Disaggregate Demand Models and Optimization

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Outline

- Introduction
- 2 Microeconomics
- The logit mode
- Profit optimization, facility location
- 6 Activity-based models
- 6 Conclusion





Demand models



- Supply = infrastructure
- Demand = behavior, choices
- Congestion = mismatch







Demand models



- Usually in OR:
- optimization of the supply
- for a given (fixed) demand







Aggregate demand



- Homogeneous population
- Identical behavior
- Price (P) and quantity (Q)
- Demand functions: P = f(Q)
- Inverse demand: $Q = f^{-1}(P)$







Disaggregate demand



- Heterogeneous population
- Different behaviors
- Many variables:
 - Attributes: price, travel time, reliability, frequency, etc.
 - Characteristics: age, income, education, etc.
- Complex demand/inverse demand functions.







Demand-supply interactions

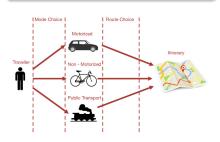
Operations Research

- Given the demand...
- configure the system



Behavioral models

- Given the configuration of the system...
- predict the demand



Demand-supply interactions

Multi-objective optimization



Maximize satisfaction







Microeconomics in a nutshell







Microeconomics in a nutshell

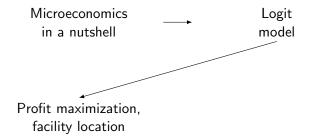


Logit model





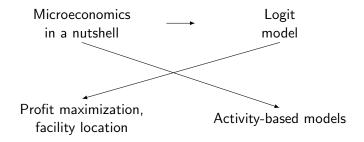








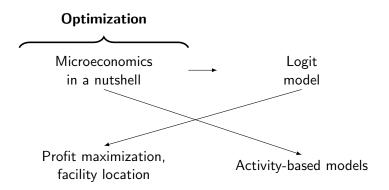








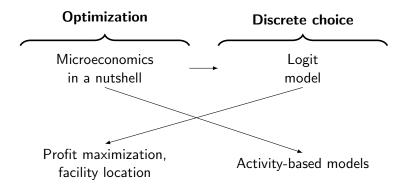








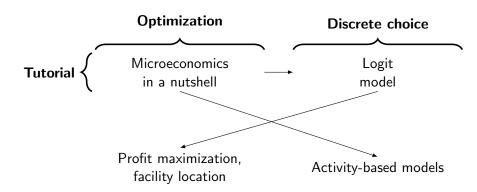








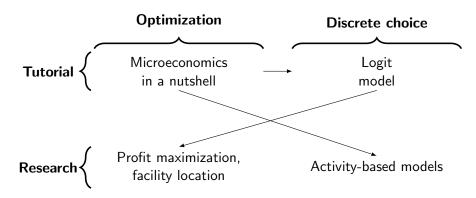
















Outline

- Microeconomics





Disaggregate Demand Models and Optimizati

Homo economicus

Rational and narrowly self-interested economic actor who is optimizing her outcome

Preference operators \succ , \sim , and \succsim

- $a \succ b$: a is preferred to b,
- $a \sim b$: indifference between a and b,
- $a \succeq b$: a is at least as preferred as b.







Rationality

• Completeness: for all bundles a and b,

$$a \succ b$$
 or $a \prec b$ or $a \sim b$.

• Transitivity: for all bundles a, b and c,

if
$$a \succeq b$$
 and $b \succeq c$ then $a \succeq c$.

• "Continuity": if a is preferred to b and c is arbitrarily "close" to a, then c is preferred to b.





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Continuous choice set

Consumption bundle

$$Q = \left(egin{array}{c} q_1 \ dots \ q_L \end{array}
ight); p = \left(egin{array}{c} p_1 \ dots \ p_L \end{array}
ight)$$

Budget constraint

$$p^T Q = \sum_{\ell=1}^L p_\ell q_\ell \le I.$$

Decision variables: quantities.







