

$$\lambda \cdot \Delta t \quad (\Delta t \text{ klein})$$

$$\mu \cdot \Delta t \quad "$$

Def.: $P_k(t)$ Wkeit, dass zum Zeitpunkt t genau k Kunden

$$P_0(t + \Delta t) = P_1(t) \cdot \mu \Delta t \cdot (1 - \lambda \Delta t) + P_0(t) \cdot (1 - \lambda \Delta t) \quad (k=0)$$

$$P_k(t + \Delta t) = P_{k-1}(t) \cdot \lambda \Delta t \cdot (1 - \mu \Delta t) + P_k(t) \cdot (1 - \lambda \Delta t) \cdot (1 - \mu \Delta t) + P_{k+1}(t) \cdot \mu \Delta t \cdot (1 - \lambda \Delta t) \quad (1 \leq k \leq K)$$

$$P_K(t + \Delta t) = P_{K-1}(t) \cdot \lambda \Delta t \cdot (1 - \mu \Delta t) + P_K(t) \cdot (1 - \mu \Delta t) \quad (k=K)$$

$$P_0(t + \Delta t) = \mu P_1(t) \cdot \Delta t + P_0(t) - \lambda P_0(t) \cdot \Delta t$$

$$P_0(t + \Delta t) - P_0(t) = \mu P_1(t) \Delta t - \lambda P_0(t) \Delta t$$

$$\frac{P_0(t + \Delta t) - P_0(t)}{\Delta t} = \mu P_1(t) - \lambda P_0(t)$$

$$P_k(t + \Delta t) = \lambda P_{k-1}(t) \Delta t - \lambda P_k(t) \Delta t - \mu P_k(t) \Delta t + P_k(t) + \mu P_{k+1}(t) \Delta t$$

$$\frac{P_k(t + \Delta t) - P_k(t)}{\Delta t} = \lambda P_{k-1}(t) - (\lambda + \mu) P_k(t) + \mu P_{k+1}(t)$$

$$P_k(t+\Delta t) = \lambda P_{k-1}(t) \Delta t + P_k(t) - \mu P_k(t) \Delta t$$

$$\frac{P_k(t+\Delta t) - P_k(t)}{\Delta t} = \lambda P_{k-1}(t) - \mu P_k(t)$$

Für $\Delta t \rightarrow 0$:

$$P'_0(t) = \mu P_0(t) - \lambda P_0(t)$$

$$P'_k(t) = \lambda P_{k-1}(t) - (\lambda + \mu) P_k(t) + \mu P_{k+1}(t)$$

$$P'_k(t) = \lambda P_{k-1}(t) - \mu P_k(t)$$

$$t \rightarrow \infty : 0 = \mu \pi_0 - \lambda \pi_0$$

$$0 = \lambda \pi_{k-1} - (\lambda + \mu) \pi_k + \mu \pi_{k+1}$$

$$0 = \lambda \pi_{k-1} - \mu \pi_k$$

$$\pi_k := \lim_{t \rightarrow \infty} P_k(t)$$

$$\rightarrow \lambda \pi_0 = \mu \pi_0$$

$$\frac{\lambda}{\mu} \cdot \pi_0 = \pi_1$$

$$0 = \lambda \pi_0 - (\lambda + \mu) \pi_1 + \mu \pi_2$$

$$0 = \lambda \pi_0 - \frac{\lambda^2}{\mu} \pi_0 - \cancel{\lambda \pi_0} + \mu \pi_2$$

$$\frac{\lambda^2}{\mu} \pi_0 = \mu \pi_2$$

$$\frac{\lambda^2}{\mu^2} \pi_0 = \pi_2 = \left(\frac{\lambda}{\mu}\right)^2 \cdot \pi_0 \quad \rightarrow \text{GF } q = \frac{\lambda}{\mu}$$

Beweis mit Induktion : $k \rightarrow k+1$

$$\text{weltk } \pi_k = \left(\frac{\lambda}{\mu}\right)^k \cdot \pi_0$$

$$\begin{aligned}
 \pi_{k+1} &= -\frac{\lambda}{\mu}\pi_{k-1} + \left(\frac{\lambda}{\mu} + 1\right)\pi_k \\
 &= -\frac{\lambda}{\mu}\pi_{k-1} + \frac{\lambda}{\mu}\cancel{\pi_k} + \pi_k \\
 &= -\left(\frac{\lambda}{\mu}\right)^k\pi_0 + \left(\frac{\lambda}{\mu}\right)^{k+1}\pi_0 + \cancel{\left(\frac{\lambda}{\mu}\right)^k \cdot \pi_0} \\
 \pi_{k+1} &= \left(\frac{\lambda}{\mu}\right)^{k+1}\pi_0
 \end{aligned}$$

