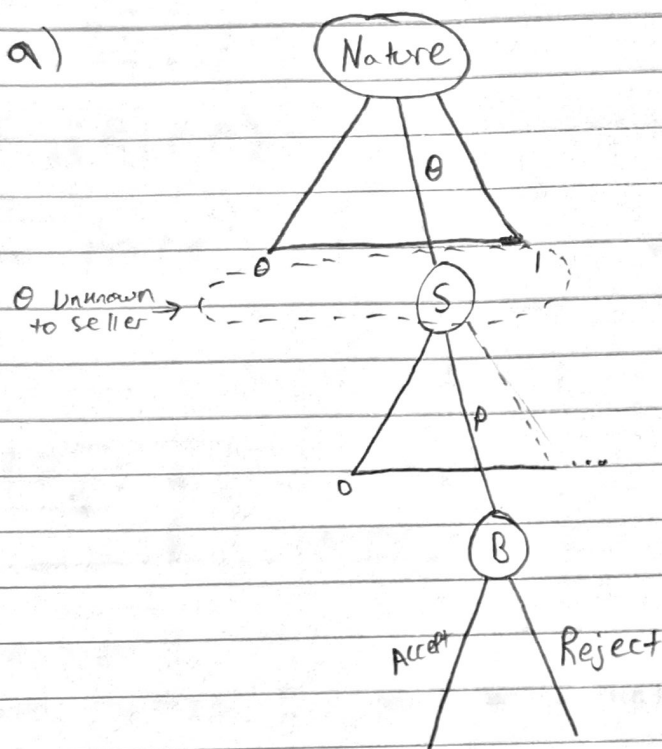


Q4

a)



Seller's Po:  $P$   $0$

Buyer's Po:  $V + \theta - \frac{\theta^2}{2} - p$   $-\frac{\theta^2}{2}$

b) A Pure Strategy NE is a pair of strategies such that

- Players always make the same choice when faced with the same type/information (ie. there is no randomization over actions taken)
- Holding the strategy of the other player fixed, the actions chosen are best responses, given the info available (ie. they maximize Expected utility).

A PS for the buyer would be, when facing the same price,  $p$ , type  $\theta$ , & parameter value  $V$ , the buyer would make the same choice everytime.

Eg.  $\begin{cases} \text{Accept if } p < V + \theta \\ \text{Reject otherwise} \end{cases}$

(spoilers. see next page)

c) For Buyer:

$$PO_B(R|P, \theta) = -\frac{\theta^2}{2}, \quad PO_B(A|P, \theta) = v + \theta - \frac{\theta^2}{2} - P$$

so  $PO(A) \geq PO(R)$  when  $v + \theta - \frac{\theta^2}{2} - P \geq -\frac{\theta^2}{2}$   
 ie when  $v + \theta - P \geq 0$   
 ie when  $\theta \geq P - v$

$BR_B: A$	if $\theta > P - v$
$R$	otherwise

For seller:

will maximize EU under belief that  $\theta \sim U[0, 1]$

$$\begin{aligned} \textcircled{*} PO_S(P) &= \text{Prob}(R|P) \cdot PO(R) + \text{Prob}(A|P) \cdot PO(A) \\ &= \text{Prob}(R|P) \cdot 0 + \text{Prob}(A|P) \cdot P \\ &= \text{Prob}(A|P) \cdot P \end{aligned}$$

what is  $\text{Prob}(A|P)$ ? Recall B plays A if  $\theta > P - v$ . So...

