L'ORÉAL

## Penalized Bayesian Methods for Product Ranking Using Both Positive and Negative References

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## Context and data

> Overall comparison of posterior mean efficacy distributions of 4 products with regards to
> One positive reference: maximum possible efficacy (not achievable in practice)
> One negative reference: fifth product known to have the worst efficacy
Each comparison summarized by one unique metric (then used to rank products)


## Context and data

> Overall comparison of posterior mean efficacy distributions of 4 products with regards to
> One positive reference: maximum possible efficacy (not achievable in practice)
> One negative reference: fifth product known to have the worst efficacy
> Each comparison summarized by one unique metric (then used to rank products)
> Minimal risk mindset to define the metric; the best product must present a trade-off between having
$>$ 1) high probability to be above the negative reference
> 2) small uncertainty on the posterior distributions
$>$ 3) high chances to be like the positive reference


## Step 1: (Quasi-)Normalization


$>$ Make the range of the $\theta_{i}$ independent of the data
$>$ Following steps can be run the same way for every data


## Step 2: Probabilities to be comparable



Compute the probabilities for a product to be comparable to the positive reference accounting for its variability
> It is the inverse of the cumulative distribution function for each product

## Step 3: Penalization of probabilities in step 2

> Penalized products that have a non-negligible probability to underperform the negative reference
> They represent higher risk
For each product, the penalization factor is multiplied by the probabilities derived in step 2


## Step 4: Metric calculation

> AUC ?


| Product | M | SD | P2 | AUC |
| :---: | :---: | :---: | ---: | :---: |
| $\mathbb{P} 3$ | -12.03 | 4.04 | 98.480 | 0.539 |
| P2 | -12.00 | 1.00 | 100.000 | 0.400 |
| P1 | -9.01 | 5.00 | 97.320 | 0.390 |
| P4 | -17.00 | 1.00 | 99.760 | 0.150 |

## Step 4: Metric calculation

- AUC considering the hypothetical case of no knowledge as represented by a uniform distribution



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