 1111101111 | 7 | 11.86 | 69.49 |
| 1111110111 | 7 | 11.86 | 81.35 |
| 1111111011 | 5 | 8.47 | 89.83 |
| 1111111101 | 3 | 5.08 | 94.91 |
| 1111111110 | 2 | 3.39 | 98.30 |
| 1101110111 | 1 | 1.69 | 100.00 |
| *Total* | 59 | 100.00 | |

the distribution of $RC_i$, the coefficient of variation is only 25%. Continuous distributions with higher variance imply higher rejection rates of the model with only two types.

Table 6 presents the empirical distribution of choice histories for the 59 buses with at least one engine replacement, of which 27 are observed during 6 years, and 32 over 10 years.

**Table 7**
**Bus Engine Replacement (Rust, 1987)**

**Maximum Likelihood Estimates**

| *Model* | | *RC* | | $\beta^*_d \equiv -\Delta\beta_d(d^*)$ | | |
|---|---|---|---|---|---|---|
| $\beta_d(d)$ | $d^*$ | $\widehat{RC}$ | $se\left(\widehat{RC}\right)$ | $\widehat{\beta^*_d}$ | $se\left(\widehat{\beta^*_d}\right)$ | log-*likelihood* |
| *Square root* | 3 | 28.2218 | 6.9110 | 2.0110 | 0.5149 | -162.7081 |
| $\beta_d(d) = \beta\sqrt{d}$ | 4 | 16.5364 | 3.0438 | 0.7777 | 0.1546 | -160.7515 |
| | 5 | 12.8403 | 1.9959 | 0.4486 | 0.0774 | -158.5760 |
| | **6** | **10.8566** | **1.5247** | **0.3054** | **0.0496** | **-158.2108**** |
| | 7 | 9.6817 | 1.2821 | 0.2317 | 0.0372 | -158.7021 |
| | 8 | 8.9953 | 1.1623 | 0.1909 | 0.0313 | -159.4693 |
| | 9 | 8.6517 | 1.1183 | 0.1682 | 0.0285 | -160.0868 |
| *Linear* | 3 | 18.2995 | 4.1695 | 2.0388 | 0.4977 | -162.7529 |
| $\beta_d(d) = \beta\ d$ | 4 | 11.4552 | 1.9053 | 0.8418 | 0.1566 | -160.9650 |
| | 5 | 9.2473 | 1.2769 | 0.5103 | 0.0817 | -158.8536 |
| | **6** | **7.9817** | **0.9809** | **0.3623** | **0.0548** | **-158.8132** |
| | 7 | 7.1859 | 0.8219 | 0.2856 | 0.0434 | -159.7641 |
| | 8 | 6.7030 | 0.7411 | 0.2448 | 0.0388 | -160.9912 |
| | 9 | 6.4612 | 0.7114 | 0.2259 | 0.0379 | -161.9368 |
| *Square* | 3 | 13.1481 | 2.7300 | 2.1006 | 0.4804 | -162.8699 |
| $\beta_d(d) = \beta\ d^2$ | 4 | 8.7707 | 1.2806 | 0.9603 | 0.1628 | -161.4943 |
| | **5** | **7.3081** | **0.8850** | **0.6257** | **0.0921** | **-159.4992** |
| | 6 | 6.3777 | 0.6844 | 0.4709 | 0.0673 | -160.0882 |
| | 7 | 5.7404 | 0.5689 | 0.3905 | 0.0583 | -161.9366 |
| | 8 | 5.3323 | 0.5072 | 0.3535 | 0.0578 | -164.0680 |
| | 9 | 5.1227 | 0.4837 | 0.3515 | 0.0636 | -165.6751 |

Table 7 presents ML estimates of the model with three different specifications of the maintenance cost function $\beta_d(d)$ according to: the value of the parameter $d^*$ (at which function $\beta_d(d)$ becomes flat); and the functional for durations smaller than $d^*$, i.e., linear, quadratic, and square-root. We report estimates of the replacement cost parameter and of the parameter $\beta^*_d \equiv \beta_d(d^*) - \beta_d(d^* - 1)$. We consider a model with two unobserved types. However, for all the specifications, we always converge to a model with a single type. We have tried thousands of initial values for the vector of parameters (i.e., $RC_1$, $RC_2$, $\lambda$, and $\beta_d$), and we have also estimated the model using grid search. Regardless the computational strategy, we always converge to the same estimate with only one type. The specification of the function $\beta_d(d)$ that provides the maximum value of the likelihood function is the the square-root function with a value $d^*$ equal to six. For this specification, the estimate of the replacement cost parameter is $\widehat{RC} = 10.8566$ ($s.e. = 1.5247$), and the estimate of the parameter of $\beta_d^*$ is $\widehat{\beta_d^*} = 0.3054$ ($s.e. = 0.0496$).

Table 8 presents estimates of the parameter $\beta_d^* \equiv \beta_d(d^*) - \beta_d(d^* - 1)$ using the CMLE and under different values of $d^*$. Given the observed histories in this dataset (as shown in Table 9), the parameter $\beta_d^*$ is identified only under two possible values of $d^*:$ $d^* = 3$ and $d^* = 4$.[23] We report the value of the concentrated log-likelihood function and of the BIC function. According to the BIC function, the estimate of $d^*$ is $\widehat{d^*} = 3$, and the corresponding estimator of $\beta_d^*$ is $\widehat{\beta_d^*} = 1.7009$ (s.e. = 1.0244). Note also that for $d^* = 3$, the estimate of $\beta_d^*$ is significantly different to zero for a significance level of 10% parameter (p-value = 0.0968). In contrast, for $d^* = 4$, this parameter is not significantly different to zero for any standard significance level (p-value = 0.8446). Therefore, the estimate $\widehat{d^*} = 3$ and $\widehat{\beta_d^*} = 1.7009$ is consistent with the definition of $d^*$ as the maximum duration with $\beta_d(d) - \beta_d(d - 1)$ different to zero.

**Table 8**
**Bus Engine Replacement (Rust, 1987)**

**Fixed-Effects-Conditional Maximum Likelihood**

| $d^*$ | $\beta_d^*$ $\widehat{\beta_d^*}$ | $se\left(\widehat{\beta_d^*}\right)$ | *p-value* $H_0 : \beta_d^* = 0$ | *concentrated log-likelihood* | *BIC($d^*$)* |
|---|---|---|---|---|---|
| **3** | **1.7009** | **1.0244** | **0.0968** | **-102.1215** | **-108.2378** |
| 4 | 0.1178 | 0.6009 | 0.8446 | -102.1020 | -110.2571 |

Table 9 compares the CMLE estimate of the parameter $\beta_d^*$ with the corresponding MLE using the estimates in Table 10. Given the very small sample size and the corresponding large standard error of the CMLE estimates, we cannot reject the null hypothesis of no unobserved heterogeneity,

[23] To identify $\beta_d^*$ for $d^* = 2$, we need histories with a replacement when duration is equal to 1 ($d^* - 1$). To identify $\beta_d^*$ when $d^* \geq 5$, we need histories with at least 5 years without replacement both before and after an observed replacement. In this small sample, we do not observe these types of histories.

despite the magnitude of the difference between MLE and CMLE estimates is important and it generates important differences in distribution of durations.

**Table 9**
**Bus Engine Replacement (Rust, 1987)**

**Hausman Test of Unobserved Heterogeneity**

| *Model* | $\widehat{\beta_d^*}$ *(se)* *MLE* | $\widehat{\beta_d^*}$ *(se)* *CMLE* | *Hausman* | *p-value* |
|---|---|---|---|---|
| Square root | 0.4548 (0.0739) | 1.7009 (1.0244) | 1.4873 | 0.2226 |
| Linear | 0.3623 (0.0549) | 1.7009 (1.0244) | 1.7123 | 0.1907 |
| Square | 0.3476 (0.0512) | 1.7009 (1.0244) | 1.7494 | 0.186 |

# 6 Conclusions

This paper presents the first identification results of structural parameters in forward-looking dynamic discrete choice models where the joint distribution of time-invariant unobserved heterogeneity and endogenous state variables is nonparametrically specified. This unobserved heterogeneity can have multiple components and can have continuous support. The dependence between the unobserved heterogeneity and the initial values of the state variables is also unrestricted. We consider models with two endogenous state variables: the lagged decision variable, and the time duration in the last choice. We show that structural parameters that capture switching costs are identified under mild conditions. The identification of structural parameters that capture duration dependence require additional restrictions. In particular, to obtain identification of these parameters we assume that the marginal return of an additional period of experience (duration) becomes equal to zero after a finite number of periods.

