8TH EDITION

INTERMEDIATE MICROECONOMICS

HAL R. VARIAN

4 Utility

Preferences - A Reminder

- $x \succ y$: x is preferred strictly to y.
- $x \sim y$: x and y are equally preferred.
- $x \succsim y$: x is preferred at least as much as is y.

Preferences - A Reminder

- **Completeness: For any two bundles x and y it is always possible to state either that**

  $$\mathbf{x} \succsim \mathbf{y}$$

  or that

  $$\mathbf{y} \succsim \mathbf{x}.$$

Preferences - A Reminder

- **Reflexivity: Any bundle x is always at least as preferred as itself; *i.e.***

$$\mathbf{x} \succsim \mathbf{x}.$$

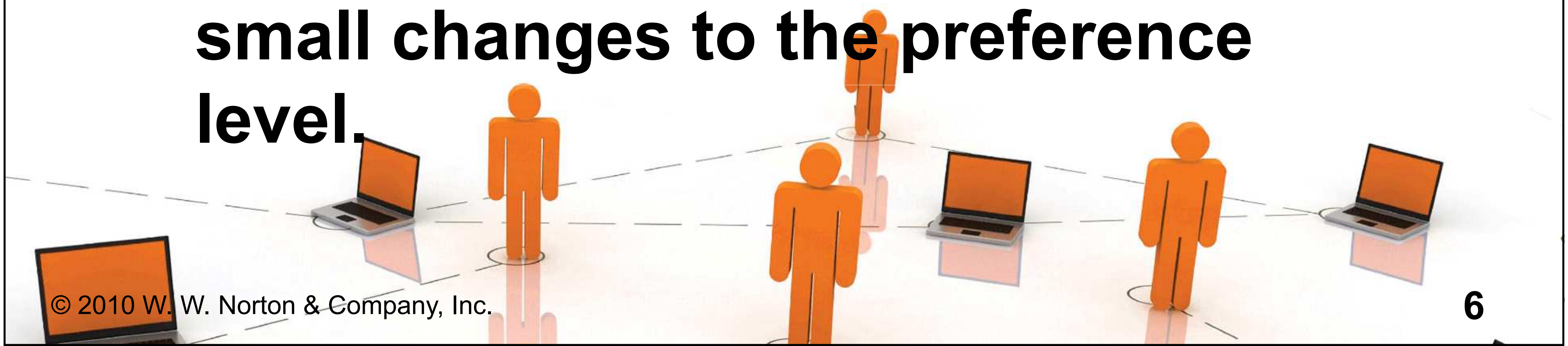
Preferences - A Reminder

- **Transitivity: If**
  x is at least as preferred as y, and
  y is at least as preferred as z, then
  x is at least as preferred as z; *i.e.*

  $$x \succsim y \text{ and } y \succsim z \Rightarrow x \succsim z.$$

Utility Functions

- A preference relation that is complete, reflexive, transitive and continuous can be represented by a continuous utility function.
- Continuity means that small changes to a consumption bundle cause only small changes to the preference level.



Utility Functions

- **A utility function U(x) represents a preference relation $\succsim$ if and only if:**

$$x' \succ x'' \iff U(x') > U(x'')$$

$$x' \prec x'' \iff U(x') < U(x'')$$

$$x' \sim x'' \iff U(x') = U(x'').$$

Utility Functions

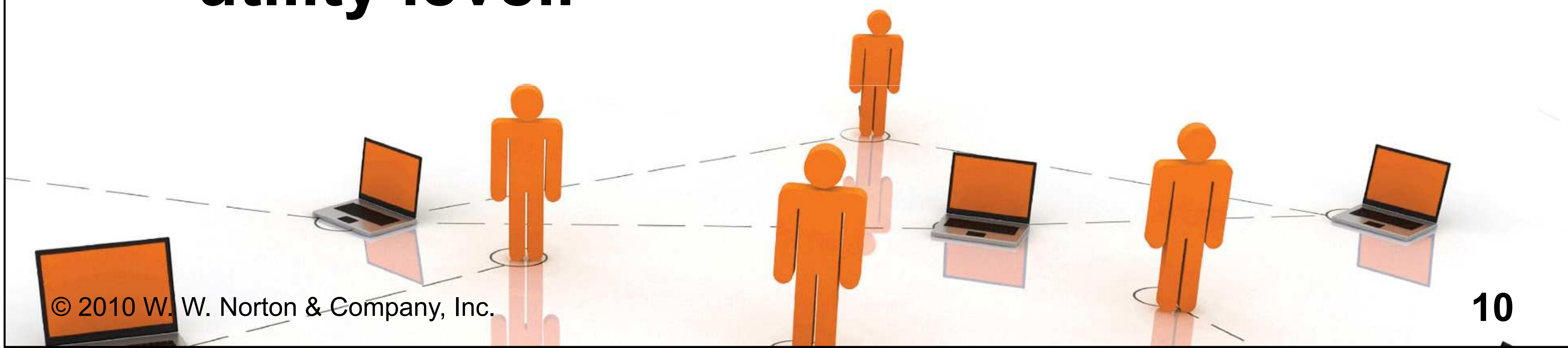
- **Utility is an ordinal (i.e. ordering) concept.**
- ***E.g***. **if U(x) = 6 and U(y) = 2 then bundle x is strictly preferred to bundle y. But x is not preferred three times as much as is y.**

Utility Functions & Indiff. Curves

- **Consider the bundles (4,1), (2,3) and (2,2).**
- **Suppose (2,3) $\succ$ (4,1) $\sim$ (2,2).**
- **Assign to these bundles any numbers that preserve the preference ordering;**
  e.g. **U(2,3) = 6 > U(4,1) = U(2,2) = 4.**
- **Call these numbers utility levels.**

Utility Functions & Indiff. Curves

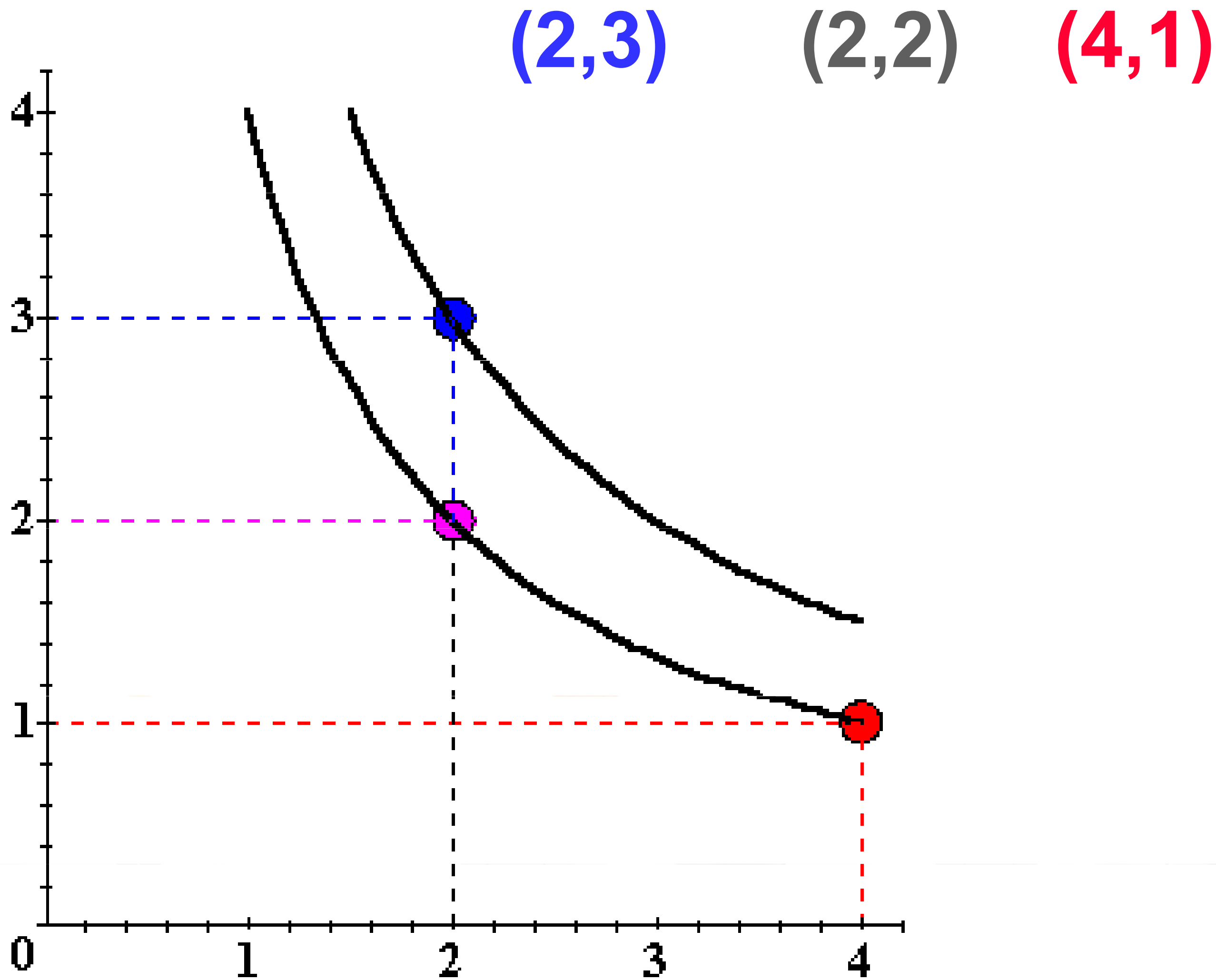
- **An indifference curve contains equally preferred bundles.**
- **Equal preference $\Rightarrow$ same utility level.**
- **Therefore, all bundles in an indifference curve have the same utility level.**



Utility Functions & Indiff. Curves

- **So the bundles (4,1) and (2,2) are in the indiff. curve with utility level $U \equiv 4$**
- **But the bundle (2,3) is in the indiff. curve with utility level $U \equiv 6$.**
- **On an indifference curve diagram, this preference information looks as follows:**

Utility Functions & Indiff. Curves

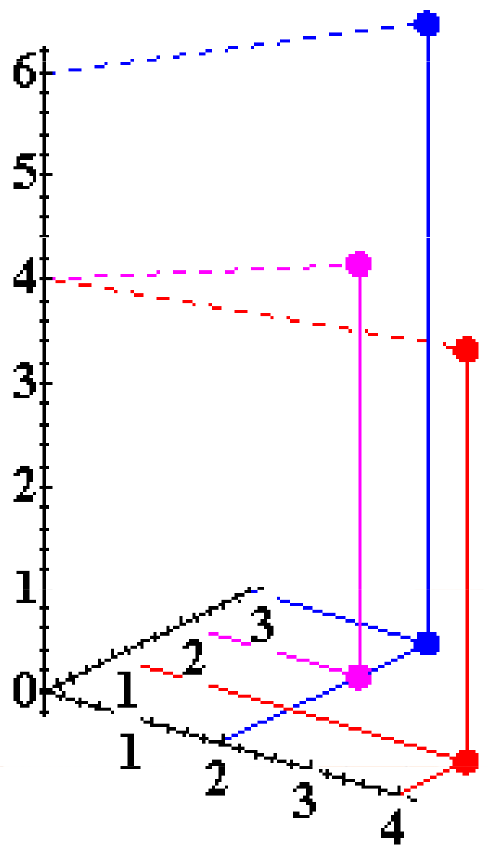


Utility Functions & Indiff. Curves

- **Another way to visualize this same information is to plot the utility level on a vertical axis.**