□

Berechnung von π_k : klar $\sum_{k=0}^K \pi_k = 1 = \pi_0 + \pi_1 + \dots + \pi_K$

$$\rightarrow \pi_K = \pi_0 \cdot \frac{1 - \left(\frac{\lambda}{\mu}\right)^{K+1}}{1 - \frac{\lambda}{\mu}} = 1$$

$$\Rightarrow \pi_0 = \frac{1 - \frac{\lambda}{\mu}}{1 - \left(\frac{\lambda}{\mu}\right)^{K+1}}$$

$$\Rightarrow \pi_k = \left(\frac{\lambda}{\mu}\right)^k \cdot \pi_0 = \left(\frac{\lambda}{\mu}\right)^k \cdot \underbrace{\frac{1 - \frac{\lambda}{\mu}}{1 - \left(\frac{\lambda}{\mu}\right)^{K+1}}}$$

speziell für: $\pi_0 + \dots + \pi_K = 1$

$$\left(\frac{\lambda}{\mu} = 1\right)$$

$$\pi_k = \underbrace{\frac{1}{K+1}}$$

$$\text{Eintrittsraten: } \lambda \cdot (1 - \pi_k)$$

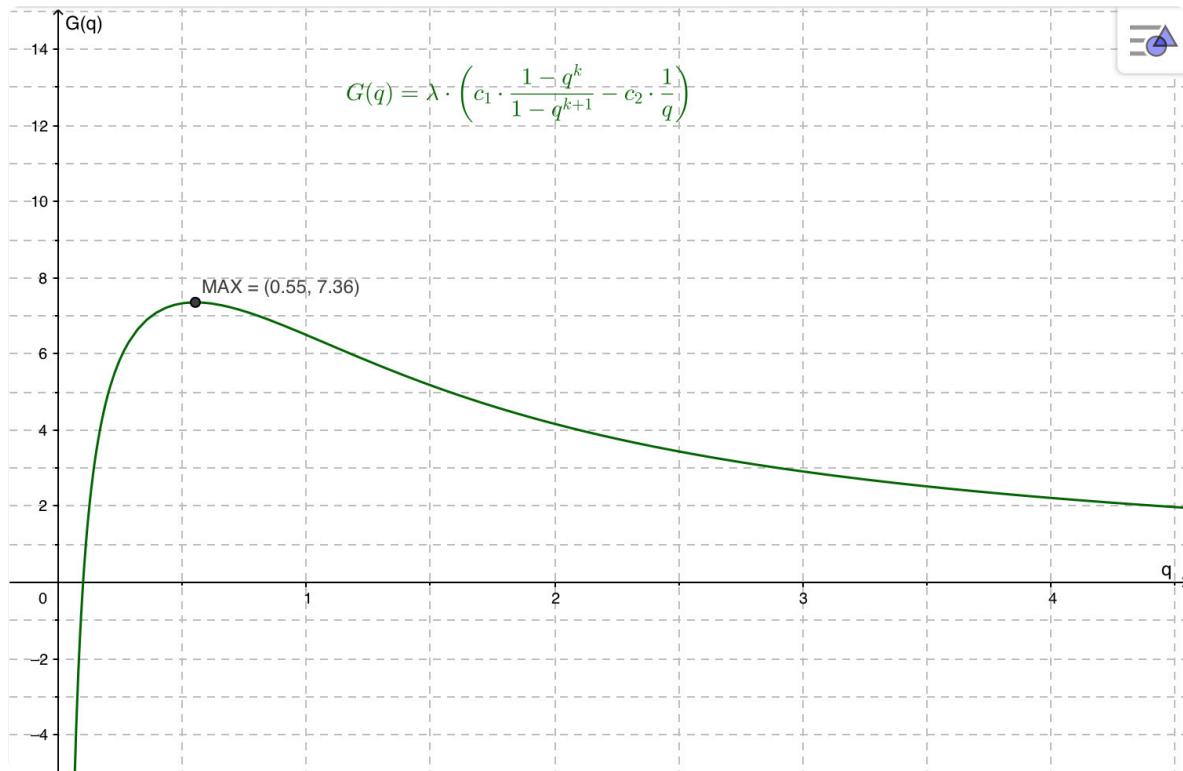
$$\text{Gewinn pro Zeiteinheit: } G(q) = c_1 \cdot \lambda(1 - \pi_k) - c_2 \cdot \mu$$