Based on our identification results, we propose tests for the validity of restricted models without unobserved heterogeneity or with a parametric specification of the correlated random effects. Our Monte Carlo experiments show that the Conditional MLE provides precise estimates of structural parameters and the specification test has strong power to reject misspecified correlated random effects models.

**Appendix 1. Proofs**

**Proof of Lemma 1.** We choose alternative $j = 0$ as the baseline. We can write the optimal decision using utilities in deviations with respect to alternative 0. That is,

$$y_t = \arg\max_{j\in\mathcal{Y}}\{\alpha_\theta(j)-\alpha_\theta(0)+\beta_y(j,y_{t-1})-\beta_y(0,y_{t-1})+1\{j=y_{t-1}\}\beta_d(j,d_t)+v_\theta(j,d_{t+1})-v_\theta(0)+\varepsilon_t(j)\} \tag{A.1}$$

where we have imposed the restriction that $\beta_d(0,d_t) = 0,$ that comes from assumption 1. For the term related to the switching cost, we have that $\beta_y(j,y_{t-1}) - \beta_y(0,y_{t-1}) = 1\{y_{t-1} = 0\}\ \beta_y(j,0)+ \sum_{k\neq 0} 1\{y_{t-1} = k\}\ [\beta_y(j,k) - \beta_y(0,k)]$, and given that $1\{y_{t-1} = 0\} = 1 - \sum_{k\neq 0} 1\{y_{t-1} = k\}$ we can write this expression as:

$$\beta_y(j,y_{t-1}) - \beta_y(0,y_{t-1}) = \beta_y(j,0) + \sum_{k\neq 0} 1\{y_{t-1} = k\}[\beta_y(j,k) - \beta_y(0,k) - \beta_y(j,0)] \tag{A.2}$$

As for the term associated to the return of experience, $1\{y_{t-1} = j\}\ \beta_d(j,d_t)$, note that it appears multiplied by the dummy variable $1\{y_{t-1} = j\}$. This dummy variable also appears associated to the parameter $-\beta_y(0,j) - \beta_y(j,0)$ in equation (A.2) (note that $\beta_y(j,j) = 0$). Therefore, we cannot separately identify the parameter $-\beta_y(0,j) - \beta_y(j,0)$ and the parameters in the duration dependence function $\beta_d(j,d_t)$. To avoid this perfect collinearity problem, we can put together the terms $1\{y_{t-1} = j\}\ [-\beta_y(0,j) - \beta_y(j,0)]$ and $1\{y_{t-1} = j\}\ \beta_d(j,d_t)$. That is,

$$\begin{aligned}\beta_y(j,y_{t-1}) - \beta_y(0,y_{t-1}) + 1\{j = y_{t-1}\}\ \beta_d(j,d_t) \quad &= \sum_{k\neq\{0,j\}} 1\{y_{t-1} = k\}\ \ [\beta_y(j,k) - \beta_y(0,k) - \beta_y(j,0)] \\ &+ \quad 1\{y_{t-1} = j\}\ \ [\beta_d(j,d_t) - \beta_y(0,j) - \beta_y(j,0)]\end{aligned} \tag{A.3}$$

Plugging equation (A.3) into equation (A.1), we have the following reparameterization of the model:

$$y_t = \arg\max_{j\in\mathcal{Y}} \left\{\widetilde{\alpha}_\theta(j) + \sum_{k\neq\{0,j\}} 1\{y_{t-1} = k\}\ \widetilde{\beta}_y(j,k) + 1\{y_{t-1} = j\}\ \widetilde{\beta}_d(j,d_t) + \widetilde{v}_\theta(j,d_{t+1}) + \varepsilon_t(j)\right\} \tag{A.4}$$

where $\widetilde{\alpha}_\theta(j) \equiv \alpha_\theta(j) - \alpha_\theta(0)+\ \beta_y(j,0)$; $\widetilde{\beta}_y(j,k) \equiv \beta_y(j,k)-\ \beta_y(0,k)-\ \beta_y(j,0)$; $\widetilde{\beta}_d(j,d) \equiv \beta_d(j,d_t)- \beta_y(0,j)-\ \beta_y(j,0)$; and $\widetilde{v}_\theta(j,d_{t+1}) \equiv v_\theta(j,d_{t+1}) - \widetilde{v}_\theta(0,0)$. ■

**Lemma 3 and Proof.** The proofs of the Propositions exploits some properties or relationships between the statistics. We summarize these properties in the following Lemma.

*LEMMA 3. For any history* $\widetilde{\mathbf{y}}$ *and choice alternative* $j > 0$*, the following properties apply: (i)* $H^{(j)}(0) = 0$*; (ii)* $X^{(j)}(0) = 0$*; (iii)* $\sum_{d\geq 1} H^{(j)}(d) = T^{(j)} + 1\{y_0 = j\} - 1\{y_T = j\}$*; (iv)*

$\sum_{d\geq 1} X^{(j)}(d) = D^{(j,j)}$; *(v) for* $d \geq 1$, $X^{(j)}(d) = H^{(j)}(d+1) + \Delta^{(j)}(d+1)$; *(vi)* $\sum_{d\geq 1} \Delta^{(j)}(d) = 1\{y_T = j\} - 1\{y_0 = j\}$; *and (vii)* $\sum_{k\neq j} D^{(j,k)} = T^{(j)} - D^{(j,j)}$. ■

*Proof of Lemma 3.*

**(i)** For any $j > 0$, we have that $1\{y_{t-1} = j,\ d_t = 0\} = 0$ because $y_{t-1} > 0$ implies $d_t > 0$. Therefore, $H^{(j)}(0) = \sum_{t=1}^{T} 1\{y_{t-1} = j,\ d_t = 0\} = 0$.

**(ii)** For any $j > 0$, we have that $1\{y_{t-1} = y_t = j,\ d_t = 0\} = 0$ because $y_{t-1} > 0$ implies $d_t > 0$. Therefore, $X^{(j)}(0) = \sum_{t=1}^{T} 1\{y_{t-1} = y_t = j, d_t = 0\} = 0$.

**(iii)** For any $j > 0$, $\sum_{d\geq 1} H^{(j)}(d) = \sum_{d\geq 1} \sum_{t=1}^{T} 1\{y_{t-1} = j,\ d_t = d\} = \sum_{t=1}^{T} 1\{y_{t-1} = y\} = T^{(j)} + 1\{y_0 = j\} - 1\{y_T = j\}$.

**(iv)** For any $j > 0$, $\sum_{d\geq 1} X^{(j)}(d) = \sum_{t=1}^{T} \sum_{d\geq 1} 1\{y_{t-1} = y_t = j, d_t = d\} = \sum_{t=1}^{T} 1\{y_{t-1} = y_t = j\} = D^{(j,j)}$.

**(v)** First, note that $y_{t-1} = j > 0$ implies $d_t \geq 1$. Therefore, for any $j > 0$ and $d \geq 1$, the event $\{y_{t-1} = y_t = j, d_t = d\}$ is equivalent to the event $\{y_t = j,\ d_{t+1} = d+1\}$ for any $1 \leq t \leq T$. Therefore, $X^{(j)}(d) = \sum_{t=1}^{T} 1\{y_t = j, d_{t+1} = d+1\} = \sum_{t=2}^{T+1} 1\{y_{t-1} = j, d_t = d+1\} = H^{(j)}(d+1) - 1\{y_0 = j, d_1 = d+1\} + 1\{y_T = j, d_{T+1} = d+1\} = H^{(j)}(d+1) + \Delta^{(j)}(d+1)$.

**(vi)** For any $j > 0$, $\sum_{d\geq 1} \Delta^{(j)}(d) = \sum_{d\geq 1} 1\{y_T = j, d_{T+1} = d\} - 1\{y_0 = j, d_1 = d\} = 1\{y_T = j\} - 1\{y_0 = j\}$.