Utility Functions & Indiff. Curves

3D plot of consumption & utility levels for 3 bundles



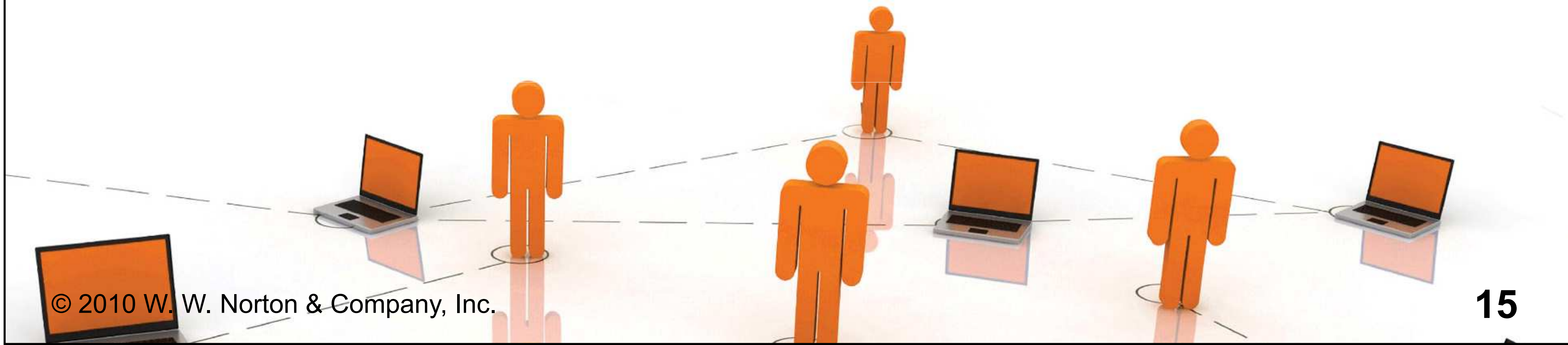
U(2,3) = 6

U(2,2) = 4

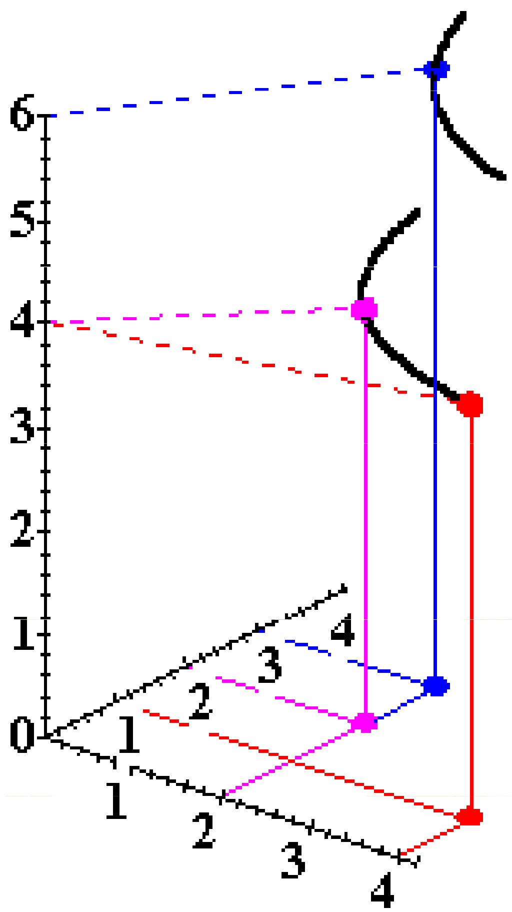
U(4,1) = 4

Utility Functions & Indiff. Curves

- **This 3D visualization of preferences can be made more informative by adding into it the two indifference curves.**



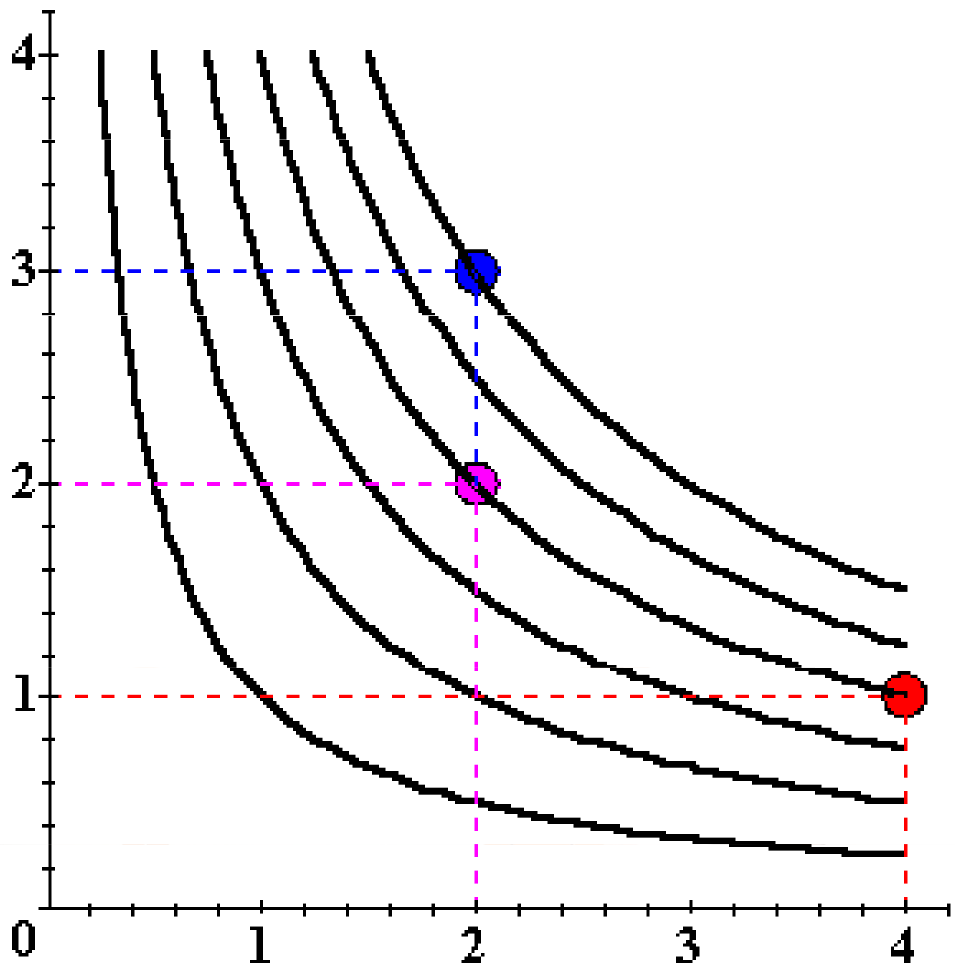
Utility Functions & Indiff. Curves



Utility Functions & Indiff. Curves

- **Comparing more bundles will create a larger collection of all indifference curves and a better description of the consumer's preferences.**

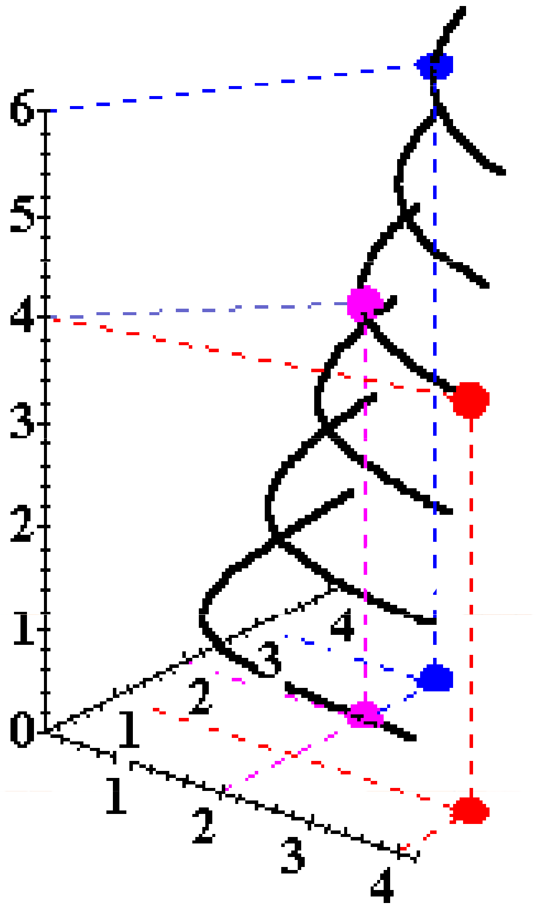
Utility Functions & Indiff. Curves



Utility Functions & Indiff. Curves

- **As before, this can be visualized in 3D by plotting each indifference curve at the height of its utility index.**

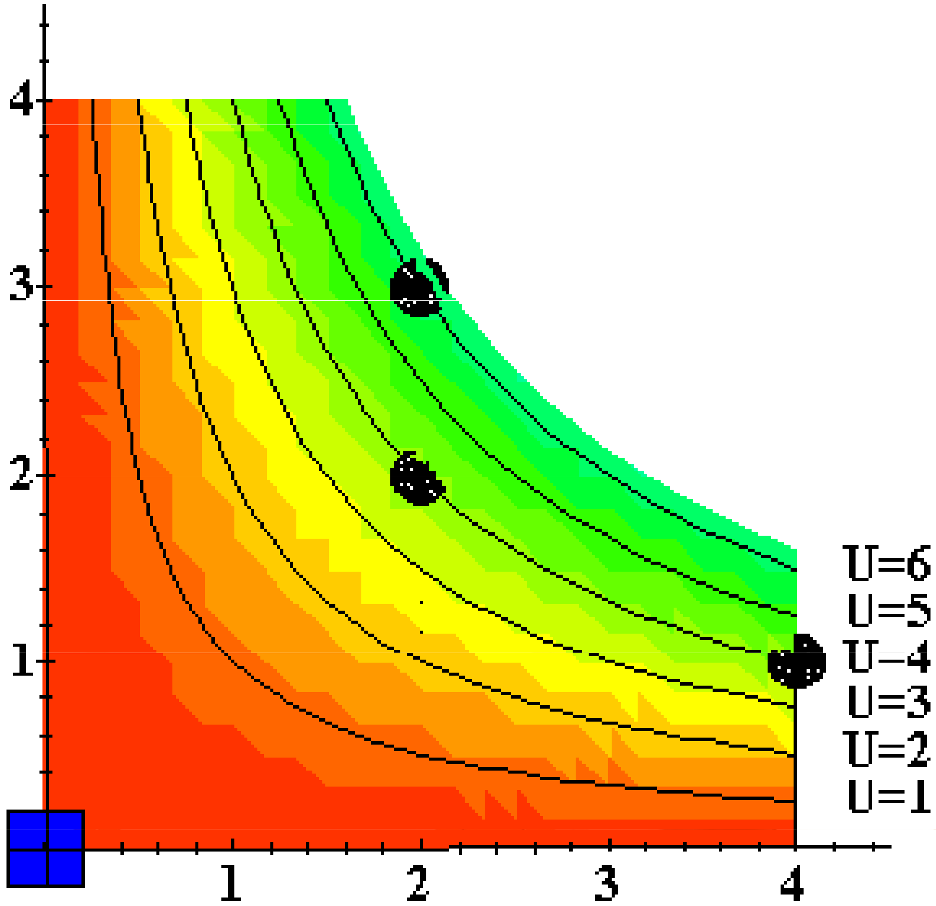
Utility Functions & Indiff. Curves



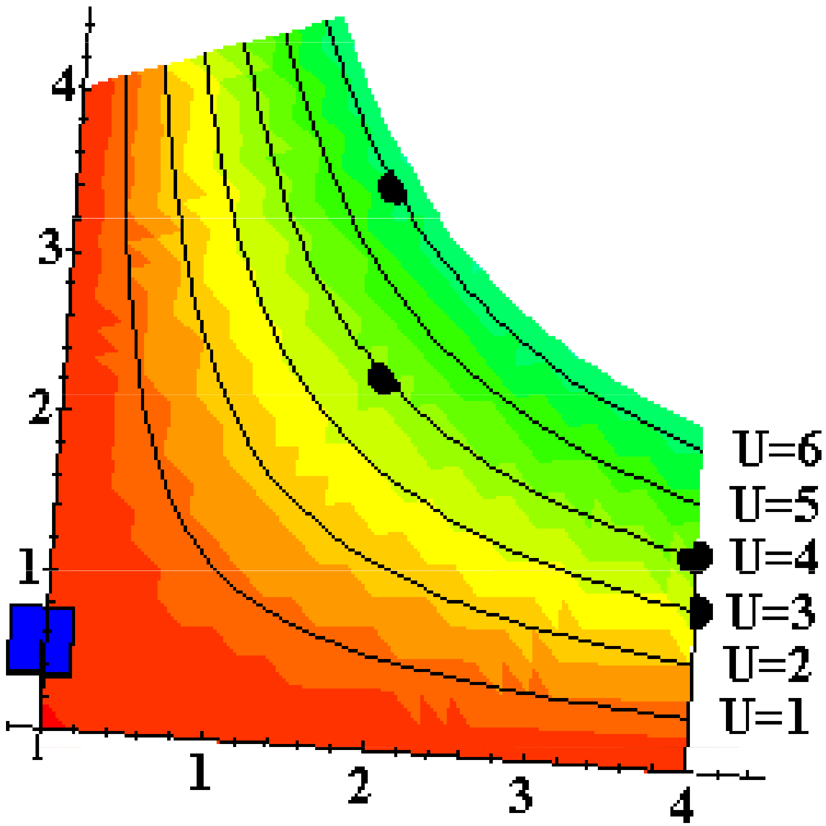
Utility Functions & Indiff. Curves

- **Comparing all possible consumption bundles gives the complete collection of the consumer's indifference curves, each with its assigned utility level.**
- **This complete collection of indifference curves completely represents the consumer's preferences.**