Utility function

Parameterized function:

$$\widetilde{U} = \widetilde{U}(q_1, \ldots, q_L; \theta) = \widetilde{U}(Q; \theta)$$

Consistent with the preference indicator:

$$\widetilde{U}(Q_a;\theta) \geq \widetilde{U}(Q_b;\theta)$$

is equivalent to

$$Q_a \succeq Q_b$$
.

• Unique up to an order-preserving transformation





Optimization problem

$$\max_{Q} \; \widetilde{U} \big(Q ; \theta \big)$$

subject to

$$p^T Q \leq I, \ Q \geq 0.$$

Demand function

- Solution of the optimization problem
- KKT optimality conditions
- Quantity as a function of prices and budget

$$Q^* = f(I, p; \theta)$$





Indirect utility

Substitute the demand function into the utility

$$U(I, p; \theta) = \tilde{U}(Q^*, \theta) = \tilde{U}(f(I, p; \theta), \theta)$$

Indirect utility

Maximum utility that is achievable for a given set of prices and income

In discrete choice...

- only the indirect utility is used
- therefore, it is simply referred to as "utility"







Microeconomic theory of discrete goods

Expanding the microeconomic framework

- Continuous goods
- and discrete goods

The consumer

- selects the quantities of continuous goods: $Q = (q_1, \dots, q_L)$
- chooses an alternative in a discrete choice set $i = 1, \dots, j, \dots, J$
- discrete decision vector: (y_1, \ldots, y_J) , $y_j \in \{0, 1\}$, $\sum_i y_j = 1$.

Note

- In theory, one alternative of the discrete choice combines all possible choices made by an individual.
- In practice, the choice set will be more restricted for tractability

Utility maximization

Utility

$$\widetilde{U}(Q, y, \widetilde{z}^T y; \theta)$$

- Q: quantities of the continuous good
- y: discrete choice
- $\tilde{z}^T = (\tilde{z}_1, \dots, \tilde{z}_i, \dots, \tilde{z}_J) \in \mathbb{R}^{K \times J}$: K attributes of the J alternatives
- $\tilde{z}^T y \in \mathbb{R}^K$: attributes of the chosen alternative
- \bullet θ : vector of parameters







Utility maximization

Optimization problem

$$\max_{Q,y} \ \widetilde{U}(Q,y,\widetilde{z}^Ty;\theta)$$

subject to

$$p^{T}Q + c^{T}y \le I$$

$$\sum_{j} y_{j} = 1$$

$$y_{j} \in \{0, 1\}, \forall j.$$

where $c^T = (c_1, \dots, c_i, \dots, c_J)$ contains the cost of each alternative.

Solving the problem

- Mixed integer optimization problem
- No optimality condition
- Impossible to derive demand functions directly

Solving the problem

Step 1: condition on the choice of the discrete good

- Fix the discrete good, that is select a feasible y.
- The problem becomes a continuous problem in Q.
- Conditional demand functions can be derived:

$$q_{\ell|y} = f(I - c^T y, p, \tilde{z}^T y; \theta),$$

or, equivalently, for each alternative i,

$$q_{\ell|i} = f(I - c_i, p, \tilde{z}_i; \theta).$$

- $I c_i$ is the income left for the continuous goods, if alternative i is chosen.
- If $I c_i < 0$, alternative i is declared unavailable and removed from the choice set.

Solving the problem

Conditional indirect utility functions

Substitute the demand functions into the utility:

$$U_i = U(I - c_i, p, \tilde{z}_i; \theta)$$
 for all $i \in C$.

Step 2: Choice of the discrete good

$$\max_{y} U(I - c^{T}y, p, \tilde{z}^{T}y; \theta)$$

- Enumerate all alternatives.
- Compute the conditional indirect utility function U_i .
- Select the alternative with the highest U_i .
- Note: no income constraint anymore.



