

# Econ 4310 Notes

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September 3, 2025

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# 1 Intro

- Roadmap:

- |   |  |                            |
|---|--|----------------------------|
| 1. Intro                                | 6. Dual process theory and bounded rationality | 10. Overconfidence         |
| 2. Neoclassical benchmark               |  | 11. Game theory            |
| 3. Deviations from utility maximization | 7. Rational (in)attention and salience         | 12. Fairness               |
| 4. Expected utility (EU) theory         | 8. Satisficing                                 | 13. Trust and altruism     |
| 5. EU Deviations                        | 9. Belief updating                             | 14. Behavioral game theory |
|   |  | 15. Identity and norms     |

- **Def.** Randomized experiment (RCT) - You randomly assign subjects to  $n$  groups with a control groups
- 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  $\rightarrow$  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** -  $\forall x \in X, x \succeq x$  (i.e. each bundle is at least as preferred as itself)
  - 2. **Complete** -  $\forall x, y \in X, x \succeq y$  or  $y \succeq x$  (or both  $(x \sim y)$ ) (i.e. every bundle can be compared to every other bundle)
  - 3. **Transitive** -  $\forall x, y, z \in X, x \succeq y$  and  $y \succeq z \Rightarrow x \succeq z$
- **Def.** Complete preference relation -  $X$  is reflexive, complete, and transitive  $\iff X$  is rationalizable
  - The following statements are equivalent:

$$(xRy) = (x \succeq y) = (R = \{(x, y)\})$$

- **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