

# Modeling Rational Agents



# Modeling Human Behavior

- What is (mathematical) modeling?
  - A description of a system using mathematical concepts and language
  - May help to
    - explain a system
    - study the effects of different components
    - make predictions about behavior

# Modeling Human Behavior

- What is game theory?
  - The study of mathematical models of **conflict** and **cooperation** between intelligent rational decision-makers





# Modeling Human Behavior

- How can we mathematically describe the conflicts between two agents?



# Game Theory

- A model of a rational agent
  - Preferences
  - Utility
  - Choice
- Conflicts between agents
  - Game theoretic models

# Preferences

# Economic Agent

- Which characteristics are required to model an **economic agent**?
  - Name, age and gender, personal history, brain structure, cognitive abilities, his emotional state etc
- In most of economic theory, an economic agent is modeled **only by his attitude** toward the elements in some relevant set
- His attitude is expressed in the form of **preferences**



# Preferences

- Which object in the set **X** do you prefer?

**X**



# Preferences

- A description of preferences should fully specify the attitude of the agent toward each pair of elements in **X**

**X**

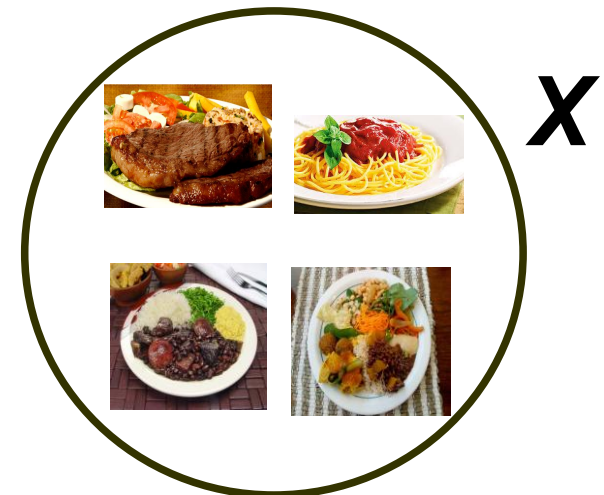


# Questionnaire Q

$Q(x, y)$  (for all distinct  $x$  and  $y$  in  $X$ ):

How do you compare  $x$  and  $y$ ? Tick one and only one of the following three options:

- ☐ I prefer  $x$  to  $y$  (this answer is denoted as  $x \succ y$ ).
- ☐ I prefer  $y$  to  $x$  (this answer is denoted by  $y \succ x$ ).
- ☐ I am indifferent (this answer is denoted by  $I$ ).



# Questionnaire Q

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- ☐ I prefer  $y$  to  $x$  (this answer is denoted by  $y \succ x$ ).
- ☐ I am indifferent (this answer is denoted by  $I$ ).

- A “**legal**” answer to the questionnaire is a response in which exactly one of the boxes is ticked in each question

# Questionnaire Q

- Exclusion of responses that demonstrate a **lack of ability to compare**, such as:

☐ They are incomparable.



# Questionnaire Q

- Exclusion of responses that demonstrate a **dependence of other factors**, such as:

☐ It depends on what my parents think.



# Questionnaire Q

- Exclusion of responses that demonstrate an **intensity of preferences**, such as:

☐ I somewhat prefer  $x$ .

# Questionnaire Q

- The elements in the set **X** are all comparable and the **intensity** of preferences are ignored

**X**



# Questionnaire Q

A legal answer to the questionnaire can be formulated as a function  $f$ ,

which assigns to any pair  $(x, y)$  of distinct elements in  $X$  exactly one of the three “values”,

- $x \succ y$  or
- $y \succ x$  or
- $I$ ,

with the interpretation that  $f(x, y)$  is the answer to the question  $Q(x, y)$

# Questionnaire Q

$$Q(x, y) \rightarrow f(x, y) \left\{ \begin{array}{l} x \succ y \\ y \succ x \\ / \end{array} \right.$$

# Preference symbol

$$y \succ x$$

# Preferences

## • Definition 1

- Preferences on a set  $X$  are a function  $f$
- that assigns to any pair  $(x, y)$  of distinct elements in  $X$  exactly one of the three “values”
- $x \succ y$ ,  $y \succ x$ , or  $I$
- so that for any three different elements  $x$ ,  $y$ , and  $z$  in  $X$ , the following two properties hold:
  - No order effect:  $f(x, y) = f(y, x)$
  - Transitivity:
    - if  $f(x, y) = x \succ y$  and  $f(y, z) = y \succ z$ , then  $f(x, z) = x \succ z$  and
    - if  $f(x, y) = I$  and  $f(y, z) = I$ , then  $f(x, z) = I$



# A discussion of transitivity

- How would you react if somebody told you she/he prefers ***x*** to ***y***, ***y*** to ***z***, and ***z*** to ***x***?

# A discussion of transitivity

## Questionnaire

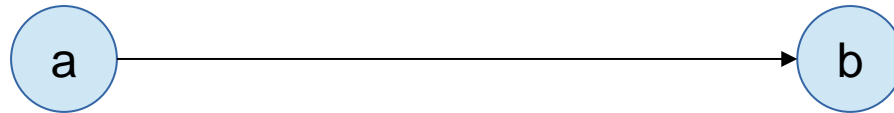
Consider the travel options bellow and answer: which one do you prefer?

Open a text file on you computer and write an answer file in the following format. Each line contains your answer for a question. Write **1** if you prefer the first option, **2** if you prefer the second, or **0** if you are indifferent between the options. There is an example of an answer file at the end of this document.

- 1) A weekend at a 3 star hotel in New York with friends for \$574 OR a weekend for \$574 with friends at a 3 star hotel in Paris?
- 2) A weekend in New York with friends at a 3 star hotel for \$574 OR a weekend at a 5 star hotel in New York for \$712 with family?

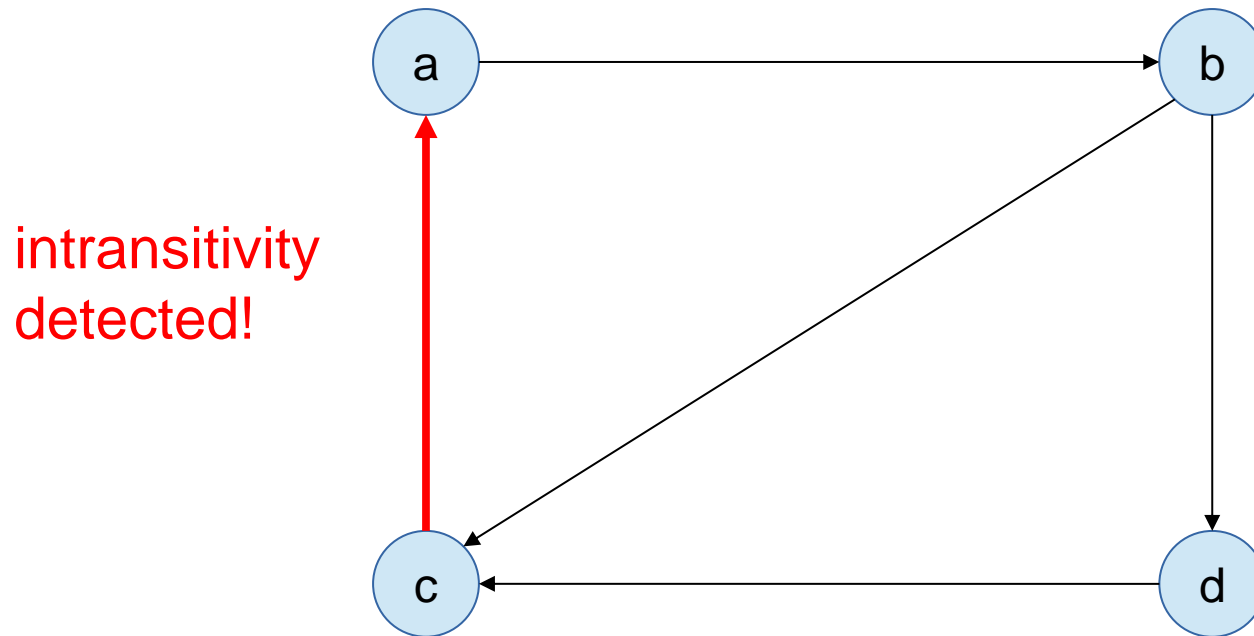
# A discussion of transitivity

- There is a direct edge from  $i$  to  $j$  if  $j \succ i$



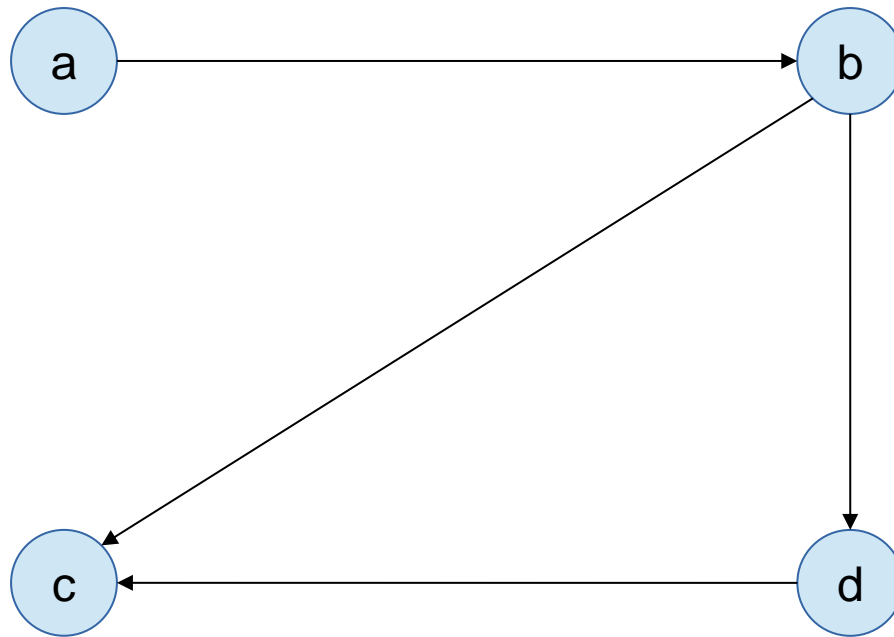
# A discussion of transitivity

- How to check intransitivities from this questionnaire?



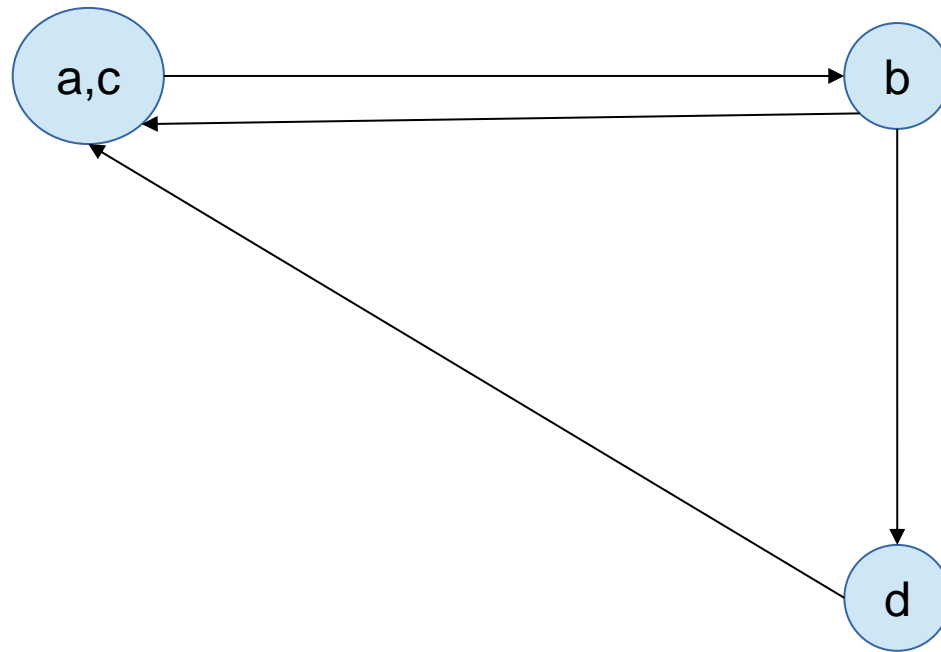
# A discussion of transitivity

- And if I am indifferent between ***a*** and ***c***?