Attributes

	Attributes	
Alternatives	Travel time (t)	Travel cost (c)
Car (1)	t_1	c_1
Bus (2)	t_2	<i>c</i> ₂

Utility

$$\widetilde{U} = \widetilde{U}(y_1, y_2),$$

where we impose the restrictions that, for i = 1, 2,

$$y_i = \begin{cases} 1 & \text{if travel alternative i is chosen,} \\ 0 & \text{otherwise;} \end{cases}$$

and that only one alternative is chosen: $y_1 + y_2 = 1$.

Utility functions

$$U_1 = -\beta_t t_1 - \beta_c c_1,$$

$$U_2 = -\beta_t t_2 - \beta_c c_2,$$

where $\beta_t > 0$ and $\beta_c > 0$ are parameters.

Equivalent specification

$$U_1 = -(\beta_t/\beta_c)t_1 - c_1 = -\beta t_1 - c_1$$

$$U_2 = -(\beta_t/\beta_c)t_2 - c_2 = -\beta t_2 - c_2$$

where $\beta > 0$ is a parameter.

Choice

- Alternative 1 is chosen if $U_1 \geq U_2$.
- Ties are ignored.

Choice

Alternative 1 is chosen if

$$-\beta t_1 - c_1 \ge -\beta t_2 - c_2$$

Alternative 2 is chosen if

$$-\beta t_1 - c_1 \le -\beta t_2 - c_2$$

or

or

$$-\beta(t_1-t_2)\geq c_1-c_2$$

$$-\beta(t_1-t_2)\leq c_1-c_2$$

Dominated alternative

- If $c_2>c_1$ and $t_2>t_1$, $U_1>U_2$ for any $\beta>0$
- If $c_1 > c_2$ and $t_1 > t_2$, $U_2 > U_1$ for any $\beta > 0$





Trade-off

- Assume $c_2 > c_1$ and $t_1 > t_2$.
- Is the traveler willing to pay the extra cost $c_2 c_1$ to save the extra time $t_1 t_2$?
- Alternative 2 is chosen if

$$-\beta(t_1-t_2)\leq c_1-c_2$$

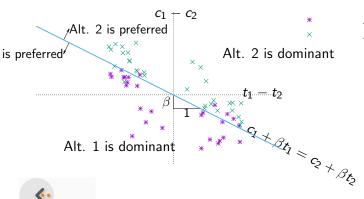
or

$$\beta \geq \frac{c_2 - c_1}{t_1 - t_2}$$

ullet eta is called the *willingness to pay* or *value of time*







Alt. 1 is chosen Alt. 2 is chosen





Behavioral validity of the utility maximization?

Assumptions

Decision-makers

- are able to process information
- have perfect discrimination power
- have transitive preferences
- are perfect maximizer
- are always consistent

Relax the assumptions

Use a probabilistic approach: what is the probability that alternative i is chosen?





Random utility model

Probability model

$$P(i|\mathcal{C}_n) = \Pr(U_{in} \geq U_{jn}, \forall j \in \mathcal{C}_n),$$

Random utility

$$U_{in} = V_{in} + \varepsilon_{in} = \beta^T X_{in} + \varepsilon_{in}.$$

Similarity with linear regression

$$Y = \beta^T X + \varepsilon$$

Here, U is not observed. Only the choice is observed.