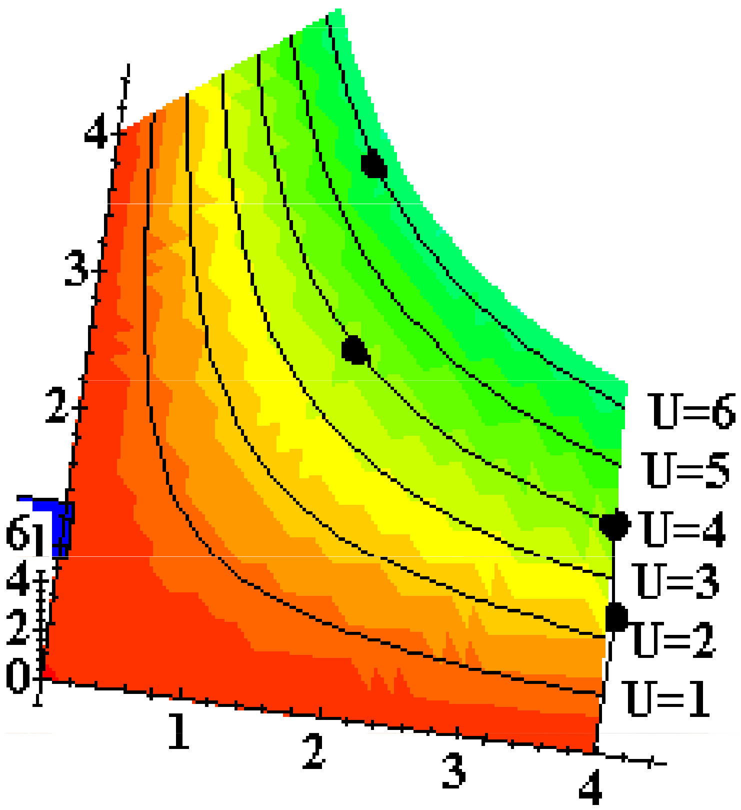
Utility Functions & Indiff. Curves



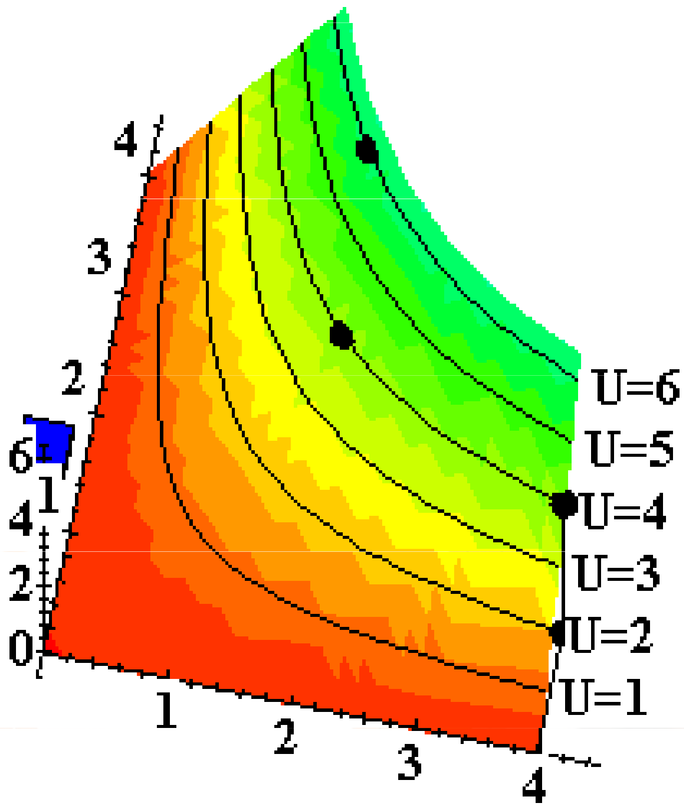
Utility Functions & Indiff. Curves



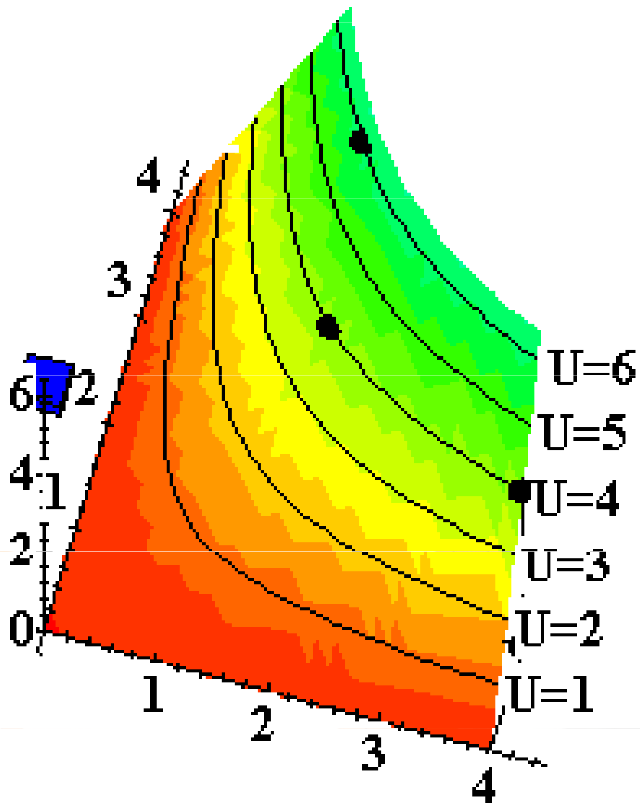
Utility Functions & Indiff. Curves



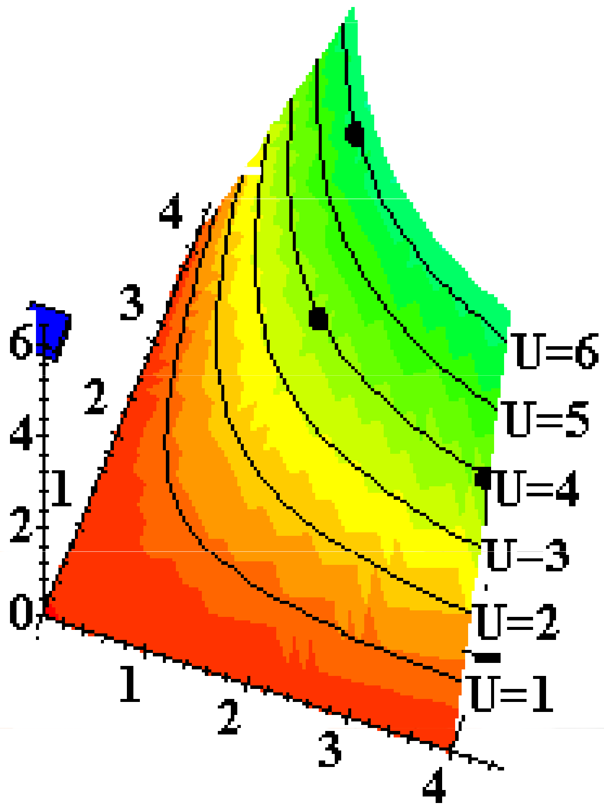
Utility Functions & Indiff. Curves



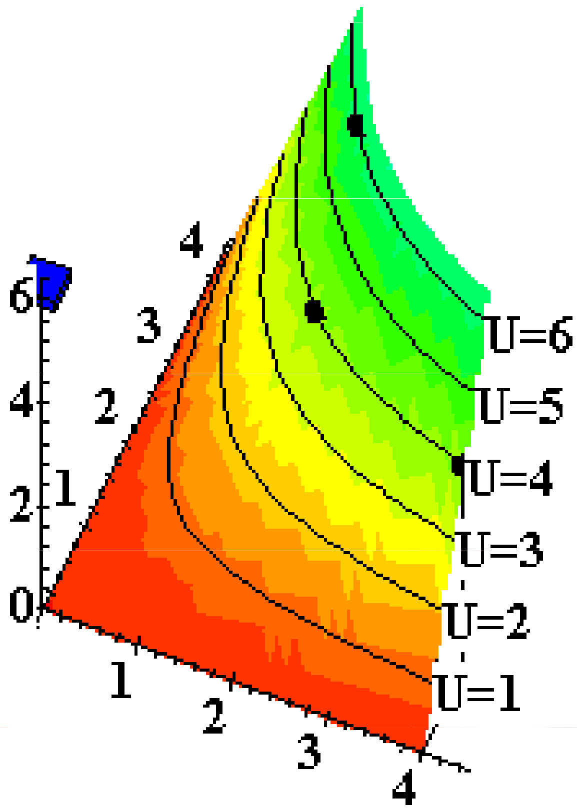
Utility Functions & Indiff. Curves



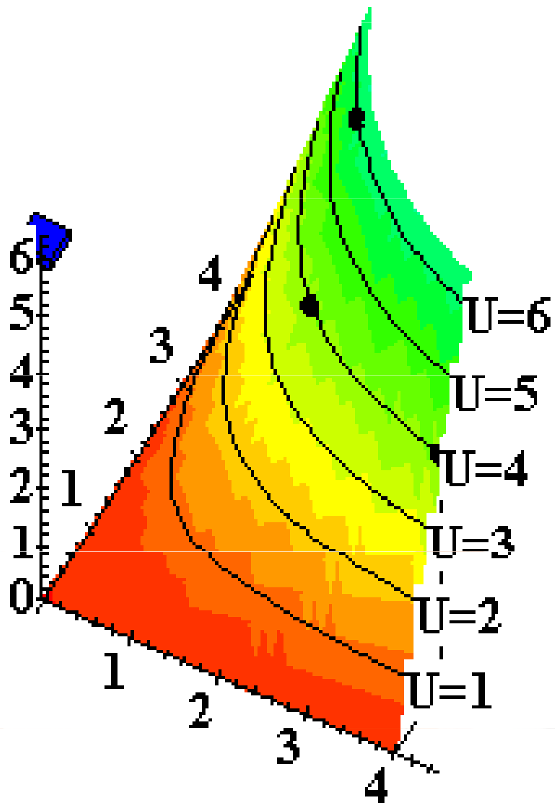
Utility Functions & Indiff. Curves



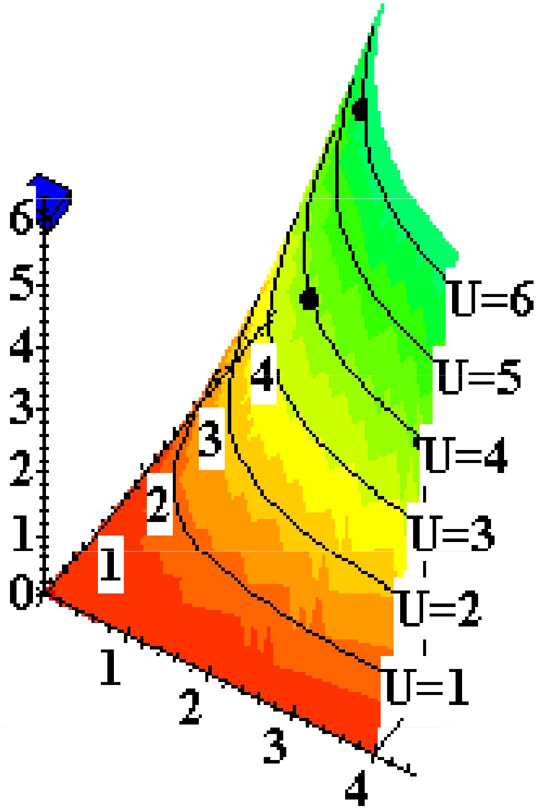
Utility Functions & Indiff. Curves



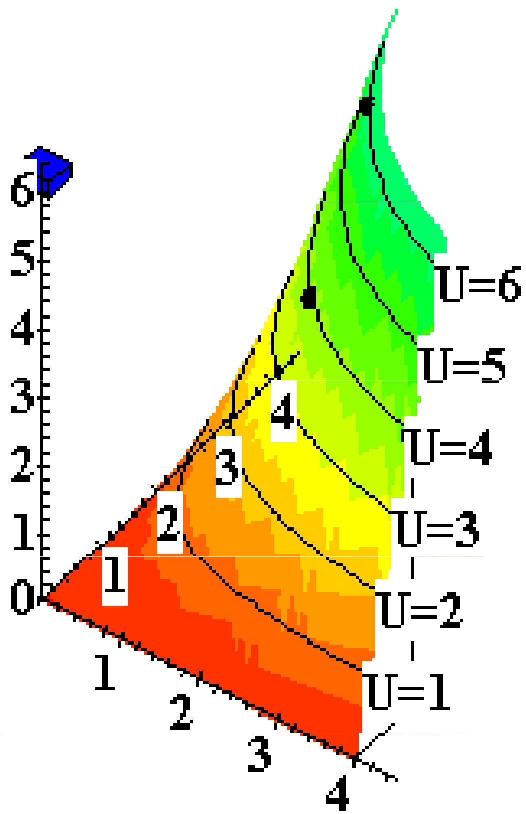
Utility Functions & Indiff. Curves



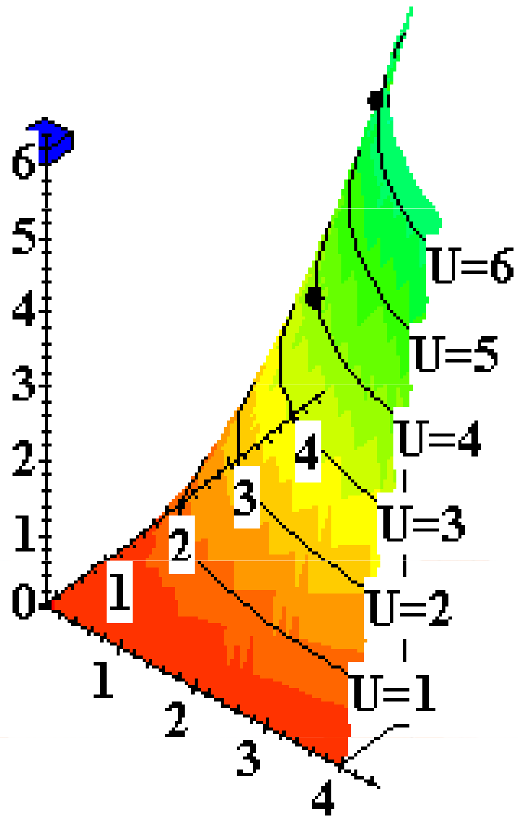
Utility Functions & Indiff. Curves



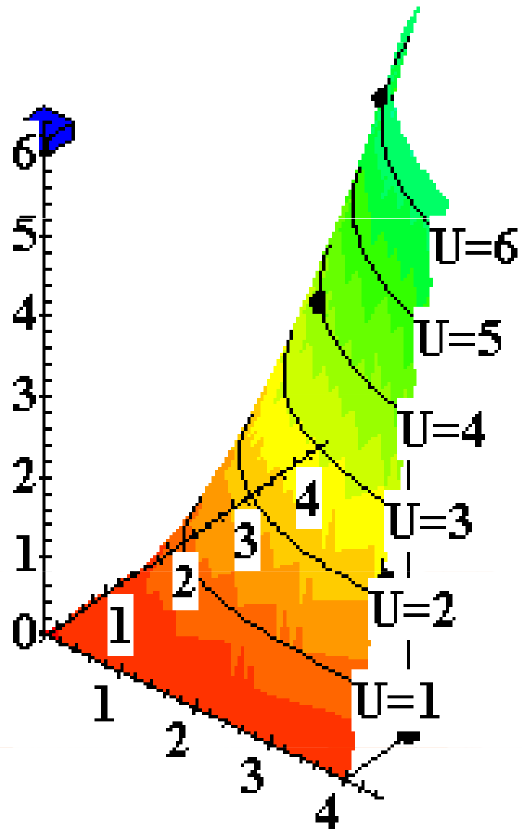
Utility Functions & Indiff. Curves



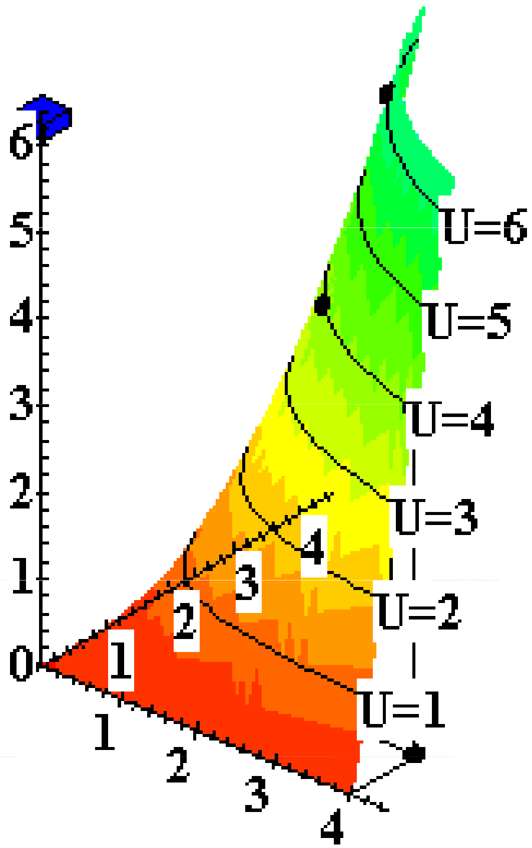
Utility Functions & Indiff. Curves



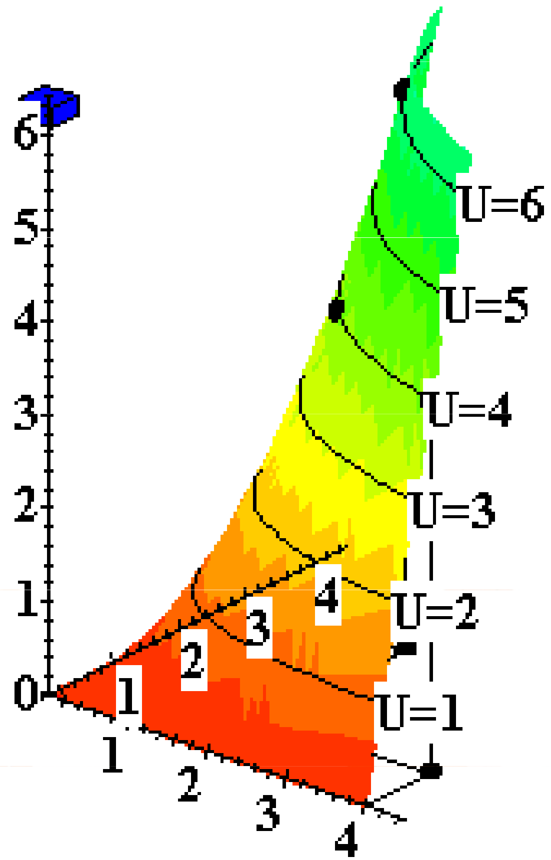
Utility Functions & Indiff. Curves



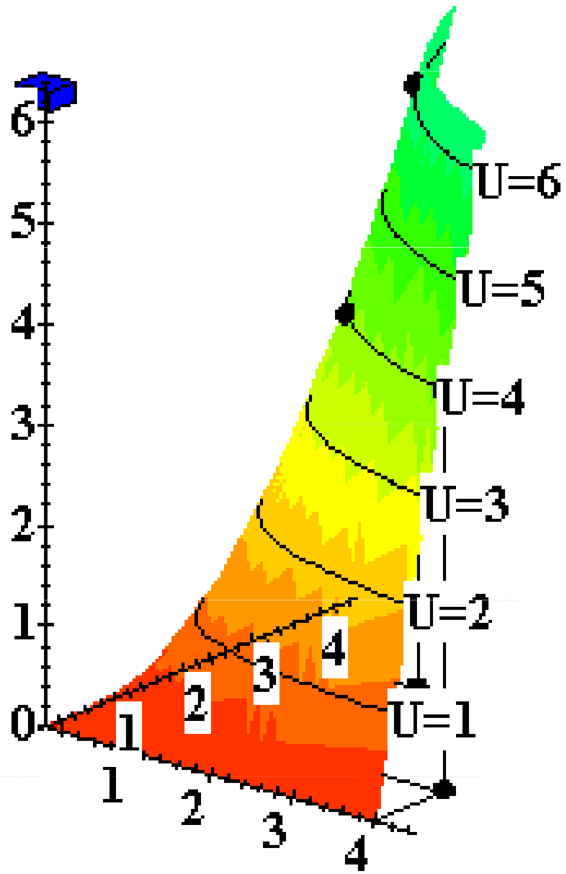
Utility Functions & Indiff. Curves



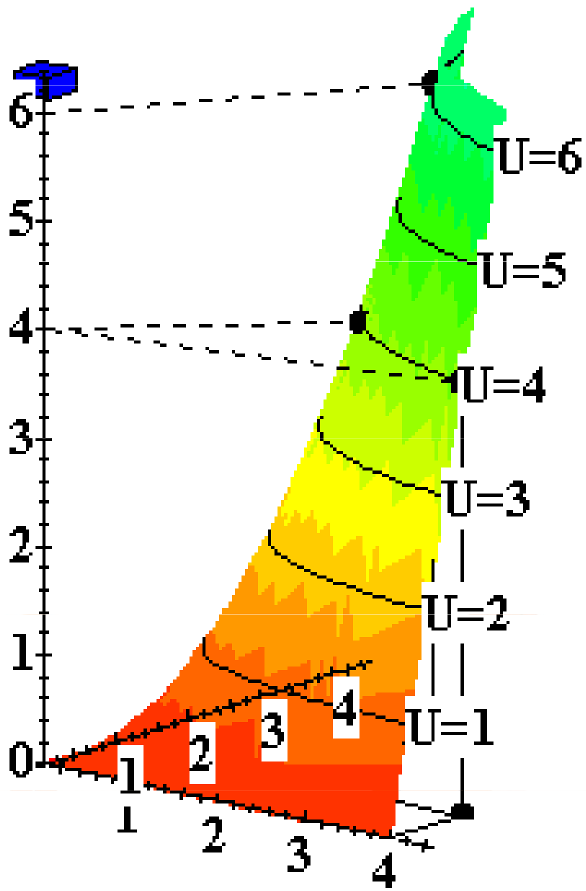
Utility Functions & Indiff. Curves



Utility Functions & Indiff. Curves



Utility Functions & Indiff. Curves

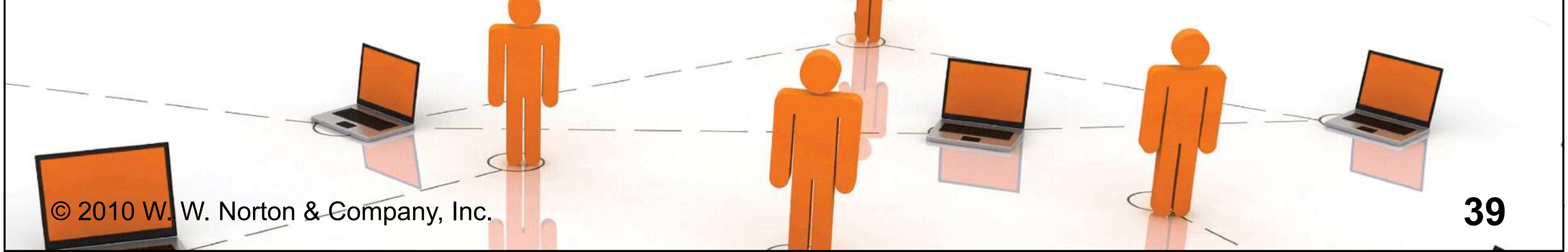


Utility Functions & Indiff. Curves

- **The collection of all indifference curves for a given preference relation is an indifference map.**
