

LECTURE 4

VOUCHER VS. CASH

INCOME AND SUBSTITUTION EFFECTS

CONSUMER WELFARE



Where are we?

2

- Consumer choice
- Individual demand
- Application/Extension of the basic consumer choice model
 - ▣ Revealed preference
 - ▣ Voucher vs. cash
 - ▣ Income and substitution effects
- Consumer welfare
 - ▣ How to measure the benefit/loss to consumers when there is a price change?

Part 1

Application: Voucher vs. Cash

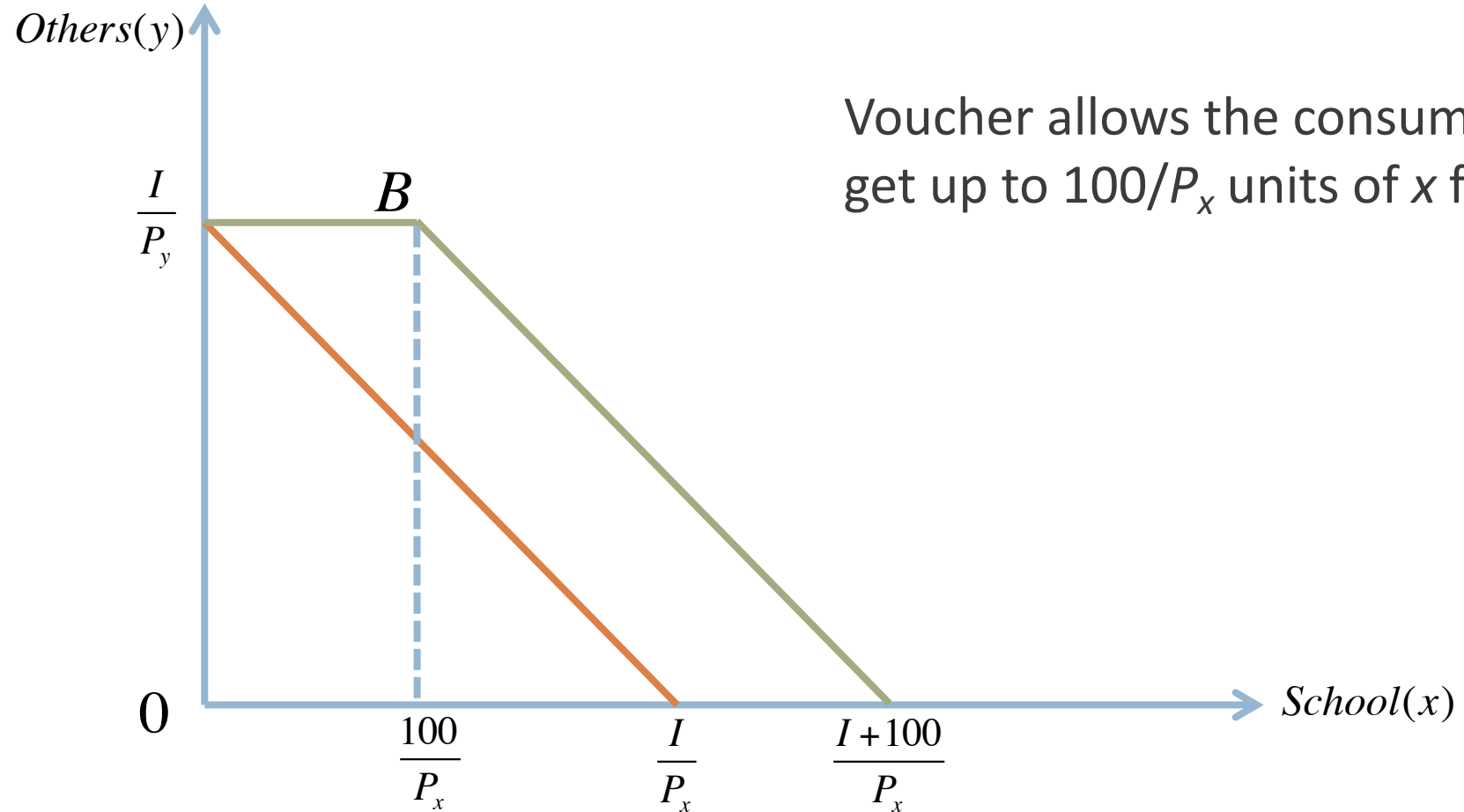
Back-To-School Vouchers

4

- NTUC Care Fund offers education vouchers to low-income families
 - ▣ \$100 voucher per school child to be spent on school-related goods
- Similar program
 - ▣ US food stamps
- What is the effect of the voucher on
 - ▣ Consumer's choice
 - ▣ Consumer's utility