Derivation

Joint distributions of ε_n

- Assume that $\varepsilon_n = (\varepsilon_{1n}, \dots, \varepsilon_{J_n n})$ is a multivariate random variable
- with CDF

$$F_{\varepsilon_n}(\varepsilon_1,\ldots,\varepsilon_{J_n})$$

and pdf

$$f_{\varepsilon_n}(\varepsilon_1,\ldots,\varepsilon_{J_n})=\frac{\partial^{J_n}F}{\partial\varepsilon_1\cdots\partial\varepsilon_{J_n}}(\varepsilon_1,\ldots,\varepsilon_{J_n}).$$

The random utility model: $P_n(i|\mathcal{C}_n) =$

$$\int_{\varepsilon=-\infty}^{+\infty} \frac{\partial F_{\varepsilon_{1n},\varepsilon_{2n},\ldots,\varepsilon_{J_n}}}{\partial \varepsilon_i} (\ldots, V_{in} - V_{(i-1)n} + \varepsilon, \varepsilon, V_{in} - V_{(i+1)n} + \varepsilon, \ldots) d\varepsilon$$

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Random utility model

- The general formulation is complex.
- We can derive specific models based on simple assumptions.







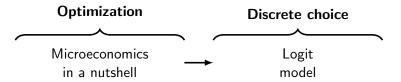
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Road map









Error term

Random utility

$$U_{in} = V_{in} + \varepsilon_{in}$$
.

Assumptions about the distribution

- Probit: central limit theorem: the sum of many i.i.d. random variables approximately follows a normal distribution.
- Logit: Gumbel theorem: the maximum of many i.i.d. random variables approximately follows an Extreme Value distribution: $EV(\eta, \mu)$.







Logit

Logit model

$$P_n(i|\mathcal{C}_n) = \frac{y_{in}e^{V_{in}}}{\sum_{j=1}^J y_{jn}e^{V_{jn}}}.$$

Why "logit"?

If U_{in} and U_{jn} are EV distributed, $U_{in} - U_{jn}$ follows a logistic distribution.

Availability of alternatives

$$y_{in} = \begin{cases} 1 & \text{if } i \in C_n, \\ 0 & \text{otherwise.} \end{cases}$$

 $y_{in=1}$ if alternative i is available to individual n.





Example

Two alternatives

$$V_{0n} = 0$$

$$V_{1n} = -10 * price + 3$$

Choice probability

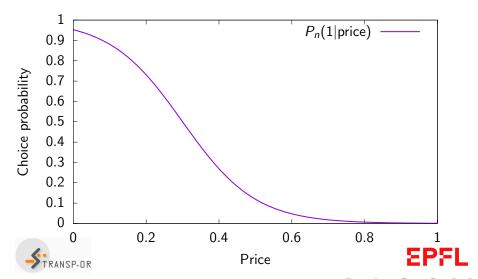
$$P_n(1|\text{price}) = \frac{e^{-10*\text{price}+3}}{e^0 + e^{-10*\text{price}+3}} = \frac{e^{-10*\text{price}+3}}{1 + e^{-10*\text{price}+3}}$$







Example



Beyond logit

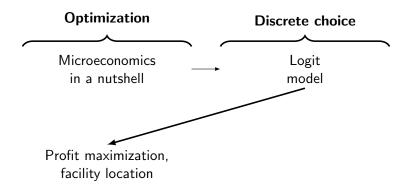
- Other distributional assumptions can be used.
- Logit is not always consistent with observed behavior.
- Trade-off between model complexity and behavioral realism.
- Examples: Multivariate Extreme Value models, mixtures models, hybrid choice models.







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A simple example



Data

- \bullet \mathcal{C} : set of movies
- Population of N individuals
- Utility function:

$$U_{in} = \beta_{in}p_{in} + f(z_{in}) + \varepsilon_{in}$$

Decision variables

- What movies to propose? *y_{in}*
- What price? pin







Profit maximization



Data

- Two alternatives: my theater (m) and the competition (c)
- We assume an heterogenous population of N individuals