- **An indifference map is equivalent to a utility function; each is the other.**

Utility Functions

- There is no unique utility function representation of a preference relation.
- Suppose $U(x_1,x_2) = x_1x_2$ represents a preference relation.
- Again consider the bundles (4,1), (2,3) and (2,2).



Utility Functions

- $U(x_1,x_2) = x_1x_2$, so

  $U(2,3) = 6 > U(4,1) = U(2,2) = 4$;

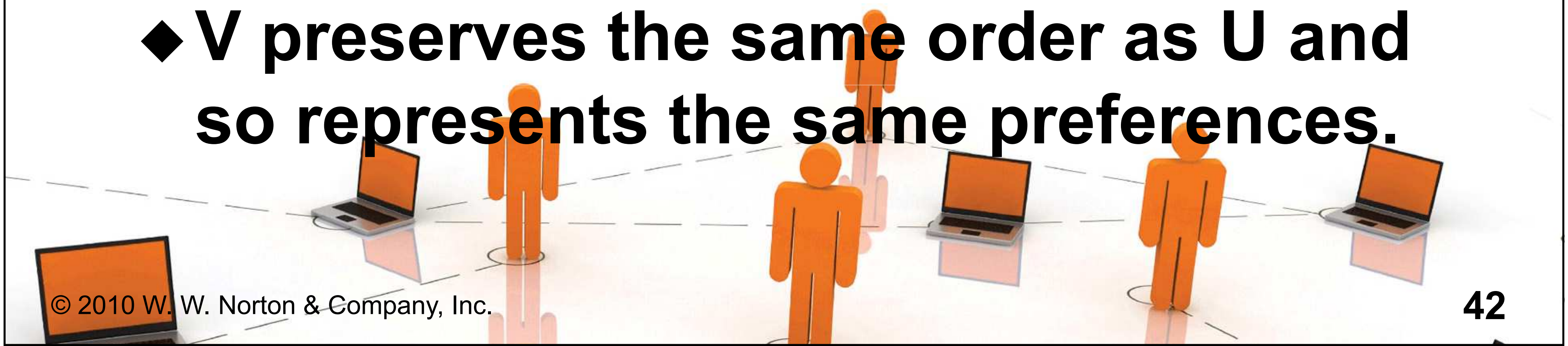
  that is, $(2,3) \succ (4,1) \sim (2,2)$.

Utility Functions

- **$U(x_1,x_2) = x_1x_2$ ⟹ $(2,3) \succ (4,1) \sim (2,2)$.**
- **Define $V = U^2$.**

Utility Functions

- $U(x_1,x_2) = x_1x_2 \Rightarrow (2,3) \succ (4,1) \sim (2,2)$.
- Define $V = U^2$.
- Then $V(x_1,x_2) = x_1^2x_2^2$ and $V(2,3) = 36 > V(4,1) = V(2,2) = 16$ so again $(2,3) \succ (4,1) \sim (2,2)$.
- V preserves the same order as U and so represents the same preferences.



Utility Functions

- **$U(x_1,x_2) = x_1x_2 \Longrightarrow (2,3) \succ (4,1) \sim (2,2).$**
- **Define $W = 2U + 10$.**

Utility Functions

- $U(x_1,x_2) = x_1x_2 \Longrightarrow (2,3) \succ (4,1) \sim (2,2)$.
- Define $W = 2U + 10$.
- Then $W(x_1,x_2) = 2x_1x_2+10$ so $W(2,3) = 22 > W(4,1) = W(2,2) = 18$. Again, $(2,3) \succ (4,1) \sim (2,2)$.
- W preserves the same order as U and V and so represents the same preferences.

