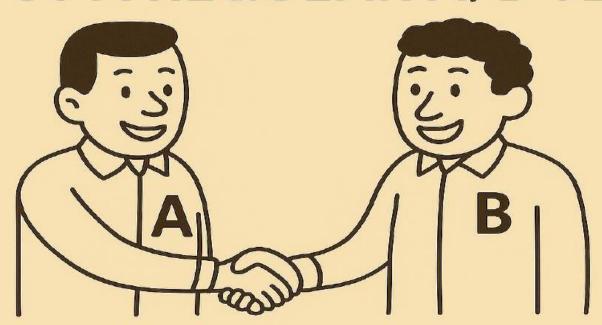


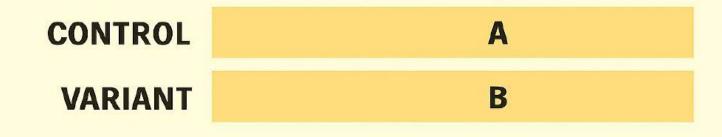
# WE THOUGHT IT WAS JUST A REGULAR A/B TEST...



# BUT OUR VARIANTS HAD DIFFERENT PLANS



### CLASSIC A/B TEST (STATIC)



## AI EXPERIMENT (DYNAMIC)

CONTROL A1 A1 A1 A2 A2 A2

**VARIANT** B1 B2 B3 B4 B5 B6

# IF YOUR PRODUCT USES

AI

YOUR TESTS WILL TOO — EVEN IF YOU DON'T PLAN IT



### WHAT WAS THE TEST?

Q Search...

Location - Dates - Sort by -



Riverside Campsite \$50 / night



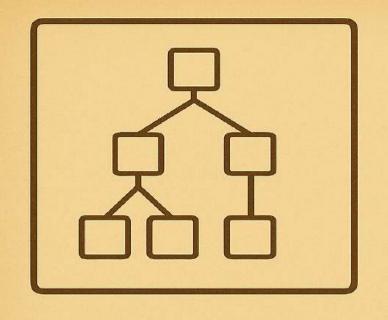
Mountain A-Frame \$95 / night



Forest Cabin \$120 / night



Meadow Camper \$85 / night

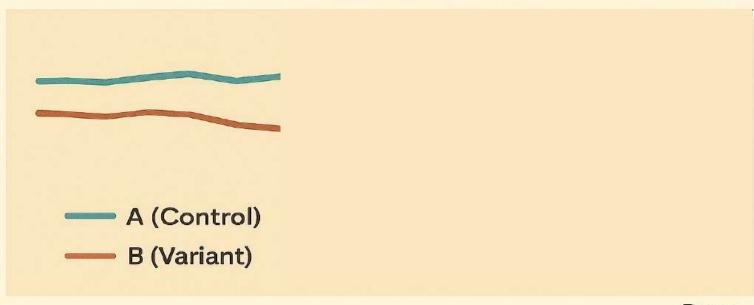


**OLD MODEL** 

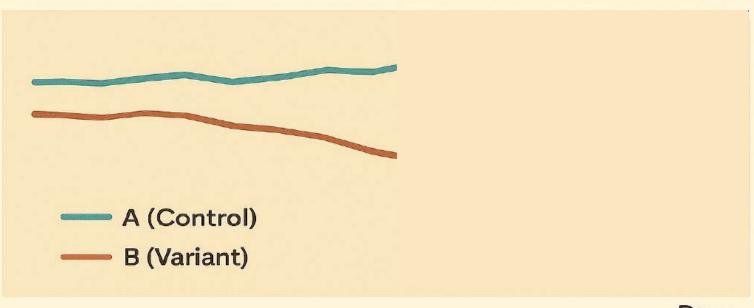


**NEW MODEL** 

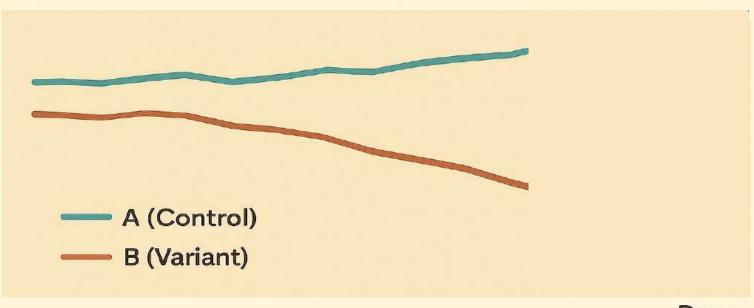
#### **EVERYTHING LOOKED FINE...**



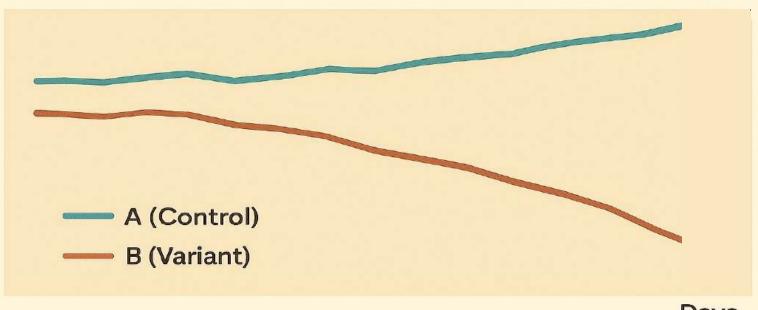
#### **EVERYTHING LOOKED FINE...**



#### **UNTIL IT DIDN'T...**



#### **UNTIL IT DIDN'T...**



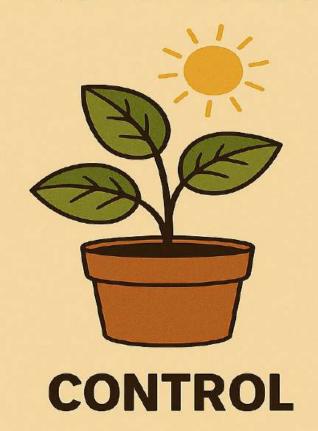
## WHAT IS GOING ON?