$$U_{cn} = 0 + \varepsilon_{cn}$$

$$U_{mn} = \beta_n p_m + c_{mn} + \varepsilon_{mn}$$

- $\beta_n < 0$
- Logit model: ε_{mn} i.i.d. EV





Heterogeneous population



Two groups in the population

$$U_{mn} = \beta_n p_m + c_{mn} + \varepsilon_{mn}$$

n = 1: Young fans: 2/3

$$\beta_1 = -10$$
, $c_{m1} = 3$

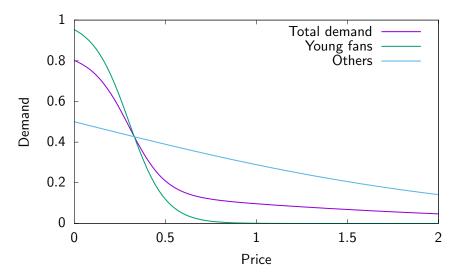
$$n = 2$$
: Others: 1/3
 $\beta_1 = -0.9$, $c_{1m} = 0$



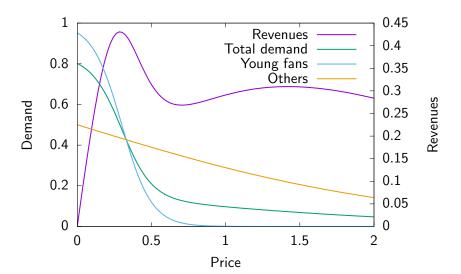




Demand



Demand and revenues



Optimization

Profit maximization

- Non linear
- Non convex

Facility location

Discrete















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Linearization

- Hopeless to linearize the logit formula (we tried...)
- Anyway, we want to go beyond logit.







Linearization

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First principles

Each customer solves an optimization problem







Linearization

- Hopeless to linearize the logit formula (we tried...)
- Anyway, we want to go beyond logit.

First principles

Each customer solves an optimization problem

Solution

Use the utility and not the probability







A linear formulation

Utility function

$$U_{in} = V_{in} + \varepsilon_{in} = \sum_{k} \beta_k x_{ink} + f(z_{in}) + \varepsilon_{in}.$$

Disaggregate Demand Models and Optimizati

Simulation

- Assume a distribution for ε_{in}
- E.g. logit: i.i.d. extreme value
- Draw R realizations ξ_{inr} , r = 1, ..., R
- The choice problem becomes deterministic







Scenarios

Draws

- Draw R realizations ξ_{inr} , r = 1, ..., R
- We obtain R scenarios

$$U_{inr} = \sum_{k} \beta_{k} x_{ink} + f(z_{in}) + \xi_{inr}.$$

- For each scenario r, we can identify the largest utility.
- It corresponds to the chosen alternative.







Capacities

- Demand may exceed supply
- Each alternative i can be chosen by maximum c_i individuals.
- An exogenous priority list is available.
- Can be randomly generated, or according to some rules.
- The numbering of individuals is consistent with their priority.







Choice set

Variables

```
y_i \in \{0,1\} operator decision y_{in}^d \in \{0,1\} customer decision (data) y_{in} \in \{0,1\} product of decisions y_{inr} \in \{0,1\} capacity restrictions
```

Constraints

$$y_{in} = y_{in}^d y_i \quad \forall i, n$$

 $y_{inr} \le y_{in} \quad \forall i, n, r$





Utility

Variables

$$U_{inr}$$
 utility
$$z_{inr} = \left\{ egin{array}{ll} U_{inr} & \mbox{if } y_{inr} = 1 \\ \ell_{nr} & \mbox{if } y_{inr} = 0 \end{array}
ight. \label{eq:zinr}
ight. discounted utility$$
 $(\ell_{nr} \mbox{ smallest lower bound})$

Constraint: utility

$$U_{inr} = \overbrace{\beta_{in}p_{in} + q_d(x_d)}^{V_{in}} + \xi_{inr} \, \forall i, n, r$$





Utility (ctd)

Constraints: discounted utility

$$\ell_{nr} \leq z_{inr}$$
 $\forall i, n, r$
 $z_{inr} \leq \ell_{nr} + M_{inr}y_{inr}$ $\forall i, n, r$
 $U_{inr} - M_{inr}(1 - y_{inr}) \leq z_{inr}$ $\forall i, n, r$
 $z_{inr} \leq U_{inr}$ $\forall i, n, r$