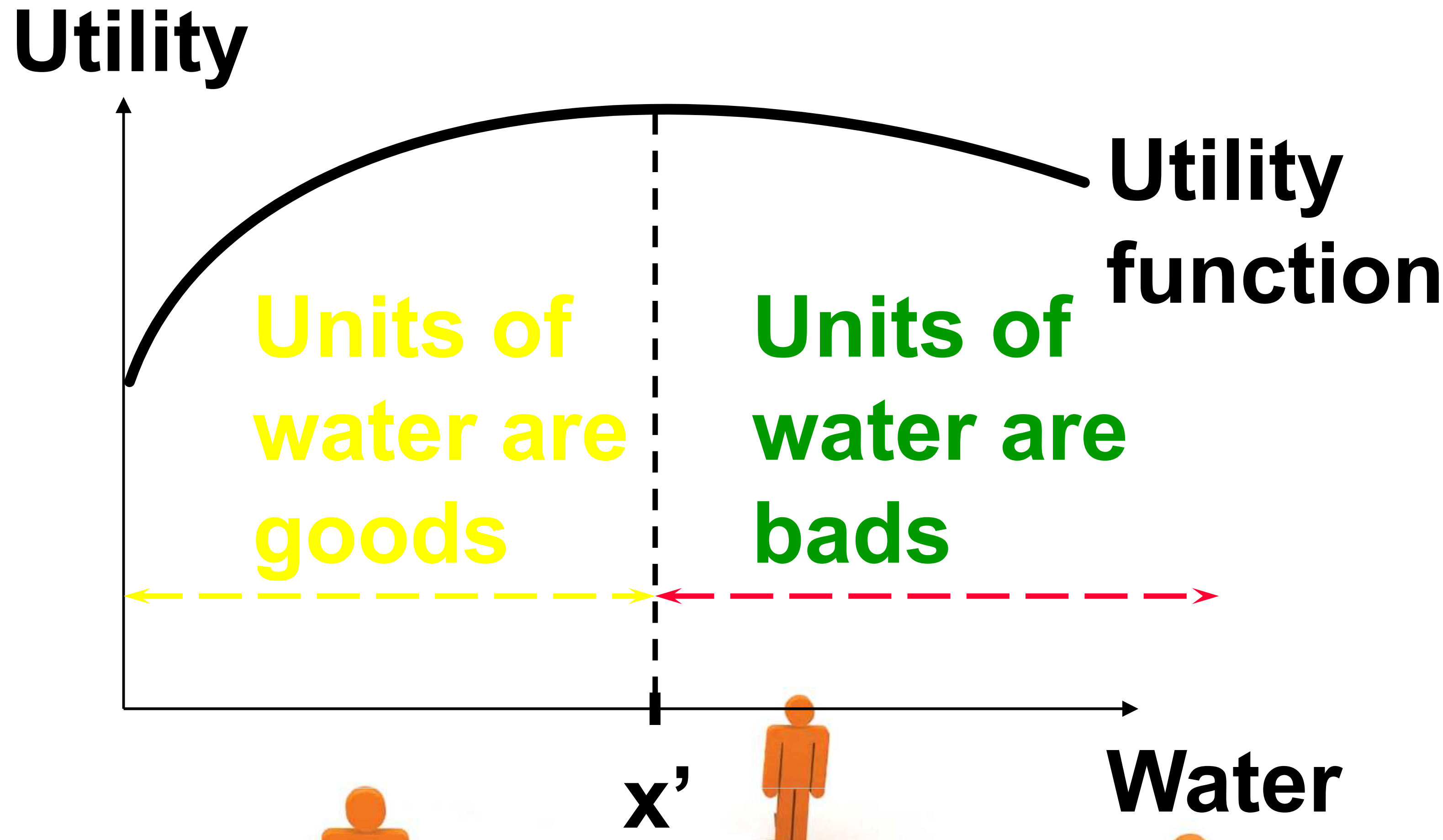
Utility Functions

- **If**
  - **U is a utility function that represents a preference relation $\succsim$ and**
  - **f is a strictly increasing function,**
- **then V = f(U) is also a utility function representing $\succsim$.**

Goods, Bads and Neutrals

- **A good is a commodity unit which increases utility (gives a more preferred bundle).**
- **A bad is a commodity unit which decreases utility (gives a less preferred bundle).**
- **A neutral is a commodity unit which does not change utility (gives an equally preferred bundle).**

Goods, Bads and Neutrals



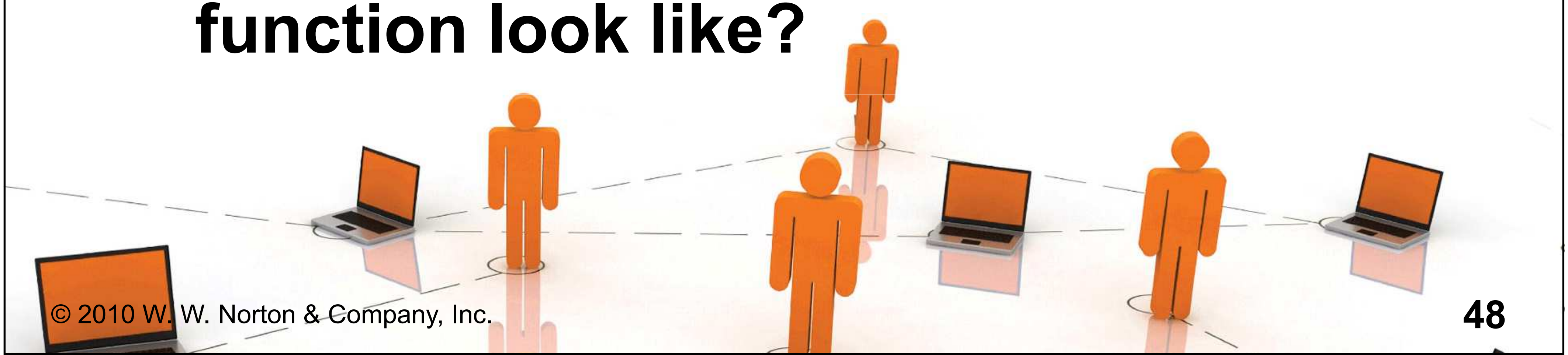
Around x' units, a little extra water is a neutral.

Some Other Utility Functions and Their Indifference Curves

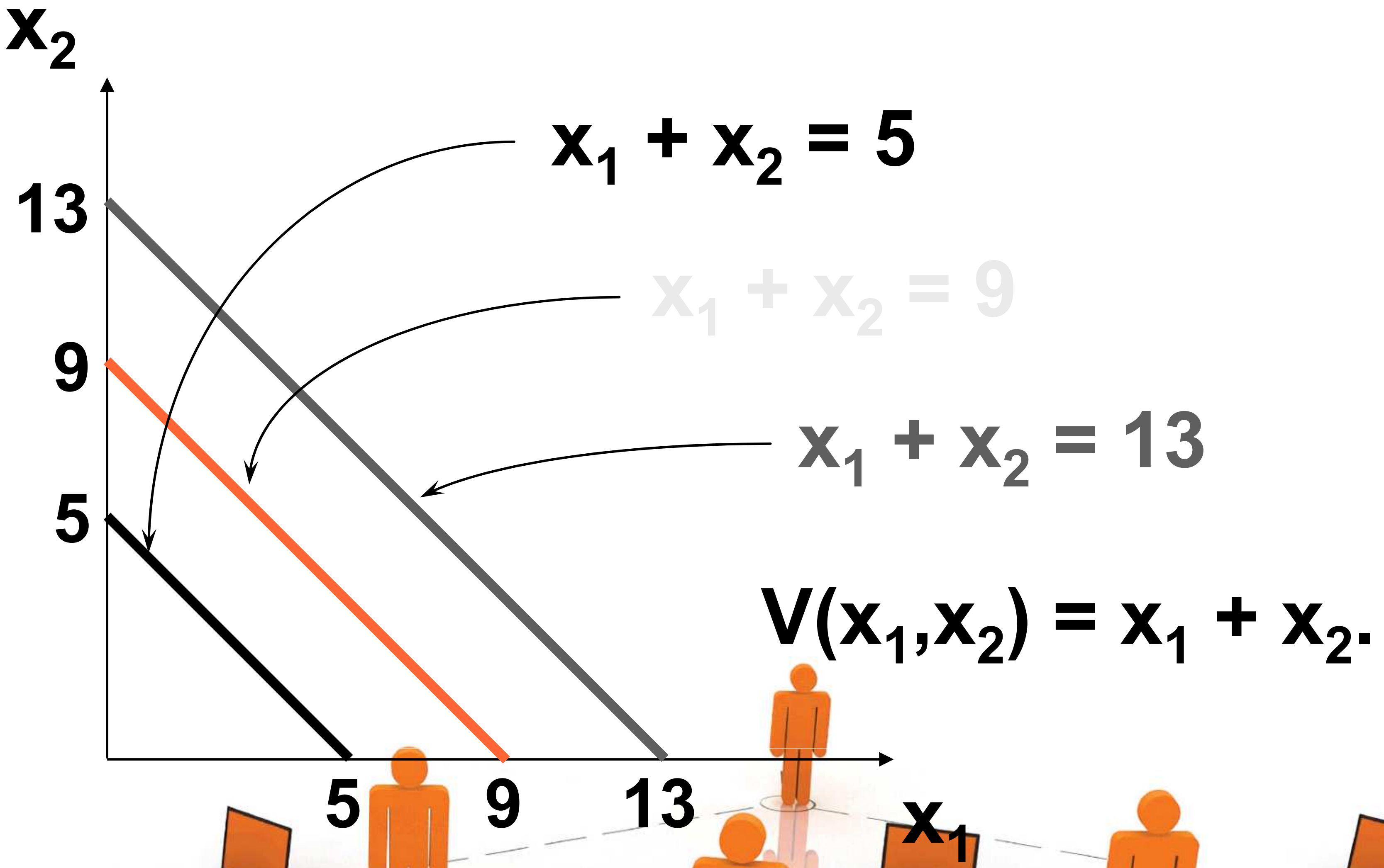
- **Instead of $U(x_1,x_2) = x_1x_2$ consider**

$$V(x_1,x_2) = x_1 + x_2.$$

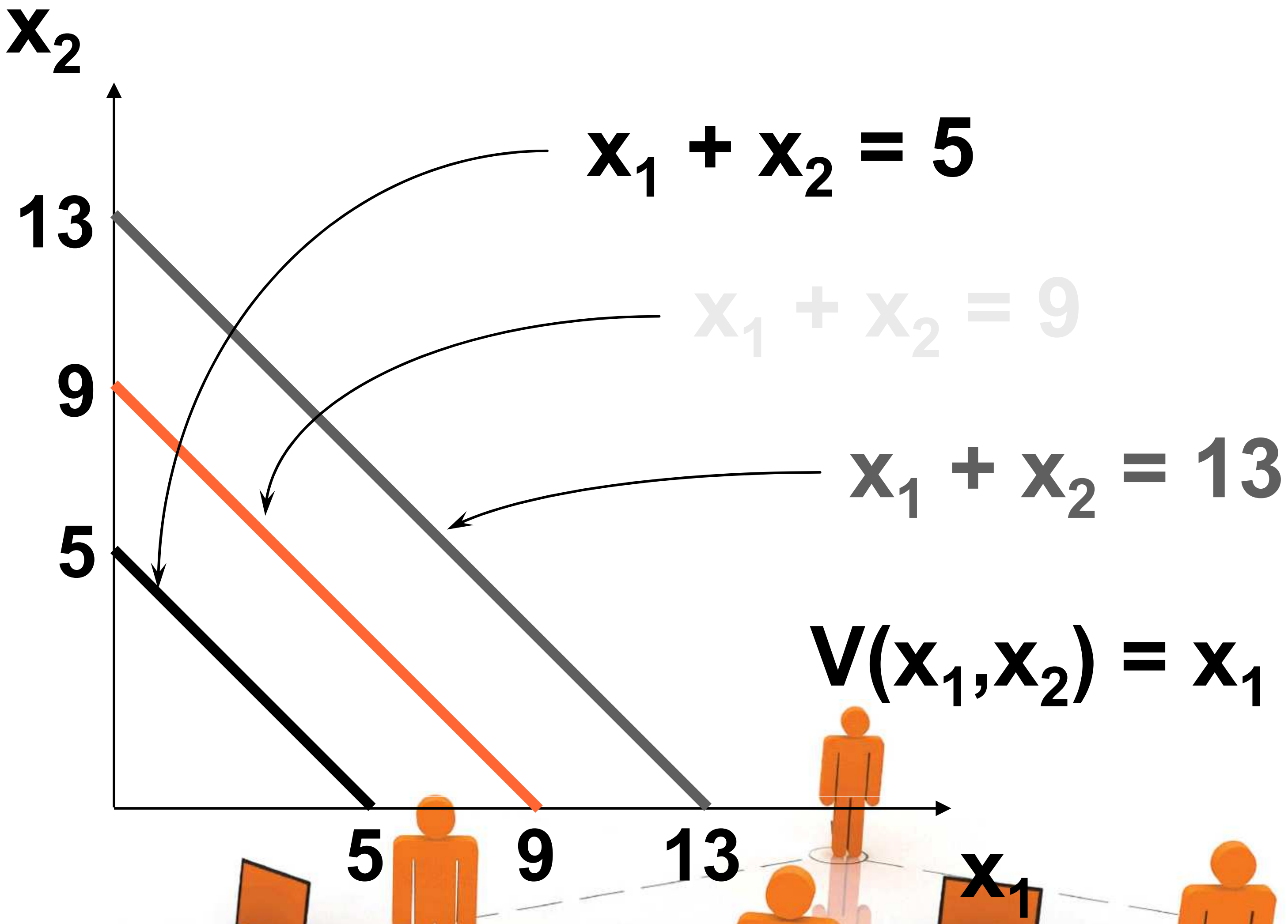
What do the indifference curves for this "perfect substitution" utility function look like?