**(vii)** For any $j \geq 1$, $\sum_{k\neq j} D^{(k,j)} = \sum_{t=1}^{T} \sum_{k\neq j} 1\{y_{t-1} = k, y_t = j\} = \sum_{t=1}^{T} 1\{y_t = j\} - 1\{y_{t-1} = y_t = j\} = T^{(j)} - D^{(j,j)}$. ■

**Proof of Proposition 1.** From equation (13) we have that $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta) = \sum_{t=1}^{T} y_t \left[\widetilde{\alpha}_\theta + \widetilde{\beta}_y y_{t-1}\right] + (1 - y_{t-1})\ \sigma_\theta(0) + y_{t-1}\ \sigma_\theta(1) + y_0\ \ln p(1|\theta) + (1 - y_0)\ \ln p(0|\theta)$, and we can write this expressions as $\sigma_\theta(0) + \ln p_\theta(0) + \left[\sum_{t=1}^{T} y_t\right] \widetilde{\alpha}_\theta + \left[\sum_{t=1}^{T} y_t y_{t-1}\right] \widetilde{\beta}_y + \left[\sum_{t=1}^{T} y_{t-1}\right] [\sigma_\theta(1) - \sigma_\theta(0)] + y_0\ [\ln p_\theta(1) - \ln p_\theta(0)]$. Remember that by definition the statistic $T^{(1)}$ is equal to $\sum_{t=1}^{T} y_t$, and the statistic $D^{(1,1)}$ is equal to $\sum_{t=1}^{T} y_{t-1} y_t$. Also, not that $\sum_{t=1}^{T} y_{t-1} = T^{(1)} + y_0 - y_T$. Therefore, we can write $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta)$ as $T^{(1)} [\widetilde{\alpha}_\theta + \sigma_\theta(1) - \sigma_\theta(0)] + D^{(1,1)}\ \widetilde{\beta}_y + [y_0 - y_T]\ [\sigma_\theta(1) - \sigma_\theta(0)] + y_0\ [\ln p_\theta(1) - \ln p_\theta(0)]$. Or equivalently,

$$
\begin{aligned}
\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) \ &= \ y_0\ [\ln p_\theta(1) - \ln p_\theta(0) + \sigma_\theta(1) - \sigma_\theta(0)] + y_T\ [\sigma_\theta(0) - \sigma_\theta(1)] \\
&+\ T^{(1)}\ [\widetilde{\alpha}_\theta + \sigma_\theta(1) - \sigma_\theta(0)] \\
&+\ D^{(1,1)}\ \widetilde{\beta}_y
\end{aligned}
\tag{A.5}
$$

where we have omitted the term $T\ \sigma_\theta(0)+\ln p_\theta(0)$ because it is constant over all the histories. We can write equation (A.5) as $U'g_\theta + S'\beta^*$ with $U = (y_0, y_T, T^{(1)})$, $g_\theta = (\ln p_\theta(1) - \ln p_\theta(0) + \sigma_\theta(1) - \sigma_\theta(0),$ $\sigma_\theta(0) - \sigma_\theta(1),\ \widetilde{\alpha}_\theta + \sigma_\theta(1) - \sigma_\theta(0))'$, $S = D^{(1,1)}$, and $\beta^* = \widetilde{\beta}_y$. For $T \geq 3$, it is always possible to find a pair of histories, $A$ and $B$, with the same values for the initial condition $y_0$, the final choice $y_T$, and the number of $1'$s $T^{(1)}$, but with $D_A^{(1,1)} \neq D_B^{(1,1)}$ such that $\widetilde{\beta}_y$ is identified as $[\ln \mathbb{P}(A|U) - \ln \mathbb{P}(B|U)]/[D_A^{(1,1)} - D_B^{(1,1)}]$. We provide examples in Example 1. ■

**Proof of Proposition 2.** The only difference between the expression for $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta)$ in this forward-looking model and in the myopic model of Proposition 1 is that now $\widetilde{\alpha}_\theta + \widetilde{v}_\theta$ replaces $\widetilde{\alpha}_\theta$ in the vector $g_\theta$. This does not have any influence in the sufficient statistic $U$ or the identifying statistic $S$. ■

**Proof of Proposition 3.** The log-probability of this model is:

$$\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) = \sum_{t=1}^{T} y_t \left[\widetilde{\alpha}_\theta + y_{t-1}\ \widetilde{\beta}_d(d_t)\right] + \sigma_\theta(y_{t-1}, d_t) + \ln p_\theta(y_0, d_1) \tag{A.6}$$

We can write this log-probability as $\widetilde{\alpha}_\theta \sum_{t=1}^{T} y_t + \sum_{d\geq 1}[\sum_{t=1}^{T} y_t y_{t-1}\ 1\{d_t = d\}]\ \widetilde{\beta}_d(d) + \sigma_\theta(0) \sum_{t=1}^{T}(1 - y_{t-1}) + \sum_{d\geq 1}[\sum_{t=1}^{T} y_{t-1}\ 1\{d_t = d\}]\ \sigma_\theta(1,d) + \ln p_\theta(y_0, d_1)$. Using the definition of the statistics in table 1, this expression becomes: $T^{(1)}\widetilde{\alpha}_\theta + \sum_{d\geq 1} X^{(1)}(d)\ \widetilde{\beta}_d(d) + [T - (T^{(1)} + y_0 - y_T)]\ \sigma_\theta(0) + \sum_{d\geq 1} H^{(1)}(d)\ \sigma_\theta(1,d) + \ln p_\theta(y_0, d_1)$. We have that $\sum_{d\geq 1} H^{(1)}(d) = T^{(1)} + y_0 - y_T$ by Lemma 3(iii). We obtain:

$$\begin{aligned} \ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0, d_1) + (y_T - y_0)\ \widetilde{\alpha}_\theta + \sum_{d\geq 1} H^{(1)}(d)\ \left[\widetilde{\alpha}_\theta + \sigma_\theta(1,d) - \sigma_\theta(0)\right] \\ &+ \sum_{d\geq 1} X^{(1)}(d)\ \widetilde{\beta}_d(d) \end{aligned} \tag{A.7}$$

where we have omitted the term $T\ \sigma_\theta(0)$ because $T$ is constant over all the histories. Now, Lemma 3(v) establishes that $X^{(1)}(d) = H^{(1)}(d+1) + \Delta^{(1)}(d+1)$. Then, we have that,

$$\begin{aligned} \ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0, d_1) + (y_T - y_0)\ \widetilde{\alpha}_\theta + \sum_{d\geq 1} H^{(1)}(d)\ \left[\widetilde{\alpha}_\theta + \sigma_\theta(1,d) - \sigma_\theta(0)\right] \\ &+ \sum_{d\geq 1} \left[H^{(1)}(d+1) + \Delta^{(1)}(d+1)\right]\ \widetilde{\beta}_d(d) \\ &= \ln p_\theta(y_0, d_1) + (y_T - y_0)\ \widetilde{\alpha}_\theta + H^{(1)}(1)\ \left[\widetilde{\alpha}_\theta + \sigma_\theta(1,1) - \sigma_\theta(0)\right] \\ &+ \sum_{d\geq 2} H^{(1)}(d) \left[\widetilde{\alpha}_\theta + \sigma_\theta(1,d) - \sigma_\theta(0) + \widetilde{\beta}_d(d-1)\right] \\ &+ \sum_{d\geq 1} \Delta^{(1)}(d+1)\ \widetilde{\beta}_d(d) \end{aligned} \tag{A.8}$$

We can write equation (A.8) as $U'g_\theta + S'\beta^*$ with $U = (d_1, y_0, y_T, H^{(1)}(d) : d \geq 1)$, $S = (\Delta^{(1)}(d+1) : d \geq 1)$, and $\beta^* = (\widetilde{\beta}_d(d) : d \geq 1)$. ■

**Proof of Proposition 4.** The log-probability of this model is:

$$\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) = \ln p_\theta(y_0, d_1) + \textstyle\sum_{t=1}^T y_t \left[\widetilde{\alpha}_\theta + y_{t-1}\ \widetilde{\beta}_d(d_t) + \widetilde{v}_\theta\,(d_t+1)\right] + \sigma_\theta(y_{t-1}, d_t) \tag{A.9}$$