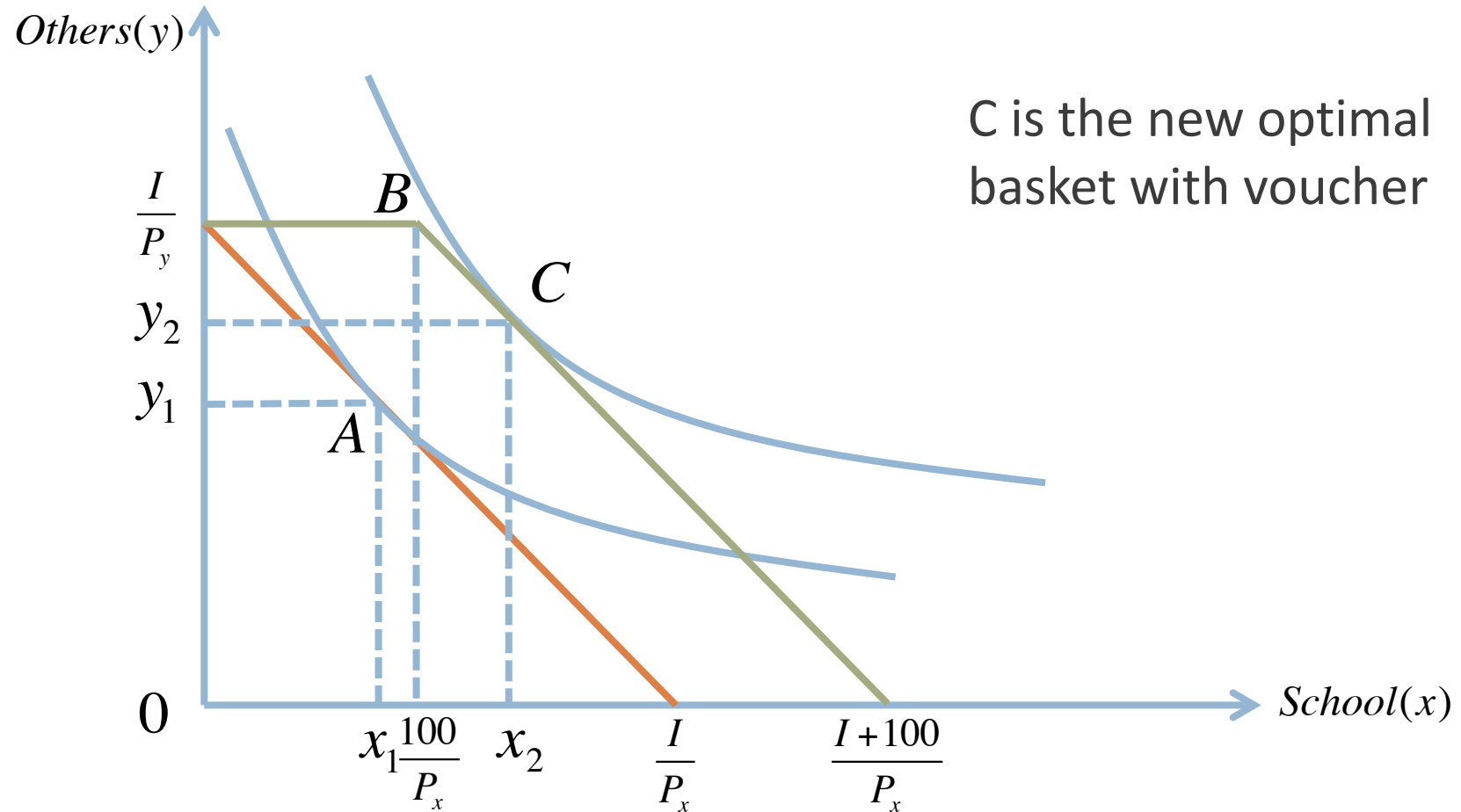
Budget Line with Voucher

5



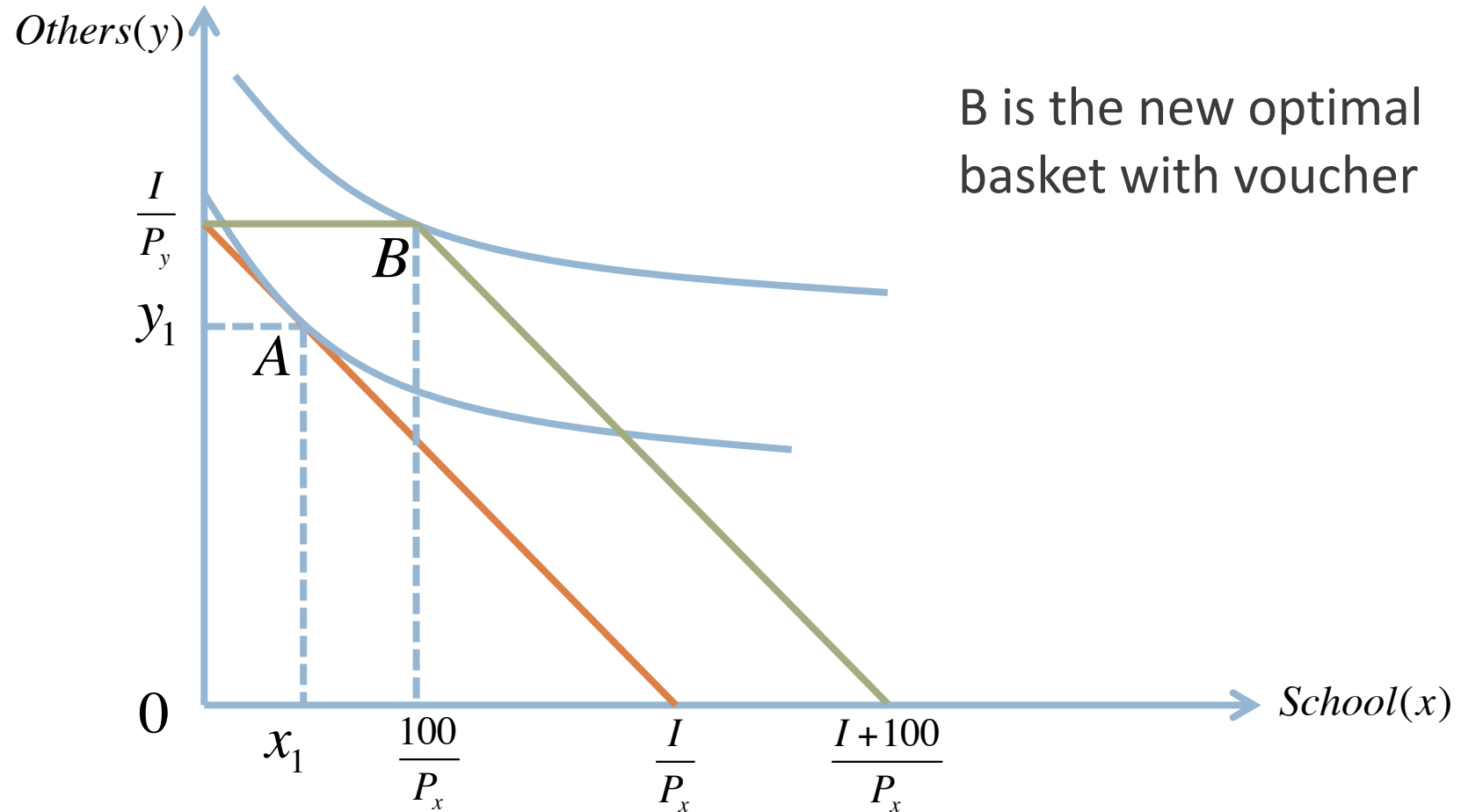
Impact of Voucher on Consumer 1

6



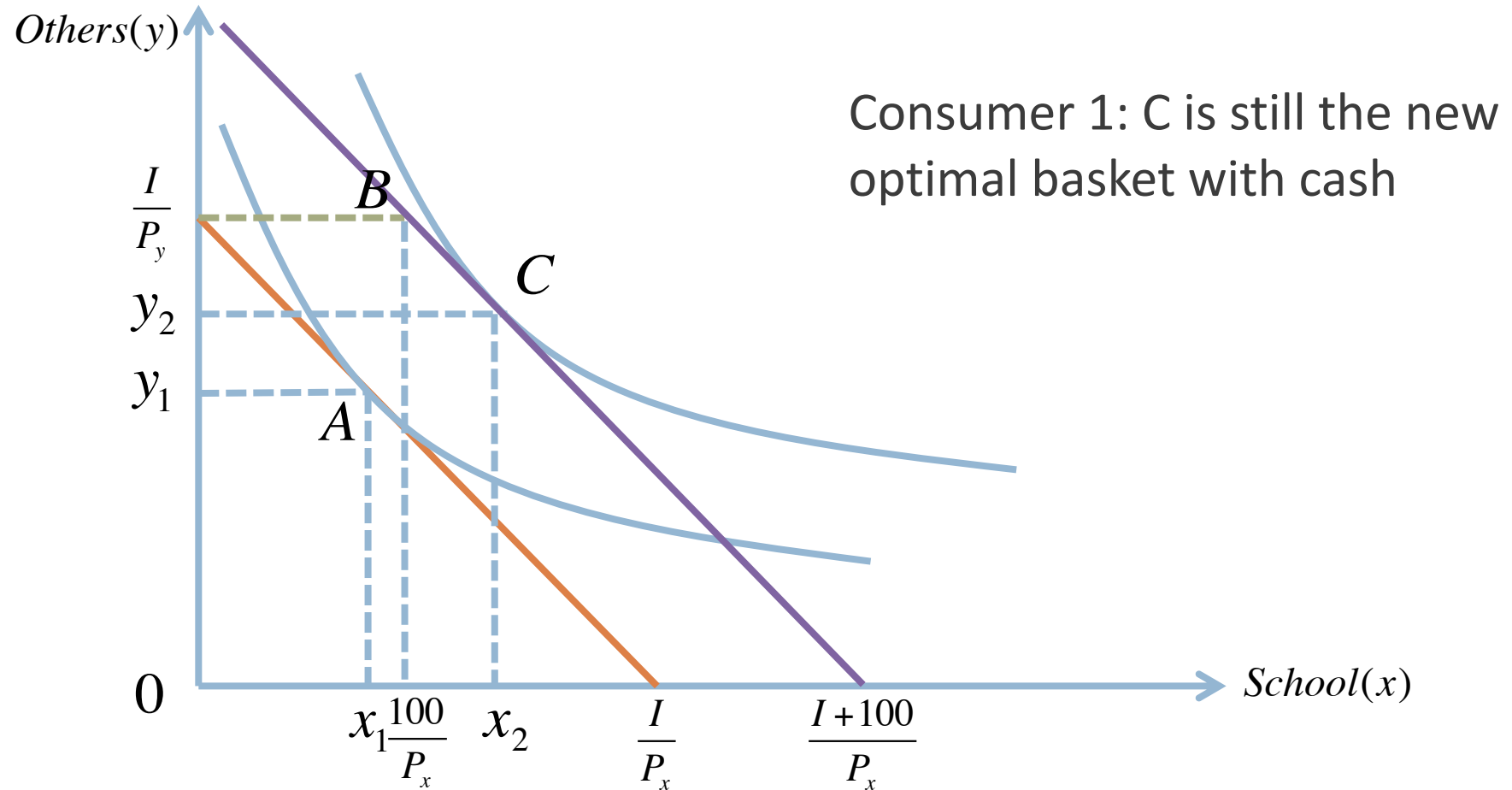
Impact of Voucher on Consumer 2

7



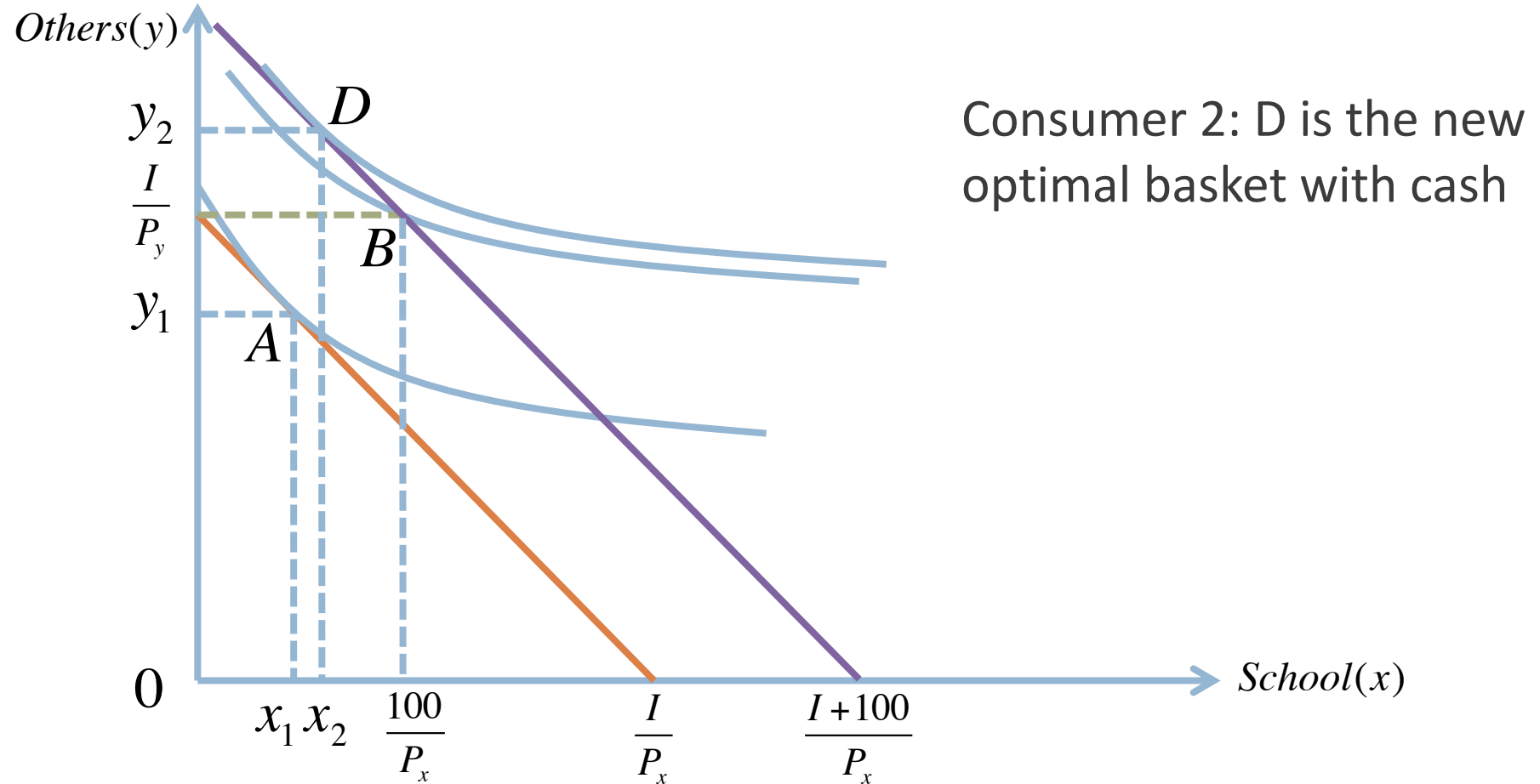
How about a cash subsidy of \$100?

