



THE OHIO STATE UNIVERSITY

FISHER COLLEGE OF BUSINESS

## The Subjective Belief Factor

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# Outline

The Paper

My Comments

Final Remarks

## The Big Picture Motivation

$$\text{Marginal Cost}_t = \mathbb{F}_t[\text{Marginal Benefit}]$$

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## Rational Expectations

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- Insight: use asset pricing methods to fully characterize  $\mathbb{E}_t^*[\cdot]$
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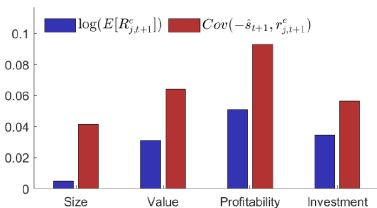
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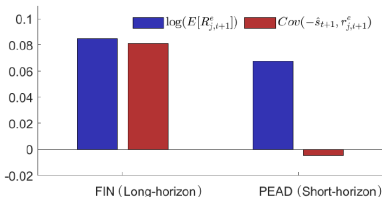
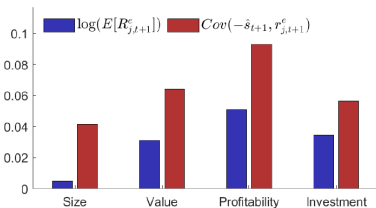
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  - $Z_{t+1} = \mathbb{E}_{j,t}^*[\mathbf{X}]$  (study second order beliefs since  $\mathbb{E}_t^*[Z] = \mathbb{E}_t^*[\mathbb{E}_{j,t}^*[\mathbf{X}]]$ )
  - $Z_{t+1} = \text{Asset Supply}_{t+1}$  (study how views about supply affect demand)

# 1) A Different use for the SBF: Belief Imputation

- **This Paper:** if  $X_{t+1}$  is a future outcome, coherent beliefs imply

$$\mathbb{E}_t[X] = \mathbb{E}_t^*[X] = \mathbb{E}_t[\text{SBF} \cdot X]$$

- Moreover, we can easily obtain the **SBF** that is linear in  $X$ :

$$\text{SBF}_{t+1} = 1 + \lambda'_t (X_{t+1} - \mathbb{E}_t[X]) \quad \text{where} \quad \lambda_t = \Sigma_t^{-1} (\mathbb{E}_t^*[X] - \mathbb{E}_t[X])$$

- We can then obtain  $\mathbb{E}_t^*[Z] = \mathbb{E}_t[Z] + \beta'_t (\mathbb{E}_t^*[X] - \mathbb{E}_t[X])$

- The paper uses the  $\mathbb{E}_t^*[Z]$  equation to validate the **SBF**
- But we can use this equation as a belief imputation method
- We can build the **SBF** from  $X$  and study beliefs about unexplored  $Z$ :
  - $Z_{t+1} = \mathbb{E}_{t+1}^*[X]$  (study belief term structure since  $\mathbb{E}_t^*[Z] = \mathbb{E}_t^*[X_{t+2}]$ )
  - $Z_{t+1} = \mathbb{E}_{j,t}^*[X]$  (study second order beliefs since  $\mathbb{E}_t^*[Z] = \mathbb{E}_t^*[\mathbb{E}_{j,t}^*[X]]$ )
  - $Z_{t+1} = \text{Asset Supply}_{t+1}$  (study how views about supply affect demand)
  - etc...

## 2) The Belief Heterogeneity Factor (BHF)

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### 3) Using the BHF to Impute CMAs