Comparing this log-probability with the one for the myopic model with duration, we can see that the only difference is in the term $\sum_{t=1}^T y_t\ \widetilde{v}_\theta\,(d_t+1)$, that can be written as $\sum_{d\geq 0} \widetilde{v}_\theta\,(d+1)\ (\sum_{t=1}^T y_t\ 1\{d_t = d\})$. Then, taking into account (A.8), we have:

$$\begin{aligned}
\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0, d_1) + (y_T - y_0)\ \widetilde{\alpha}_\theta + H^{(1)}(1)\ \ [\widetilde{\alpha}_\theta + \widetilde{\sigma}_\theta(1,1)] \\
&+ \sum_{d\geq 2} H^{(1)}(d) \left[\widetilde{\alpha}_\theta + \widetilde{\sigma}_\theta(1,d) + \widetilde{\beta}_d(d-1)\right] \\
&+ \sum_{d\geq 1} \Delta^{(1)}(d+1)\ \widetilde{\beta}_d(d) \\
&+ \sum_{d\geq 0} \widetilde{v}_\theta\,(d+1)\ \ \left[\textstyle\sum_{t=1}^T y_t 1\{d_t = d\}\right]
\end{aligned} \tag{A.10}$$

where $\widetilde{\sigma}_\theta(1,d) \equiv \sigma_\theta(1,d) - \sigma_\theta(0)$. For the statistic $\sum_{t=1}^T y_t\ 1\{d_t = d\}$ we can distinguish two cases: (a) if $d = 0$, then $\sum_{t=1}^T y_t\ 1\{d_t = 0\} = \sum_{t=1}^T y_t\ (1 - y_{t-1}) = T^{(1)} - D^{(1,1)}$; and (b) if $d \geq 1$, then $\sum_{t=1}^T y_t\ 1\{d_t = d\} = \sum_{t=1}^T y_t\ y_{t-1}\ 1\{d_t = d\} = X^{(1)}(d)$. Therefore,

$$\begin{aligned}
\sum_{d\geq 0}\sum_{t=1}^{T} y_t 1\{d_t = d\} v_\theta\,(1, d+1) &= \left[T^{(1)} - D^{(1,1)}\right]\ \widetilde{v}_\theta\,(1,1) + \sum_{d\geq 1} X^{(1)}(d)\ \widetilde{v}_\theta\,(1, d+1) \\
&= T^{(1)}\ \widetilde{v}_\theta\,(1,1) + \sum_{d\geq 1} X^{(1)}(d)\ \ [\widetilde{v}_\theta\,(1, d+1) - \widetilde{v}_\theta\,(1,1)]
\end{aligned} \tag{A.11}$$

where for the second equality we have applied Lemma 3(iv), $D^{(1,1)} = \sum_{d\geq 1} X^{(1)}(d)$. Then, plugging (A.11) into (A.10), we have:

$$\begin{aligned}
\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0, d_1) + (y_T - y_0)\ \widetilde{\alpha}_\theta + H^{(1)}(1)\ \ [\widetilde{\alpha}_\theta + \widetilde{\sigma}_\theta(1,1)] \\
&+ \sum_{d\geq 2} H^{(1)}(d) \left[\widetilde{\alpha}_\theta + \widetilde{\sigma}_\theta(1,d) + \widetilde{\beta}_d(d-1)\right] \\
&+ \sum_{d\geq 1} \Delta^{(1)}(d+1)\ \widetilde{\beta}_d(d) \\
&+ T^{(1)}\ \widetilde{v}_\theta\,(1) + \sum_{d\geq 1} X^{(1)}(d)\ \ [\widetilde{v}_\theta\,(d+1) - \widetilde{v}_\theta\,(1)]
\end{aligned} \tag{A.12}$$

From Lemma 3, we have that: (iii) $T^{(1)} = \sum_{d\geq 1} H^{(1)}(d) + (y_T - y_0)$; and (v) $X^{(1)}(d) = H^{(1)}(d+1) + \Delta^{(1)}(d+1)$, and solving these expressions in (A.12), we have that:

$$\begin{aligned} \ln \mathbb{P}\left(\widetilde{\mathbf{y}}|\theta\right) &= \ln p_\theta(y_0, d_1) + (y_T - y_0) \ \left[\widetilde{\alpha}_\theta + \widetilde{v}_\theta\left(1\right)\right] + H^{(1)}(1) \ \left[\widetilde{\alpha}_\theta + \widetilde{\sigma}_\theta(1,1) + \widetilde{v}_\theta\left(1\right)\right] \\ &+ \sum_{d\geq 2} H^{(1)}(d) \left[\widetilde{\alpha}_\theta + \widetilde{\sigma}_\theta(1,d) + \widetilde{\beta}_d(d-1) + \widetilde{v}_\theta\left(d\right)\right] \\ &+ \sum_{d\geq 1} \Delta^{(1)}(d) \ \left[\widetilde{v}_\theta\left(d\right) - \widetilde{v}_\theta\left(1\right) + \widetilde{\beta}_d(d-1)\right] \end{aligned} \tag{A.13}$$

Taking into account that $\sum_{d\geq 1}\Delta^{(1)}(d) = y_T - y_0$, we have:

$$\ln \mathbb{P}\left(\widetilde{\mathbf{y}}|\theta\right) = \ln p_\theta(y_0, d_1) + \sum_{d\geq 1} H^{(1)}(d) \ g_{\theta,1}(d) + \sum_{d\geq 1} \Delta^{(1)}(d) \ g_{\theta,2}(d) \tag{A.14}$$

with $g_{\theta,1}(1) \equiv \widetilde{\alpha}_\theta + \widetilde{\sigma}_\theta(1,1) + \widetilde{v}_\theta\left(1\right)$; for $d \geq 2$, $g_{\theta,1}(d) \equiv \widetilde{\alpha}_\theta + \widetilde{\sigma}_\theta(1,d) + \widetilde{\beta}_d(d-1) + \widetilde{v}_\theta\left(d\right)$; and for $d \geq 1$, $g_{\theta,2}(d) \equiv \widetilde{\alpha}_\theta + \widetilde{v}_\theta\left(d\right) + \widetilde{\beta}_d(d-1)$. ■

**Proof of Proposition 5.** Define $Z \equiv \sum_{d\geq 1}\Delta^{(1)}(d) \left[\widetilde{v}_\theta\left(d\right) + \widetilde{\beta}_d(d-1)\right]$. Under Assumption 2, we have that $\widetilde{v}_\theta\left(d\right) - \widetilde{v}_\theta\left(d^*\right) = 0$ for any $d \geq d^*$, and $\widetilde{\beta}_d(d-1) = \widetilde{\beta}_d(d^*)$ for any $d \geq d^* + 1$. Therefore, we have:

$$\begin{aligned} Z &= \sum_{d\leq d^*-1} \Delta^{(1)}(d) \ \widetilde{v}_\theta\left(d\right) + \left[\sum_{d\geq d^*} \Delta^{(1)}(d)\right] \widetilde{v}_\theta\left(d^*\right) \\ &+ \sum_{d\leq d^*} \Delta^{(1)}(d) \ \widetilde{\beta}_d(d-1) + \left[\sum_{d\geq d^*+1} \Delta^{(1)}(d)\right] \widetilde{\beta}_d(d^*) \\ &= \sum_{d\leq d^*-1} \Delta^{(1)}(d) \ \left[\widetilde{v}_\theta\left(d\right) + \widetilde{\beta}_d(d-1)\right] + \left[\sum_{d\geq d^*} \Delta^{(1)}(d)\right] \left[\widetilde{v}_\theta\left(d^*\right) + \widetilde{\beta}_d(d^*)\right] \\ &+ \Delta^{(1)}(d^*) \ \left[\widetilde{\beta}_d(d^*-1) - \widetilde{\beta}_d(d^*)\right] \end{aligned} \tag{A.15}$$

Then, the log-probability becomes:

$$\begin{aligned} \ln \mathbb{P}\left(\widetilde{\mathbf{y}}|\theta\right) &= \sum_{d\geq 1} H^{(1)}(d) \ g_{\theta,1}(d) \\ &+ \sum_{d\leq d^*-1} \Delta^{(1)}(d) \ g_{\theta,2}(d) + \left[\sum_{d\geq d^*} \Delta^{(1)}(d)\right] g_{\theta,2}(d^*) \\ &+ \Delta^{(1)}(d^*) \ \left[\widetilde{\beta}_d(d^*-1) - \widetilde{\beta}_d(d^*)\right] \end{aligned} \tag{A.11}$$

with $g_{\theta,1}(d) \equiv \widetilde{\alpha}_\theta + \widetilde{\sigma}_\theta(1,d) + \widetilde{\beta}_d(d-1) + \widetilde{v}_\theta(d)$, and $g_{\theta,2}(d) \equiv \widetilde{\alpha}_\theta + \widetilde{v}_\theta(d) + \widetilde{\beta}_d(d-1)$. Note that $g_{\theta,1}(d) = g_{\theta,1}(d^*)$ for any $d \geq d^*$. Therefore, we have $\sum_{d\geq 1} H^{(1)}(d)\ g_{\theta,1}(d) = \sum_{d\leq d^*-1} H^{(1)}(d)\ g_{\theta,1}(d) + \left[\sum_{d\geq d^*} H^{(1)}(d)\right] g_{\theta,1}(d^*)$, such that

$$\begin{aligned} \ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \sum_{d\leq d^*-1} H^{(1)}(d)\ g_{\theta,1}(d) + \left[\sum_{d\geq d^*} H^{(1)}(d)\right] g_{\theta,1}(d^*) \\ &+ \sum_{d\leq d^*-1} \Delta^{(1)}(d)\ g_{\theta,2}(d) + \left[\sum_{d\geq d^*} \Delta^{(1)}(d)\right] g_{\theta,2}(d^*) \\ &+ \Delta^{(1)}(d^*)\ \left[\widetilde{\beta}_d(d^*-1) - \widetilde{\beta}_d(d^*)\right] \qquad \blacksquare \end{aligned} \tag{A.16}$$