8



Cash Gives Consumer 2 Higher Utility!

9

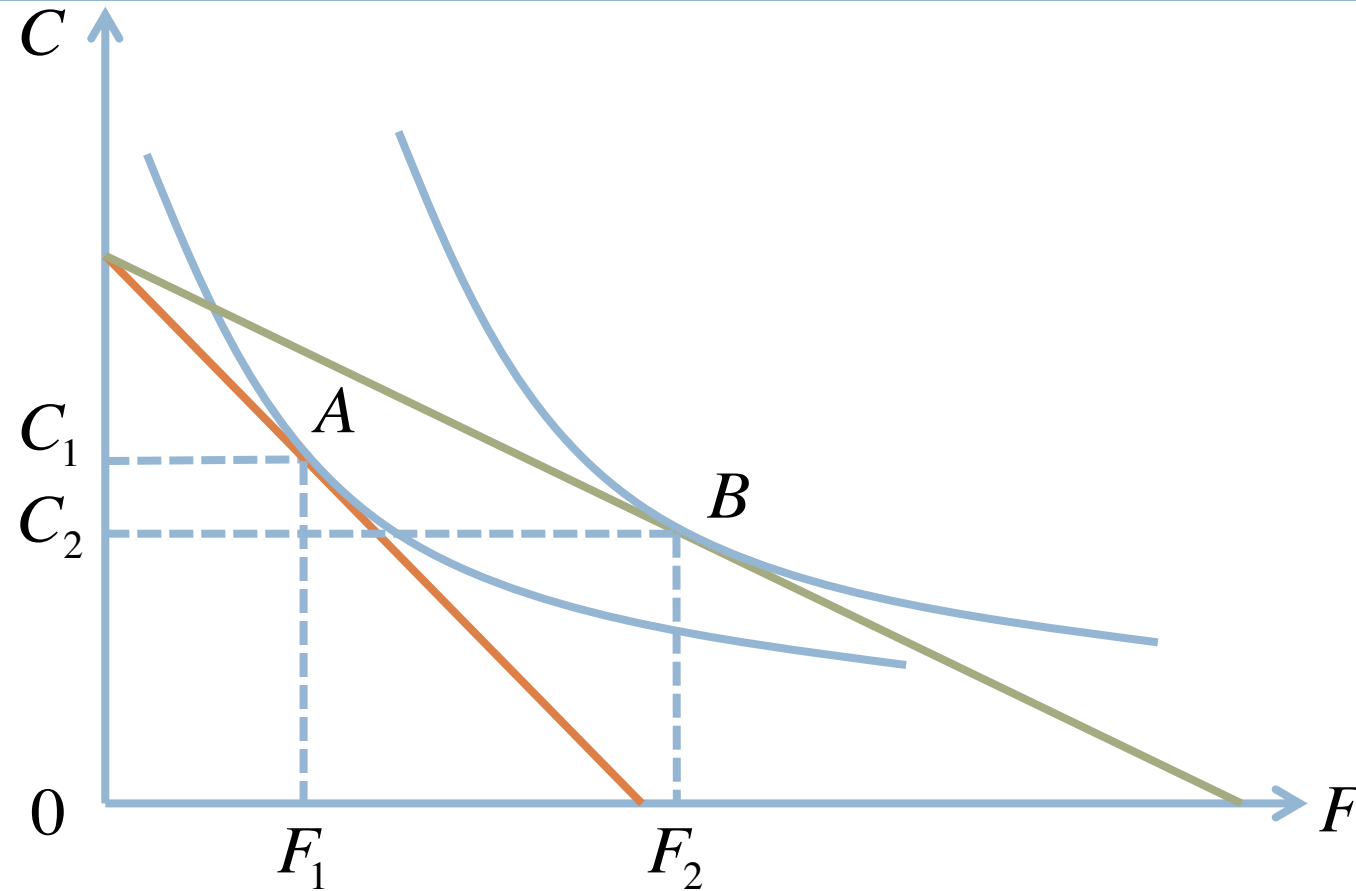


Part 2

Income and Substitution Effects

What happens to the consumption of food when food becomes cheaper?

11



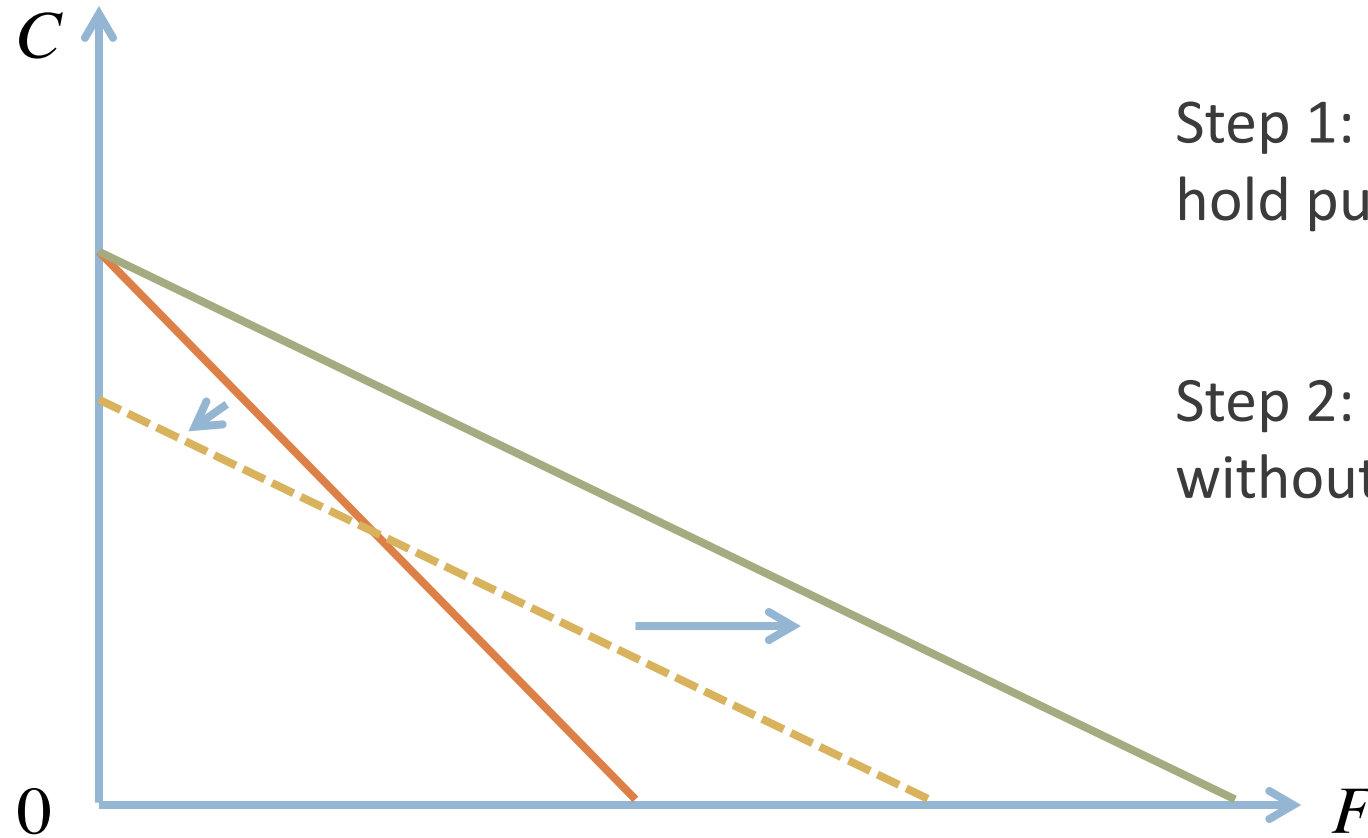
Why does the consumer buy more food?