# A discussion of transitivity

- And if I am indifferent between ***a*** and ***c***?





# A discussion of transitivity

- How would you react if somebody told you he prefers  $x$  to  $y$ ,  $y$  to  $z$ , and  $z$  to  $x$ ?
- Out of 6 students who responded questionnaire Q1 in 2025/01...
- ...3 (50%) had no intransitivities
- The median number intransitivities per student was 0.5
- The mean was 1.17

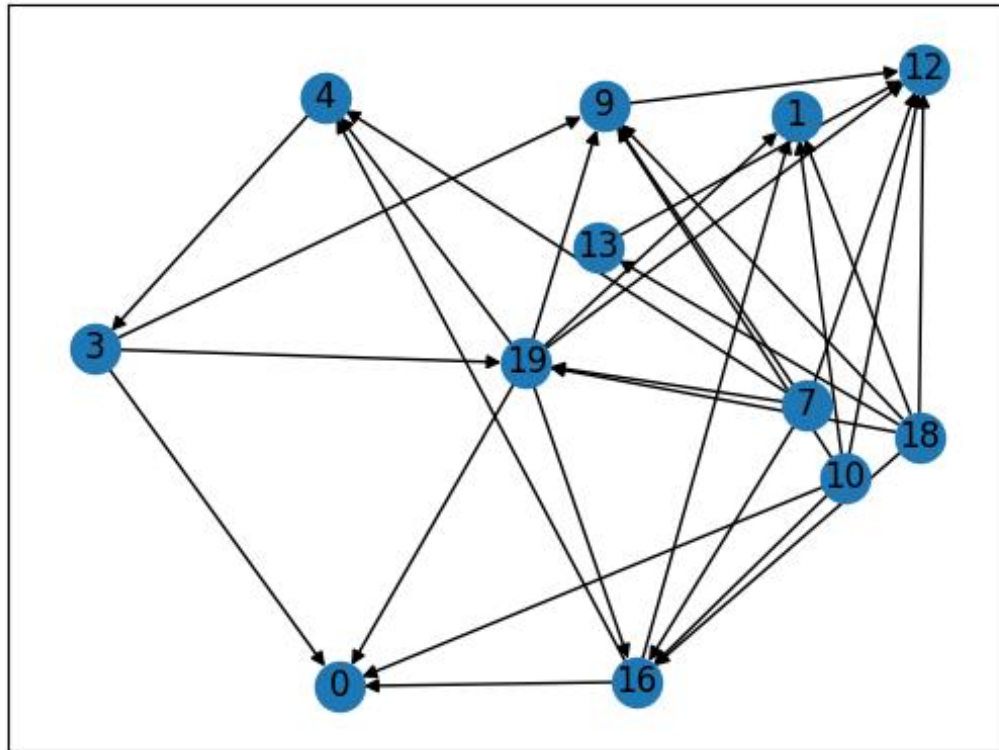
# Easy questions?

- 6) A weekend at a 5 star hotel with romance for \$842 in New York OR a weekend at a 5 star hotel for \$574 in New York with romance?
- 30) A weekend in New York at a 3 star hotel for \$842 with friends OR a weekend at a 5 star hotel for \$574 in New York with friends?
- 31) A weekend with friends at a 5 star hotel in New York for \$842 OR a weekend for \$842 with friends in New York at a 3 star hotel?
- 37) A weekend with friends in Paris at a 5 star hotel for \$574 OR a weekend at a 3 star hotel for \$574 with friends in Paris?
- 38) A weekend with friends at a 3 star hotel for \$574 in Paris OR a weekend at a 3 star hotel with friends for \$842 in Paris?
- 39) A weekend for \$574 with romance at a 5 star hotel in New York OR a weekend for \$842 at a 3 star hotel in New York with romance?

# Easy questions?

- How would you react if somebody fails to answer those easy questions?
- Out of 6 students who responded questionnaire Q1 in 2025/01...
- ...**2 (~33%)** gave unreasonable answers to the easy questions

# Thiago Assis



**Number of nodes: 12**

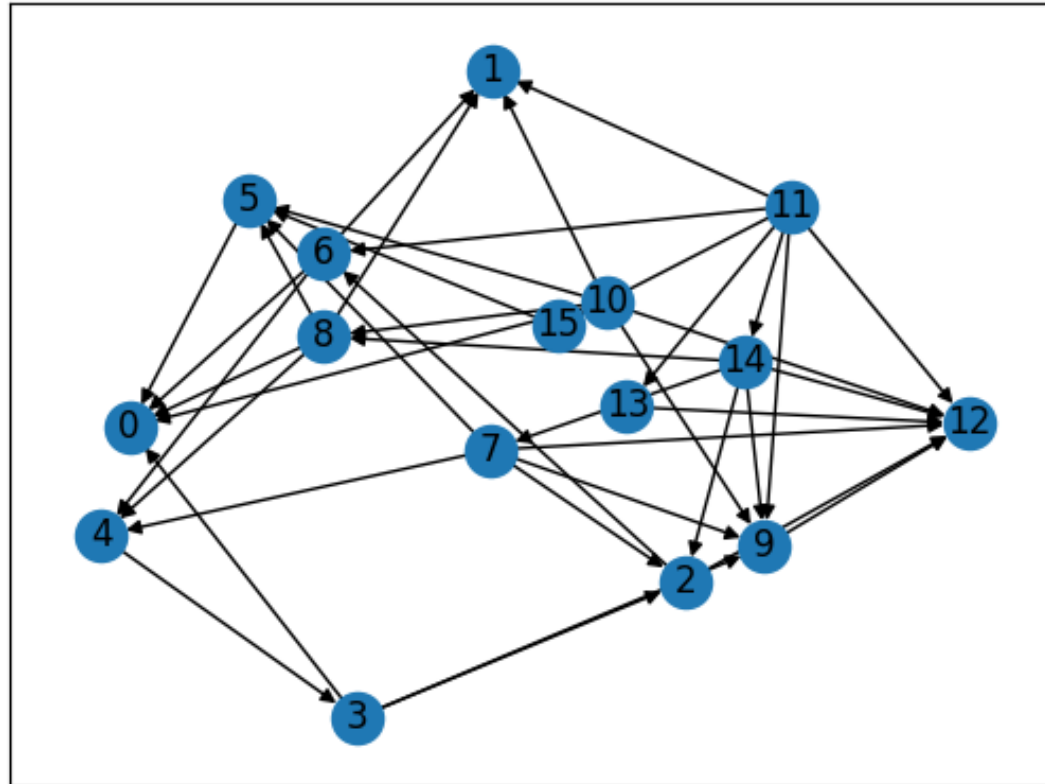
**Number of cycles: 2**

**Cycles: [[16, 4, 3, 19], [3, 19, 4]]**

**Number of edges 31**

**Number of dominated choices: 2**

# Laila Melo



**Number of nodes: 16**

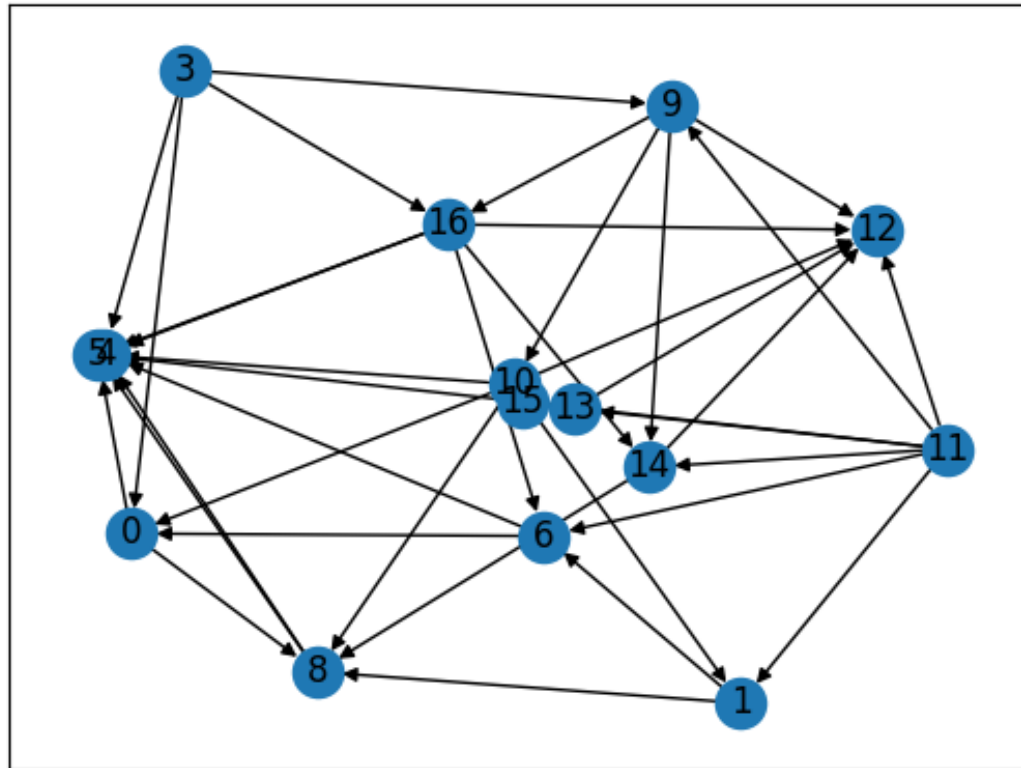
**Number of cycles: 1**

**Cycles: [[2, 6, 4, 3]]**

**Number of edges 40**

**Number of dominated choices: 0**

# Henrique Magalhães



Number of nodes: 15

Number of cycles: 0

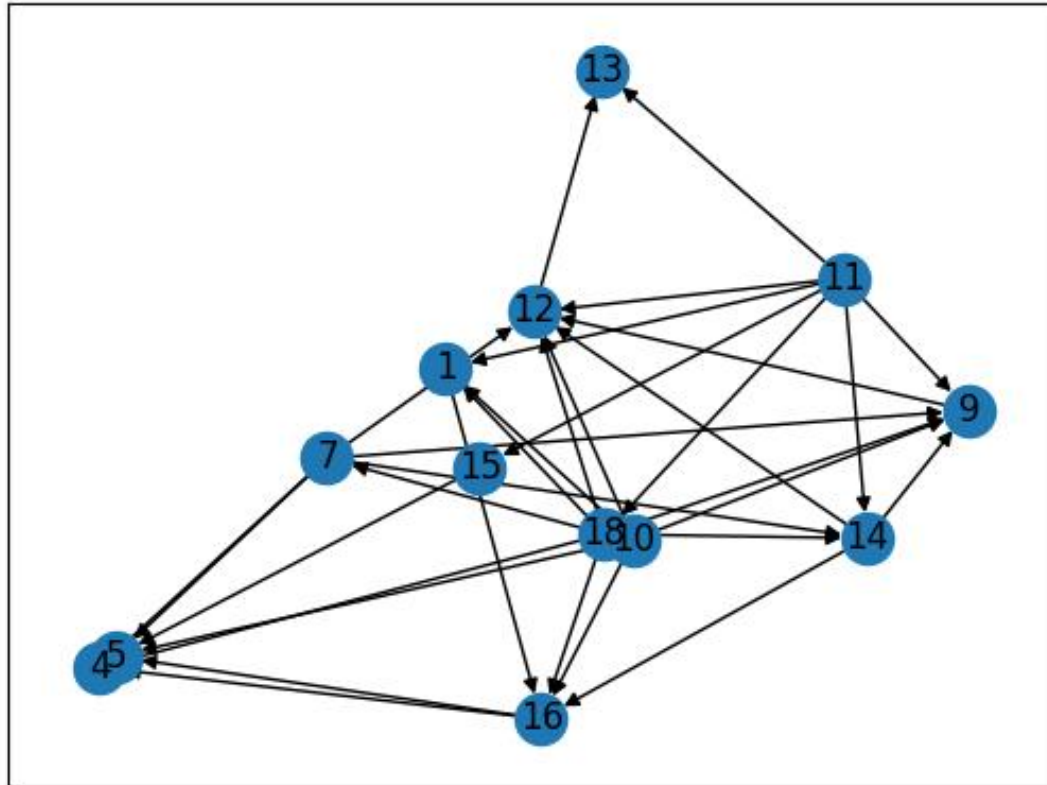
Cycles: []