**Proof of Propositions 7 and 8.** For this model, the log probability is $\ln p_\theta(y_0) + \sum_{t=1}^T \sum_{j\neq 0} 1\{y_t = j\}\ \widetilde{\alpha}_\theta(j) + \sum_{t=1}^T \sum_{j\neq 0}\sum_{k\neq 0} 1\{y_t = j,\ y_{t-1} = k\}\ \widetilde{\beta}_y(j,k) + \sum_{t=1}^T \sum_{j=0}^J 1\{y_{t-1} = j\}\ \sigma_\theta(j)$. Using the definitions of our statistics, we have that:

$$\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) = \ln p_\theta(y_0) + \sum_{j=0}^J T^{(j)}\ \widetilde{\alpha}_\theta(j) + \sum_{j\neq 0}\sum_{k\neq 0} D^{(j,k)} \widetilde{\beta}_y(j,k) + \sum_{j=0}^J \left[T^{(j)} - \Delta^{(j)}\right] \sigma_\theta(j) \tag{A.17}$$

where $\Delta^{(j)} \equiv 1\{y_T = j\} - 1\{y_0 = j\}$. Note that $T^{(0)} = T - \sum_{j=1}^J T^{(j)}$, and $\Delta^{(0)} = 1 - \sum_{j=1}^J \Delta^{(j)}$, such that:

$$\begin{aligned} \ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \sum_{j=1}^J 1\{y_0 = j\} \ln p_\theta(j) + \sum_{j=1}^J T^{(j)}\ \left[\widetilde{\alpha}_\theta(j) + \widetilde{\sigma}_\theta(j)\right] + \sum_{j=1}^J \Delta^{(j)}\ \left[-\widetilde{\sigma}_\theta(j)\right] \\ &+ \sum_{j\neq 0}\sum_{k\neq 0} D^{(j,k)}\ \widetilde{\beta}_y(j,k) \end{aligned} \tag{A.18}$$

with $\widetilde{\sigma}_\theta(j) \equiv \sigma_\theta(j) - \sigma_\theta(0)$. Note that we have omitted the term $(T-1)\ \sigma_\theta(0)$ because it does not vary over the different histories. $\blacksquare$

**Proof of Proposition 9.** For this model, the log probability of a choice history is $\ln p_\theta(y_0, d_1) + \sum_{j=1}^J \sum_{t=1}^T 1\{y_t = j\}\ \widetilde{\alpha}_\theta(j) + \sum_{j=1}^J \sum_{k\neq\{0,j\}} \sum_{t=1}^T 1\{y_{t-1} = j, y_t = k\}\ \widetilde{\beta}_y(k,j) + \sum_{j=1}^J \sum_{d\geq 1} \sum_{t=1}^T 1\{y_{t-1} = y_t = j,\ d_t = d\}\ \widetilde{\beta}_d(j,d) + \sum_{t=1}^T 1\{y_{t-1} = 0\}\ \sigma_\theta(0) + \sum_{j=1}^J \sum_{d\geq 1} \sum_{t=1}^T 1\{y_{t-1} = j,\ d_t = d\}\ \sigma_\theta(j,d)$. Note that $1\{y_{t-1} = 0\} = 1 - \sum_{j=1}^J \sum_{d\geq 1} 1\{y_{t-1} = j,\ d_t = d\}$, such that the last two terms can be written as $T\ \sigma_\theta(0) + \sum_{j=1}^J \sum_{d\geq 1} \sum_{t=1}^T 1\{y_{t-1} = j,\ d_t = d\}\ \widetilde{\sigma}_\theta(j,d)$, with $\widetilde{\sigma}_\theta(j,d) = \sigma_\theta(j,d) - \sigma_\theta(0)$.

Using the definition of the statistics in Table 1, we can write this log-probability as follows:

$$\begin{aligned}\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0,d_1) + \sum_{j=1}^{J} T^{(j)}\ \widetilde{\alpha}_\theta(j) + \sum_{j=1}^{J}\sum_{d\geq 1} H^{(j)}(d)\ \widetilde{\sigma}_\theta(j,d) \\ &+ \sum_{j=1}^{J}\sum_{k\neq\{0,j\}} D^{(j,k)}\ \widetilde{\beta}_y(j,k) + \sum_{j=1}^{J}\sum_{d\geq 1} X^{(j)}(d)\ \widetilde{\beta}_d(j,d)\end{aligned} \tag{A.19}$$

Given that $T^{(j)} = \Delta^{(j)} + \sum_{d\geq 1} H^{(j)}(d)$ and that by Lemma 3(v), for $j \geq 1$ and $d \geq 1$, we have that $X^{(j)}(d) = H^{(j)}(d+1) - \Delta^{(j)}(d+1)$, we have that:

$$\begin{aligned}\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0,d_1) + \sum_{j=1}^{J}\sum_{d\geq 1} H^{(j)}(d)\ [\widetilde{\alpha}_\theta(j) + \widetilde{\sigma}_\theta(j,d)] \\ &+ \sum_{j=1}^{J} [1\{y_T = j\} - 1\{y_0 = j\}]\ \widetilde{\alpha}_\theta(j) \\ &+ \sum_{j=1}^{J}\sum_{k\neq\{0,j\}} D^{(j,k)}\widetilde{\beta}_y(j,k) + \sum_{j=1}^{J}\sum_{d\geq 1} \left[H^{(j)}(d+1) + \Delta^{(j)}(d+1)\right]\ \widetilde{\beta}_d(j,d)\end{aligned} \tag{A.20}$$

or

$$\begin{aligned}\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0,d_1) + \sum_{j=1}^{J}\sum_{d\geq 1} H^{(j)}(d)\ \left[\widetilde{\alpha}_\theta(j) + \widetilde{\sigma}_\theta(j,d) + 1\{d\geq 2\}\ \widetilde{\beta}_d(j,d-1)\right] \\ &+ \sum_{j=1}^{J} [1\{y_T = j\} - 1\{y_0 = j\}]\ \widetilde{\alpha}_\theta(j) \\ &+ \sum_{j=1}^{J}\sum_{k\neq\{0,j\}} D^{(j,k)}\ \widetilde{\beta}_y(j,k) + \sum_{j=1}^{J}\sum_{d\geq 1} \Delta^{(j)}(d+1)\ \widetilde{\beta}_d(j,d)\end{aligned} \tag{A.21}$$

This expression implies that $\ln \mathbb{P}(\widetilde{\mathbf{y}} \mid \theta,\beta) = U' g_\theta + S'\beta^*$, with $U = [d_1,\ y_0,\ y_T,\ \{H^{(j)}(d) : j \geq 1,$ $d \geq 1\}]$, $S = [D^{(j,k)} : j,k \geq 1,\ j \neq k;\ \Delta^{(j)}(d) : j \geq 1;\ d \geq 2]$, and $\beta^* = [\widetilde{\beta}_y(k,j) : j,k \geq 1,\ j \neq k;$ $\widetilde{\beta}_d(j,d) : j \geq 1;\ d \geq 1]$. ■

**Proof of Proposition 10.** The expression of the log-probability is similar as in Proposition 9 but now we have the additional term $\sum_{t=1}^{T} \widetilde{v}_\theta(y_t, d_{t+1})$ that can be written as $\sum_{j=1}^{J}\sum_{d\geq 1}\sum_{t=1}^{T} 1\{y_t = j,$ $d_{t+1} = d\}\ \widetilde{v}_\theta(j,d)$. Note that the statistic $\sum_{t=1}^{T} 1\{y_t = j,\ d_{t+1} = d\}$ can be written as $H^{(j)}(d) +$ $\Delta^{(j)}(d)$, such that $\sum_{t=1}^{T} \widetilde{v}_\theta(y_t, d_{t+1}) = \sum_{j=1}^{J}\sum_{d\geq 1} [H^{(j)}(d) + \Delta^{(j)}(d)]\ \widetilde{v}_\theta(j,d)$. Using equation (A.21) from the proof of Proposition 9, and adding this additional term associated to the continuation values, we have

$$
\begin{aligned}
\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0, d_1) + \sum_{j=1}^{J}\sum_{d\geq 1} H^{(j)}(d) \ \left[\widetilde{\alpha}_\theta(j) + \widetilde{\sigma}_\theta(j,d) + 1\{d \geq 2\} \ \widetilde{\beta}_d(j, d-1) + \widetilde{v}_\theta(j,d)\right] \\
&+ \sum_{j=1}^{J} \left[1\{y_T = j\} - 1\{y_0 = j\}\right] \ \widetilde{\alpha}_\theta(j) \\
&+ \sum_{j=1}^{J}\sum_{k\neq\{0,j\}} D^{(j,k)} \ \widetilde{\beta}_y(j,k) + \sum_{j=1}^{J}\sum_{d\geq 1} \Delta^{(j)}(d) \ \left[1\{d \geq 2\} \ \widetilde{\beta}_d(j, d-1) + \widetilde{v}_\theta(j,d)\right]
\end{aligned}
\tag{A.22}
$$