12

- Change in relative price
 - ▣ Food becomes cheaper relative to clothing
 - Budget line becomes flatter
 - ▣ Consumer buys more food and less clothing
- Change in price also leads to a change in purchasing power
 - ▣ Consumer is effectively richer
 - New budget line is “higher”
 - ▣ Consumer buys more food

Decomposing the Change in Budget Line

13

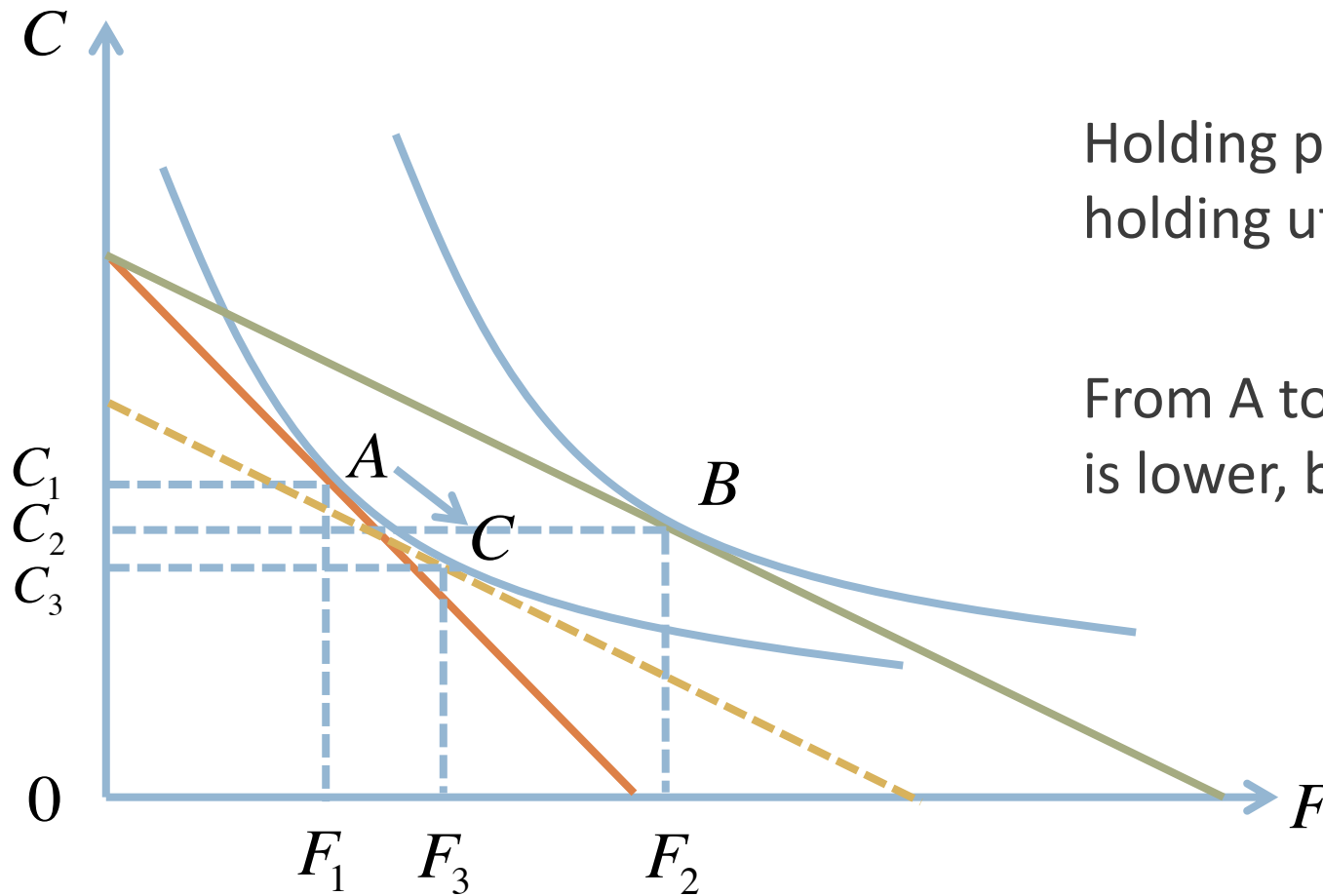


Step 1: Lower the price of food but hold purchasing power constant

Step 2: Increase purchasing power without changing the price of food

From A to C

14



Holding purchasing power constant =
holding utility constant

From A to C, price of food is lower, income
is lower, but utility remains the same

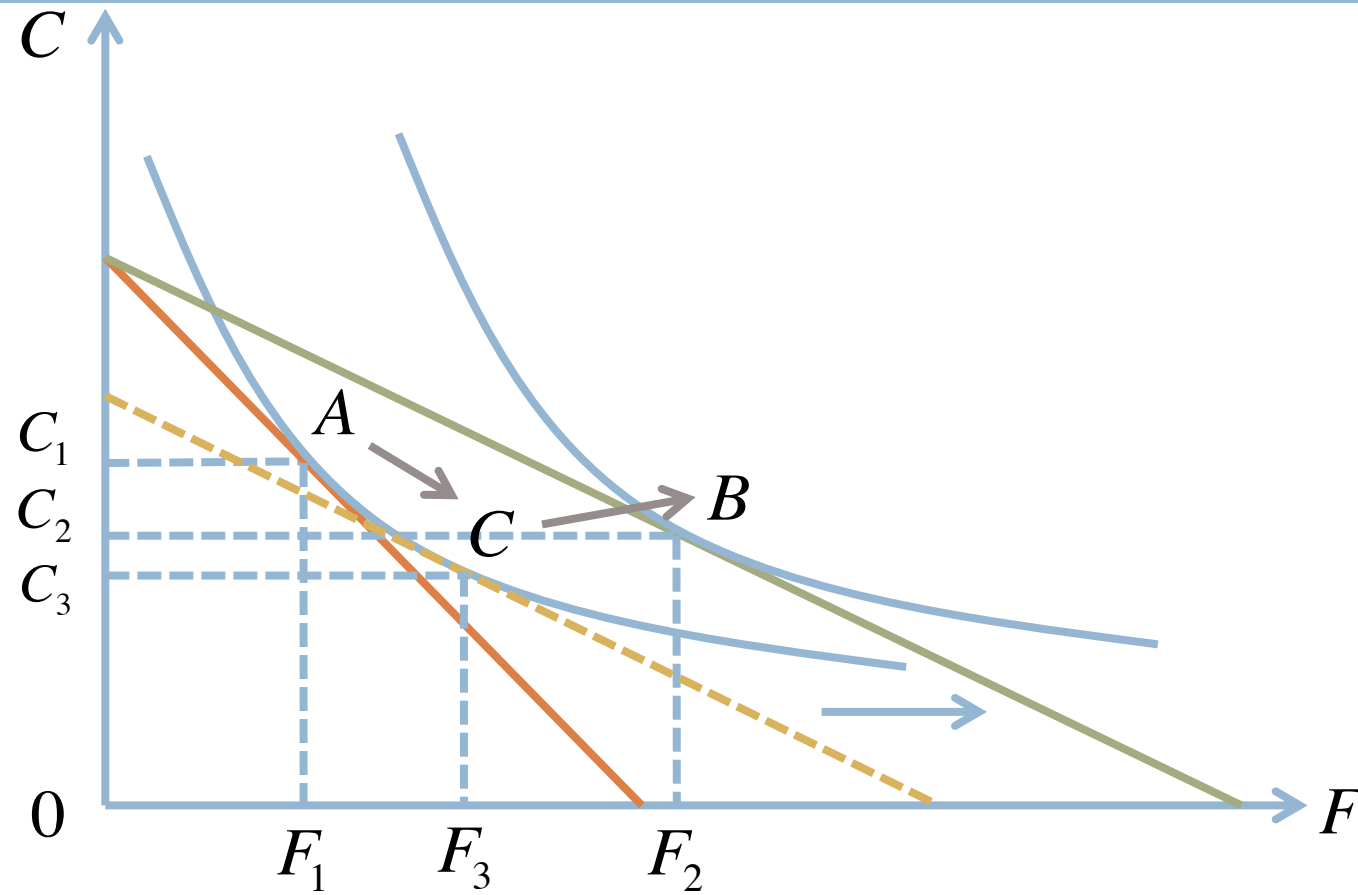
Substitution Effect

15

- Definition 4.1 *Substitution effect* is the change in consumption of one good associated with a change in its price, holding the level of utility and other prices constant
- Substitution effect for food is $F_3 - F_1$
 - ▣ Let the price of food drop, and take away some income from the consumer so that the consumer is exactly as well off as before
 - ▣ The consumption of food increases from F_1 to F_3