$$\text{Prob}(A|P) = \begin{cases} 1 & \text{if } P - v \leq 0 \quad (\text{since } \Rightarrow P - v \leq \theta \forall \theta \in [0, 1]) \\ 1 - (P - v) & \text{if } P - v \in (0, 1) \quad (\text{since } \Rightarrow P - v < \theta \forall \theta \in [P - v, 1]) \\ 0 & \text{otherwise, ie } P - v > 1 \quad (\text{since } \Rightarrow P - v \not< \theta \forall \theta \in [0, 1]) \end{cases}$$

$$\Rightarrow PO_S(P) = \begin{cases} P & \text{if } P - v \leq 0, \text{ ie } P \leq v \\ (1 - (P - v))P & \text{if } P - v \in (0, 1), \text{ ie } P \in (v, v+1) \\ 0 & \text{otherwise, ie } P - v > 1 \end{cases}$$

by substitution into  $\textcircled{*}$

... so when is choosing  $P \leq v$  better than choosing a  $P \in (v, v+1)$ ?

formally

when is  $PO(\tilde{P} \leq v) > PO(P \in (v, v+1))$ ?

If optimal choice is  $P \leq v$ , then your  $PO_S(P) = P$ ,

so  $P^* = v$  (maximum w/o violating  $P \leq v$ ).

If optimal choice is  $P \in (v, v+1)$ , then your  $PO_S(P) = (1 + v - P)P$ ,  
 $= P + vP - P^2$ . FOC<sub>P</sub>:  $1 + v - 2P = 0 \Rightarrow 2P^* = 1 + v \Rightarrow P^* = \frac{1+v}{2}$  \$

If optimal choice is  $p-v > 1$ , then to  $p^* = v+2$  ... or really any  $p$  st.  $p-v > 1$ , the player will get  $PO = 0$

So our updated  $PO$ s is...

$$POs = \begin{cases} v & \text{by choosing } p^* = v \text{ (which satisfies } p-v \leq 0) & (a) \\ (1+v-\frac{1+v}{2})(\frac{1+v}{2}) = (\frac{1+v}{2})^2 & \text{by choosing } p^* = (\frac{1+v}{2}) \text{ (which satisfies } p \in (v, v+1) \text{ when } v \in (0,1)) & (b) \\ 0 & \text{by choosing } p^* = v+2 \text{ (which satisfies } p-v > 1) & (c) \end{cases}$$

So which  $p^*$  yields the highest payoff?

• when  $v > 1$  ...

$$PO(p^* = v) > PO(p^* = \frac{1+v}{2}) > PO(p^* = v+2) \Rightarrow p^* = v \text{ when } v > 1$$

ie.  $v > (\frac{1+v}{2})^2 > 0$

(also note (b) no longer satisfies its own condition... so not valid for  $v > 1$ )

• when  $v \in (0,1)$  ...

$$PO(p^* = \frac{1+v}{2}) > PO(p^* = v) > PO(p^* = v+2) \Rightarrow p^* = (\frac{1+v}{2})^2 \text{ when } v \in (0,1)$$

ie.  $(\frac{1+v}{2})^2 > v > 0$

• when  $v \in (-1,0)$  ...

$$PO(p^* = \frac{1+v}{2}) > PO(p^* = v+2) > PO(p^* = v) \Rightarrow p^* = (\frac{1+v}{2})^2 \text{ when } v \in (-1,0)$$

ie.  $(\frac{1+v}{2})^2 > 0 > v$

• when  $v < -1$  ...

$$PO(p^* = v+2) > PO(p^* = v) \& PO(p^* = v+2) > PO(p^* = \frac{1+v}{2})$$

$0 > v \& 0 > (\frac{1+v}{2})^2$

$$\Rightarrow p^* = v+2 \text{ when } v < -1$$

so

$$BR_s = \begin{cases} v & \text{if } v \geq 1 \\ \frac{v+1}{2} & \text{if } v \in (-1,1) \\ v+2 & \text{otherwise} \end{cases}$$

so our SPNE is...

Seller chooses $P =$	$V$	if $V \geq 1$
	$\frac{V+1}{2}$	if $V \in (-1, 1)$
	$V+2$	otherwise
Buyer chooses	Accept	if $\theta > P - V$
	Reject	otherwise