

$$(3) a) \quad h(t) = \frac{f(t)}{1-F(t)}, \quad F(t) = \frac{1 - e^{-(p+q)t}}{1 + (q/p) e^{-(p+q)t}}$$

prove that  $h(t) = p+q F(t)$

$$f(t) = F'(t) = \frac{(p+q) e^{-(p+q)t} \cdot (1 + (q/p) e^{-(p+q)t}) + (1 - e^{-(p+q)t}) (p+q) (q/p) e^{-(p+q)t}}{(1 + (q/p) e^{-(p+q)t})^2}$$

$$= \frac{(p+q) e^{-(p+q)t} + (p+q) (q/p) e^{-(p+q)t}}{(1 + (q/p) e^{-(p+q)t})^2}$$

$$1-F(t) = \frac{1 + (q/p) e^{-(p+q)t} - 1 + e^{-(p+q)t}}{1 + (q/p) e^{-(p+q)t}} = \frac{e^{-(p+q)t} (q/p + 1)}{1 + (q/p) e^{-(p+q)t}}$$

$$\frac{f(t)}{1-F(t)} = \frac{(p+q) e^{-(p+q)t} (1 + q/p)}{(1 + (q/p) e^{-(p+q)t})^2} \cdot \frac{1 + (q/p) e^{-(p+q)t}}{e^{-(p+q)t} (q/p + 1)} =$$

$$\Rightarrow \frac{(p+q) (1 + \frac{q}{p})}{\frac{q}{p} + 1} = \frac{(p+q)^2}{q+p} \Rightarrow \frac{f(t)}{1-F(t)} = \frac{(p+q)^2}{(1 + (q/p) e^{-(p+q)t})}$$

$$p+q F(t) = \frac{p+q e^{-(p+q)t} + q - q e^{-(p+q)t}}{1 + (q/p) e^{-(p+q)t}} = \frac{p+q}{1 + (q/p) e^{-(p+q)t}}$$

$$\text{Or: } p+q F(t) = \frac{p+q}{1 + (q/p) e^{-(p+q)t}} = h(t)$$

Q. E. D.



$$c) t_{peak} = \frac{\log(q) - \log(p)}{p+q}$$

$$f(t) = \frac{(p+q)^2 e^{-(p+q)t}}{p [1 + (q/p) e^{-(p+q)t}]^2}$$

$$f'(t) = - \frac{p(p+q)^3 e^{t(p+q)} (p e^{t(p+q)} - q)}{(p e^{t(p+q)} + q)^3}$$

$$f'(t_{peak}) = 0 \stackrel{?}{=} p e^{t_{peak}(p+q)} - q$$

$$q = p e^{t_{peak}(p+q)}$$

$$q/p = e^{t_{peak}(p+q)}$$

$$\left( \frac{\ln q - \ln p}{p+q} = t_{peak} \right)$$

$$\text{logistic: } f(t) = \frac{e^{-\frac{x-\mu}{s}}}{s(1 + e^{-\frac{x-\mu}{s}})^2}$$

$$f'(t_{peak}) = 0 = \dots = e^{\mu/s} - q e^{t/s}$$

$$e^{\frac{t_{peak}}{s}} = \frac{1}{q} e^{\mu/s}$$

$$\frac{t_{peak}}{s} = \ln \frac{1}{q} + \frac{\mu}{s}$$

$$(t_{peak} = -s \ln q + \mu)$$

exponential:

I'm maybe missing something, but it should be  $t=0$ , no?

$$\text{as } f'(t) = -\frac{2}{s} e^{-\frac{x-\mu}{s}} \neq 0$$

and obtains global minimum at 0.



4) a) There is no good reason for a person to purchase 2 iPhones or more for 1  $\frac{1}{2}$  individual unless something ~~not~~ quite rare happens, warranty renders replacement purchases almost obsolete, and when the warranty is over a better phone will exist, so no reason to buy the previous (Apple has this information)

b) If  $m = 10,000,000$  as a given by Apple, I would say  $p$  has to be larger than  $q$  because I would predict the peak of sales to be very ~~near~~ ~~the~~ close to the initial sale. If with the VCR sales <sup>data</sup> most purchases were later, because of the imitation factor, here ~~was~~ is the reverse, although not quite, because imitation would still play a role.