$$q = \frac{\lambda}{\mu}$$

$$= \lambda c_1 \left(1 - \frac{1-q}{1-q^{k+1}} \cdot q^k \right) - c_2 \cdot \frac{\mu^2}{\lambda}$$

$$= \lambda \left(c_1 \cdot \frac{1-q^{k+1} - (1-q)q^k}{1-q^{k+1}} - c_2 \cdot \frac{1}{q} \right)$$

$$G(q) = \lambda \left(c_1 \cdot \frac{1-q^k}{1-q^{k+1}} - c_2 \cdot \frac{1}{q} \right)$$



Für $at \rightarrow 0$:

$$P'_0(t) = \mu P_n(t) - 2P_0(t)$$

$$P'_k(t) = \lambda P_{k-1}(t) - (\lambda + \mu) P_k(t) + \mu P_{k+1}(t)$$

$$P'_{k-1}(t) = \lambda P_{k-2}(t) - \mu P_{k-1}(t)$$

$$\rightarrow P'_0(t) = -P_0(t) + 2\mu P_n(t)$$

$$P'_1(t) = P_0(t) - 3P_n(t) + 2P_2(t)$$

$$P'_2(t) = P_1(t) - 3P_2(t) + 2P_3(t)$$

$$P'_3(t) = P_2(t) - 2P_3(t)$$

$$\rightarrow \begin{pmatrix} P'_0 \\ P'_1 \\ P'_2 \\ P'_3 \end{pmatrix} = \begin{pmatrix} -1 & 2 & 0 & 0 \\ 1 & -3 & 2 & 0 \\ 0 & 1 & -3 & 2 \\ 0 & 0 & 1 & -2 \end{pmatrix} \begin{pmatrix} P_0 \\ P_1 \\ P_2 \\ P_3 \end{pmatrix}$$

$$\chi_4 = \det \begin{pmatrix} -1-\lambda & 2 & 0 & 0 \\ 1 & -3-\lambda & 2 & 0 \\ 0 & 1 & -3-\lambda & 2 \\ 0 & 0 & 1 & -2-\lambda \end{pmatrix}$$

$$\chi_4 = (-1-\lambda) \cdot \begin{vmatrix} -3-\lambda & 2 & 0 \\ 1 & -3-\lambda & 2 \\ 0 & 1 & -2-\lambda \end{vmatrix} + 1 \cdot \begin{vmatrix} 2 & 0 & 0 \\ 1 & -3-\lambda & 2 \\ 0 & 1 & -2-\lambda \end{vmatrix}$$

$$= (-1-\lambda) \cdot [(-3-\lambda) \cdot \begin{vmatrix} -3-\lambda & 2 \\ 1 & -2-\lambda \end{vmatrix} - 1 \cdot \begin{vmatrix} 2 & 0 \\ 1 & -2-\lambda \end{vmatrix}]$$

$$+ 2 \cdot \left[\begin{vmatrix} -3-\lambda & 2 \\ 1 & -2-\lambda \end{vmatrix} \right]$$

$$\begin{aligned}
&= (-1-\lambda) \cdot [(-3-\lambda) \cdot ((-3-\lambda)(-2-\lambda) - 2) - 2(-2-\lambda)] \\
&\quad + 2 \cdot ((-3-\lambda)(-2-\lambda) - 2) \\
&= (-1-\lambda) \cdot [(-3-\lambda) \cdot (\lambda^2 + 5\lambda + 6) - \overbrace{2 - 4 + 2\lambda}^{-c+2\lambda}] \\
&\quad + 2[(\lambda^2 + 5\lambda + 6) - 2] \\
&= (\lambda^2 + 4\lambda + 3)(\lambda^2 + 5\lambda + 6) - \cancel{2\lambda^2} + 4\lambda + 6 \\
&\quad + \cancel{2\lambda^2} + 10\lambda + 8 \\
&= \lambda^4 + 9\lambda^3 + 29\lambda^2 + 53\lambda + 32
\end{aligned}$$