From C to B

16



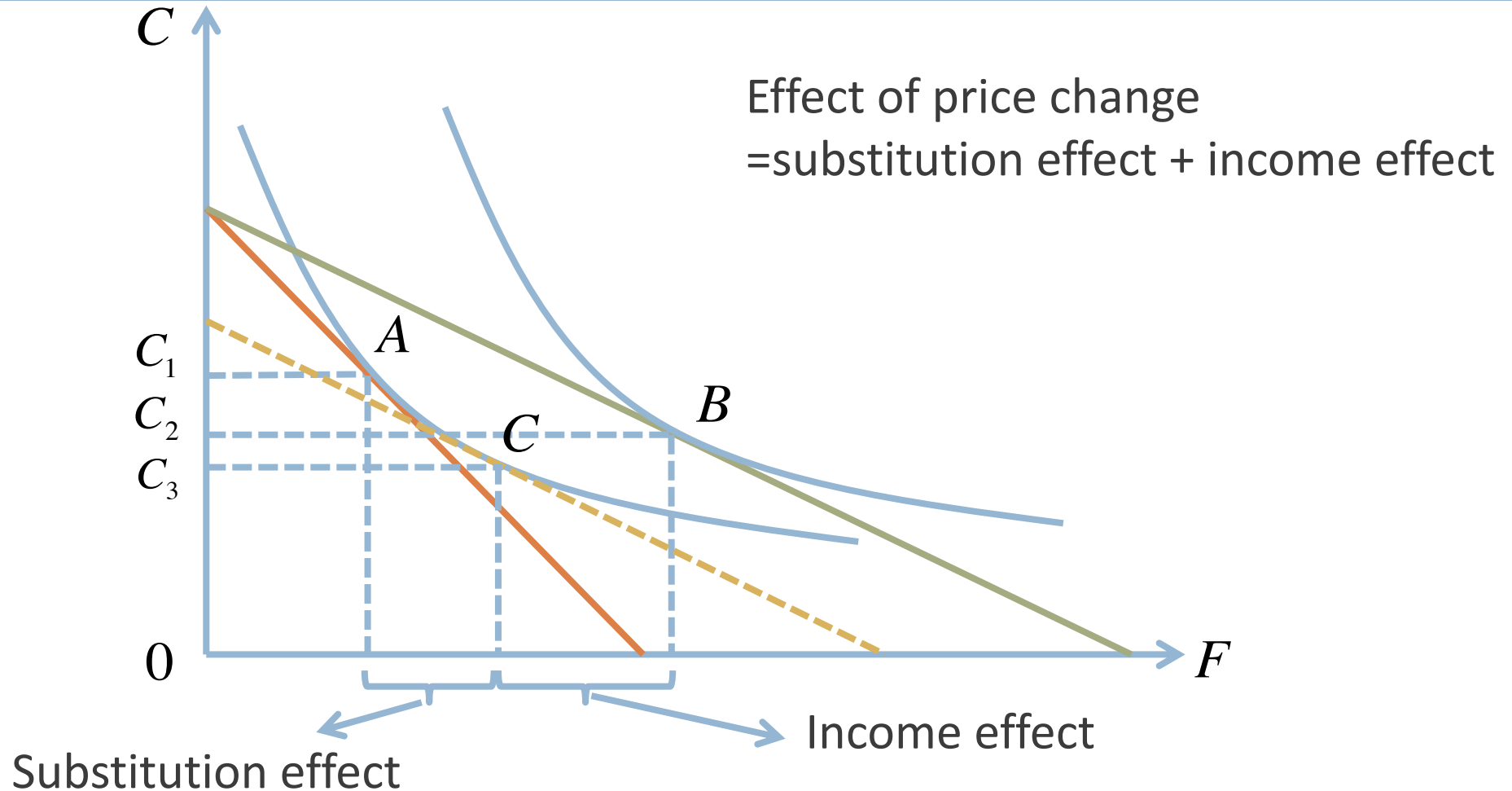
Income Effect

17

- Definition 4.2 *Income effect* is the change in consumption of a good associated with a change in purchasing power, holding all prices constant
- Income effect for food is $F_2 - F_3$
 - ▣ Keep the prices fixed, and give back the consumer the income we took away
 - ▣ The consumption of food increases from F_3 to F_2

Decomposing the Effect of Price Change

18



Example: Computing Substitution and Income Effects

19

- Suppose the consumer has utility function

$$U(F,C) = FC$$

- Suppose price of food is 2, price of clothing is 2, income is 10
- Optimal basket is $F=2.5$, $C=2.5$, consumer's utility is 6.25
- Suppose price of food decreases to 1
- Then new optimal basket is $F=5$, $C=2.5$
- Total change in food is $5-2.5=2.5$

Example: Computing Substitution and Income Effects Cont'

20

- The intermediate basket (basket C) must satisfy

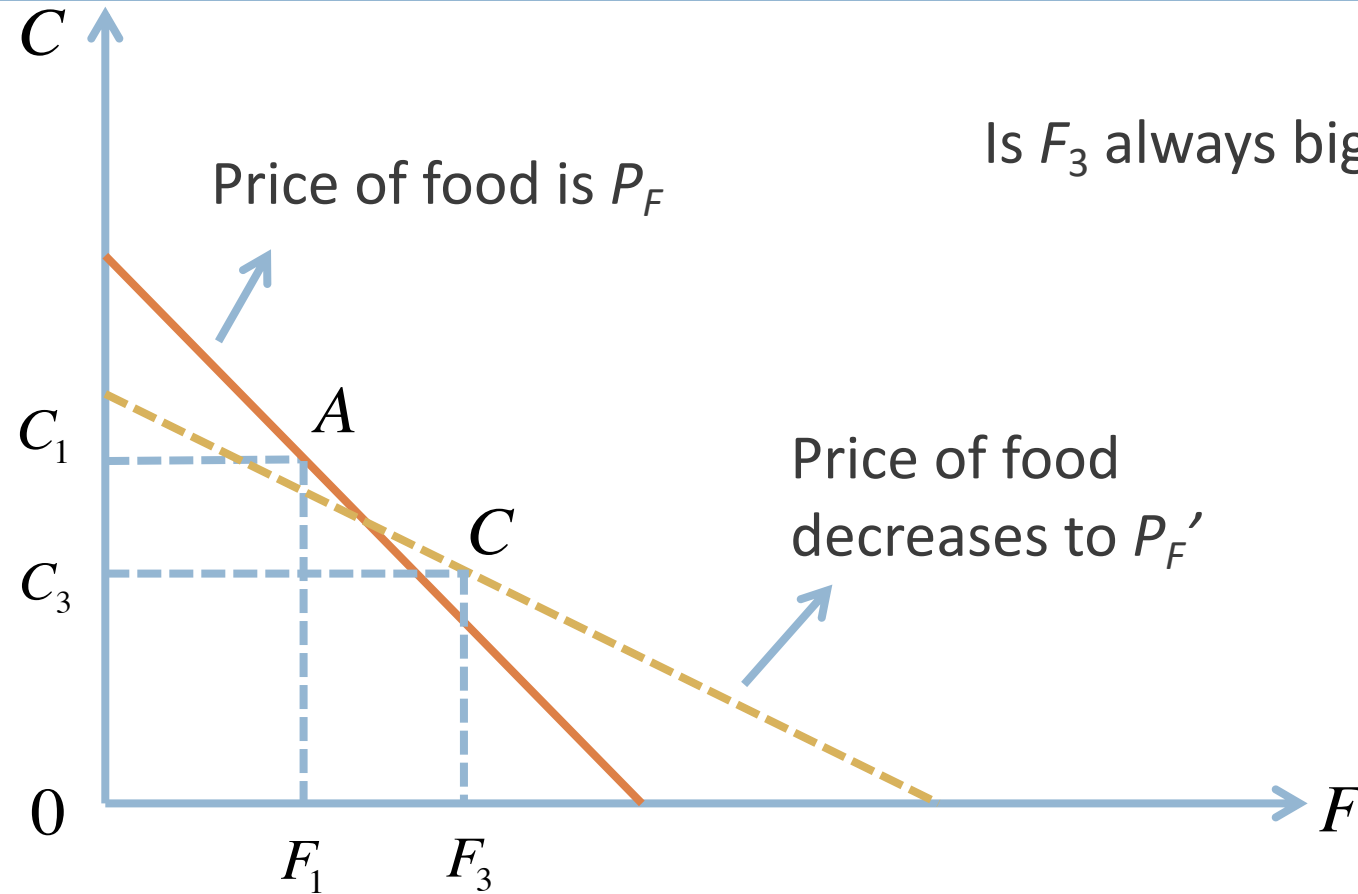
$$FC = 6.25$$

$$\frac{C}{F} = \frac{1}{2}$$

- The intermediate basket is $F=3.54$, $C=1.77$
- Substitution effect is
- Income effect is

Direction of Substitution Effect in Graph

21



Is F_3 always bigger than F_1 ?