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#### PORTFOLIO INSIGHTS

2022 | 26<sup>TH</sup> ANNUAL EDITION

# Long-Term Capital Market Assumptions

Time-tested projections to build stronger portfolios

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FIXED INCOME	ANNUALIZED VOLATILITY (%)													U.S. Inflation	U.S. Cash	U.S. Intermediate Treasuries	U.S. Long Treasuries	TIPS	U.S. Aggregate Bonds	U.S. Securitized	U.S. Short Duration Government/Credit	U.S. Long Duration Government/Credit	U.S. Inv Grade Corporate Bonds	U.S. Long Corporate Bonds	U.S. High Yield Bonds	U.S. Leveraged Loans			
	ARITHMETIC RETURN 2022 (%)			U.S. Inflation	U.S. Cash	U.S. Intermediate Treasuries	U.S. Long Treasuries	TIPS	U.S. Aggregate Bonds	U.S. Securitized	U.S. Short Duration Government/Credit	U.S. Long Duration Government/Credit	U.S. Inv Grade Corporate Bonds														U.S. Long Corporate Bonds	U.S. High Yield Bonds	U.S. Leveraged Loans
	COMPOUND RETURN 2022 (%)																												
U.S. Inflation	2.30	2.31	1.39	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00					
U.S. Cash	1.30	1.30	0.42	0.05	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. Intermediate Treasuries	2.10	2.14	2.81	-0.21	0.22	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. Long Treasuries	1.80	2.44	11.55	-0.17	0.07	0.82	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
TIPS	2.10	2.23	5.16	0.08	0.07	0.57	0.53	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. Aggregate Bonds	2.60	2.66	3.48	-0.17	0.10	0.78	0.82	0.72	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. Securitized	3.10	3.13	2.34	-0.17	0.15	0.75	0.68	0.64	0.89	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. Short Duration Government/Credit	2.10	2.11	1.50	-0.19	0.35	0.77	0.49	0.58	0.76	0.71	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. Long Duration Government/Credit	2.30	2.74	9.52	-0.17	0.01	0.66	0.88	0.63	0.93	0.72	0.55	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. Inv Grade Corporate Bonds	2.80	3.00	6.38	-0.10	-0.01	0.33	0.46	0.66	0.77	0.58	0.51	0.77	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. Long Corporate Bonds	2.40	2.93	10.47	-0.13	-0.03	0.34	0.56	0.60	0.79	0.57	0.43	0.87	0.96	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. High Yield Bonds	3.90	4.22	8.24	0.10	-0.12	-0.28	-0.23	0.34	0.20	0.15	0.11	0.16	0.58	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				
U.S. Leveraged Loans	4.70	5.00	7.89	0.27	-0.15	-0.52	-0.41	0.12	-0.05	-0.08	-0.13	-0.06	0.37	0.29	0.81	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00				

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FIXED INCOME	ANNUALIZED VOLATILITY (%)			ARITHMETIC RETURN 2022 (%)															
	COMPOUND RETURN 2022 (%)			U.S. Inflation	U.S. Cash	U.S. Intermediate Treasuries	U.S. Long Treasuries	TIPS	U.S. Aggregate Bonds	U.S. Securitized	U.S. Short Duration Government/Credit	U.S. Long Duration Government/Credit	U.S. Inv Grade Corporate Bonds	U.S. Long Corporate Bonds	U.S. High Yield Bonds	U.S. Leveraged Loans			
U.S. Inflation	2.30	2.31	1.39	1.00															
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U.S. Long Corporate Bonds	2.40	2.93	10.47	-0.13	-0.03	0.34	0.56	0.60	0.79	0.57	0.43	0.87	0.96	1.00					
U.S. High Yield Bonds	3.90	4.22	8.24	0.10	-0.12	-0.28	-0.23	0.34	0.20	0.15	0.11	0.16	0.58	0.50	1.00				
U.S. Leveraged Loans	4.70	5.00	7.89	0.27	-0.15	-0.52	-0.41	0.12	-0.05	-0.08	-0.13	-0.06	0.37	0.29	0.81	1.00			