$$\chi_4 = \det \begin{pmatrix} -1-\lambda & 2 & 0 & 0 \\ 1 & -3-\lambda & 2 & 0 \\ 0 & 1 & -3-\lambda & 2 \\ 0 & 0 & 1 & -2-\lambda \end{pmatrix}$$

$$\begin{aligned}\chi_4 &= (-1-\lambda) \cdot \begin{vmatrix} -3-\lambda & 2 & 0 \\ 1 & -3-\lambda & 2 \\ 0 & 1 & -2-\lambda \end{vmatrix} - 1 \cdot \begin{vmatrix} 2 & 0 & 6 \\ 1 & -3-\lambda & 2 \\ 0 & 1 & -2-\lambda \end{vmatrix} \\ &= (-1-\lambda) \cdot [(-3-\lambda) \cdot \begin{vmatrix} -3-\lambda & 2 \\ 1 & -2-\lambda \end{vmatrix} - 1 \cdot \begin{vmatrix} 2 & 0 \\ 1 & -2-\lambda \end{vmatrix}] \\ &\quad - 2 \cdot \begin{vmatrix} -3-\lambda & 2 \\ 1 & -2-\lambda \end{vmatrix} \\ &= (-1-\lambda) \cdot [(-3-\lambda) \cdot ((-3-\lambda)(-2-\lambda) - 2) - 2(-2-\lambda)] \\ &\quad - 2 \cdot [(-3-\lambda)(-2-\lambda) - 2] \\ &= (-1-\lambda)(-3-\lambda) \cdot (\lambda^2 + 5\lambda + 4) - 2(\lambda^2 + 3\lambda + 2) \\ &\quad - 2(\lambda^2 + 5\lambda + 4) \\ &= (\lambda^2 + 4\lambda + 3)(\lambda^2 + 5\lambda + 4) - 4\lambda^2 - 16\lambda - 12\end{aligned}$$

$$\chi_4 = \lambda^4 + 9\lambda^3 + 23\lambda^2 + 15\lambda \stackrel{!}{=} 0$$

$$\lambda_1 = \underline{\underline{0}} \rightarrow \lambda^3 + 9\lambda^2 + 23\lambda + 15 = 0$$

$$\lambda_2 = \underline{\underline{-1}} \rightarrow (-1)^3 + 9 \cdot (-1)^2 + 23 \cdot (-1) + 15 = 0 \quad \checkmark$$

$$\begin{array}{rcl} (\lambda^3 + 9\lambda^2 + 23\lambda + 15) \cdot (\lambda + 1) &=& \lambda^2 + 8\lambda + 15 = 0 \\ \hline -(\lambda^3 + \lambda^2) && (\lambda + 5)(\lambda + 3) = 0 \\ 0 & & \\ \hline -(8\lambda^2 + 8\lambda) && \rightarrow \lambda_3 = \underline{\underline{-3}} \quad \lambda_4 = \underline{\underline{-5}} \end{array}$$

$$\begin{array}{r} 0 \\ - (15x + 15) \\ \hline 0 \end{array}$$

$$\lambda_1 = 0 : \begin{array}{lcl} -1x + 2y + 0z + 0u = 0 & \Leftrightarrow & x = 2y \quad y = \frac{1}{2}x \\ 1x - 3y + 2z + 0u = 0 & \Leftrightarrow & 2z = 3y - x = \frac{1}{2}x \\ 0 \cdot x + 1 \cdot y - 3z + 2u = 0 & & z = -\frac{1}{3}x \\ 0 \cdot x + 0 \cdot y + 1 \cdot z - 2u = 0 & \Leftrightarrow & z = 2u \quad u = \frac{1}{2}z \end{array}$$

$$\rightarrow \vec{v}_1 = \begin{pmatrix} 8 \\ 4 \\ 2 \\ 1 \end{pmatrix}$$

$$\lambda_2 = -1 : \begin{array}{lcl} 0 \cdot x + 2y = 0 & \Leftrightarrow & y = 0 \\ x - 2y + 2z = 0 & \Leftrightarrow & z = -\frac{1}{2}x \\ z - u & & \Leftrightarrow u = z \end{array}$$