With the VCR the stats where  $q = 0.638, p = 0.00659$ .

Here I would say <sup>around</sup>  $q = 0.25, p = 0.75$ .

So the answer:  $p = 0.75 \pm 0.15$   $q = 0.25 \pm 0.08$   
 $m = 10,000,000 \pm 3,000,000$

After making  $q$ , much more reasonable values may be:

$p = 0.01 \pm 0.005$   
 $q = 0.001 \pm 0.0005$   
 $m = 20,000,000 \pm 6 \text{ mil.}$

because the first half is discounted

→ The higher the innovative value relative to the imitation value, the earlier the peak of sales would be, and visa-versa

→ The higher the  $p, q$  values generally - ~~the more~~ the denser the distribution would be around 0.

→  $m$  actually does not affect the continuous version of the model

c) You would take a ~~high~~ <sup>high</sup>  $q$  (imitation) ~~and in a~~ much lower than your  $p$  value (innovation)



$$5) a) S_n = a + ar + \dots + ar^{n-1}$$

$$S_n - rS_n = a + \cancel{ar} + \dots + \cancel{ar^{n-1}} - ar^{n-1} - ar^n$$

$$\Rightarrow S_n - rS_n = a - ar^n \Rightarrow S_n = \frac{a(1-r^n)}{1-r}$$

$$b) \text{ When } |r| < 1. \text{ Then } \lim_{n \rightarrow \infty} \frac{a(1-r^n)}{1-r} = \frac{a}{1-r} = S_\infty$$

$$c) a_1 = x, \quad a_2 = \alpha x_2 + (1-\alpha)a_1 = \alpha x_2 + (1-\alpha)x,$$

$$a_3 = \alpha x_3 + \alpha(1-\alpha)x_2 + (1-\alpha)^2 a_1,$$

⋮

$$a_n = \alpha x_n + \alpha(1-\alpha)x_{n-1} + \dots + \alpha(1-\alpha)^{n-2} a_2 + (1-\alpha)^{n-1} a_1$$

$$S_n = \alpha + \alpha(1-\alpha) + \dots + \alpha(1-\alpha)^{n-2} = \frac{\alpha(1-(1-\alpha)^{n-1})}{\alpha} = 1 - (1-\alpha)^{n-1}$$

$$\sum_{i=1}^n w_i = \alpha + \alpha(1-\alpha) + \dots + \alpha(1-\alpha)^{n-2} + (1-\alpha)^{n-1} = 1 - (1-\alpha)^{n-1} + (1-\alpha)^{n-1} = 1$$

Well, the total sum is 1

$$d) \text{ Var}[a_n] = \text{Var}[\alpha x_n + \alpha(1-\alpha)x_{n-1} + \dots + \alpha(1-\alpha)^{n-2}x_2 + (1-\alpha)^{n-1}x_1]$$

$$= (\alpha^2 + \alpha^2(1-\alpha)^2 + \dots + \alpha^2(1-\alpha)^{2(n-2)} + (1-\alpha)^{2(n-1)}) \sigma^2$$

$$= \frac{\alpha^2(1-(1-\alpha)^{2(n-1)})}{1-(1-\alpha)^2} = \frac{\alpha^2(1-(1-\alpha)^{2(n-1)})}{(1-\alpha)(1+\alpha)} =$$

$$= \frac{\alpha(1-(1-\alpha)^{2(n-1)})}{(2-\alpha)} = \frac{\alpha(1-(1-\alpha)^{n-1})(1+(1-\alpha)^{n-1})}{2-\alpha}$$

$$\text{Var}[a_n] = \left( \frac{\alpha(1-(1-\alpha)^{2(n-1)})}{2-\alpha} + (1-\alpha)^{2(n-1)} \right) \sigma^2 =$$

$$= \frac{\alpha(1-(1-\alpha)^{2(n-1)})}{2-\alpha} + 2(1-\alpha)^{2(n-1)} - \alpha(1-\alpha)^{2(n-1)} \sigma^2$$

$$= \frac{-\alpha(1-\alpha)^{2(n-1)} + 2(1-\alpha)^{2(n-1)} - \alpha(1-\alpha)^{2(n-1)}}{2-\alpha} + \alpha^2 = \frac{2(1-\alpha)^{2(n-1)} + \alpha^2}{2-\alpha} \sigma^2$$