

Econ 4310 Notes

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1 Intro

- Roadmap:

1. Intro	6. Dual process theory and bounded rationality	10. Overconfidence
2. Neoclassical benchmark	7. Rational (in)attention and salience	11. Game theory
3. Deviations from utility maximization	8. Satisficing	12. Fairness
4. Expected utility (EU) theory	9. Belief updating	13. Trust and altruism
5. EU Deviations		14. Behavioral game theory
		15. Identity and norms
- **Def.** Randomized experiment (RCT) - You randomly assign subjects to n groups with a control group
- This is necessary to help separate correlation from causation
- Helpful because on average, the groups are the same. Thus, we can isolate the differentiating variable(s)
- **Experimental Language**
 - **Def.** Treatment Group - Group exposed to the experimental condition
 - **Def.** Control group - Baseline group
 - **Def.** Sample - Group who makes up participants
 - **Def.** Independent variable - Manipulated factor
 - **Def.** Dependent variable - The measure of interest
 - **Def.** Between-participant design - Each participant experiences only one condition
 - **Def.** Within-participant design - Each participant experiences multiple conditions
 - **Def.** Factorial design - Multiple factors are manipulated at once, often in all combinations
 - **Def.** Internal validity - The degree to which the causal effect is valid inside the study
 - **Def.** External validity - How generalizable the results are beyond the Sample
 - **Def.** Confound - Uncontrollable factor(s) that may influence results
 - **Def.** Incentive compatibility - Ensuring participants' best choice aligns with truthful or intended behavior
- People might not be able to do RCT because economic systems are complex, there are cost/access problems, and ethical concerns

2 What is Rational?

- **Def.** Rationality - Maximizing one's own self-interest (utility)
- Budget constraint and preferences → optimal choice
- **Def.** Utility - represents a subject's preferences. When comparing the utility of options, comparisons are binary (not bundled), ordinal, and not comparable across subjects
 - Utility can be anything (profit, social benefits, reproductive rights, combination of things, etc.)
- **Def.** Preference Axioms
 - Let X be a set of bundles
 - 1. **Reflexive** - $\forall x \in X, x \gtrsim x$ (i.e. each bundle is at least as preferred as itself)
 - 2. **Complete** - $\forall x, y \in X, x \gtrsim y$ or $y \gtrsim x$ (or both $(x \sim y)$) (i.e. every bundle can be compared to every other bundle)
 - 3. **Transitive** - $\forall x, y, z \in X, x \gtrsim y$ and $y \gtrsim z \Rightarrow x \gtrsim z$
- **Def.** Complete preference relation - X is reflexive, complete, and transitive $\iff X$ is rationalizable
 - The following statements are equivalent:
$$(xRy) = (x \gtrsim y) = (R = \{(x, y)\})$$

- **Thm.** For finite X , a binary relation, R , on X has a utility representation \iff it is a complete preference relation
- Utility Function Assumptions
 1. Continuous - There are no big jumps in changes
 2. Monotonic - More is better
 3. Convex - As the amount of smth increases, the marginal utility gain decreases