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				U.S. Inflation	U.S. Cash	U.S. Intermediate Treasuries	U.S. Long Treasuries	TIPS	U.S. Aggregate Bonds	U.S. Securitized	U.S. Short Duration Government/Credit	U.S. Long Duration Government/Credit	U.S. Inv Grade Corporate Bonds	U.S. Long Corporate Bonds	U.S. High Yield Bonds	U.S. Leveraged Loans				
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U.S. Cash	1.30	1.30	0.42	0.05	1.00	0.22	0.22	0.22	0.22	0.22	0.22	0.22	0.22	0.22	0.22	0.22				
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FIXED INCOME	ANNUALIZED VOLATILITY (%)			CORRELATION MATRIX															
	ARITHMETIC RETURN 2022 (%)			CORRELATION MATRIX															
	COMPOUND RETURN 2022 (%)			CORRELATION MATRIX															
	U.S. Inflation	U.S. Cash	U.S. Intermediate Treasuries	U.S. Long Treasuries	TIPS	U.S. Aggregate Bonds	U.S. Securitized	U.S. Short Duration Government/Credit	U.S. Long Duration Government/Credit	U.S. Inv Grade Corporate Bonds	U.S. Long Corporate Bonds	U.S. High Yield Bonds	U.S. Leveraged Loans						
U.S. Inflation	2.30	2.31	1.39	1.00	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05		
U.S. Cash	1.30	1.30	0.42	0.05	1.00	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05		
U.S. Intermediate Treasuries	2.10	2.14	2.81	-0.21	0.22	1.00	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05		
U.S. Long Treasuries	1.80	2.44	11.55	-0.17	0.07	0.82	1.00	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05		
TIPS	2.10	2.23	5.16	0.08	0.07	0.57	0.53	1.00	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05		
U.S. Aggregate Bonds	2.60	2.66	3.48	-0.17	0.10	0.78	0.82	0.72	1.00	0.05	0.05	0.05	0.05	0.05	0.05	0.05	0.05		
U.S. Securitized	3.10	3.13	2.34	-0.17	0.15	0.75	0.68	0.64	0.89	1.00	0.05	0.05	0.05	0.05	0.05	0.05	0.05		
U.S. Short Duration Government/Credit	2.10	2.11	1.50	-0.19	0.35	0.77	0.49	0.58	0.76	0.71	1.00	0.05	0.05	0.05	0.05	0.05	0.05		
U.S. Long Duration Government/Credit	2.30	2.74	9.52	-0.17	0.01	0.66	0.88	0.63	0.93	0.72	0.55	1.00	0.05	0.05	0.05	0.05	0.05		
U.S. Inv Grade Corporate Bonds	2.80	3.00	6.38	-0.10	-0.01	0.33	0.46	0.66	0.77	0.58	0.51	0.77	1.00	0.05	0.05	0.05	0.05		
U.S. Long Corporate Bonds	2.40	2.93	10.47	-0.13	-0.03	0.34	0.56	0.60	0.79	0.57	0.43	0.87	0.96	1.00	0.05	0.05	0.05		
U.S. High Yield Bonds	3.90	4.22	8.24	0.10	-0.12	-0.28	-0.23	0.34	0.20	0.15	0.11	0.16	0.58	0.50	1.00	0.05	0.05		
U.S. Leveraged Loans	4.70	5.00	7.80	0.27	-0.15	-0.52	-0.41	0.12	-0.05	-0.09	-0.13	-0.06	0.37	0.29	0.81	1.00	0.05		

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- We have a series of papers studying CMAs

(Couts, Gonçalves, Loudis (2023), Coutts et al. (2024), Andonov et al. (2025))

- In the latest one, we estimate

$\omega_{n,j,t}^*$ : mean-variance allocation with frictions (asset  $n$ , institution  $j$ , year  $t$ )

$\omega_{n,j,t}$ : portfolio allocation of investors using institution  $j$  as a consultant

- We include six major asset classes

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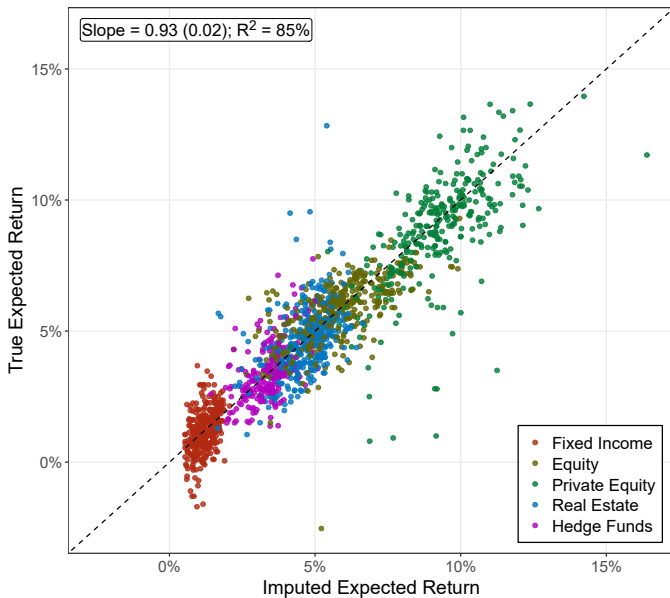
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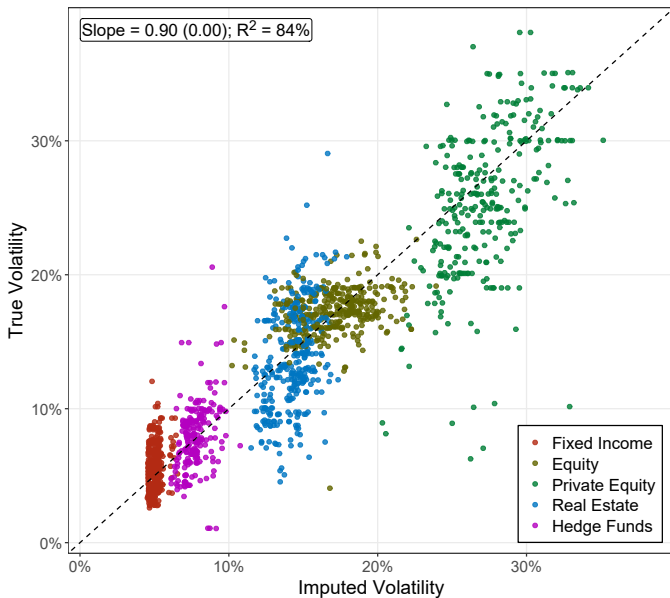
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### 3) Using the BHF to Impute CMAs