Number of edges 37

Number of dominated choices: 0



# Haniel Botelho



Number of nodes: 13

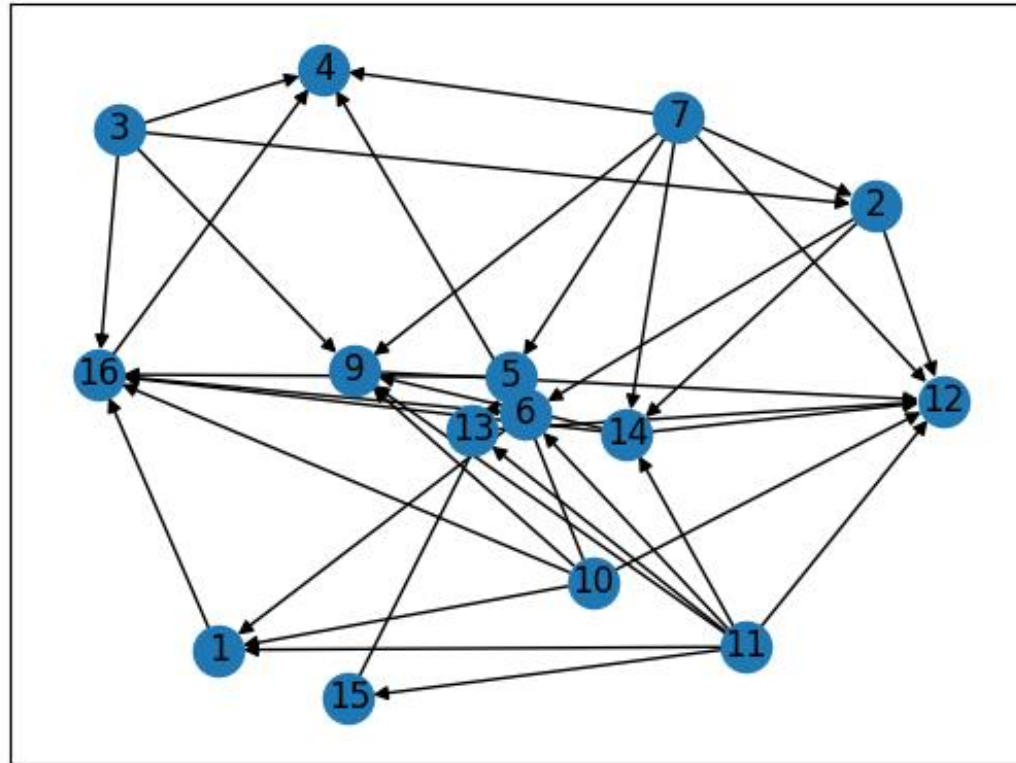
Number of cycles: 0

Cycles: []

Number of edges 33

Number of dominated choices: 3

# Lorenzo Correa



Number of nodes: 15

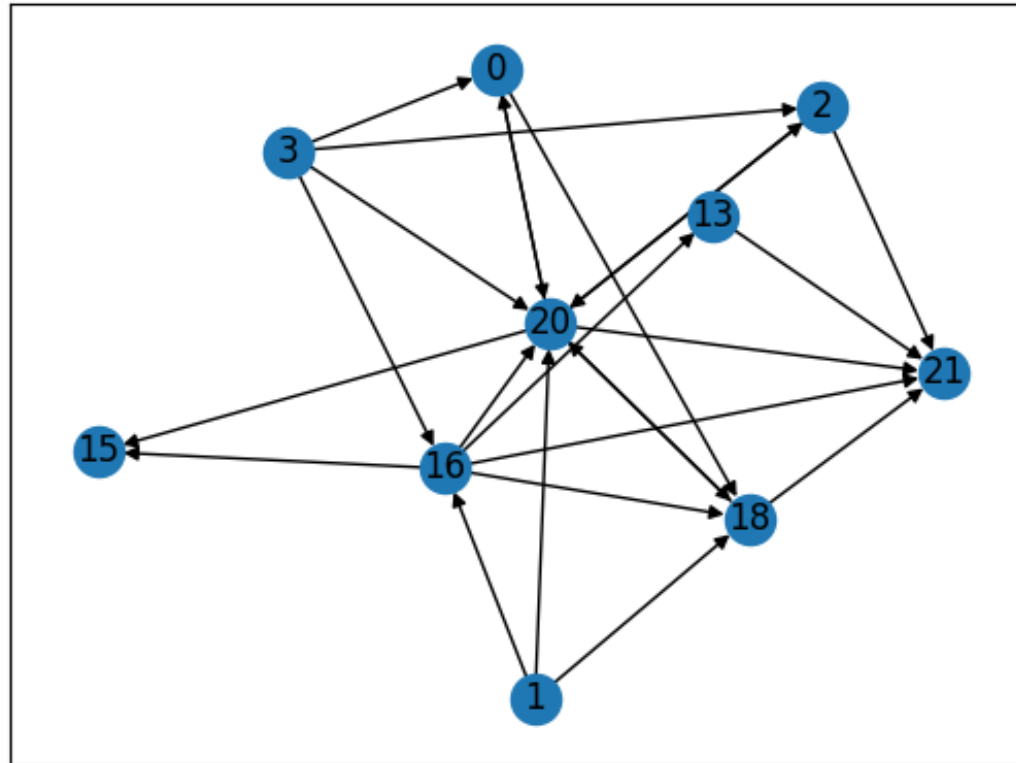
Number of cycles: 0

Cycles: []

Number of edges 37

Number of dominated choices: 0

# Matheus Farnese



Number of nodes: 10

Number of cycles: 4

Cycles:  $[[0, 20], [0, 18, 20], [2, 20], [18, 20]]$

Number of edges 24

Number of dominated choices: 0

Semestres Anteriores

# A discussion of transitivity

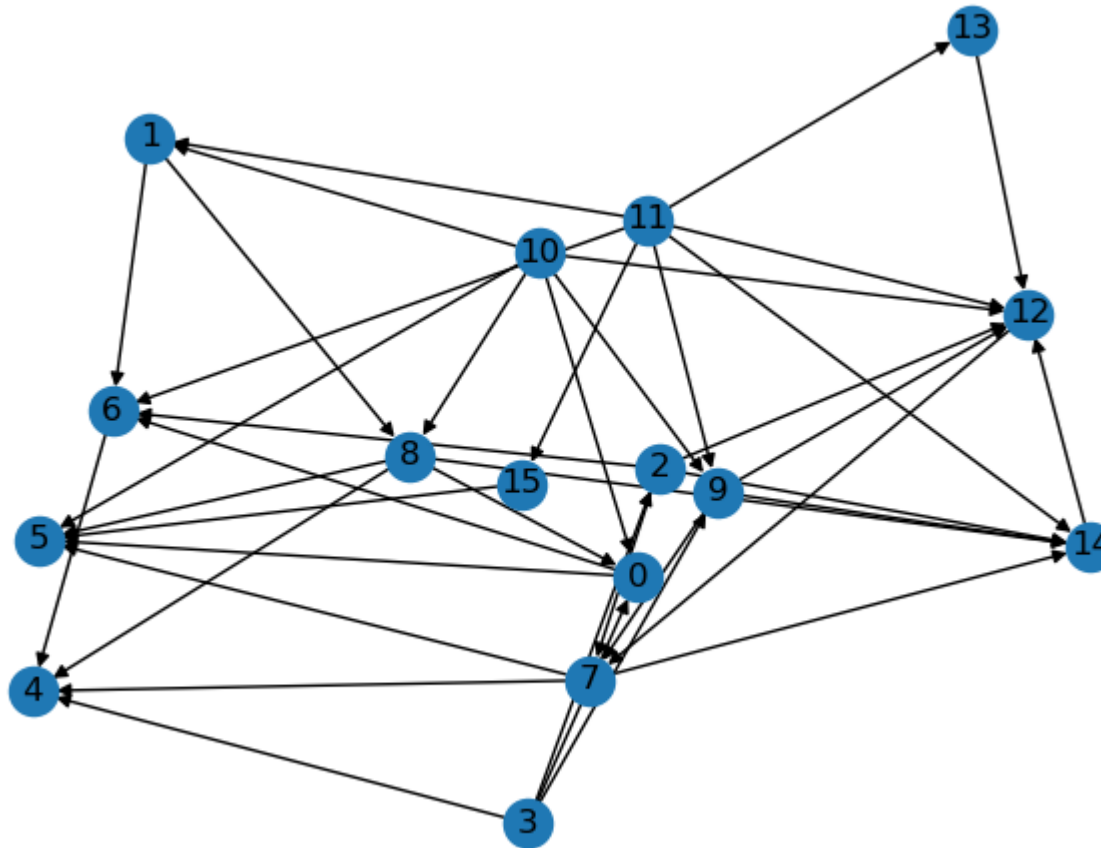
- How would you react if somebody told you he prefers  $x$  to  $y$ ,  $y$  to  $z$ , and  $z$  to  $x$ ?
- Out of **13** students who responded questionnaire **Q1** in 2024/01...
- ...**6** (~**46%**) had no intransitivities
- The median number intransitivities per student was **1**
- The mean was **5.15**

# Easy questions?

- How would you react if somebody fails to answer those easy questions?
- Out of 13 students who responded questionnaire Q1 in 2024/01...
- ...**1 (~8%)** gave unreasonable answers to the easy questions

# A discussion of transitivity

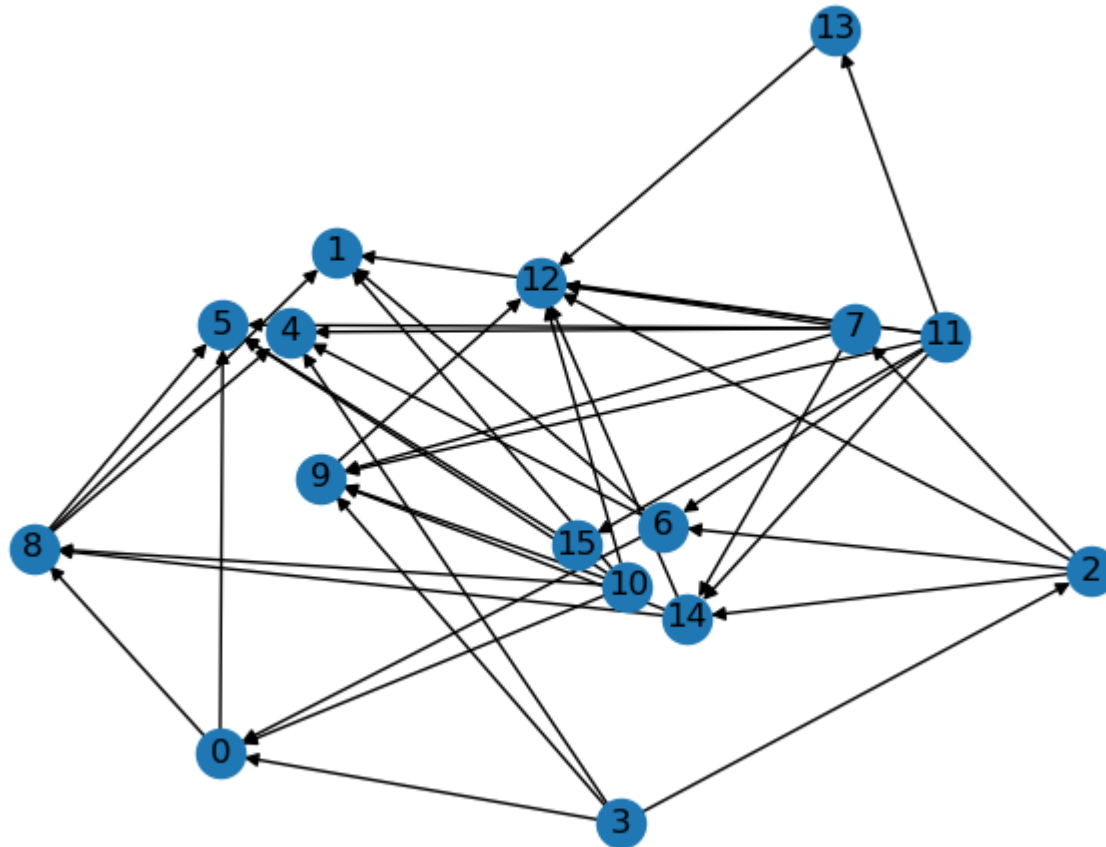
- # of intransitivities: 1 (AV)



[12, 7, 14]