Direction of Substitution Effect

22

- If price of food decreases, substitution effect is always non-negative
- Suppose from A (F_1, C_1) to C (F_3, C_3), the price of F dropped from P_F to P_F'
- We know the consumer is indifferent between A and C, A is optimal given the initial budget line, C is optimal given the intermediate budget line
- By revealed preference, we have

$$P_F F_3 + P_C C_3 \geq P_F F_1 + P_C C_1$$

Direction of Substitution Effect Cont'

23

- Rearranging,

$$P_F(F_3 - F_1) + P_C(C_3 - C_1) \geq 0$$

$$P_F'(F_1 - F_3) + P_C(C_1 - C_3) \geq 0$$

- Adding up the two equations,

$$(P_F - P_F')(F_3 - F_1) \geq 0$$

- Thus

$$F_3 \geq F_1$$

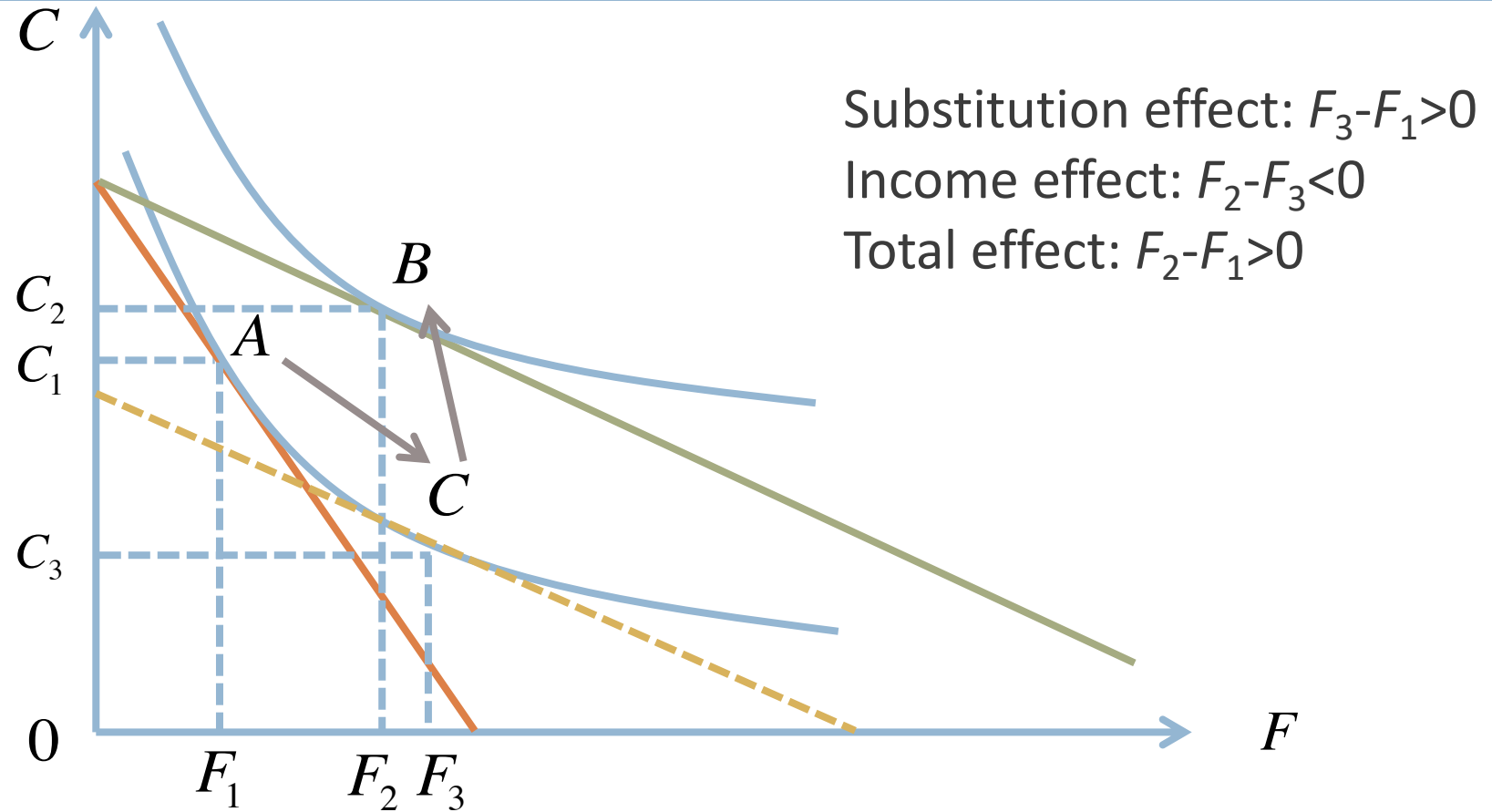
Direction of Income Effect

24

- If food is normal
 - ▣ If price of food decreases, purchasing power increases, consumer buys more food
 - ▣ If price of food increases, purchasing power decreases, consumer buys less food
 - ▣ Income effect has the same sign as substitution effect
- What if food is inferior?
 - ▣ Income effect and substitution effect have opposite signs

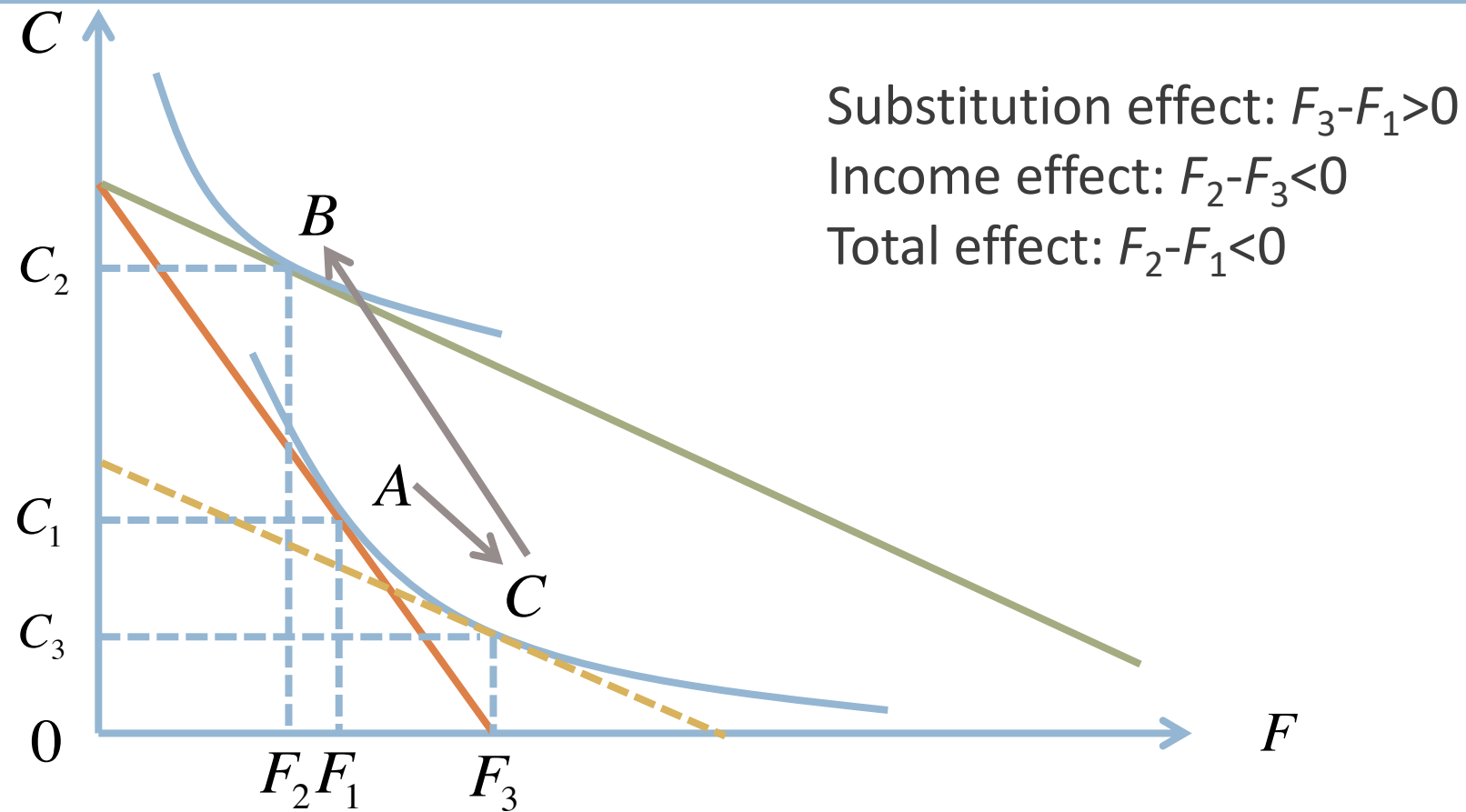
Income Effect for an Inferior Good

25



What if income effect dominates substitution effect?

26



Giffen Good

27

- Definition 4.3 A good is a *Giffen good* if
 - ▣ As price decreases, quantity demanded for the good drops
 - ▣ As price increases, quantity demanded for the good goes up
 - ▣ Holding other factors fixed
- Law of demand revisited
 - ▣ Is demand curve always downward sloping?
 - ▣ Not for Giffen good!
 - ▣ Demand curve is upward sloping for Giffen good

Example: Rice as Giffen Good

28

- Jensen and Miller conducted field experiments on poor urban households in China
 - ▣ Hunan province: provides subsidy on rice
 - ▣ Gansu province: provides subsidy on wheat
- What do they find?
 - ▣ 1% decrease in the price of rice causes 0.22% decrease in rice consumption

Source: Jensen and Miller, *"Giffen Behavior and Subsistence Consumption"*, 2008

Part 3

Consumer Welfare

How to measure the change in utility when price changes?