$$\rightarrow \vec{v}_2 = \begin{pmatrix} 2 \\ 0 \\ -1 \\ -1 \end{pmatrix}$$

$$\lambda_3 = -3 : \begin{array}{lcl} 2x + 2y = 0 & \Leftrightarrow & y = -x \\ x + 0 \cdot y + 2z = 0 & \Leftrightarrow & z = -\frac{1}{2}x \\ z + u = 0 & \Leftrightarrow & u = -z \end{array}$$

$$\rightarrow \vec{v}_3 = \begin{pmatrix} 2 \\ -2 \\ -1 \\ 1 \end{pmatrix}$$

$$\lambda_4 = -5 : \begin{array}{lcl} 4x + 2y = 0 & \Leftrightarrow & y = -2x \\ x + 2y + 2z = 0 & \Leftrightarrow & z = \frac{3}{2}x \\ z + 3u = 0 & \Leftrightarrow & u = -\frac{1}{3}z \end{array} \rightarrow \vec{v}_4 = \begin{pmatrix} 2 \\ -4 \\ 3 \\ -1 \end{pmatrix}$$

$$\begin{pmatrix} P_0 \\ P_1 \\ P_2 \\ P_3 \end{pmatrix} = \begin{pmatrix} 8 \\ 4 \\ 2 \\ -1 \end{pmatrix} \cdot p_0 \cdot e^0 + \begin{pmatrix} 2 \\ 6 \\ -1 \\ -1 \end{pmatrix} \cdot p_1 \cdot e^{-t} + \begin{pmatrix} 2 \\ -2 \\ -1 \\ 1 \end{pmatrix} \cdot p_2 \cdot e^{-3t} \\ + \begin{pmatrix} 2 \\ -4 \\ 3 \\ -1 \end{pmatrix} p_3 \cdot e^{-5t}$$

$$\rightarrow P_0(t) = 8p_0 + 2p_1 e^{-t} + 2p_2 e^{-3t} + 2p_3 e^{-5t}$$

$$P_1(t) = 4p_0 - 2p_2 e^{-3t} - 4p_3 e^{-5t}$$

$$P_2(t) = 2p_0 - p_1 e^{-t} - p_2 e^{-3t} + 3p_3 e^{-5t}$$

$$P_3(t) = p_0 - p_1 e^{-t} + p_2 e^{-3t} - p_3 e^{-5t}$$

$$\rightarrow 15p_0 = 1 \quad p_0 = \frac{1}{15}$$

Simulation: $P_0(0) = 0, P_1(0) = 1, P_2(0) = 0 = P_3(0)$

$$0 = \frac{8}{15} + 2p_1 + 2p_2 + 2p_3 \quad (1)$$

$$1 = \frac{4}{15} - 2p_2 - 4p_3 \quad (2)$$

$$0 = \frac{2}{15} - p_1 - p_2 + 3p_3 \quad (3)$$

$$0 = \frac{1}{15} - p_1 + p_2 - p_3 \quad (4)$$

$$(1) + (2) : 1 = \frac{12}{15} + 2p_1 - 2p_3 \quad (1')$$

$$(3) + (4) : 0 = \frac{3}{15} - 2p_1 + 2p_3 \quad (2')$$

$$(2) + 2 \cdot (4) : 1 = \frac{6}{15} - 2p_1 - 6p_3 \quad (3')$$

$$(1') + (3') : 2 = \frac{18}{15} - 8p_3$$

$$8p_3 = -\frac{12}{15}$$

$$p_3 = -\frac{3}{30} = -\frac{1}{10}$$

$$\rightarrow 0 = \frac{3}{15} - 2p_1 - \frac{3}{15}$$

$$p_1 = \underline{\underline{0}}$$

$$\rightarrow 1 = \frac{4}{15} - 2p_2 + \frac{6}{15}$$

$$2p_2 = -\frac{5}{15} = -\frac{1}{3}$$

$$p_2 = -\frac{1}{6}$$

$$\rightarrow P_0(t) = \frac{8}{15} - \frac{1}{3}e^{-3t} - \frac{1}{5}e^{-5t}$$

$$P_1(t) = \frac{4}{15} + \frac{1}{3}e^{-3t} + \frac{2}{5}e^{-5t}$$

$$P_2(t) = \frac{2}{15} + \frac{1}{5}e^{-3t} - \frac{3}{10}e^{-5t}$$

$$P_3(t) = \frac{1}{15} - \frac{1}{6}e^{-3t} + \frac{1}{10}e^{-5t}$$