Choice

Variables

$$egin{aligned} U_{nr} &= \max_{i \in \mathcal{C}} z_{inr} \ w_{inr} &= \left\{ egin{array}{ll} 1 & ext{if } z_{inr} = U_{nr} \ 0 & ext{otherwise} \end{array}
ight. \end{aligned}$$

choice

Constraints

$$z_{inr} \leq U_{nr}$$
 $\forall i, n, r$
 $U_{nr} \leq z_{inr} + M_{nr}(1 - w_{inr})$ $\forall i, n, r$
 $\sum_{i} w_{inr} = 1$ $\forall n, r$
 $w_{inr} \leq v_{inr}$ $\forall i, n, r$

Capacity

Capacity cannot be exceeded $\Rightarrow y_{inr} = 1$

$$\sum_{m=1}^{n-1} w_{imr} \leq (c_i - 1)y_{inr} + (n-1)(1 - y_{inr}) \ \forall i > 0, n > c_i, r$$

Capacity has been reached $\Rightarrow y_{inr} = 0$

$$c_i(y_{in}-y_{inr}) \leq \sum_{m=1}^{n-1} w_{imr}, \ \forall i>0,n,r$$







Family of models

Constraints

- Set of linear constraints characterizing choice behavior
- Can be included in any relevant optimization problem.

Examples

- Profit maximization
- Facility location

Difficulties

- big M constraints
- large dimensions







Profit maximization

Profit

If p_{in} is the price paid by individual to purchase option i, the revenue generated by this option is

$$\frac{1}{R}\sum_{r=1}^R\sum_{n=1}^N p_{in}w_{inr}.$$

Linearization

If $a_{in} \le p_{in} \le b_{in}$, we define $\eta_{inr} = p_{in}w_{inr}$, and the following constraints:

$$a_{in}w_{inr} \leq \eta_{inr}$$
 $\eta_{inr} \leq b_{in}w_{inr}$ $p_{in} - (1 - w_{inr})b_{in} \leq \eta_{inr}$ $\eta_{inr} \leq p_{in} - (1 - w_{inr})a_{in}$

A case study

Challenge

- Take a choice model from the literature.
- It cannot be logit.
- It must involve heterogeneity.
- Show that it can be integrated in a relevant MILP.







A case study

Challenge

- Take a choice model from the literature.
- It cannot be logit.
- It must involve heterogeneity.
- Show that it can be integrated in a relevant MILP.

Parking choice

• [Ibeas et al., 2014]









Parking choices [Ibeas et al., 2014]

Alternatives

- Paid on-street parking
- Paid underground parking
- Free street parking

Model

- N = 50 customers
- $C = \{PSP, PUP, FSP\}$
- $C_n = C \quad \forall n$
- $p_{in} = p_i \quad \forall n$
- Capacity of 20 spots
- Mixture of logit models



General experiments

Uncapacitated vs Capacitated case

- Maximization of revenue
- Unlimited capacity
- Capacity of 20 spots for PSP and PUP

Price differentiation by population segmentation

- Reduced price for residents
- Two scenarios
 - Subsidy offered by the municipality
 - Operator is forced to offer a reduced price

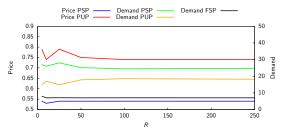




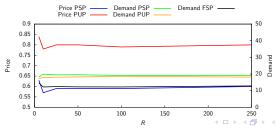


Uncapacitated vs Capacitated case

Uncapacitated



Capacitated



Computational time

	Uncapacitated case				Capacitated case			
R	Sol time	PSP	PUP	Rev	Sol time	PSP	PUP	Rev
5	2.58 s	0.54	0.79	26.43	12.0 s	0.63	0.84	25.91
10	3.98 s	0.53	0.74	26.36	54.5 s	0.57	0.78	25.31
25	29.2 s	0.54	0.79	26.90	13.8 min	0.59	0.80	25.96
50	4.08 min	0.54	0.75	26.97	50.2 min	0.59	0.80	26.10
100	20.7 min	0.54	0.74	26.90	6.60 h	0.59	0.79	26.03
250	2.51 h	0.54	0.74	26.85	1.74 days	0.60	0.80	25.93