30

- When the price of a good decreases
 - ▣ Consumer is usually better off (higher utility)
- When the price of a good increases
 - ▣ Consumer is usually worse off (lower utility)
- How to quantify the benefit or loss due to a change in price?
 - ▣ Consumer surplus
 - ▣ Compensating variation
 - ▣ Equivalent variation

Why is measuring consumer welfare important?

31

- Consider the merger between Grab and Uber
- CCCS concluded the merger was anti-competitive
- There may be some benefits
 - ▣ E.g., merger may reduce the cost of production
- There may be some costs
 - ▣ E.g., the new firm may be able to set higher prices
 - ▣ Need to estimate the potential damage to consumers due to higher prices

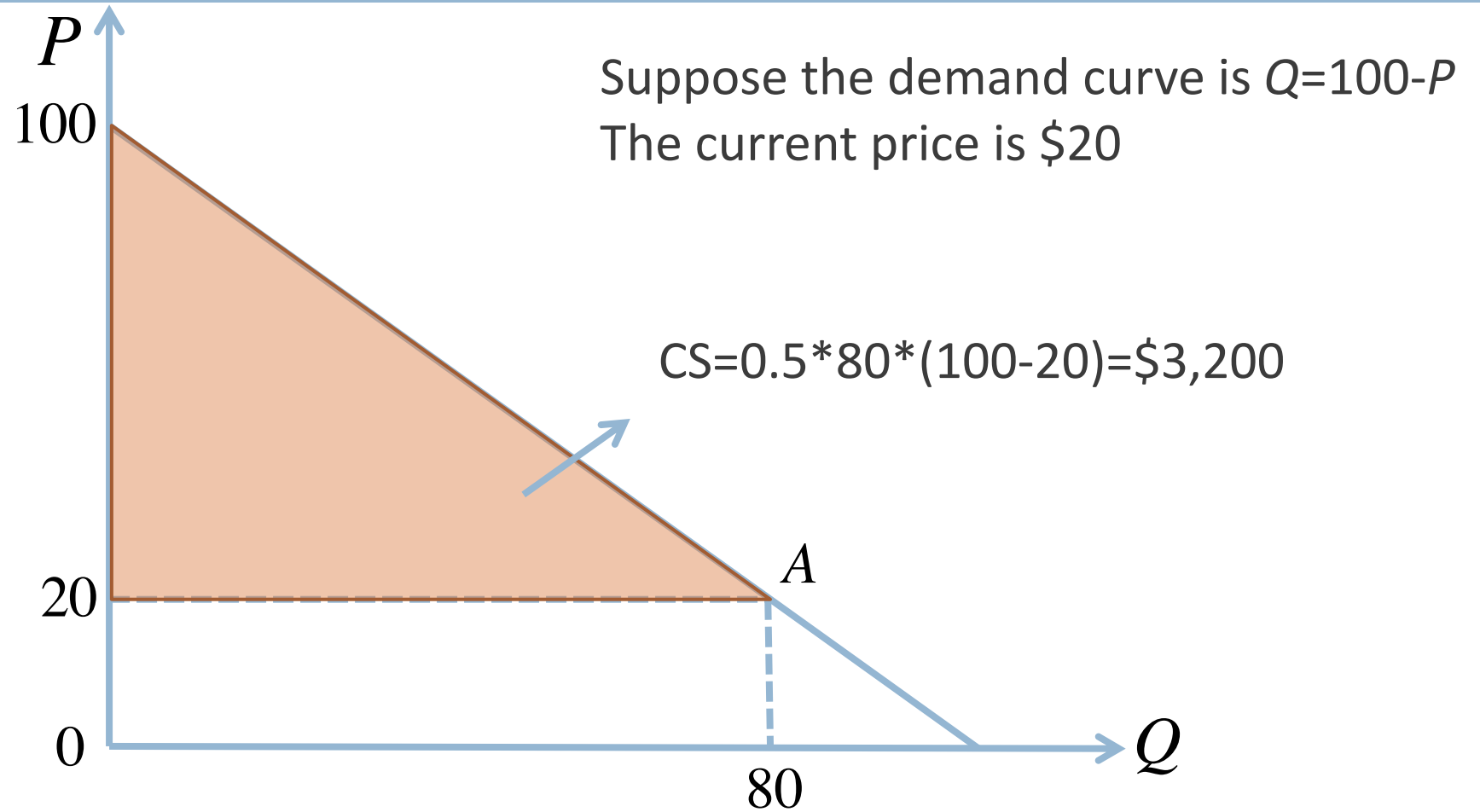
Consumer Surplus

32

- Definition 4.4 *Consumer surplus* (CS) for an individual consumer is the difference between the consumer's willingness to pay for a good and the cost of purchasing the good
 - ▣ E.g., the consumer is willing to pay 1 million to buy a house
 - ▣ The consumer actually paid 0.8 million
 - ▣ CS is 0.2 million
- CS is the area below the demand curve and above the price

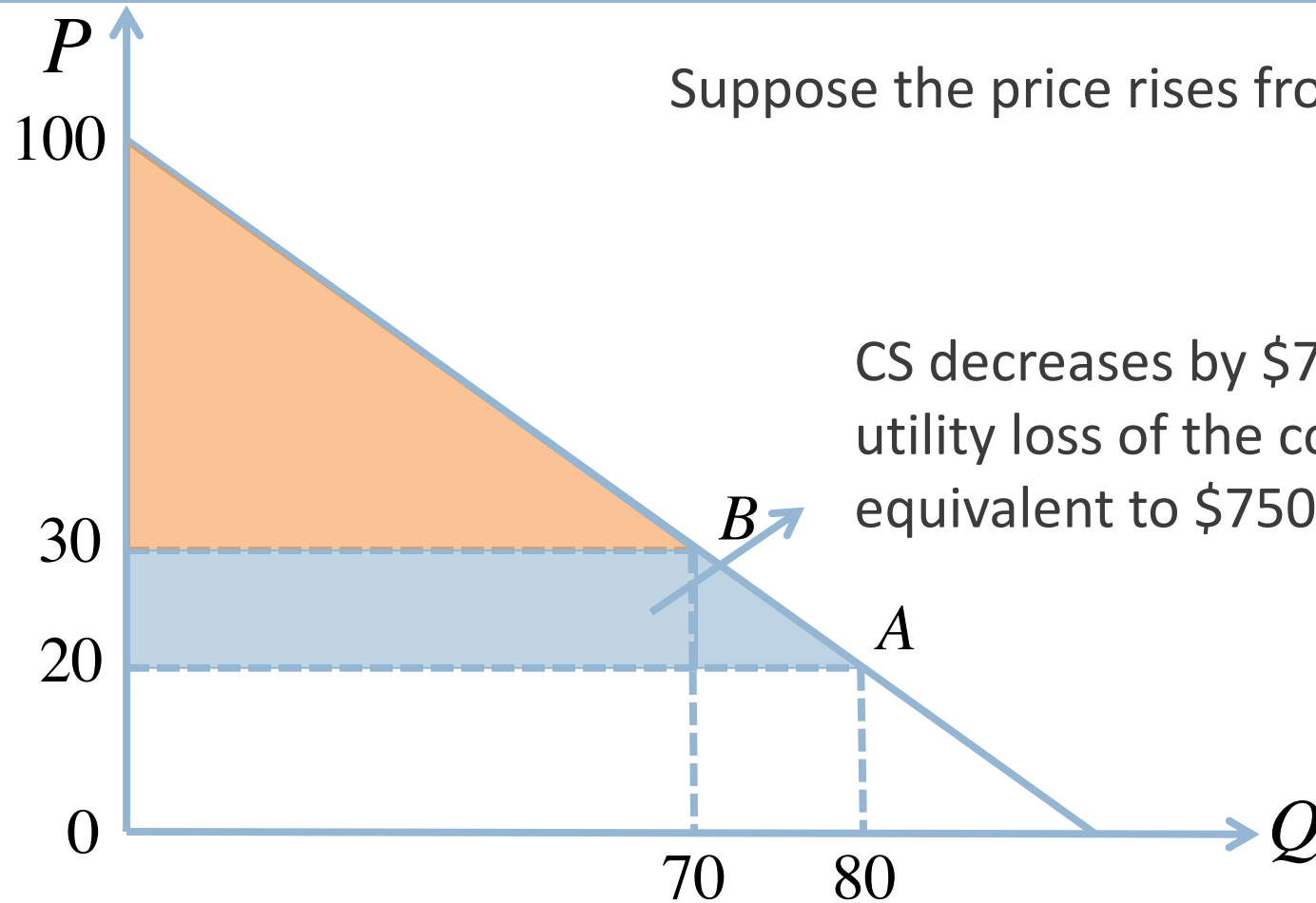
Consumer Surplus in Graph

33



Change in Consumer Surplus

34



Compensating Variation: An Example

35

- Suppose the consumer buys food and clothing and has an income of \$100
 - ▣ At the initial optimal basket, his utility is 20
- Suppose food becomes cheaper
- After the price drop, to still get a utility of 20, the consumer only needs to spend \$90
- The compensating variation is $\$100 - \$90 = \$10$
 - ▣ After the price drop, the consumer can spend \$10 less and still get the same utility as before, thus the benefit of the price drop is equivalent to \$10