Perfect Substitution Indifference Curves



Perfect Substitution Indifference Curves



$V(x_1,x_2) = x_1 + x_2.$

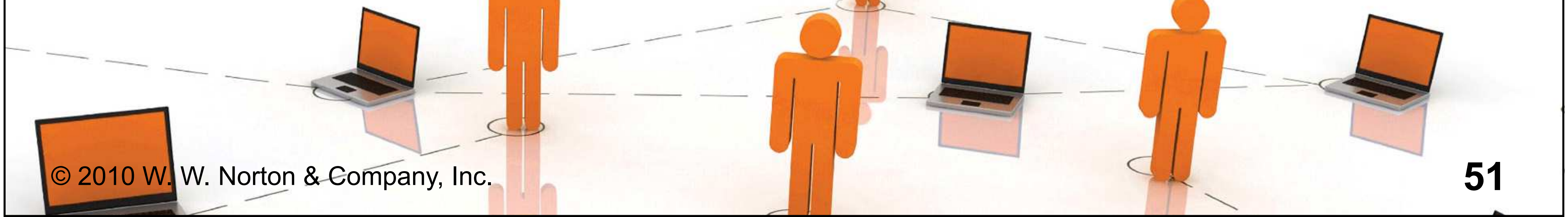
All are linear and parallel.

Some Other Utility Functions and Their Indifference Curves

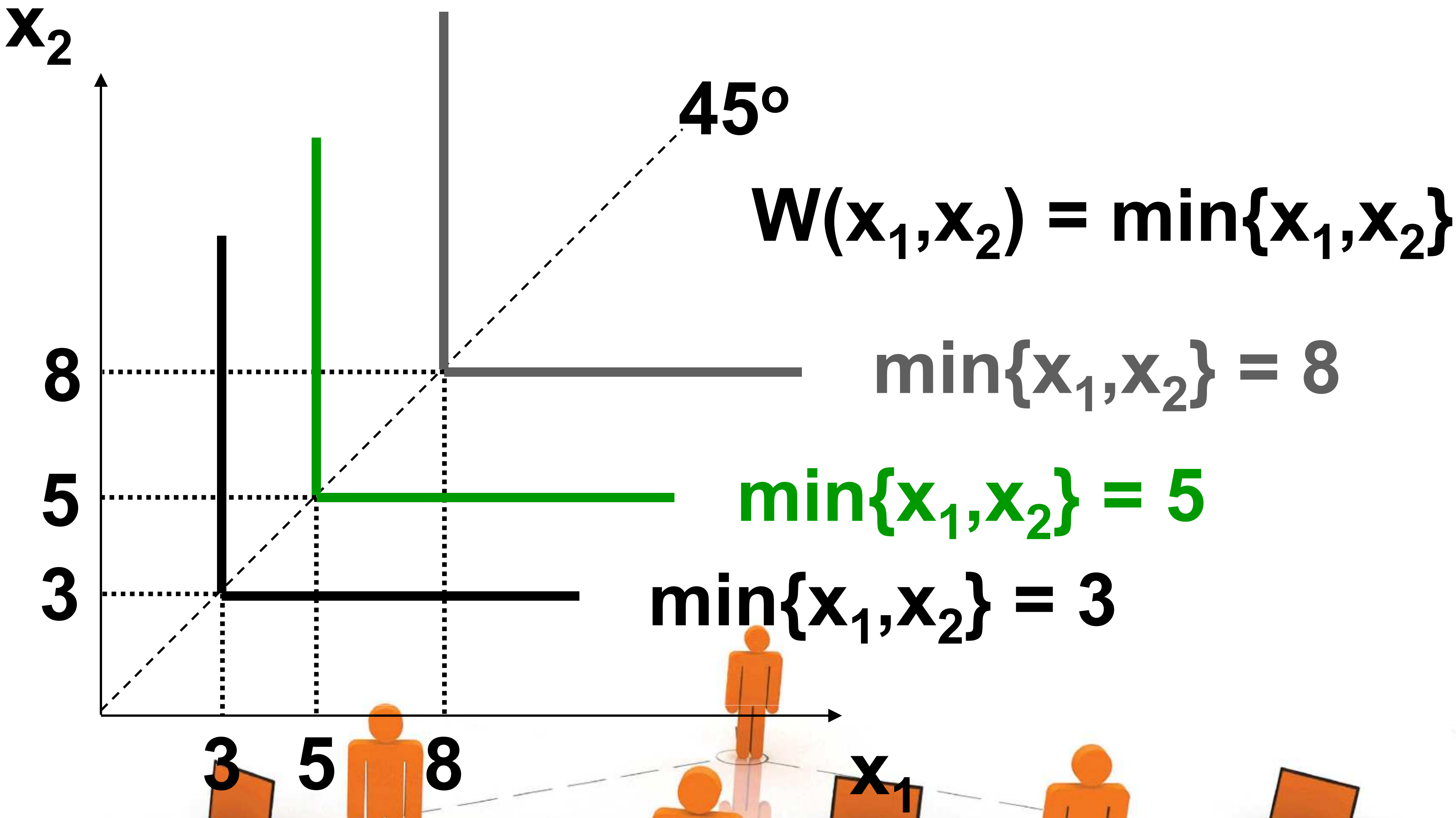
- **Instead of $U(x_1,x_2) = x_1x_2$ or $V(x_1,x_2) = x_1 + x_2$, consider**

$$W(x_1,x_2) = \min\{x_1,x_2\}.$$

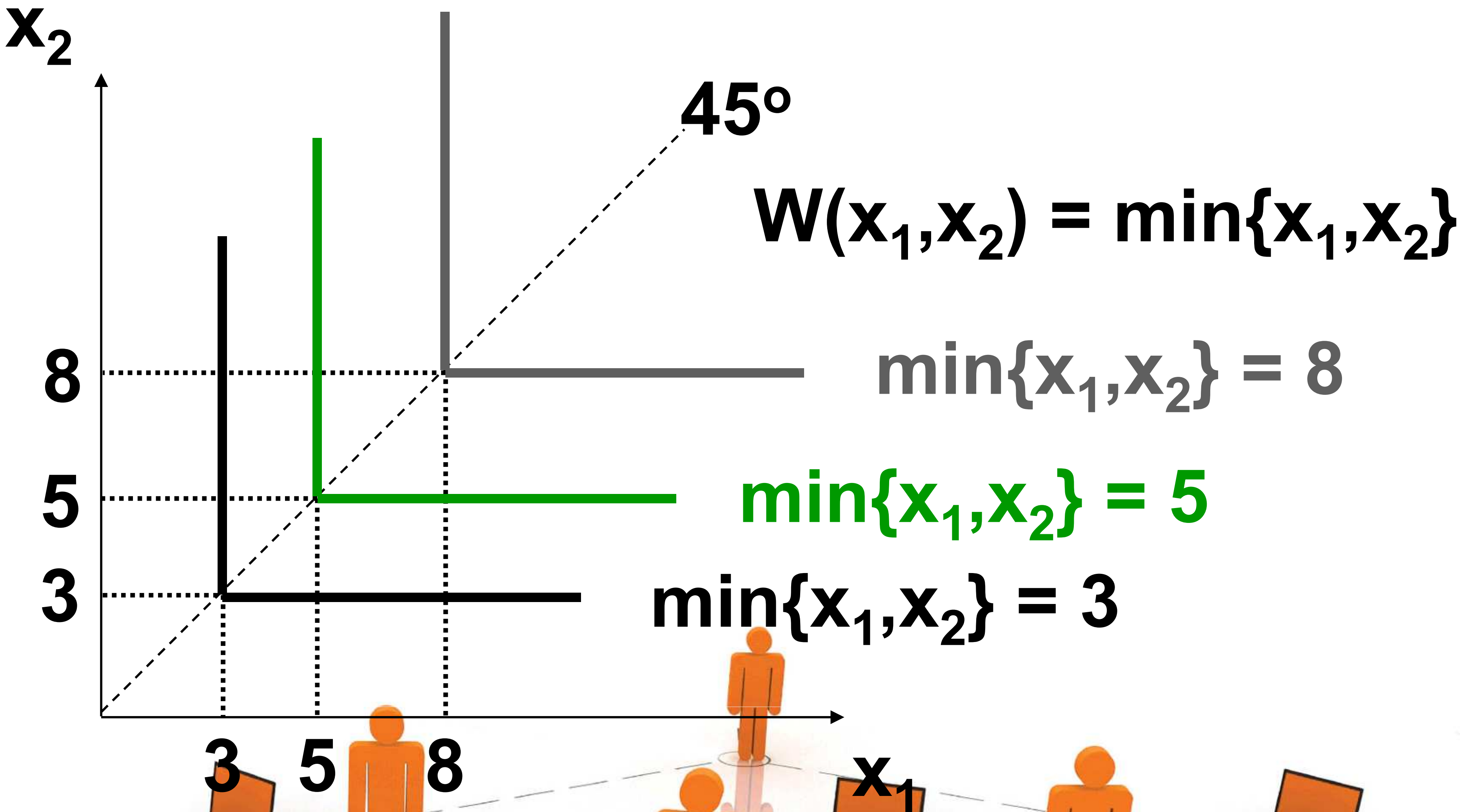
What do the indifference curves for this "perfect complementarity" utility function look like?



Perfect Complementarity Indifference Curves



Perfect Complementarity Indifference Curves



All are right-angled with vertices on a ray from the origin.

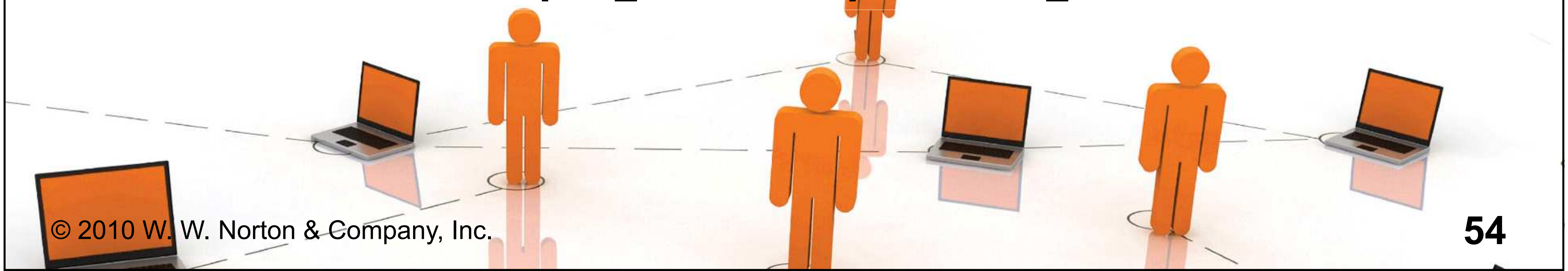
Some Other Utility Functions and Their Indifference Curves