Facility location

Data

- *U_{in}*: exogenous,
- Ci: fixed cost to open a facility,
- c_i : operational cost per customer to run the facility.

Objective function

$$\min \sum_{i \in \mathcal{C}_k} C_i y_i + \frac{1}{R} \sum_r \sum_i \sum_n c_i w_{inr}$$







Benders decomposition

$$\min \sum_{i \in \mathcal{C}_k} C_i y_i + \frac{1}{R} \sum_r \sum_i \sum_n c_i w_{inr}$$

subject to

$$egin{aligned} \max_{w} U_{nr} &= \sum_{i} U_{inr} w_{inr} \ &\sum_{i} w_{inr} \leq 1 \ &w_{inr} \leq y_{i} \ &w_{inr} \geq 0 \ &w_{inr}, y_{i} \in \{0,1\}. \end{aligned}$$







Benders decomposition

Customer subproblem: fix y_i^*

$$\max_{w} U_{nr} = \sum_{i} U_{inr} w_{inr}$$

subject to

$$\sum_{i} w_{inr} = 1$$

$$w_{inr} \le y_{i}^{*}$$

$$w_{inr} \ge 0.$$

Property

Totally unimodular: no integrality constraint is required.

Benders decomposition

Primal

$$\min_{w} U = -\sum_{i} U_{i} w_{i}$$

subject to

$$\sum_{i} w_{i} = 1$$

$$w_{i} \leq y_{i}^{*} \qquad \forall i$$

$$w_{i} \geq 0.$$

Dual

Disaggregate Demand Models and Optimizati

$$\max_{\lambda,\mu} \lambda + \sum_{i} \mu_{i} y_{i}^{*}$$

subject to

$$\lambda + \mu_i \le -U_i \qquad \forall i$$
$$\mu_i \le 0 \qquad \forall i$$







Bender decomposition

Ongoing work

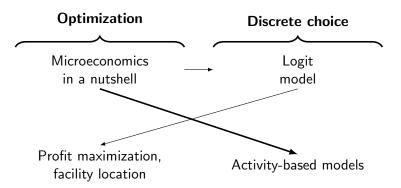
- Exploit the duality results to generate cuts for the master problem.
- Investigate the use of Benders for other problems.
 - profit maximization,
 - maximum likelihood estimation of the parameters.







Road map







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Introduction



- Travel demand is derived from activity demand.
- Activity demand is influenced by socio-economic characteristics, social interactions, cultural norms, basic needs, etc. [Chapin, 1974]
- Activity demand is constrained in space and time [Hägerstraand, 1970].

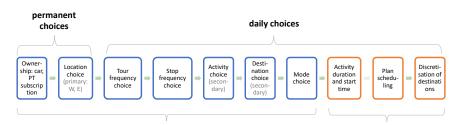






State of practice

Sequence of decisions Source: [Scherr et al., 2020]



discrete choice models

rule-based iterative plan refinement

Research question

Relax the series of discrete choice models approach

- The interactions of all decisions is complex.
- Sequence of models is most of the time arbitrary.

Integrated approach

Develop a model involving many decisions:

- activity participation,
- activity location,
- activity duration,
- activity scheduling,

- travel mode,
- travel path.





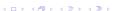
Research objectives

- Integrated approach based on first principles.
- Theoretical framework: utility maximization.
- Individuals solve a scheduling problem.
- Important aspects: trade-offs on activity sequence, duration and starting time.
- Again, we replace the error terms by draws.