# A discussion of transitivity

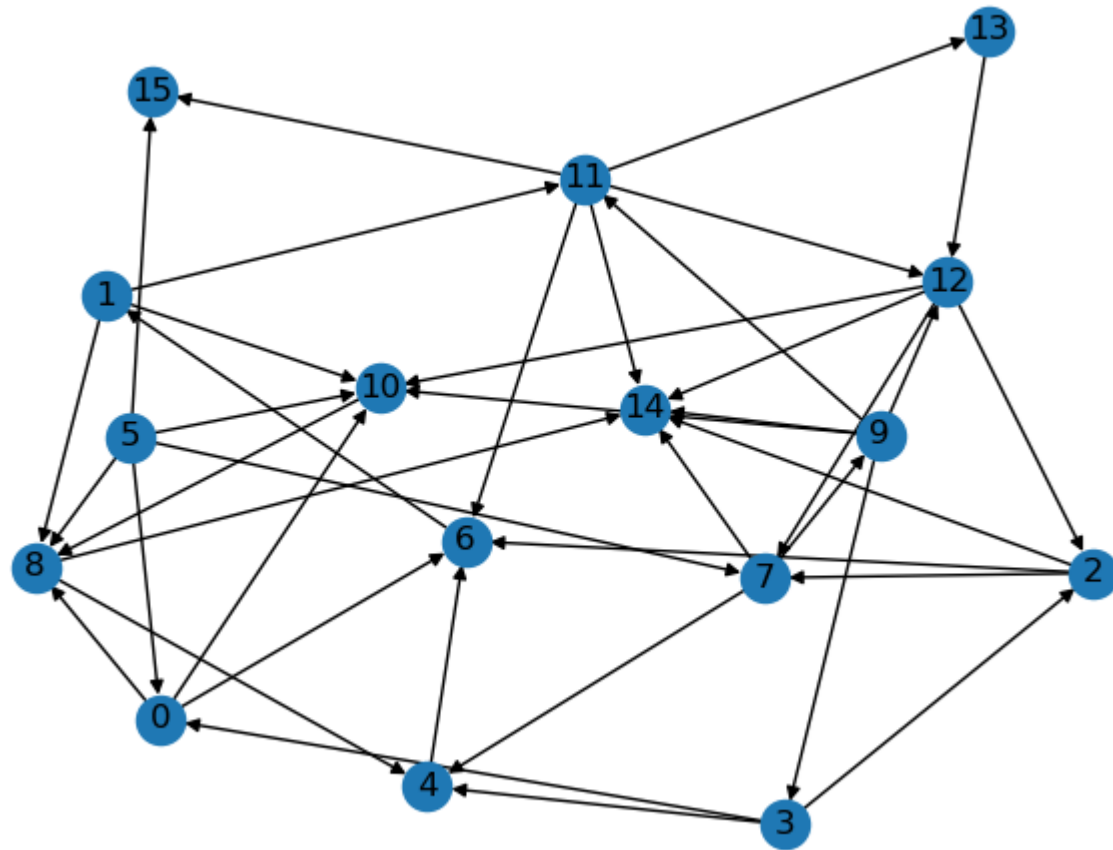
- # of intransitivities: 0 (AA)





# A discussion of transitivity

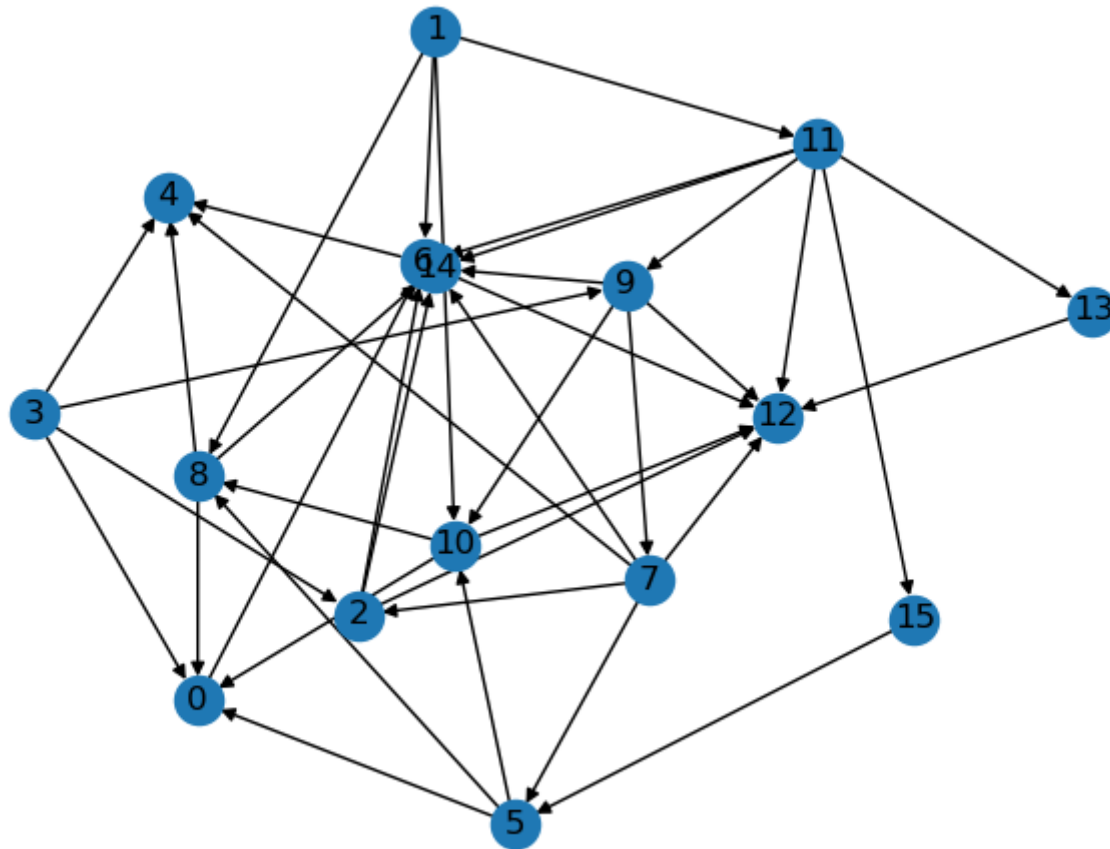
- # of intransitivities: 40 (AB)



[[0, 10, 8, 4, 6, 1, 11, 13, 12, 7, 9, 3], [0, 10, 8, 4, 6, 1, 11, 13, 12, 2, 7, 9, 3], [0, 10, 8, 4, 6, 1, 11, 12, 7, 9, 3], [0, 10, 8, 4, 6, 1, 11, 12, 2, 7, 9, 3], [0, 8, 4, 6, 1, 11, 13, 12, 7, 9, 3], [0, 8, 4, 6, 1, 11, 13, 12, 2, 7, 9, 3], [0, 8, 4, 6, 1, 11, 12, 7, 9, 3], [0, 8, 4, 6, 1, 11, 12, 2, 7, 9, 3], [0, 6, 1, 11, 13, 12, 7, 9, 3], [0, 6, 1, 11, 13, 12, 2, 7, 9, 3], [0, 6, 1, 11, 12, 7, 9, 3], [0, 6, 1, 11, 12, 2, 7, 9, 3], [1, 11, 13, 12, 7, 4, 6], [1, 11, 13, 12, 7, 9, 10, 8, 4, 6], [1, 11, 13, 12, 7, 9, 3, 4, 6], [1, 11, 13, 12, 7, 9, 3, 2, 6], [1, 11, 13, 12, 10, 8, 4, 6], [1, 11, 13, 12, 2, 7, 4, 6], [1, 11, 13, 12, 2, 7, 9, 10, 8, 4, 6], [1, 11, 13, 12, 2, 7, 9, 3, 4, 6], [1, 11, 13, 12, 2, 6], [1, 11, 12, 7, 4, 6], [1, 11, 12, 7, 9, 10, 8, 4, 6], [1, 11, 12, 7, 9, 3, 4, 6], [1, 11, 12, 7, 9, 3, 2, 6], [1, 11, 12, 10, 8, 4, 6], [1, 11, 12, 2, 7, 4, 6], [1, 11, 12, 2, 7, 9, 10, 8, 4, 6], [1, 11, 12, 2, 7, 9, 3, 4, 6], [1, 11, 12, 2, 6], [1, 11, 6], [1, 8, 4, 6], [1, 10, 8, 4, 6], [2, 7, 9, 11, 13, 12], [2, 7, 9, 11, 12], [2, 7, 9, 3], [2, 7, 9, 12], [7, 9, 11, 13, 12], [7, 9, 11, 12], [7, 9, 12]]

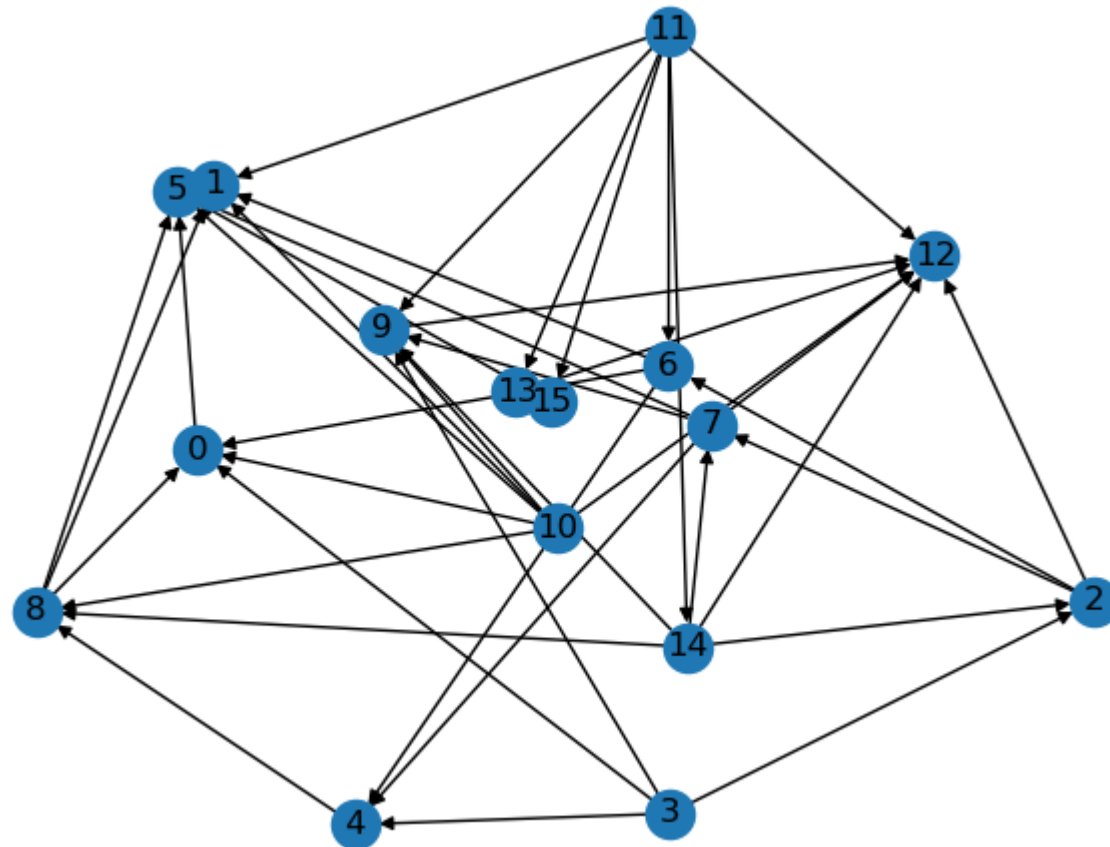
# A discussion of transitivity

- # of intransitivities: 0 (AD)