- **A utility function of the form**

$$U(x_1,x_2) = f(x_1) + x_2$$

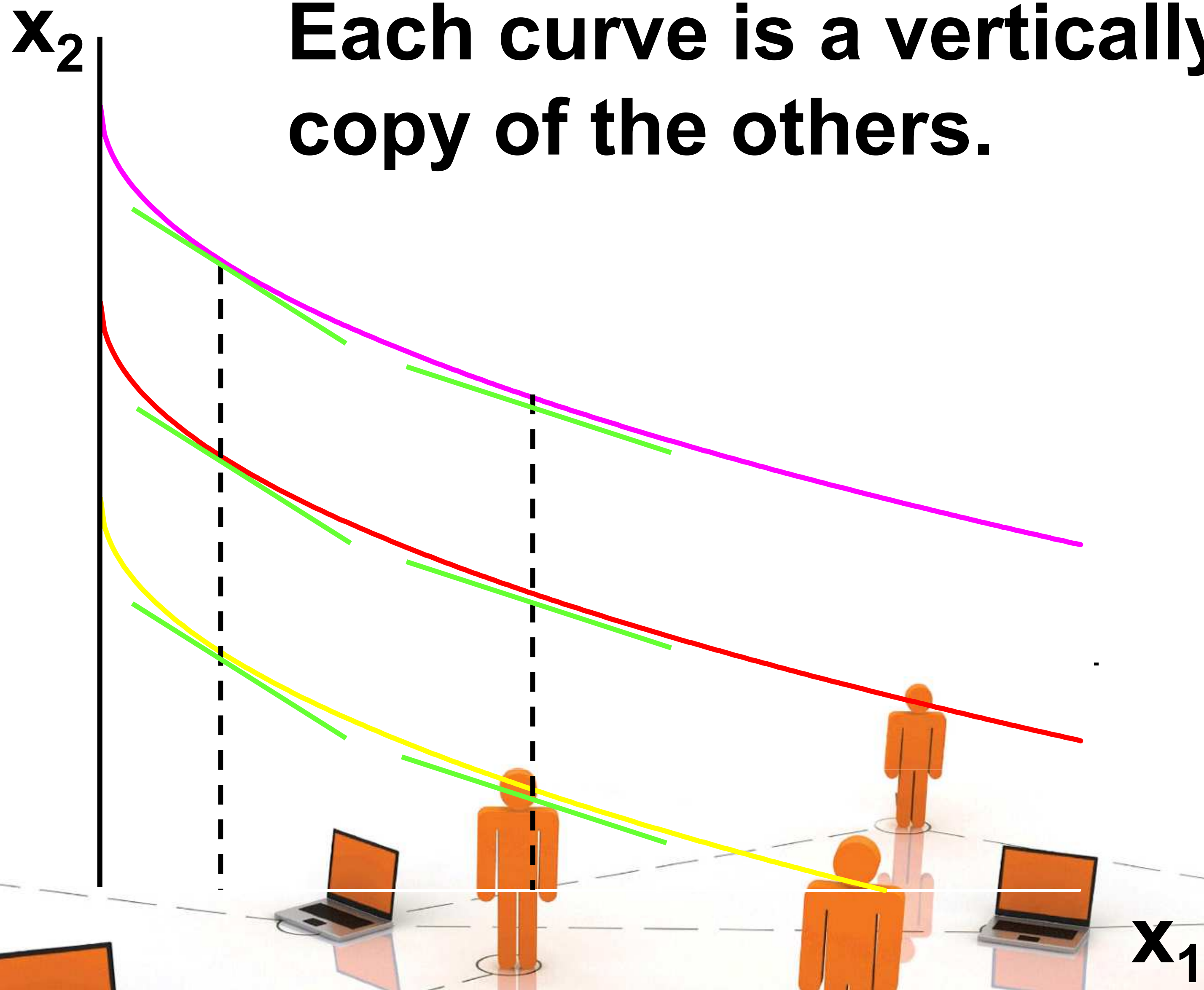
is linear in just x_2 and is called quasi-linear.

- ***E.g.*** $U(x_1,x_2) = 2x_1^{1/2} + x_2$.



Quasi-linear Indifference Curves

Each curve is a vertically shifted copy of the others.



Some Other Utility Functions and Their Indifference Curves

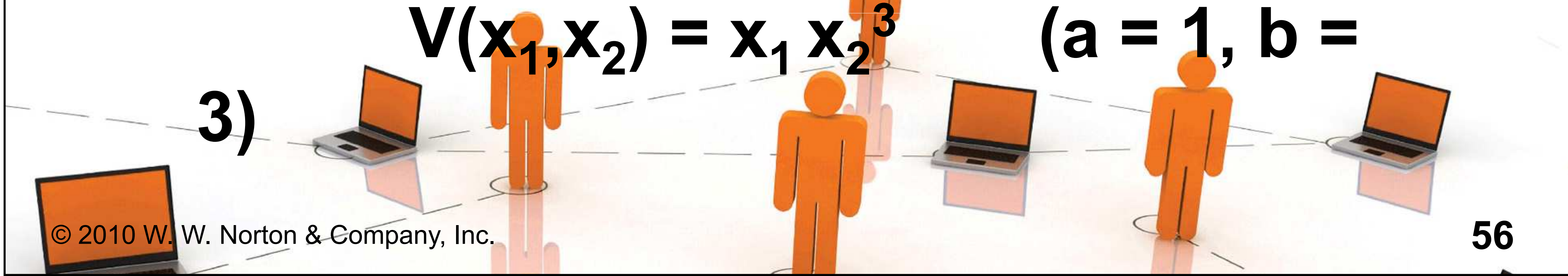
- Any utility function of the form

$$U(x_1,x_2) = x_1^a x_2^b$$

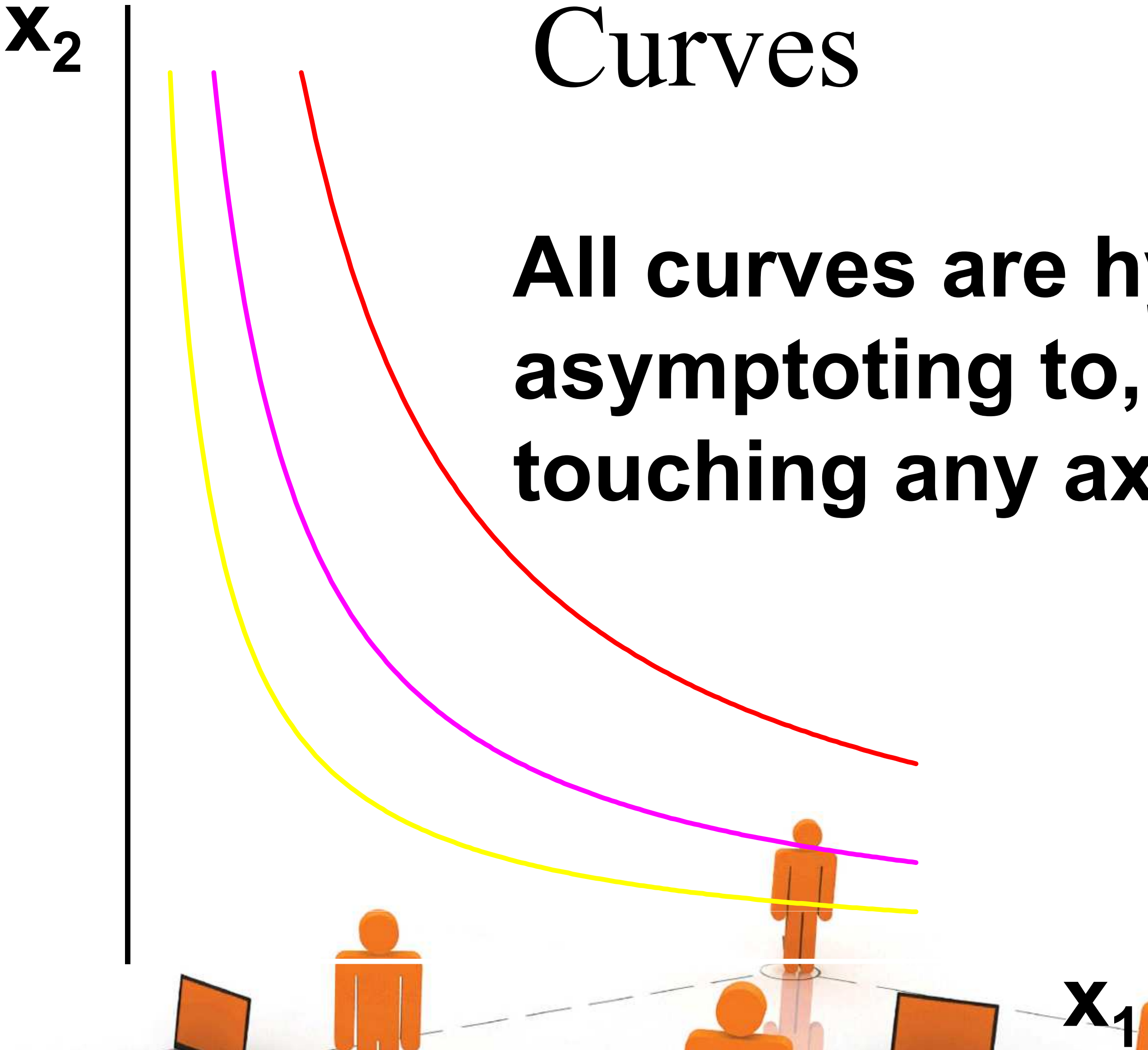
with a > 0 and b > 0 is called a **Cobb-Douglas** utility function.

- *E.g.* $U(x_1,x_2) = x_1^{1/2} x_2^{1/2}$ (a = b = 1/2)

  $V(x_1,x_2) = x_1 x_2^3$ (a = 1, b = 3)



Cobb-Douglas Indifference Curves

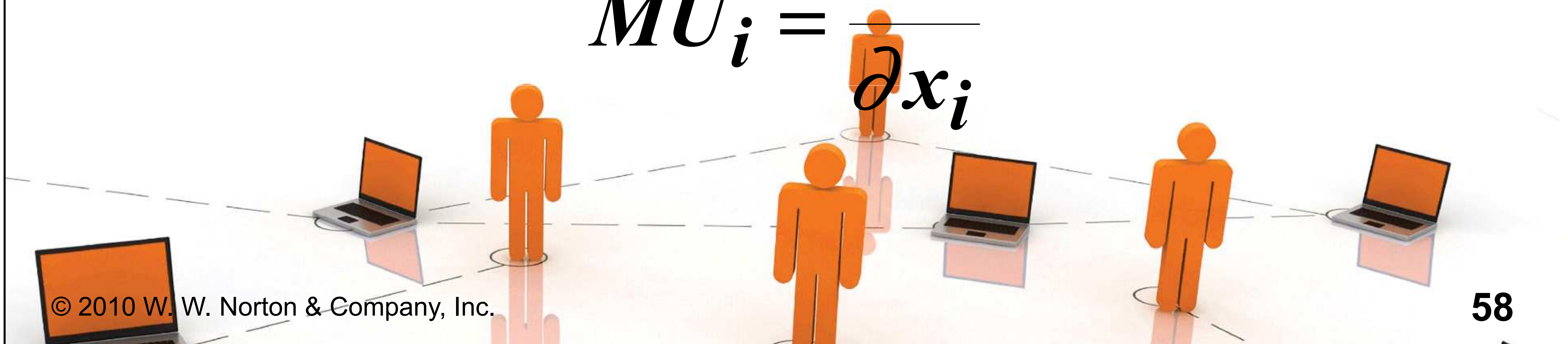


All curves are hyperbolic, asymptoting to, but never touching any axis.

Marginal Utilities

- **Marginal means "incremental".**
- **The marginal utility of commodity i is the rate-of-change of total utility as the quantity of commodity i consumed changes; *i.e.***

$$MU_i = \frac{\partial U}{\partial x_i}$$



Marginal Utilities

- *E.g.* if $U(x_1,x_2) = x_1^{1/2} x_2^2$ then

$$MU_1 = \frac{\partial U}{\partial x_1} = \frac{1}{2} x_1^{-1/2} x_2^2$$

Marginal Utilities

- *E.g.* if $U(x_1,x_2) = x_1^{1/2}\,x_2^2$ then

$$MU_1 = \frac{\partial U}{\partial x_1} = \frac{1}{2}x_1^{-1/2}x_2^2$$

Marginal Utilities

- *E.g.* if $U(x_1,x_2) = x_1^{1/2} x_2^2$ then

$$MU_2 = \frac{\partial U}{\partial x_2} = 2x_1^{1/2}x_2$$

Marginal Utilities

- *E.g.* if $U(x_1,x_2) = x_1^{1/2}x_2^2$ then

$$MU_2 = \frac{\partial U}{\partial x_2} = 2x_1^{1/2}x_2$$

Marginal Utilities

- *So*, if $U(x_1,x_2) = x_1^{1/2} x_2^2$ then

$$MU_1 = \frac{\partial U}{\partial x_1} = \frac{1}{2} x_1^{-1/2} x_2^2$$

$$MU_2 = \frac{\partial U}{\partial x_2} = 2 x_1^{1/2} x_2$$

Marginal Utilities and Marginal Rates-of-Substitution

- **The general equation for an indifference curve is**

  $U(x_1, x_2) \equiv k$, a constant.