Taking into account that $\sum_{d\geq 1} \Delta^{(j)}(d) = \Delta^{(j)}$ for any $j \geq 1$, we have

$$
\begin{aligned}
\ln \mathbb{P}(\widetilde{\mathbf{y}}|\theta) &= \ln p_\theta(y_0, d_1) + \sum_{j=1}^{J}\sum_{d\geq 1} H^{(j)}(d) \ g_{\theta,1}(j,d) + \sum_{j=1}^{J}\sum_{d\geq 1} \Delta^{(j)}(d) \ g_{\theta,2}(j,d) \\
&+ \sum_{j=1}^{J}\sum_{k\neq\{0,j\}} D^{(j,k)} \ \widetilde{\beta}_y(j,k)
\end{aligned}
\tag{A.23}
$$

with $g_{\theta,1}(j,d) \equiv \widetilde{\alpha}_\theta(j) + \widetilde{\sigma}_\theta(j,d) + 1\{d \geq 2\} \ \widetilde{\beta}_d(j, d-1) + \widetilde{v}_\theta(j,d)$, and $g_{\theta,2}(j,d) \equiv \widetilde{\alpha}_\theta(j) + 1\{d \geq 2\}$ $\widetilde{\beta}_d(j, d-1) + \widetilde{v}_\theta(j,d)$. This expression implies that the vector of sufficient statistics is $U = [d_1, \, y_0,$ $y_T, \, \{H^{(j)}(d), \, \Delta^{(j)}(d) : j \geq 1, \, d \geq 1\}]$, the vector of identifying statistics is $S = [D^{(j,k)} : j, k \geq 1,$ $j \neq k]$, and the vector of identified parameters is $\beta^* = [\widetilde{\beta}_y(k,j) : j, k \geq 1, \, j \neq k]$. ■

**Proof of Proposition 11.** Define $Z^{(j)} \equiv \sum_{d\geq 1} \Delta^{(j)}(d)[\widetilde{v}_\theta(j,d) + \widetilde{\beta}_d(j, d-1)]$. Under Assumption 2, for every $j \geq 1$, we have that: $\widetilde{v}_\theta(j,d) = \widetilde{v}_\theta(j, d_j^*)$ and $\widetilde{\beta}_d(j,d) = \widetilde{\beta}_d(j, d_j^*)$ for any $d \geq d_j^*$. Therefore,

$$
\begin{aligned}
Z^{(j)} &= \sum_{1\leq d\leq d_j^*-1} \Delta^{(j)}(d) \ \widetilde{v}_\theta(j,d) + \left[\sum_{d\geq d_j^*} \Delta^{(j)}(d)\right] \widetilde{v}_\theta(j, d_j^*) \\
&+ \sum_{1\leq d\leq d_j^*} \Delta^{(j)}(d) \ \widetilde{\beta}_d(j, d-1) + \left[\sum_{d\geq d_j^*+1} \Delta^{(j)}(d)\right] \widetilde{\beta}_d(j, d_j^*) \\
&= \sum_{1\leq d\leq d_j^*-1} \Delta^{(j)}(d) \ \left[\widetilde{v}_\theta(j,d) + \widetilde{\beta}_d(j, d-1)\right] + \left[\sum_{d\geq d_j^*} \Delta^{(j)}(d)\right] \left[\widetilde{v}_\theta(j, d_j^*) + \widetilde{\beta}_d(j, d_j^*)\right] \\
&+ \Delta^{(j)}(d_j^*) \ \left[\widetilde{\beta}_d(j, d_j^* - 1) - \widetilde{\beta}_d(j, d_j^*)\right]
\end{aligned}
\tag{A.24}
$$

Solving equation (A.24) into (A.23), we have that the log-probability becomes:

$$\begin{aligned}
\ln \mathbb{P}\left(\widetilde{\mathbf{y}}|\theta\right) &= \ln p_{\theta}(y_0, d_1) + \sum_{j=1}^{J}\sum_{d\geq 1} H^{(j)}(d)\ g_{\theta,1}(j,d) \\
&+ \sum_{j=1}^{J}\sum_{1\leq d\leq d_j^*-1} \Delta^{(j)}(d)\ g_{\theta,2}(j,d) + \sum_{j=1}^{J}\left[\sum_{d\geq d_j^*}\Delta^{(j)}(d)\right]\ g_{\theta,2}(j,d_j^*) \qquad \text{(A.27)} \\
&+ \sum_{j=1}^{J}\sum_{k\neq\{0,j\}} D^{(j,k)}\ \widetilde{\beta}_y(j,k) + \Delta^{(j)}(d_j^*)\ \left[\widetilde{\beta}_d(j,d_j^*-1) - \widetilde{\beta}_d(j,d_j^*)\right]
\end{aligned}$$

Note that $g_{\theta,1}(j,d) = g_{\theta,1}(j,d_j^*)$ for $d \geq d_j^*$. Therefore, we have $\sum_{d\geq 1} H^{(j)}(d)\ g_{\theta,1}(d) = \sum_{d\leq d_j^*-1} H^{(j)}(d)$ $g_{\theta,1}(d) + [\sum_{d\geq d_j^*} H^{(j)}(d)]\ g_{\theta,1}(d_j^*)$, such that

$$\begin{aligned}
\ln \mathbb{P}\left(\widetilde{\mathbf{y}}|\theta\right) &= \ln p_{\theta}(y_0, d_1) + \sum_{j=1}^{J}\sum_{d\leq d_j^*-1} H^{(j)}(d)\ g_{\theta,1}(j,d) + \sum_{j=1}^{J}\left[\sum_{d\geq d_j^*} H^{(j)}(d)\right] g_{\theta,1}(j,d_j^*) \\
&+ \sum_{j=1}^{J}\sum_{1\leq d\leq d_j^*-1} \Delta^{(j)}(d)\ g_{\theta,2}(j,d) + \sum_{j=1}^{J}\left[\sum_{d\geq d_j^*}\Delta^{(j)}(d)\right]\ g_{\theta,2}(j,d_j^*) \qquad \text{(A.25)} \\
&+ \sum_{j=1}^{J}\sum_{k\neq\{0,j\}} D^{(j,k)}\ \widetilde{\beta}_y(j,k) + \Delta^{(j)}(d_j^*)\ \left[\widetilde{\beta}_d(j,d_j^*-1) - \widetilde{\beta}_d(j,d_j^*)\right]
\end{aligned}$$

This expression implies that the vector of sufficient statistics is $U = [d_1,\ y_0,\ y_T,\ \{H^{(j)}(d),\ \Delta^{(j)}(d) :$ $j \geq 1,\ 1 \leq d \leq d_j^* - 1\},\ \sum_{d\geq d_j^*} H^{(j)}(d),\ \sum_{d\geq d_j^*}^{(j)} \Delta^{(j)}(d)]$, the vector of identifying statistics is $S =$ $[D^{(j,k)} : j,k \geq 1,\ j \neq k;\ \Delta^{(j)}(d_j^*)]$, and the vector of identified parameters is $\beta^* = [\widetilde{\beta}_y(k,j) : j,k \geq 1,$ $j \neq k;\ \widetilde{\beta}_d(j,d_j^*-1) - \widetilde{\beta}_d(j,d_j^*)]$. ■

**Proof of Proposition 12.** It is clear that $\widehat{\mathbb{P}}\left(A_n\right) \to_p \mathbb{P}_0\left(A_n\right)$ and $\widehat{\mathbb{P}}\left(B_n\right) \to_p \mathbb{P}_0\left(B_n\right)$ such that the concentrated likelihood function $N^{-1}\ell_N(d^*)$ converges uniformly to the function:

$$\begin{aligned}
\ell_0(d^*) &= \sum_{n=2}^{d^*} \mathbb{P}_0\left(A_n\right)\ \ln\left[\frac{\mathbb{P}_0\left(A_n\right)}{\mathbb{P}_0\left(A_n\right)+\mathbb{P}_0\left(B_n\right)}\right] + \mathbb{P}_0\left(B_n\right)\ \ln\left[\frac{\mathbb{P}_0\left(B_n\right)}{\mathbb{P}_0\left(A_n\right)+\mathbb{P}_0\left(B_n\right)}\right] \\
&+ \sum_{n=d^*+1}^{L_T} \mathbb{P}_0\left(A_n\right)\ \ln\left[\frac{1}{2}\right] + \mathbb{P}_0\left(B_n\right)\ \ln\left[\frac{1}{2}\right]
\end{aligned} \qquad \text{(A.26)}$$

*Lemma.* Consider the function $f(q) = p_1\ \ln(q) + p_2\ \ln(1-q)$ where $p_1, p_2, q \in (0,1)$. This function is uniquely maximized at $q = p_1/[p_1+p_2]$.