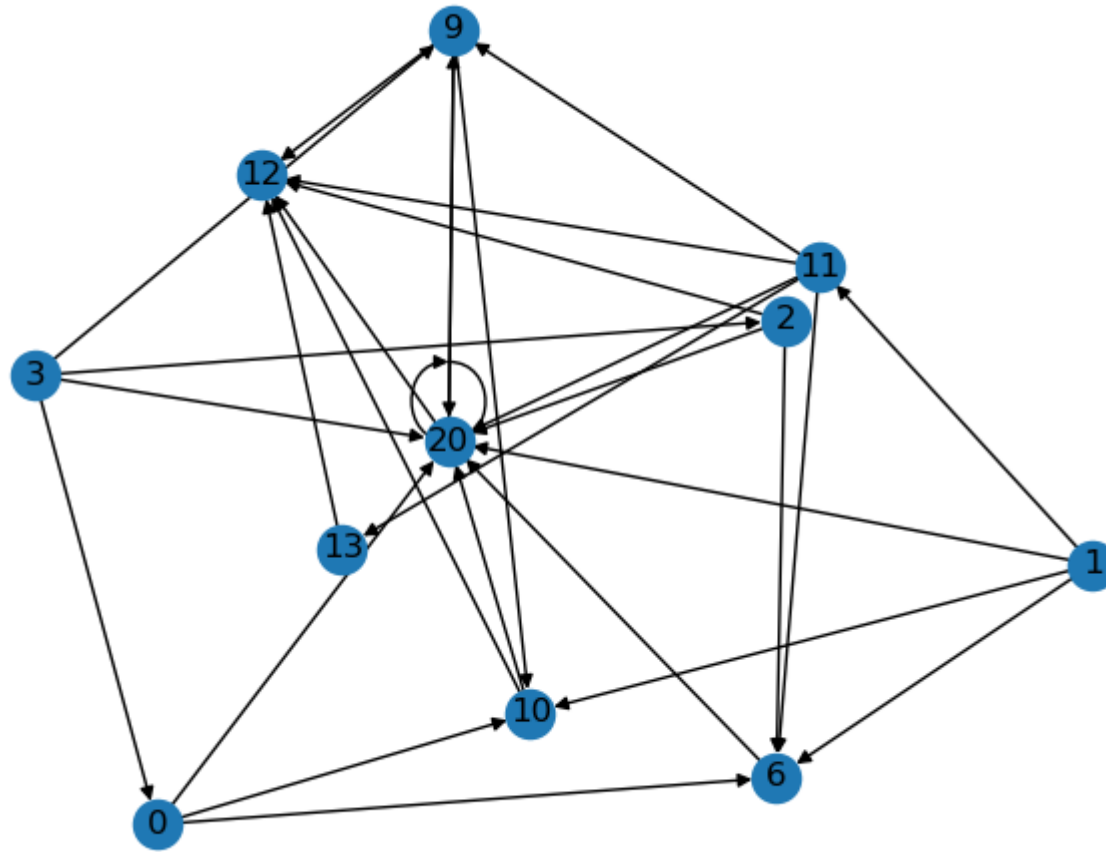
# A discussion of transitivity

- # of intransitivities: 0 (GL)



# A discussion of transitivity

- # of intransitivities: 3 (KN)



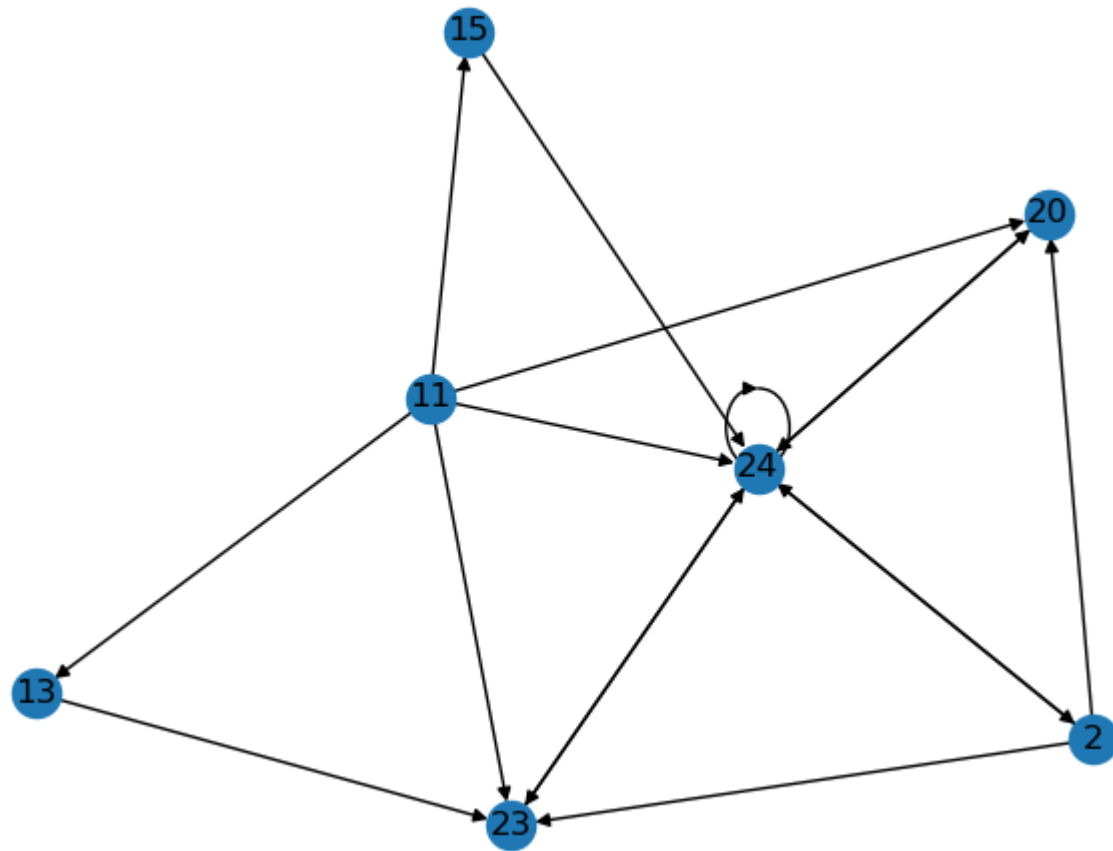
[20]

[9, 20]

[9, 10, 20]

# A discussion of transitivity

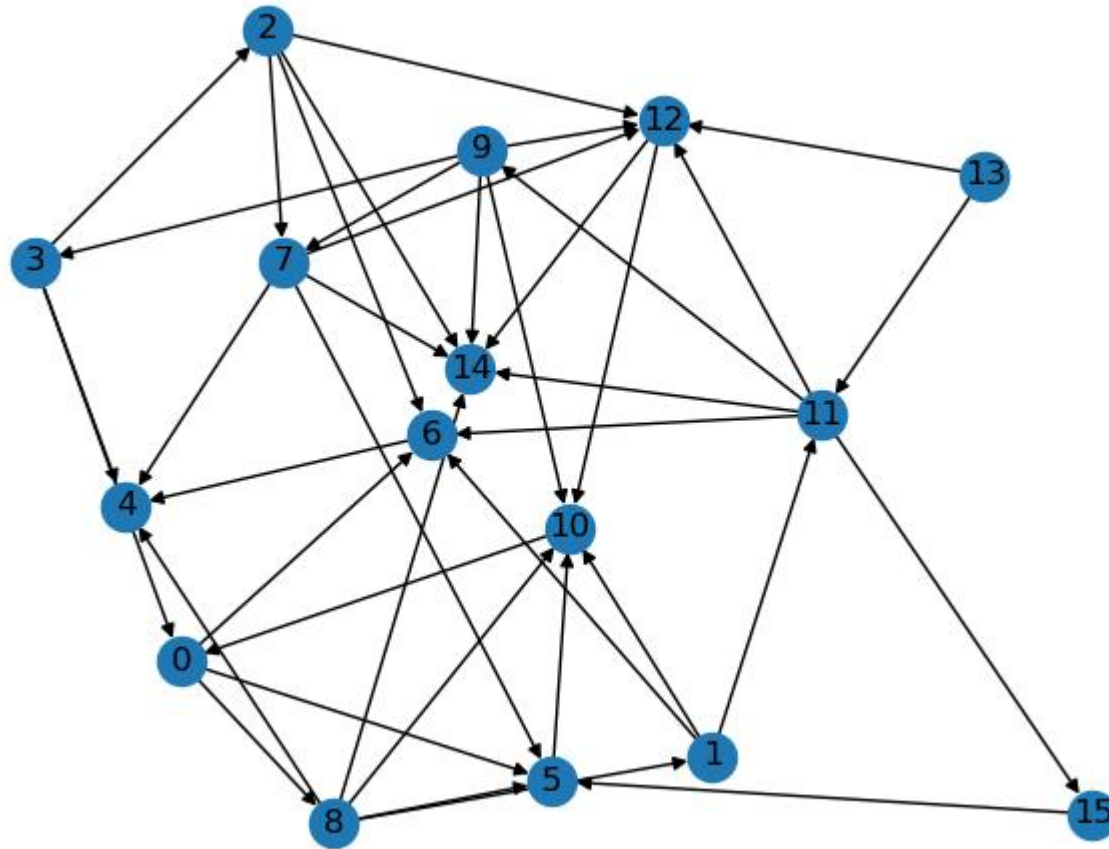
- # of intransitivities: 6 (LD)



[24], [24,23]  
[24, 20], [24, 2]  
[24, 2, 23],  
[24, 2, 20]

# A discussion of transitivity

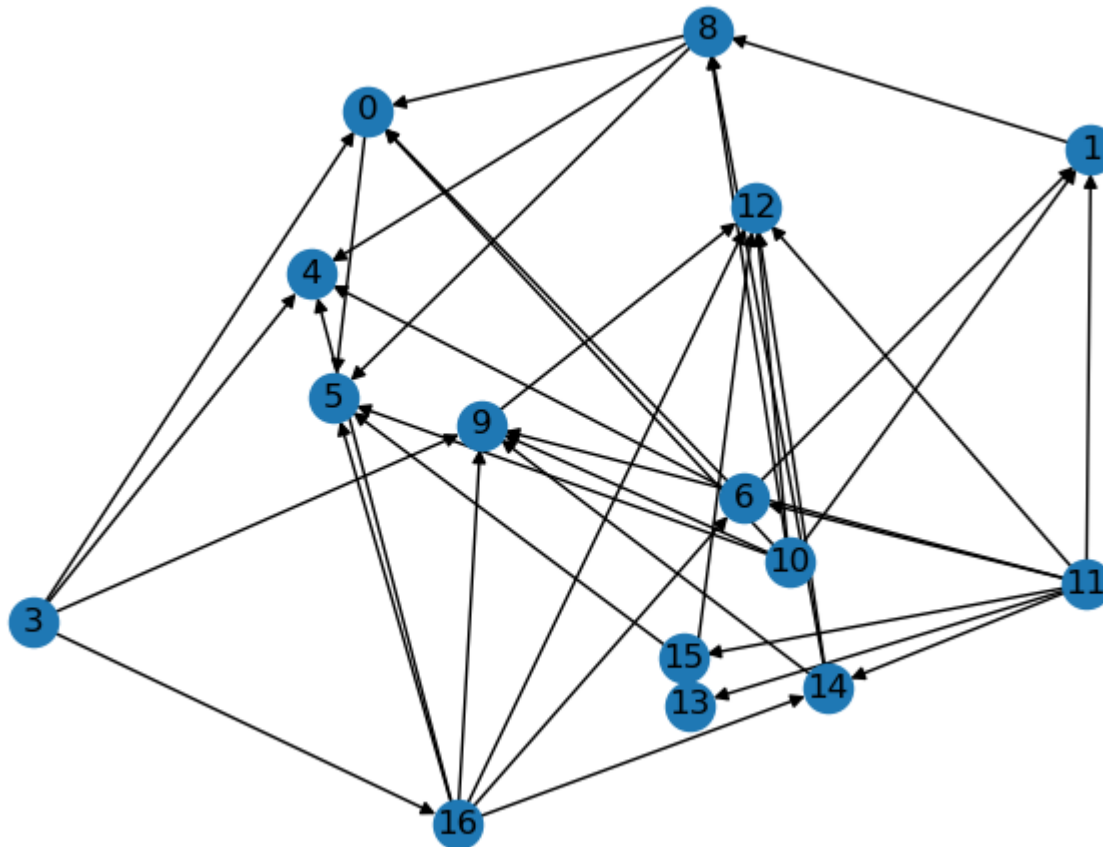
- # of intransitivities: 14 (LR)



[24], [24,23]  
[24, 20], [24, 2]  
[24, 2, 23],  
[24, 2, 20]