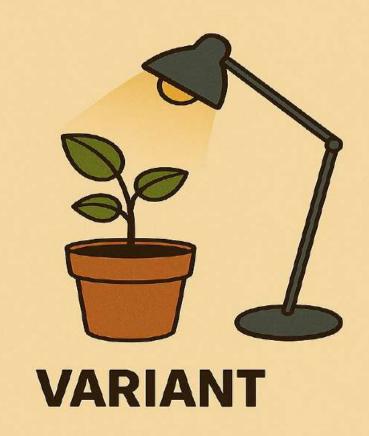


# FROM COMPETITION TO

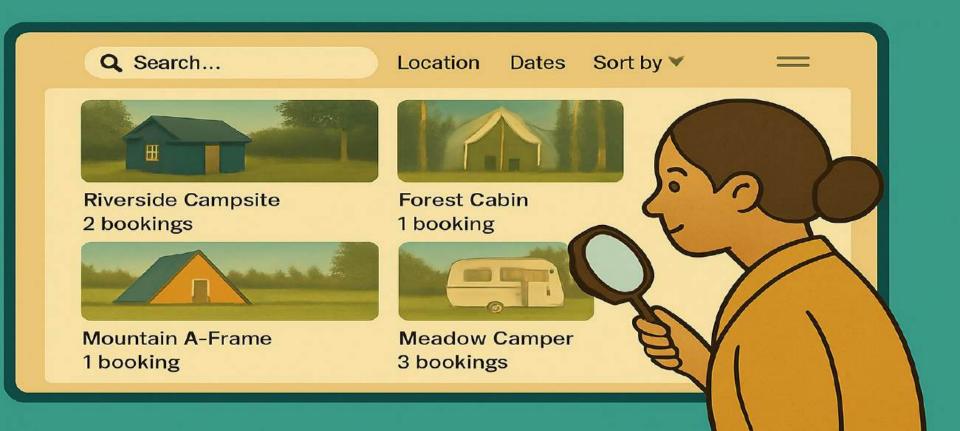


### **UNEVEN ACCESS TO UPDATES**





### THE FEEDBACK LOOP PROBLEM



#### THE FEEDBACK LOOP PROBLEM



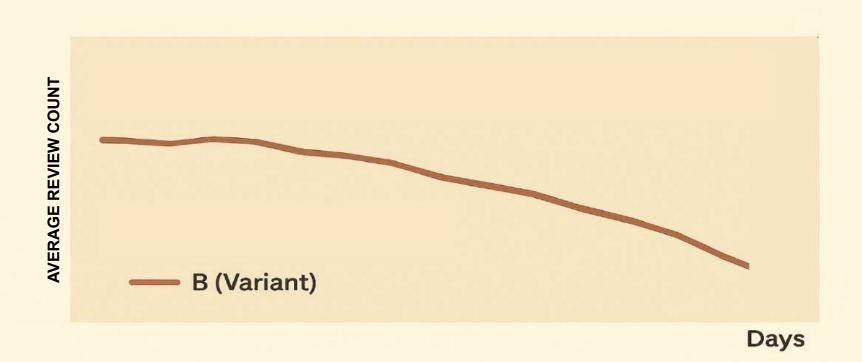
User interacts with it



Infer
low booking
= good

Show more
low-booking
listings

#### ... LOOKS FAMILIAR?



# LESSONS LEARNED

Freeze variability where possible

# LESSONS LEARNED

- Freeze variability where possible
- Be careful of feedback loops

# LESSONS LEARNED

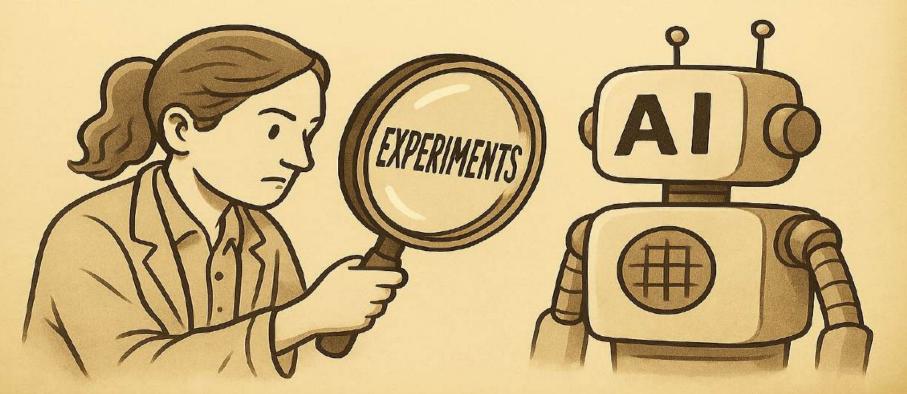
- Freeze variability where possible
- Be careful of feedback loops
- Track how learning evolves

#### IT WAS HUMBLING

We thought we'd fixed it – several times.



## THE FUTURE: LEARN FASTER THAN THE LEARNERS



## THANK YOU