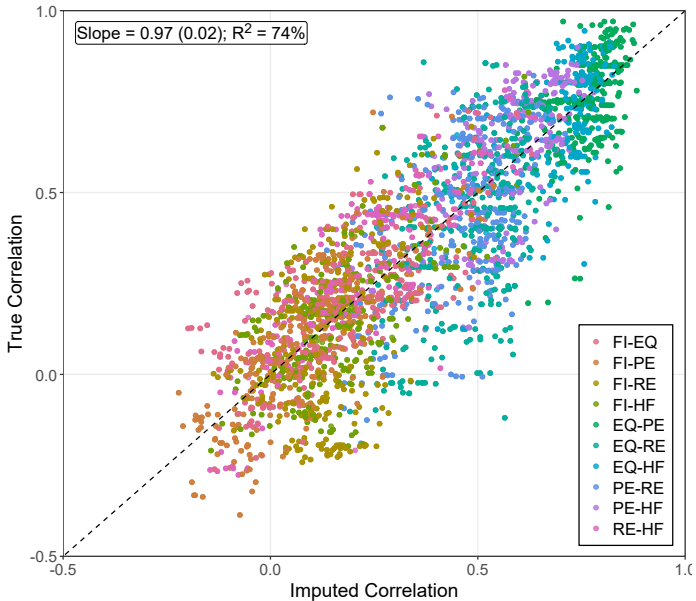
$$\mathbb{E}_{j,t}^*[Z] = \mathbb{E}_t^*[Z] + \beta_t^{*'} (\mathbb{E}_{j,t}^*[X] - \mathbb{E}_t^*[X]) \quad \text{where} \quad \beta_t^{*'} = \Sigma_t^{*-1} \text{Cov}_t^*[X, Z]$$

- To obtain the 2020 Mercer  $\omega^*$ , we also need  $\Sigma_{j,t}^*$ 
  - We observe beliefs for vector  $X = [R_o, \text{vech}(R_o R_o')]$
  - We are missing the beliefs for  $Z = [R_m, \text{vech}(R_m R_m'), \text{vech}(R_o R_m')]$
  - We have consensus CMAs for all asset classes (2020 aggregated)
- We can apply the general formula above
- The final expression looks more complicated
- But we have all elements we need (if  $R \sim \text{Normal}$ )
  - We need  $\mathbb{E}_t^*[(R_o, R_m)]$  and  $\Sigma_t^*[(R_o, R_m)]$
  - We need  $\mathbb{E}_{j,t}^*[R_o]$  and  $\Sigma_{j,t}^*[R_o]$
- So, let's check whether the method works empirically

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# Outline

The Paper

My Comments

Final Remarks

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- Rational expectations:  $\mathbb{F}_t[X] = \mathbb{E}_t[X]$
- This paper:  $\mathbb{F}_t[X] = \mathbb{E}_t^*[X] = \mathbb{E}_t[\text{SBF} \cdot X]$
- Potential to fundamentally change the subjective beliefs literature
- So many applications that it is hard to list
- I predict (or at least hope) it will become an influential paper
- Good luck!

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