# A discussion of transitivity

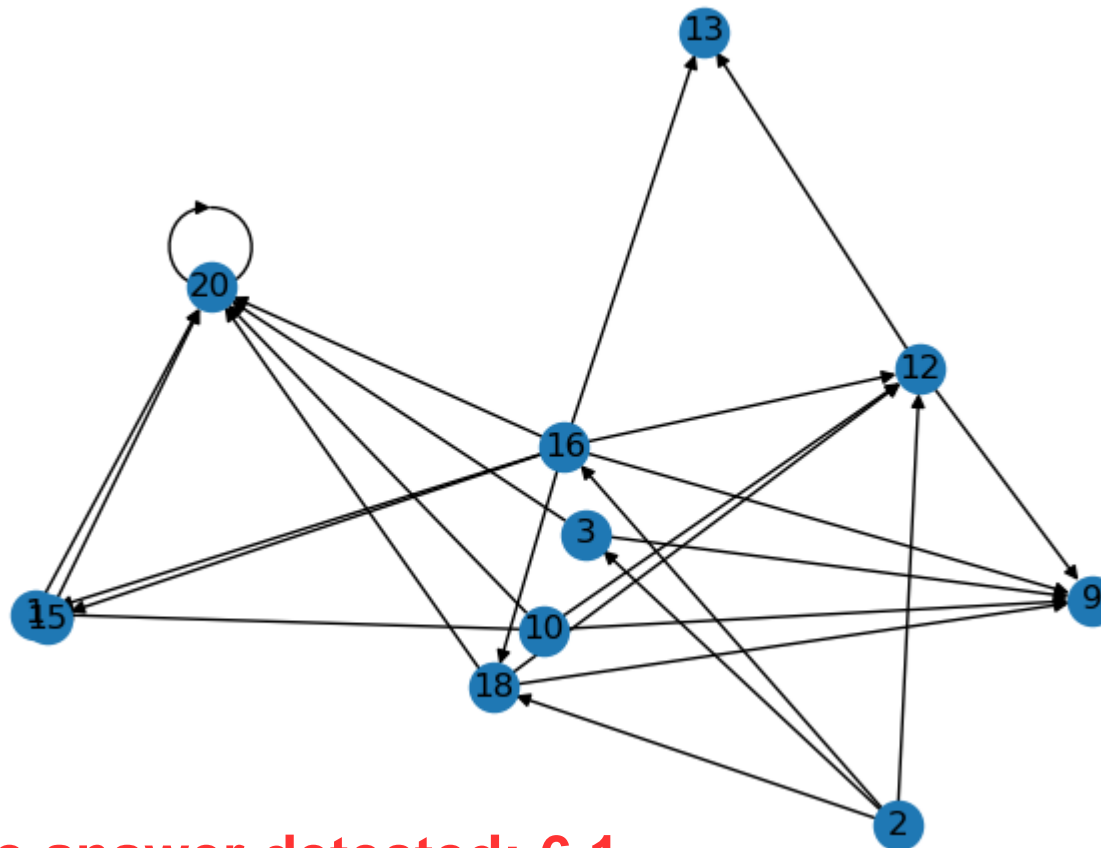
- # of intransitivities: 0 (LR)





# A discussion of transitivity

- # of intransitivities: 1 (MM)



[20]

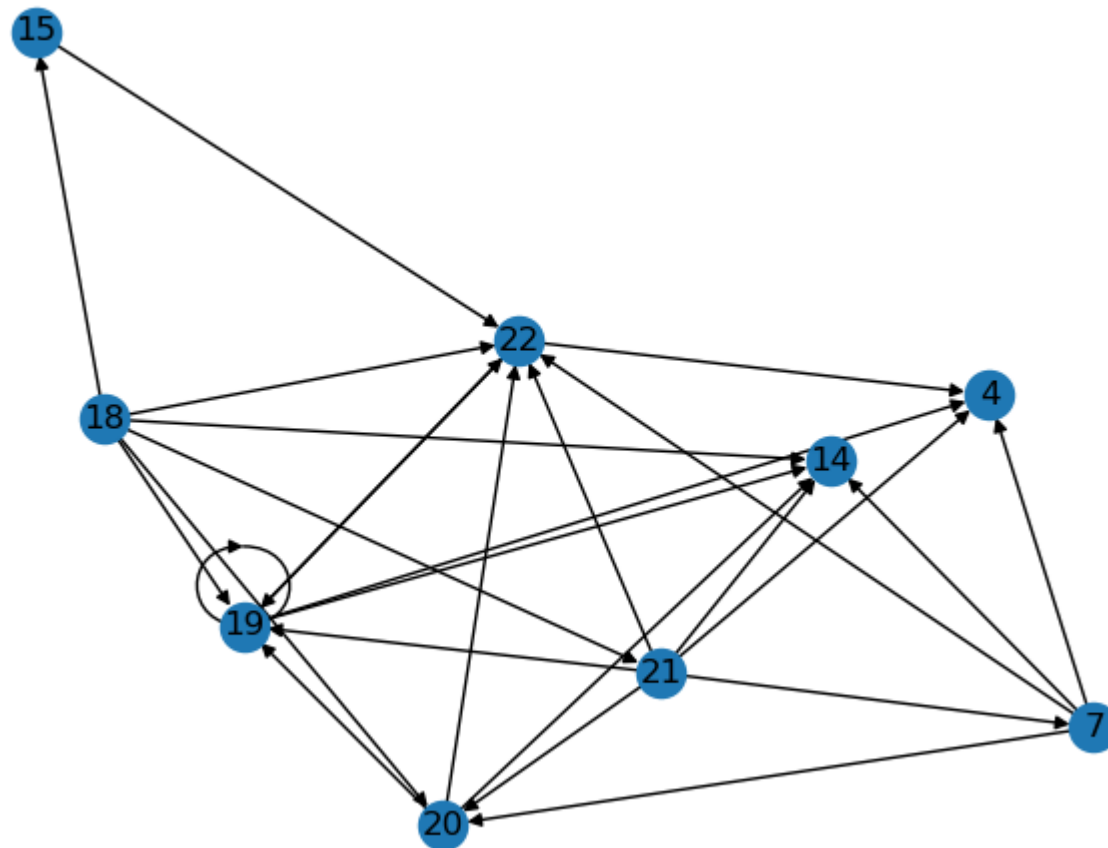
unreasonable answer detected: 6 1

unreasonable answer detected: 38 2

unreasonable answer detected: 39 2

# A discussion of transitivity

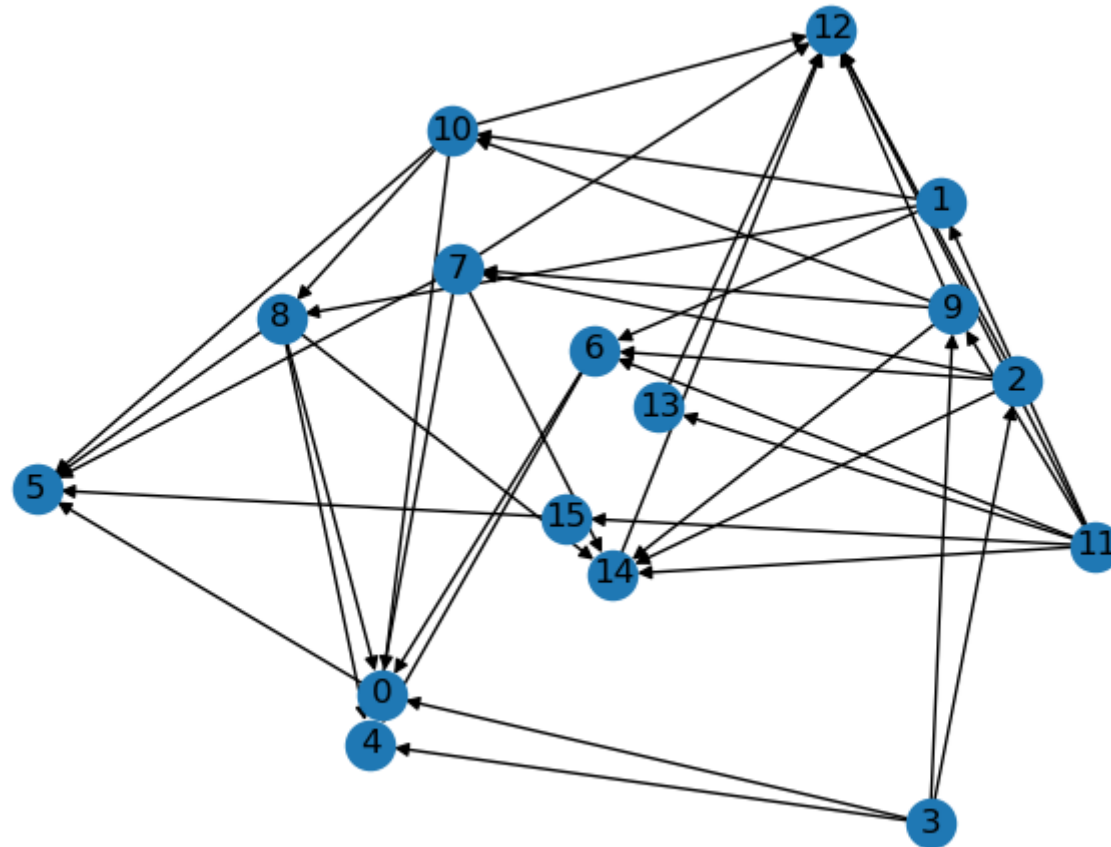
- # of intransitivities: 2 (MI)



[19]  
[19, 22]

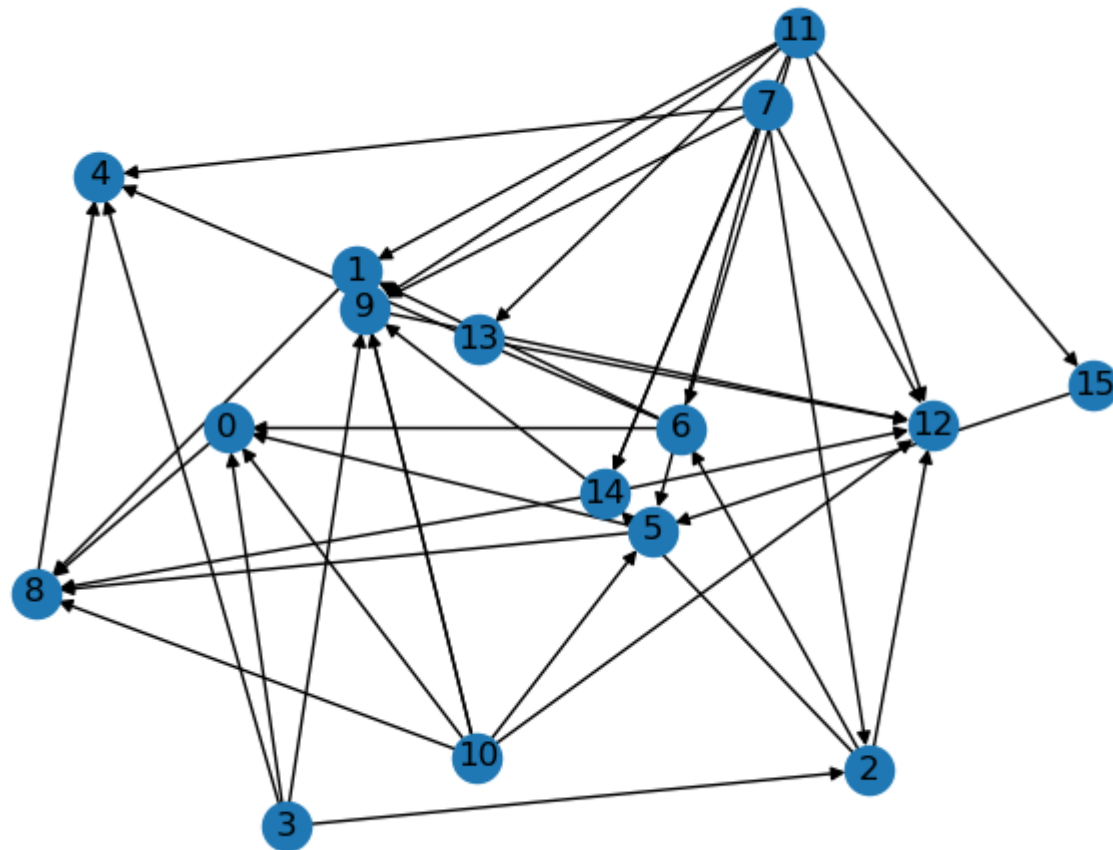
# A discussion of transitivity

- # of intransitivities: 0 (PF)