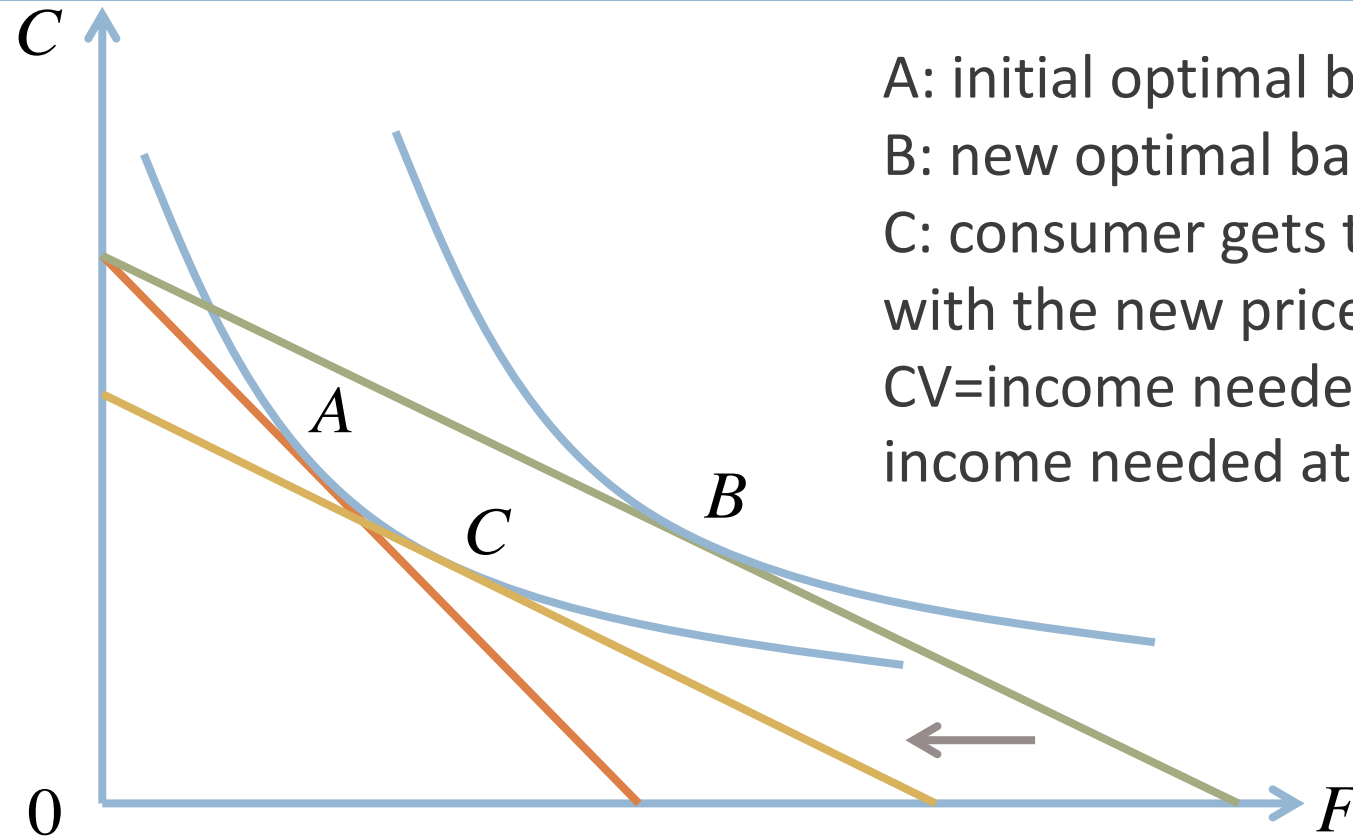
Compensating Variation: Definition

36

- Definition 4.5 *Compensating variation* (CV) measures the amount of money (income) the consumer is willing to give up after the price drop to be just as well off as before the price drop
- The initial optimal basket is A
- Suppose the price of food drops
- Given the new price, the optimal basket that generates the same level of utility as basket A is basket C
- $CV = \text{income needed at A} - \text{income needed at C}$

Compensating Variation in Graph

37



Equivalent Variation: An Example

38

- Suppose the consumer buys food and clothing and has an income of \$100
 - ▣ At the initial optimal basket, his utility is 20
- Suppose food becomes cheaper
 - ▣ At the new optimal basket, his utility is 30
- Before the price drop, if the consumer wants to get a utility of 30, the consumer needs an income of \$120
- The equivalent variation is $\$120 - \$100 = \$20$
 - ▣ Before the price drop, if the consumer wants to get the same level of utility as after the price drop, he needs an additional income of \$20, thus the benefit of the price drop is equivalent to \$20

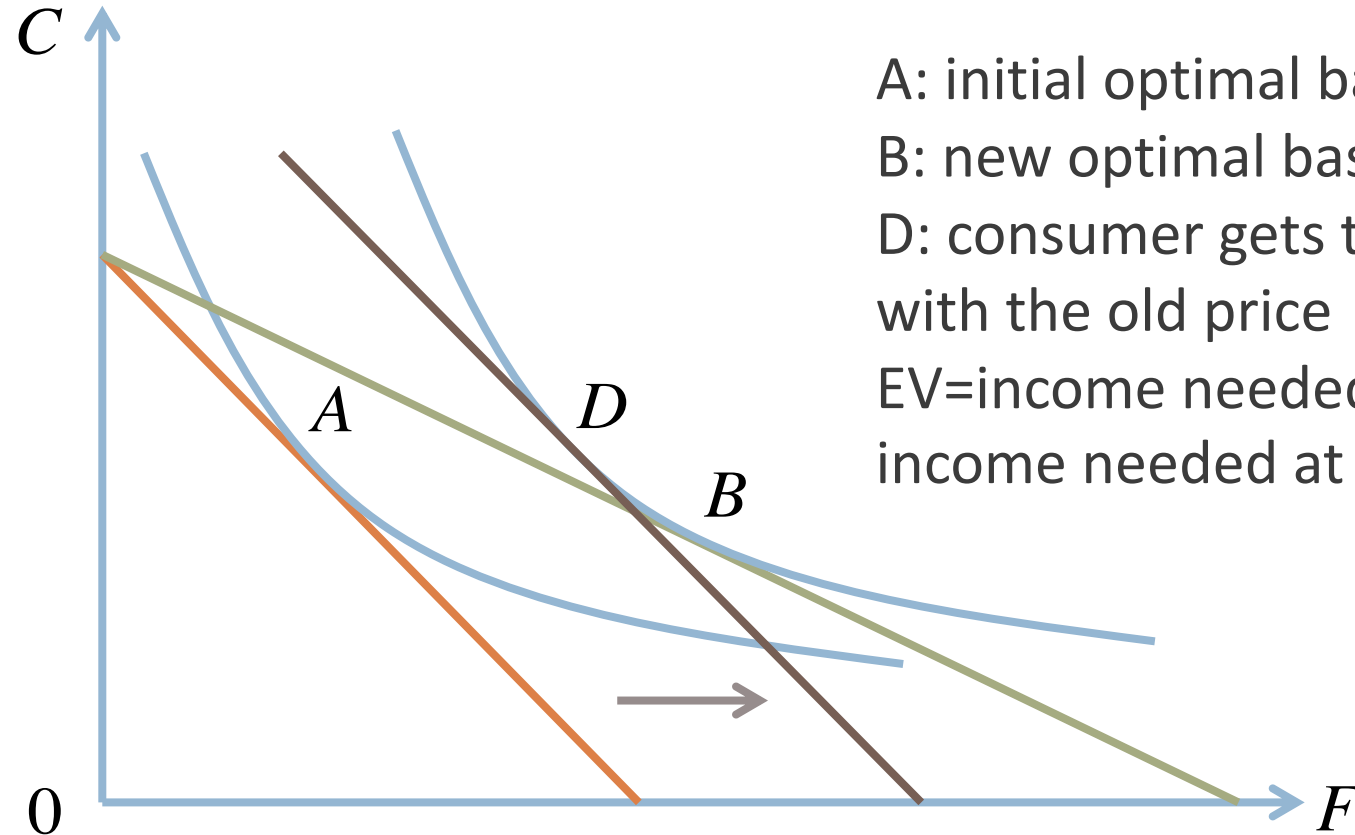
Equivalent Variation: Definition

39

- Definition 4.6 *Equivalent variation* (EV) measures the additional amount of money (income) the consumer needs before the price drop to be as well off as after the price drop
- The initial optimal basket is A
- Suppose the price of food drops
- The new optimal basket is B
- Given the initial price, the optimal basket that generates the same level of utility as basket B is basket D
- $EV = \text{income needed at D} - \text{income needed at A}$

Equivalent Variation in Graph

40



A: initial optimal basket
B: new optimal basket
D: consumer gets the new utility
with the old price
 $EV = \text{income needed at } D - \text{income needed at } A$