Real data



Dataset

- 2015 Swiss Mobility and Transport Microcensus.
- Daily trip diaries for 57'000 individuals.
- Records of activities, visited location, mode/path choice.







Real data



Assumptions

- Desired start times and durations are the recorded ones.
- Feasible time windows: percentiles start and end times from out of sample distribution.
- Only the recorded locations are considered.
- Uniform flexibility profile across population.

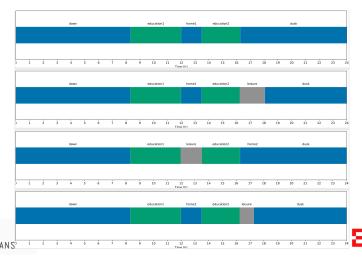






Individual 1 (weekday)

Optimal schedules generated for random draws of $\varepsilon_{\mathit{a_n}}$



Individual 2 (weekday)

Optimal schedules generated for random draws of $\varepsilon_{\mathit{an}}$

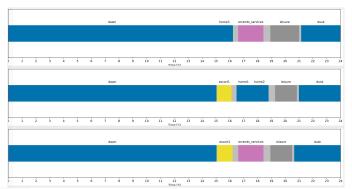






Individual 3 (weekday)

Optimal schedules generated for random draws of ε_{an}



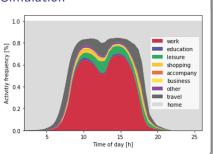




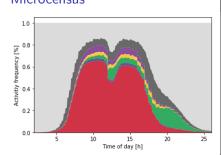
Validation

Activity profiles for full-time workers, Lausanne area

Simulation



Microcensus

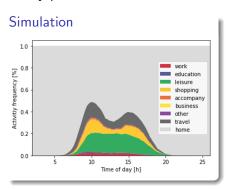


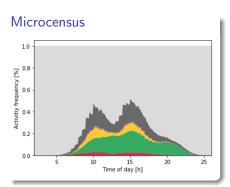




Validation

Activity profiles for individuals older than 65, Lausanne area





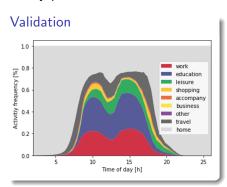


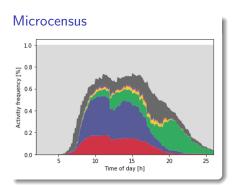


Disaggregate Demand Models and Optimizati

Validation

Activity profiles for students, Lausanne area





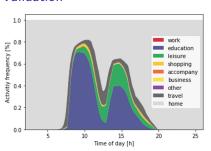




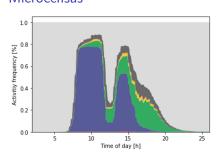
Validation

Activity profiles for primary school pupils, Lausanne area

Validation



Microcensus









Activity-based models

Ongoing work

- Synthetic population
- Estimation of the parameters
- Social interactions







Outline

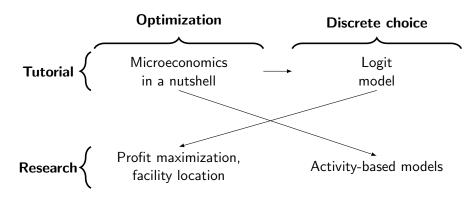
- Introduction
- 2 Microeconomics
- The logit model
- Profit optimization, facility location
- 6 Activity-based models
- 6 Conclusion







Conclusion







Acknowledgments

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- Stefano Bortolomiol,
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- Meritxell Pacheco,
- Janody Pougala,
- Shadi Sharif Azadeh,
- and many others...

Readings

- [Pacheco Paneque, 2020]
- [Pacheco et al., 2021]
- [Bortolomiol et al., forta]
- [Bortolomiol et al., fortb]
- [Pougala et al., 2021]







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