# A discussion of transitivity

- # of intransitivities: 0 (PS)



# Easy questions?

- How would you react if somebody fails to answer those easy questions?
- Out of 15 students who responded questionnaire Q1 in 2022/01...
- ...3 (20%) gave unreasonable answers to the easy questions

# A discussion of transitivity

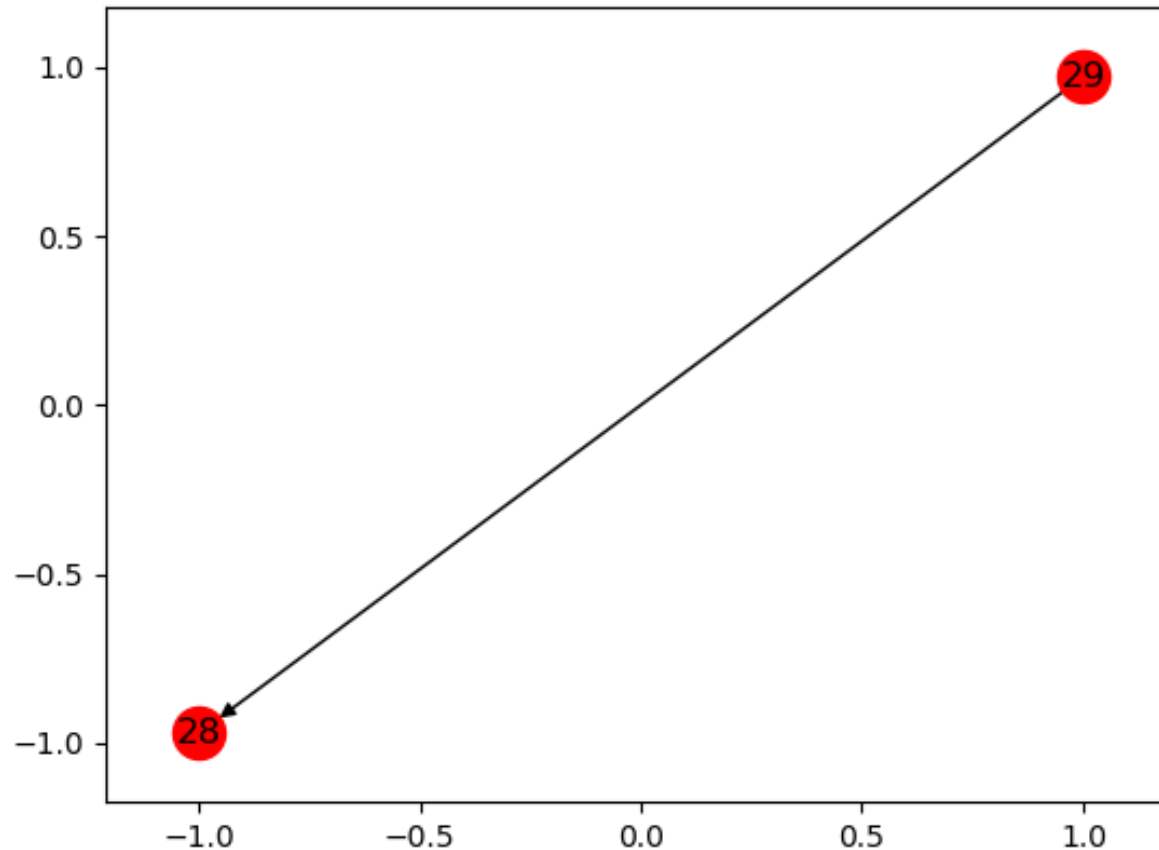
- How would you react if somebody told you he prefers  $x$  to  $y$ ,  $y$  to  $z$ , and  $z$  to  $x$ ?
- Out of 63 students who responded questionnaire Q1 in 2019/02...
- ...31 (49%) had no intransitivities
- The median number intransitivities per student was 1
- The mean was 6.68 (!)

# Easy questions?

- How would you react if somebody fails to answer those easy questions?
- Out of 63 students who responded questionnaire Q1 in 2019/02...
- ...13 (21%) gave unreasonable answers to the easy questions

# A discussion of transitivity

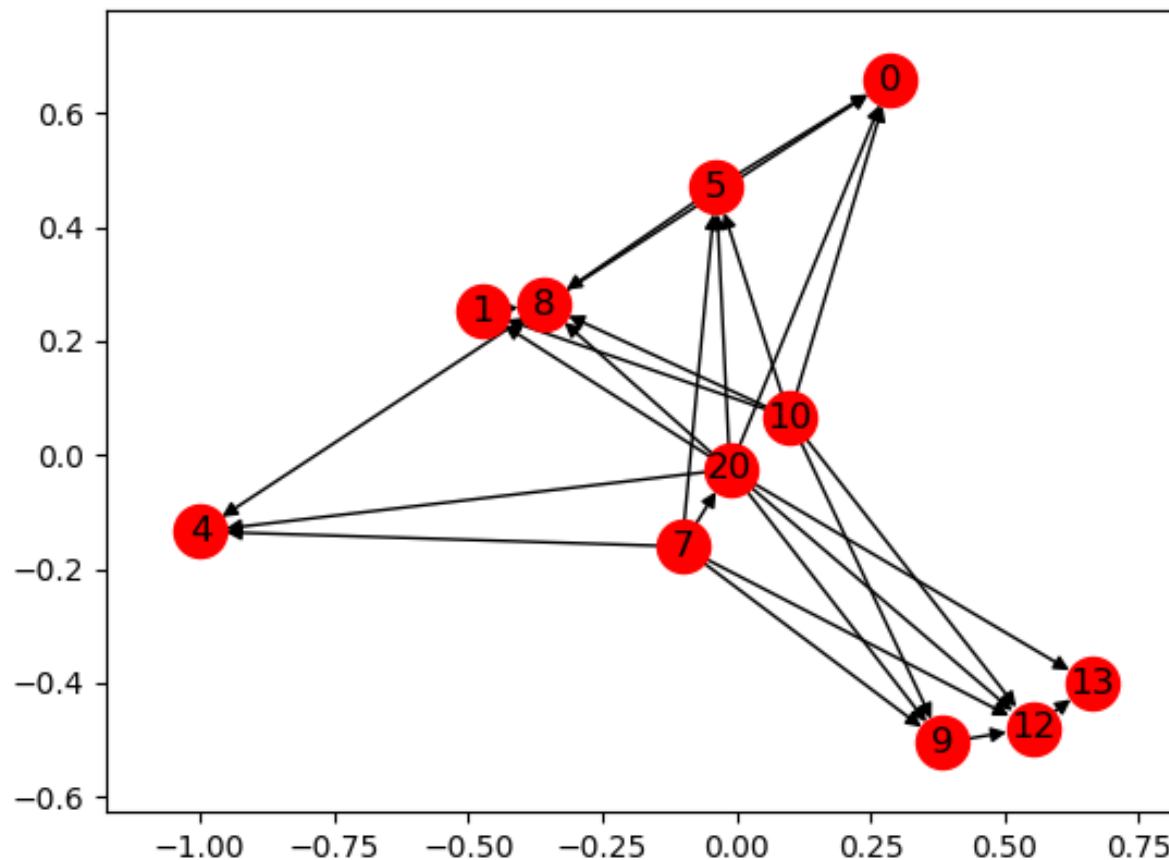
- # of intransitivities: 0 (I. R.)