  Totally differentiating this identity gives

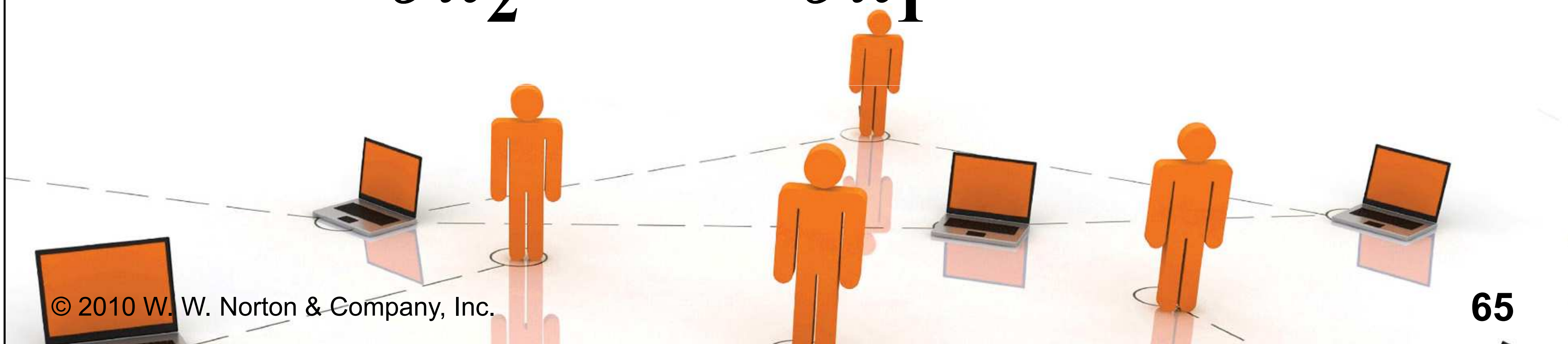
$$\frac{\partial U}{\partial x_1} dx_1 + \frac{\partial U}{\partial x_2} dx_2 = 0$$

Marginal Utilities and Marginal Rates-of-Substitution

$$\frac{\partial U}{\partial x_1} dx_1 + \frac{\partial U}{\partial x_2} dx_2 = 0$$

rearranged is

$$\frac{\partial U}{\partial x_2} dx_2 = -\frac{\partial U}{\partial x_1} dx_1$$



Marginal Utilities and Marginal Rates-of-Substitution

And $$\frac{\partial U}{\partial x_2} dx_2 = -\frac{\partial U}{\partial x_1} dx_1$$

rearranged is

$$\frac{d\,x_2}{d\,x_1} = -\frac{\partial U / \partial x_1}{\partial U / \partial x_2}.$$

This is the MRS.

Marg. Utilities & Marg. Rates-of-Substitution; An example

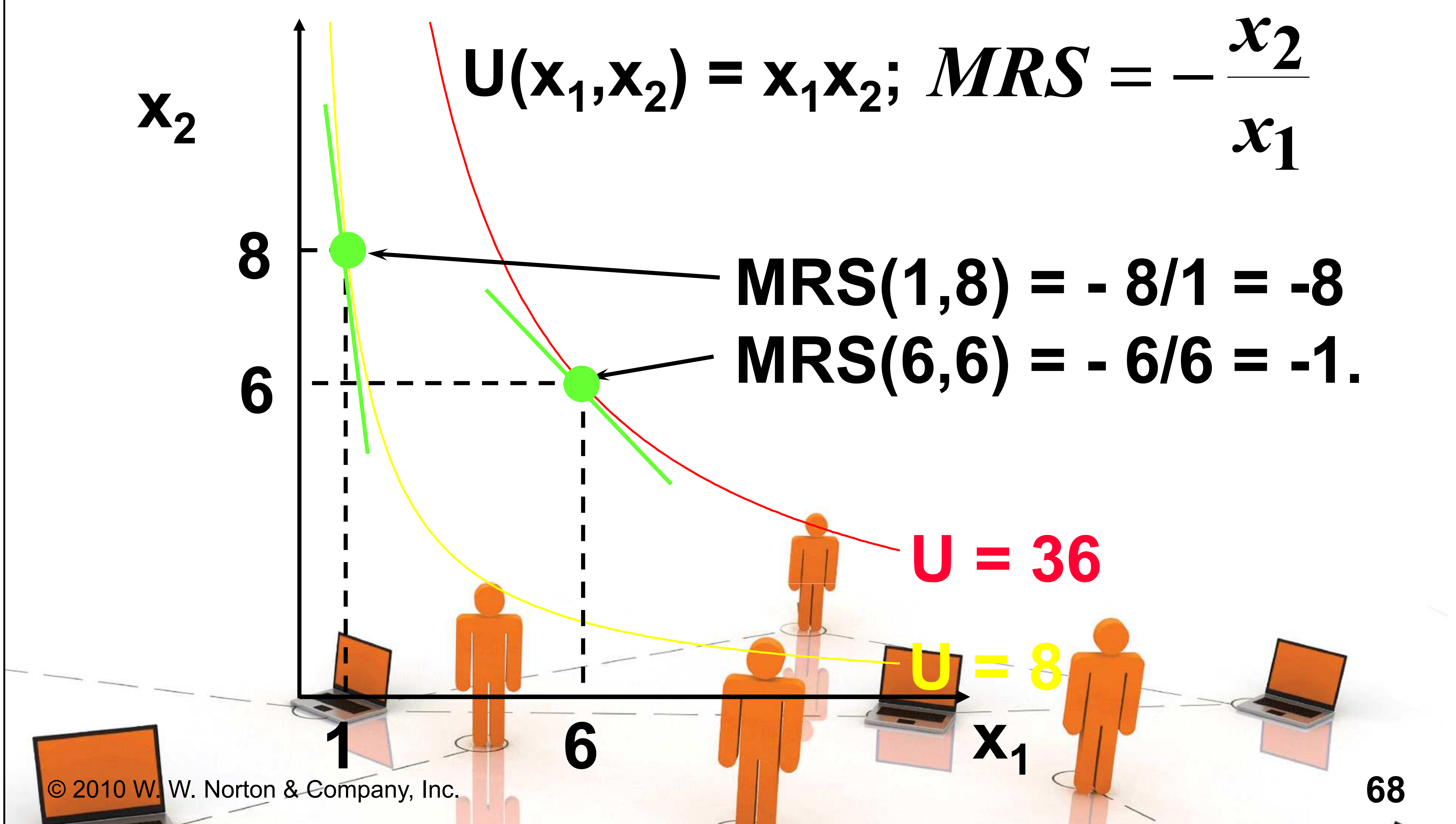
- **Suppose $U(x_1,x_2) = x_1x_2$. Then**

$$\frac{\partial U}{\partial x_1} = (1)(x_2) = x_2$$

$$\frac{\partial U}{\partial x_2} = (x_1)(1) = x_1$$

so $$MRS = \frac{dx_2}{dx_1} = -\frac{\partial U / \partial x_1}{\partial U / \partial x_2} = -\frac{x_2}{x_1}.$$

Marg. Utilities & Marg. Rates-of-Substitution; An example



Marg. Rates-of-Substitution for Quasi-linear Utility Functions

- **A quasi-linear utility function is of the form $U(x_1,x_2) = f(x_1) + x_2$.**

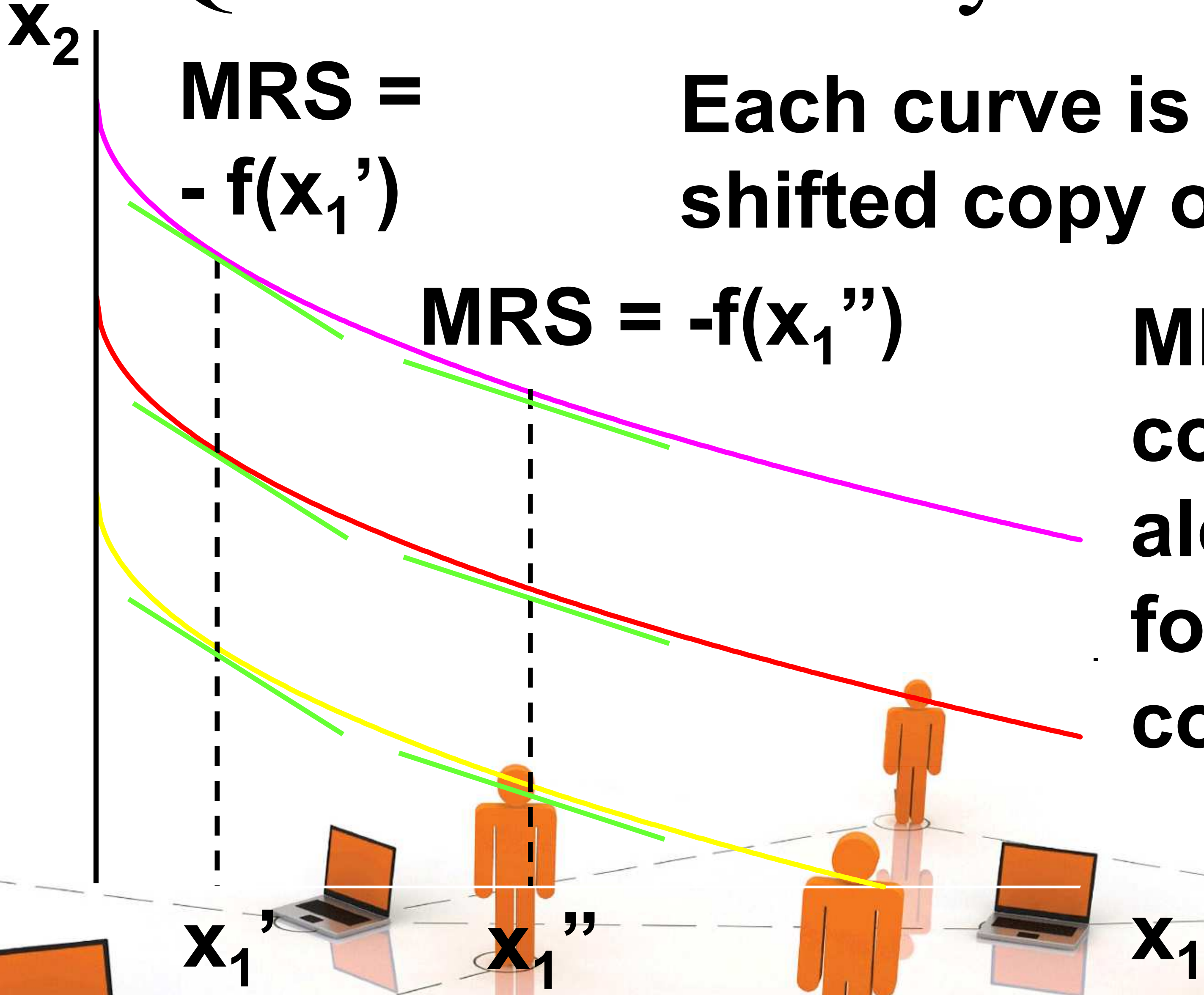
$$\frac{\partial U}{\partial x_1} = f'(x_1) \qquad \frac{\partial U}{\partial x_2} = 1$$

so $$MRS = \frac{dx_2}{dx_1} = -\frac{\partial U / \partial x_1}{\partial U / \partial x_2} = -f'(x_1).$$

Marg. Rates-of-Substitution for Quasi-linear Utility Functions

- **MRS = - f′(x_1) does not depend upon x_2 so the slope of indifference curves for a quasi-linear utility function is constant along any line for which x_1 is constant. What does that make the indifference map for a quasi-linear utility function look like?**

Marg. Rates-of-Substitution for Quasi-linear Utility Functions



Each curve is a vertically shifted copy of the others.

MRS is a constant along any line for which x_1 is constant.

Monotonic Transformations & Marginal Rates-of-Substitution

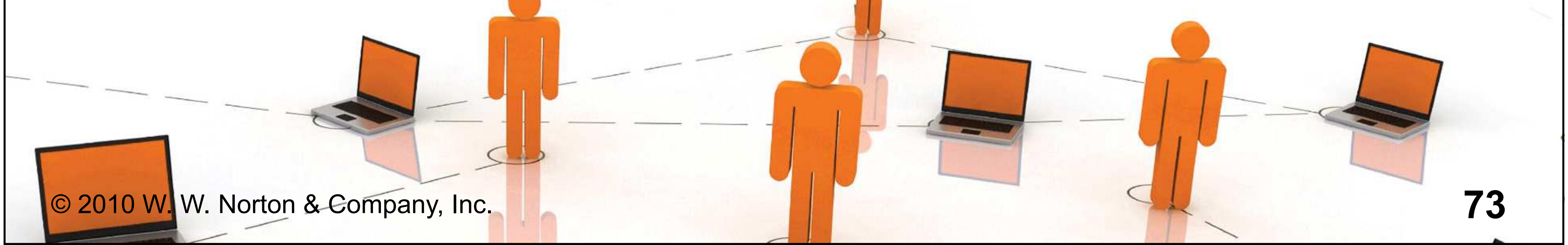
- **Applying a monotonic transformation to a utility function representing a preference relation simply creates another utility function representing the same preference relation.**
- **What happens to marginal rates-of-substitution when a monotonic transformation is applied?**

Monotonic Transformations & Marginal Rates-of-Substitution

- **For $U(x_1,x_2) = x_1x_2$ the MRS $= - x_2/x_1$.**
- **Create $V = U^2$; *i.e.* $V(x_1,x_2) = x_1^2x_2^2$. What is the MRS for V?**

$$MRS = -\frac{\partial V / \partial x_1}{\partial V / \partial x_2} = -\frac{2x_1x_2^2}{2x_1^2x_2} = -\frac{x_2}{x_1}$$

which is the same as the MRS for U.



Monotonic Transformations & Marginal Rates-of-Substitution

- **More generally, if V = f(U) where f is a strictly increasing function, then**

$$MRS = -\frac{\partial V / \partial x_1}{\partial V / \partial x_2} = -\frac{f'(U) \times \partial U / \partial x_1}{f'(U) \times \partial U / \partial x_2}$$

$$= -\frac{\partial U / \partial x_1}{\partial U / \partial x_2}.$$

So MRS is unchanged by a positive monotonic transformation.