Taking into account this Lemma, we have that for any value of $n$:

$$\begin{aligned}&\mathbb{P}_0\left(A_n\right)\ \ln\left[\frac{\mathbb{P}_0\left(A_n\right)}{\mathbb{P}_0\left(A_n\right)+\mathbb{P}_0\left(B_n\right)}\right]+\mathbb{P}_0\left(B_n\right)\ \ln\left[\frac{\mathbb{P}_0\left(B_n\right)}{\mathbb{P}_0\left(A_n\right)+\mathbb{P}_0\left(B_n\right)}\right]\\&\geq\mathbb{P}_0\left(A_n\right)\ \ln\left[\frac{1}{2}\right]+\mathbb{P}_0\left(B_n\right)\ \ln\left[\frac{1}{2}\right]\end{aligned}\tag{A.27}$$

and the inequality is strict if and only if $\mathbb{P}_0\left(A_n\right)=\mathbb{P}_0\left(B_n\right)$. Given this result, it is straightforward to show that: $\ell_0(d_0^*)>\ell_0(d^*)$ for any $d^*<d_0^*$; and $\ell_0(d_0^*)=\ell_0(d^*)$ for any $d^*>d_0^*$. ■

**Proof of Proposition 13**. Let $n$ be a value of the parameter $d^*$ different to the true value $d_0^*$. Given our BIC function, we favor $\widehat{d_N^*}=n$ over $\widehat{d_N^*}=d_0^*$ if and only if $BIC_N(n)>BIC_N(d_0^*)$ and this is equivalent to:

$$2\left[\ell_N(n)-\ell_N(d_0^*)\right]>\left[n-d_0^*\right]\ \ln(N)\tag{A.28}$$

We show below that, as $N\rightarrow\infty$, $\mathbb{P}(2\left[\ell_N(n)-\ell_N(d_0^*)\right]>\left[n-d_0^*\right]\ \ln(N))\rightarrow0$, and therefore, $\mathbb{P}(\widehat{d_N^*}=d_0^*)\rightarrow1$.

First, we show that $\mathbb{P}(\widehat{d_N^*}>d_0^*)\rightarrow0$ as $N\rightarrow\infty$. By definition,

$$\mathbb{P}\left(\widehat{d_N^*}>d_0^*\right)=\mathbb{P}\left(\exists n>d_0^*:2\left[\ell_N(n)-\ell_N(d_0^*)\right]>\left[n-d_0^*\right]\ \ln(N)\right)\tag{A.29}$$

Proposition 12 implies that, for any $n\geq d_0^*$, $N^{-1}\ell_N(n)\rightarrow_p\ \ell_0(d_0^*)$ and $2[\ell_N(n)-\ell_N(d_0^*)]\rightarrow_d\chi^2_{n-d_0^*}=O_p(1)$. Therefore, $\mathbb{P}\left(\widehat{d_N^*}>d_0^*\right)=\mathbb{P}\left(O_p(1)>\left[n-d_0^*\right]\ \ln(N)\right)$ that goes to zero as $N\rightarrow\infty$.

Now, we show that $\mathbb{P}(\widehat{d_N^*}<d_0^*)\rightarrow0$ as $N\rightarrow\infty$. We need to prove that, for any $n<d_0^*$, the probability that $2\left[\ell_N(d_0^*)-\ell_N(n)\right]<\left[d_0^*-n\right]\ln(N)$ goes to zero as $N\rightarrow\infty$. We can write

$$2\left[\ell_N(d_0^*)-\ell_N(n)\right]=2\left[\ell_N(d_0^*)-\ell_N(d_0^*-1)\right]+\sum_{j=n+1}^{d_0^*-1}2\left[\ell_N(j)-\ell_N(j-1)\right]\tag{A.30}$$

Since $\beta_0(d_0^*)\neq0$, classical results imply that: (a) there exist constants $c$ and $\mathcal{C}$ such that $cN\leq2\left[\ell_N(d_0^*)-\ell_N(d_0^*-1)\right]\leq\mathcal{C}N$; and (b) $\sum_{j=n+1}^{d_0^*-1}2\left[\ell_N(j)-\ell_N(j-1)\right]=O_p(N)$ for all $n<d_0^*$, therefore $\mathbb{P}(2\left[\ell_N(d_0^*)-\ell_N(n)\right]<\left[d_0^*-n\right]\ln(N))\rightarrow0$ as $N\rightarrow\infty$. ■

**Appendix 2. Model with stochastic transition of the endogenous state variables**

Consider a model with the same structure as the model in Section 2 and Assumption 1 but now the vector of endogenous state variables is $\mathbf{x}_t=(x_t^y,x_t^d)$ and variables $x_t^y$ and $x_t^d$ *stochastic versions* of the variables $y_{t-1}$ and $d_t$, respectively. We now describe precisely the stochastic process of these variables.

The support of state variable $x_t^y$ is the choice set $\mathcal{Y}$, and its transition rule is $x_{t+1}^y = f_y(y_t, \xi_{t+1}^y)$ where $\xi_{t+1}^y$ is i.i.d. over time and independent of $\mathbf{x}_t$. The support of state variable $x_t^d$ is the set of possible durations, $\{1, 2, ..., \infty\}$, and its transition rule is $x_{t+1}^d = 1\{y_t > 0\}[\ 1\{y_t = x_t^y\}$ $x_t^d + 1 + \xi_{t+1}^d]$, where $\xi_{t+1}^d$ has support $\{0, 1, ..., \infty\}$, and it is i.i.d. over time and independent of $\mathbf{x}_t$. Importantly, the stochastic shocks $\xi_{t+1}^y$ and $\xi_{t+1}^d$ are not known to the agent when she makes her decision at period $t$. Note that this model becomes our model in the main text when these shocks have a degenerate probability distribution with $p(\xi_{t+1}^y = 0) = p(\xi_{t+1}^d = 0) = 1$.

Assumption 1' below is simply an extension of our Assumption 1 to this stochastic version of the model. We omit the exogenous state variables $\mathbf{z}_t$ for notational simplicity.

*ASSUMPTION 1'. (A) The time horizon is infinite and $\delta \in (0,1)$. (B) The utility function is $\Pi_t(j) = \alpha_\theta(j) + 1\{j = x_t^y\}\ \beta_d\left(j, x_t^d\right) + 1\{j \neq x_t^y\}\ \beta_y\left(j, x_t^y\right) + \varepsilon_t(j)$. (C) $\beta_y(j,j) = 0$, $\beta_d\left(0, x^d\right) = 0$. (D) $\{\varepsilon_t(j) : j \in \mathcal{Y}\}$ are i.i.d. over $(i, t, y)$ with a extreme value type I distribution. (E) $\mathbf{z}_t$ follows a time-homogeneous Markov process. (F) The probability distribution of $\theta$ conditional on $\{\mathbf{z}_t, \mathbf{x}_t : t = 1, 2, ...\}$ is nonparametrically specified and completely unrestricted. (G) $x_t^y \in \mathcal{Y}$, and $x_{t+1}^y = f_y(y_t, \xi_{t+1}^y)$ where $\xi_{t+1}^y$ is i.i.d. over time and independent of $\mathbf{x}_t$; $x_t^d \in \{0, 1, ..., \infty\}$, and $x_{t+1}^d = 1\{y_t > 0\}[\ 1\{y_t = x_t^y\}\ x_t^d + 1 + \xi_{t+1}^d]$, where $\xi_{t+1}^d$ has support $\{0, 1, ..., \infty\}$, and it is i.i.d. over time and independent of $\mathbf{x}_t$.* ■

The model has the following integrated Bellman equation:

$$V_\theta\left(\mathbf{x}_t\right) = \ln\left(\sum_{j \in \mathcal{Y}} \exp\left\{\ \alpha_\theta\left(j\right) + \beta\left(j, \mathbf{x}_t\right) + \delta\ \mathbb{E}_{\xi_{t+1}}\left[V_\theta\left(f_y(j, \xi_{t+1}^y),\ 1\left\{j = x_t^y\right\} x_t^d + 1 + \xi_{t+1}^d\right)\right]\ \right\}\right)$$

where $\mathbb{E}_{\xi_{t+1}}(.)$ the expectation over the distribution of $(\xi_{t+1}^y, \xi_{t+1}^d)$. Let $v_{\theta,t}$ be the continuation value function $\delta\ \mathbb{E}_{\xi_{t+1}}[V_\theta\left(f_y(j, \xi_{t+1}^y),\ 1\left\{j = x_t^y\right\} x_t^d +\ 1 + \xi_{t+1}^d\right)]$ . Under our assumptions on the distribution of $(\xi_{t+1}^y, \xi_{t+1}^d)$, the continuation value function has very similar properties as in the model with a deterministic transition of the endogenous state variables. More specifically, (a) it depends only $y_t$ and $1\left\{y_t = x_t^y\right\} x_t^d + 1$, i.e., $v_{\theta,t} = v_\theta(y_t, 1\left\{y_t = x_t^y\right\} x_t^d + 1)$; (b) If $y_t \neq x_t^y$, then $v_{\theta,t} = v_\theta(y_t, 1)$; (c) If $y_t = x_t^y$, then $v_{\theta,t} = v_\theta(y_t, x_t^d + 1)$; and (D) if $x_t^d \geq d_y^* - 1$ and $y_t = x_t^y$, then $v_{\theta,t} = v_\theta(y_t, d_y^*)$.

**Appendix 3. Monte Carlo Experiments for DGPs 2, 3, and 4.**

Table A.1 presents results under DGP 2, with two types of replacement costs, $RC_1 = 4.5$ and $RC_2 = 9$, with equal probabilities. In this case, the *MLE-2types* and our *CMLEs* are consistent estimators. Both estimators have negligible finite-sample biases in the three samples. As expected, the *MLE-2types* has smaller variance, especially in sample A. In the three samples, the *MLE-noUH* is still extremely biased and the Hausman test that compares this estimator with *CMLE-BIC-d** has strong power to reject the model without unobserved heterogeneity. For the rejection of the true model with two types, Hausman test exhibits a rejection rate that is practically identical to the nominal size or significance level.

**Table A.1**
**Monte Carlo Experiments with DGP 2 (Two types: RC = 4.5, 9)**

| Estimator of $\beta$ | **Sample A** ($t = 1$to 7) Estimate(1) Mean | Median | St. dev. | **Sample B** ($t = 1$to 14) Estimate(1) Mean | Median | St. dev. | **Sample C** ($t = 8$to 21) Estimate(1) Mean | Median | St. dev. |
|---|---|---|---|---|---|---|---|---|---|
| CMLE-true-d* | 1.0094 | 1.0060 | 0.1598 | 1.0027 | 1.0033 | 0.0813 | 0.9992 | 0.9948 | 0.0813 |
| CMLE-BIC-d* | 1.0094 | 1.0060 | 0.1598 | 0.9952 | 1.0025 | 0.1216 | 0.9886 | 0.9941 | 0.1384 |
| MLE-2types | 1.0018 | 0.9990 | 0.0513 | 1.0007 | 1.0001 | 0.0289 | 0.9954 | 0.9941 | 0.0288 |
| MLE-noUH | 0.5556 | 0.5557 | 0.0229 | 0.5283 | 0.5284 | 0.0156 | 0.5009 | 0.5004 | 0.0146 |
| **Testing null hypothesis** | **Frequency of Ho rejection with significance level 1%** | **5%** | **10%** | **Frequency of Ho rejection with significance level 1%** | **5%** | **10%** | **Frequency of Ho rejection with significance level 1%** | **5%** | **10%** |
| No Unob. Het. | 0.590 | 0.820 | 0.902 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 |
| Two types | 0.005 | 0.044 | 0.094 | 0.005 | 0.054 | 0.096 | 0.005 | 0.047 | 0.107 |

Note (1): Mean, median, and standard deviation of estimated parameter over the 1,000 replications.

Table A.2 deals with DGP 3, that has also two types of replacement costs, but now these types are very similar: $RC_1 = 8$ and $RC_2 = 9$, with equal probabilities. The main purpose of the experiments with this DGP is to investigate the bias of the *MLE-noUH* and the power of this Hausman test in an scenario with a very modest amount of unobserved heterogeneity. Even in this scenario, for samples B and C, the bias of the *MLE-noUH* is approximately 5% of the true value of the parameter, and the Hausman test rejects the null hypothesis of no unobserved heterogeneity with probability that is more than twice the nominal size of the test.

**Table A.2**
**Monte Carlo Experiments with DGP 3 (Two types: RC = 8, 9)**

| Estimator of $\beta$ | **Sample A** ($t = 1$to 7) Estimate$^{(1)}$ Mean | Median | St. dev. | **Sample B** ($t = 1$to 14) Estimate$^{(1)}$ Mean | Median | St. dev. | **Sample C** ($t = 8$to 21) Estimate$^{(1)}$ Mean | Median | St. dev. |
|---|---|---|---|---|---|---|---|---|---|
| CMLE-true-d* | 1.0088 | 1.0058 | 0.1371 | 1.0014 | 1.0035 | 0.0744 | 0.9978 | 0.9957 | 0.0726 |
| CMLE-BIC-d* | 1.0088 | 1.0058 | 0.1371 | 0.9905 | 1.0026 | 0.1313 | 0.9923 | 0.9941 | 0.1040 |
| MLE-2types | 1.0111 | 1.0064 | 0.0626 | 1.0026 | 1.0012 | 0.0374 | 0.9990 | 0.9982 | 0.0389 |
| MLE-noUH | 0.9628 | 0.9609 | 0.0451 | 0.9576 | 0.9564 | 0.0317 | 0.9501 | 0.9492 | 0.0334 |
| **Testing null hypothesis** | Frequency of Ho rejection with significance level 1% | 5% | 10% | Frequency of Ho rejection with significance level 1% | 5% | 10% | Frequency of Ho rejection with significance level 1% | 5% | 10% |
| No Unob. Het. | 0.014 | 0.057 | 0.117 | 0.031 | 0.088 | 0.163 | 0.032 | 0.121 | 0.187 |
| Two types | 0.014 | 0.051 | 0.104 | 0.008 | 0.053 | 0.100 | 0.009 | 0.065 | 0.115 |

Note (1): Mean, median, and standard deviation of estimated parameter over the 1,000 replications.

Finally, Table A.3. presents results of experiments under DGP 4 where there is not unobserved heterogeneity and $RC = 8$. The purpose of these experiments is to study possible biases in the size of Hausman test for the null hypothesis of no unobserved heterogeneity. We can see that, for the three samples, the size of this test is very close to the nominal size.

**Table A.3**
**Monte Carlo Experiments with DGP 4 (No UH, RC = 8)**

| Estimator of $\beta$ | **Sample A** ($t = 1$to 7) Estimate(1) Mean | Median | St. dev. | **Sample B** ($t = 1$to 14) Estimate(1) Mean | Median | St. dev. | **Sample C** ($t = 8$to 21) Estimate(1) Mean | Median | St. dev. |
|---|---|---|---|---|---|---|---|---|---|
| CMLE-true-d* | 1.0030 | 1.0029 | 0.1237 | 0.9979 | 0.9942 | 0.0660 | 0.9994 | 0.9994 | 0.0660 |
| CMLE-BIC-d* | 1.0030 | 1.0029 | 0.1237 | 0.9900 | 0.9937 | 0.1140 | 0.9889 | 0.9986 | 0.1201 |
| MLE-2types | 1.0203 | 1.0156 | 0.0513 | 1.0070 | 1.0063 | 0.0312 | 1.0079 | 1.0061 | 0.0318 |
| MLE-noUH | 1.0011 | 1.0004 | 0.0414 | 1.0001 | 0.9990 | 0.0293 | 1.0017 | 1.0005 | 0.0302 |
| **Testing null hypothesis** | **Frequency of Ho rejection with significance level 1%** | **5%** | **10%** | **Frequency of Ho rejection with significance level 1%** | **5%** | **10%** | **Frequency of Ho rejection with significance level 1%** | **5%** | **10%** |
| No Unob. Het. | 0.007 | 0.045 | 0.094 | 0.009 | 0.05 | 0.097 | 0.014 | 0.052 | 0.108 |
| Two types | 0.008 | 0.056 | 0.104 | 0.012 | 0.063 | 0.109 | 0.019 | 0.053 | 0.107 |

Note (1): Mean, median, and standard deviation of estimated parameter over the 1,000 replications.

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