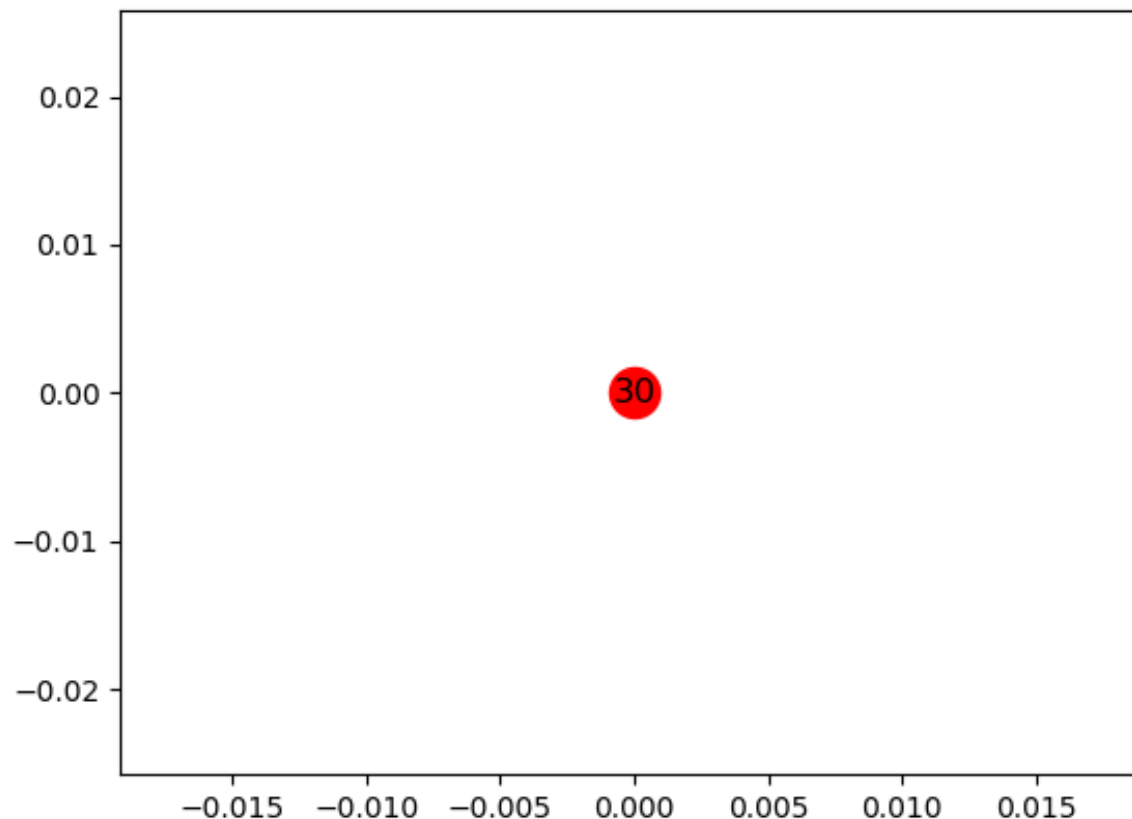
# A discussion of transitivity

- # of intransitivities: 0 (R. C.)
  - 5/6 unreasonable answers



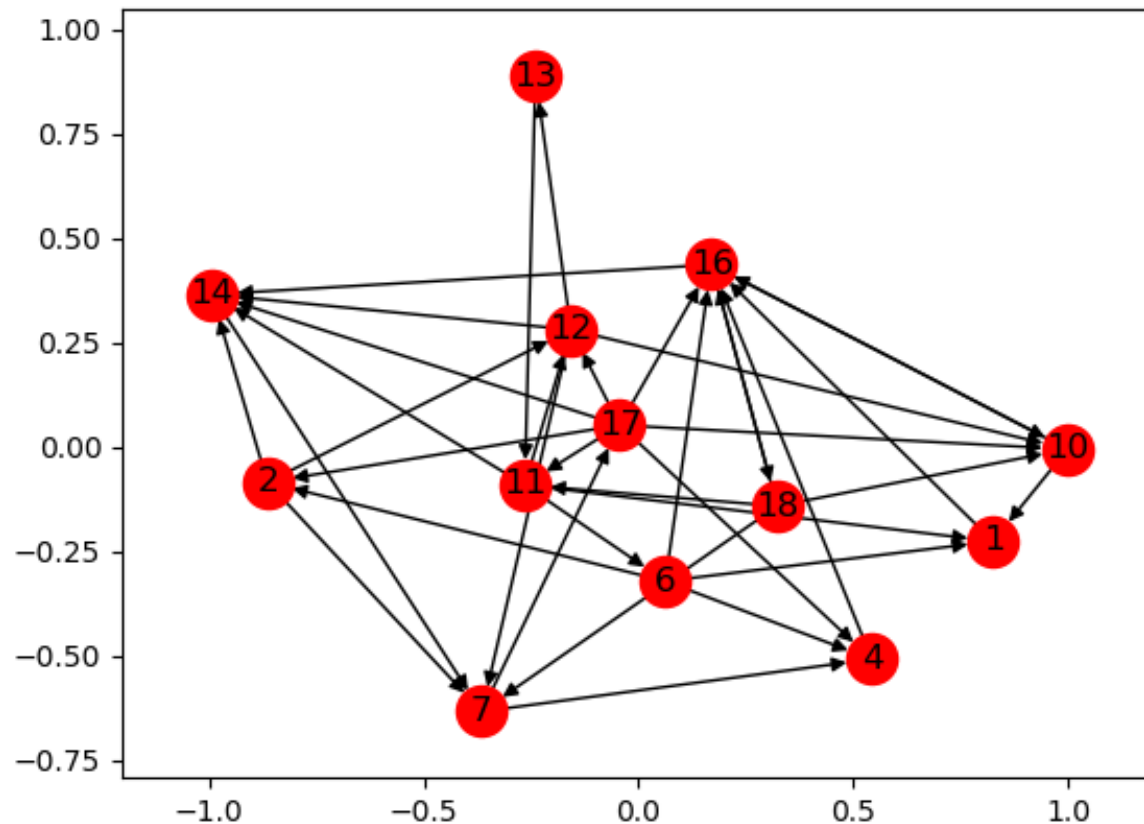
# A discussion of transitivity

- # of intransitivities: 1 (T. S.)
  - 2/6 unreasonable answers



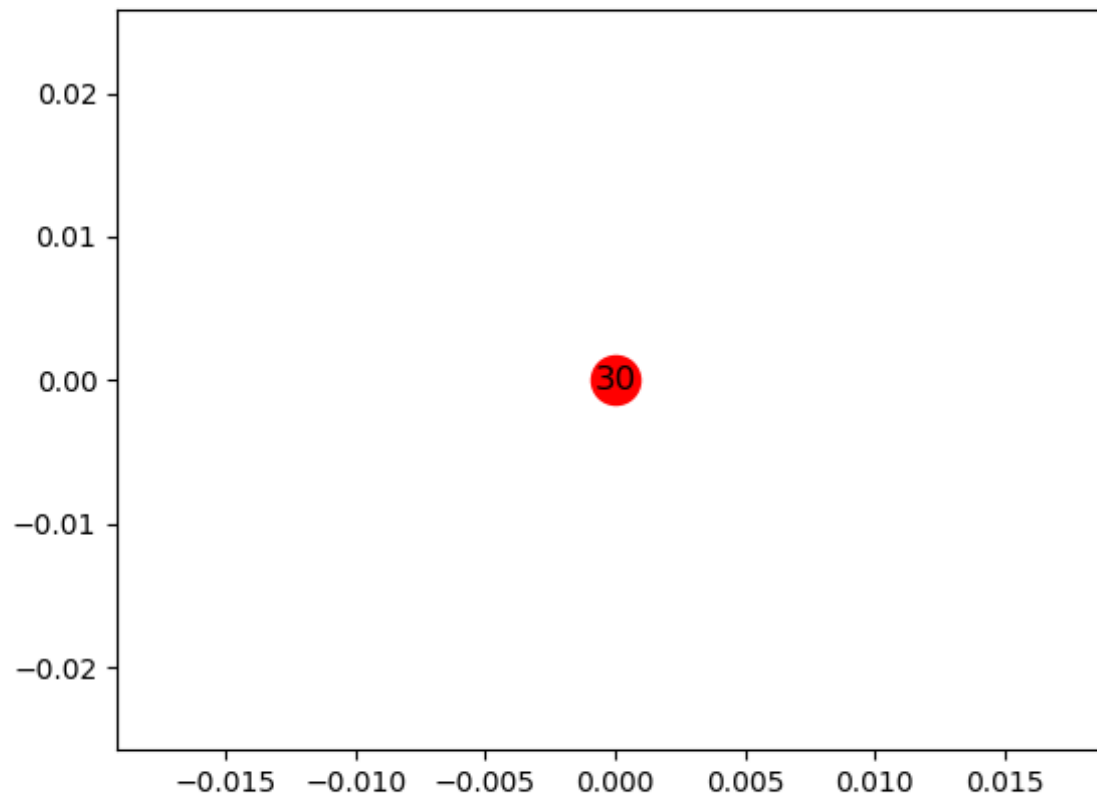
# A discussion of transitivity

- # of intransitivities: 126 (A. F.)
  - 3/6 unreasonable answers



# A discussion of transitivity

- # of intransitivities: 0 (G. F.)
  - 6/6 unreasonable answers



# A discussion of transitivity

- How would you react if somebody told you he prefers  $x$  to  $y$ ,  $y$  to  $z$ , and  $z$  to  $x$ ?
- Out of 38 students who responded questionnaire Q1 in 2017/02...
- ...only 4 (10.5%) had no intransitivities
- The median number intransitivities per student was 2.5
- The mean was 13.18 (!)

# A discussion of transitivity

- How would you react if somebody told you he prefers  $x$  to  $y$ ,  $y$  to  $z$ , and  $z$  to  $x$ ?
- Out of 39 students who responded questionnaire Q1 in 2016/02...
- ...only 3 (7.7%) had no intransitivities
- The median number intransitivities per student was 4
- The mean was 12.1 (!)

# A discussion of transitivity

- How would you react if somebody told you he prefers  $x$  to  $y$ ,  $y$  to  $z$ , and  $z$  to  $x$ ?
- Out of 27 students who responded questionnaire Q1 in 2015/02...
- ...only 4 (14.8%) had no intransitivities
- The median number intransitivities per student was 3
- The mean was 15.4 (!)

# A discussion of transitivity

- How would you react if somebody told you he prefers  $x$  to  $y$ ,  $y$  to  $z$ , and  $z$  to  $x$ ?
- Out of 458 students who responded a simple preference questionnaire (details in the book),
- only 57 (12.44%) had no intransitivities in their answers,
- The median number intransitivities per student was 7



# Procedures that cause violations of transitivity

- Any ideas?

# Procedures that cause violations of transitivity

- Being crazy?



# Procedures that cause violations of transitivity

- Being lazy?



# Procedures that cause violations of transitivity

- Aggregation of considerations as a source of intransitivity
  - $X = \{a, b, c\}$  and the individual has three primitive considerations in mind (eg: price, taste, quality)
  - The individual finds an alternative  $x$  better than an alternative  $y$  if a majority of considerations supports  $x$
  - If the three considerations rank the alternatives as  $a \succ_1 b \succ_1 c$ ,  $b \succ_2 c \succ_2 a$ , and  $c \succ_3 a \succ_3 b$ , then...
  - ... the individual determines  $a$  to be preferred over  $b$ ,  $b$  over  $c$ , and  $c$  over  $a$ , thus violating transitivity

# Procedures that cause violations of transitivity

- The use of similarities as an obstacle to transitivity
  - In some cases, an individual may express **indifference** in a comparison between two elements that are **too “close”** to be distinguishable
  - Let  $X$  be the set of real numbers
  - Consider an individual whose attitude toward the alternatives is **“the larger the better”**, but he cannot determine whether  $a$  is greater than  $b$  unless the difference is at least  $1$
  - He will assign  $f(x, y) = x \succ y$  if  $x \geq y + 1$  and  $f(x, y) = I$  if  $|x - y| < 1$
  - Is this function always transitive?
  - This is not a preference relation because  $1.5 \sim 0.8$  and  $0.8 \sim 0.3$ , but it is not true that  $1.5 \sim 0.3$

# Preferences

## • Definition 1

- Preferences on a set  $X$  are a function  $f$
- that assigns to any pair  $(x, y)$  of distinct elements in  $X$  exactly one of the three “values”
- $x \succ y$ ,  $y \succ x$ , or  $I$
- so that for any three different elements  $x$ ,  $y$ , and  $z$  in  $X$ , the following two properties hold:
  - No order effect:  $f(x, y) = f(y, x)$
  - Transitivity:
    - if  $f(x, y) = x \succ y$  and  $f(y, z) = y \succ z$ , then  $f(x, z) = x \succ z$  and
    - if  $f(x, y) = I$  and  $f(y, z) = I$ , then  $f(x, z) = I$

# A discussion of transitivity

- Is this definition weak?
- For example, if  $f(x, y) = x \succ y$  and  $f(y, z) = I$ , can  $f(x, z)$  be different than  $x \succ z$ ?
- No! Proof in the book

# Questionnaire R

$R(x, y)$  (for all  $x, y \in X$ , not necessarily distinct):

Is  $x$  at least as preferred as  $y$ ? Tick one and only one of the following two options:

☐ Yes

☐ No



# Questionnaire R

- By a “legal” response we mean that the respondent ticks exactly one of the boxes in each question
- To qualify as preferences, a legal response must also satisfy two conditions:
  - The answer to at least one of the questions  $R(x, y)$  and  $R(y, x)$  must be **Yes**
  - For every  $x, y, z \in X$ , if the answers to the questions  $R(x, y)$  and  $R(y, z)$  are **Yes**, then so is the answer to the question  $R(x, z)$

# The equivalence of the two definitions

- If I get a questionnaire  $Q$  from “Smith”, can I fill questionnaire  $R$  for “Smith”?
- 

$Q(x,y)$  (for all distinct  $x$  and  $y$  in  $X$ ):

How do you compare  $x$  and  $y$ ? Tick one and only one of the following three options:

- ☐ I prefer  $x$  to  $y$  (this answer is denoted as  $x \succ y$ ).
  - ☐ I prefer  $y$  to  $x$  (this answer is denoted by  $y \succ x$ ).
  - ☐ I am indifferent (this answer is denoted by  $I$ ).
- 

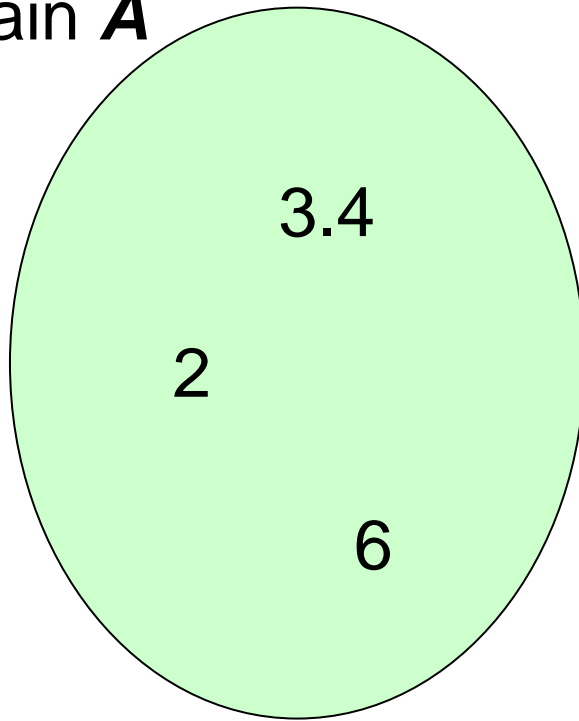
$R(x,y)$  (for all  $x, y \in X$ , not necessarily distinct):

Is  $x$  at least as preferred as  $y$ ? Tick one and only one of the following two options:

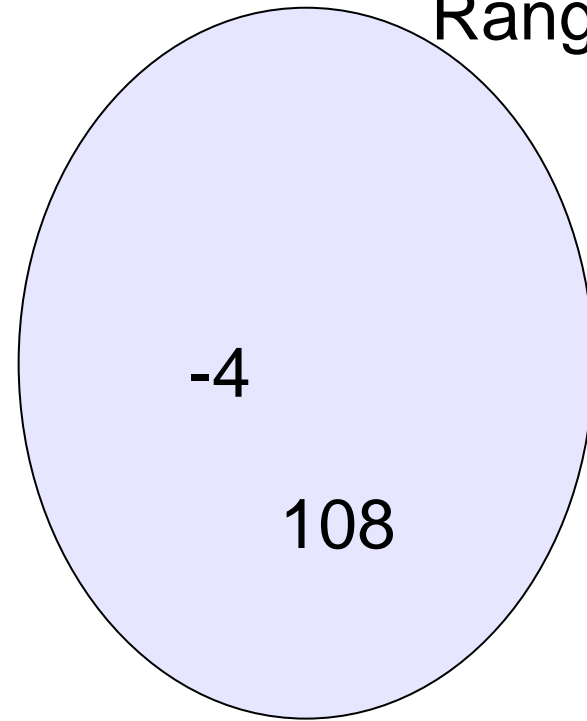
- ☐ Yes
- ☐ No

# Reminder: relation

Domain ***A***

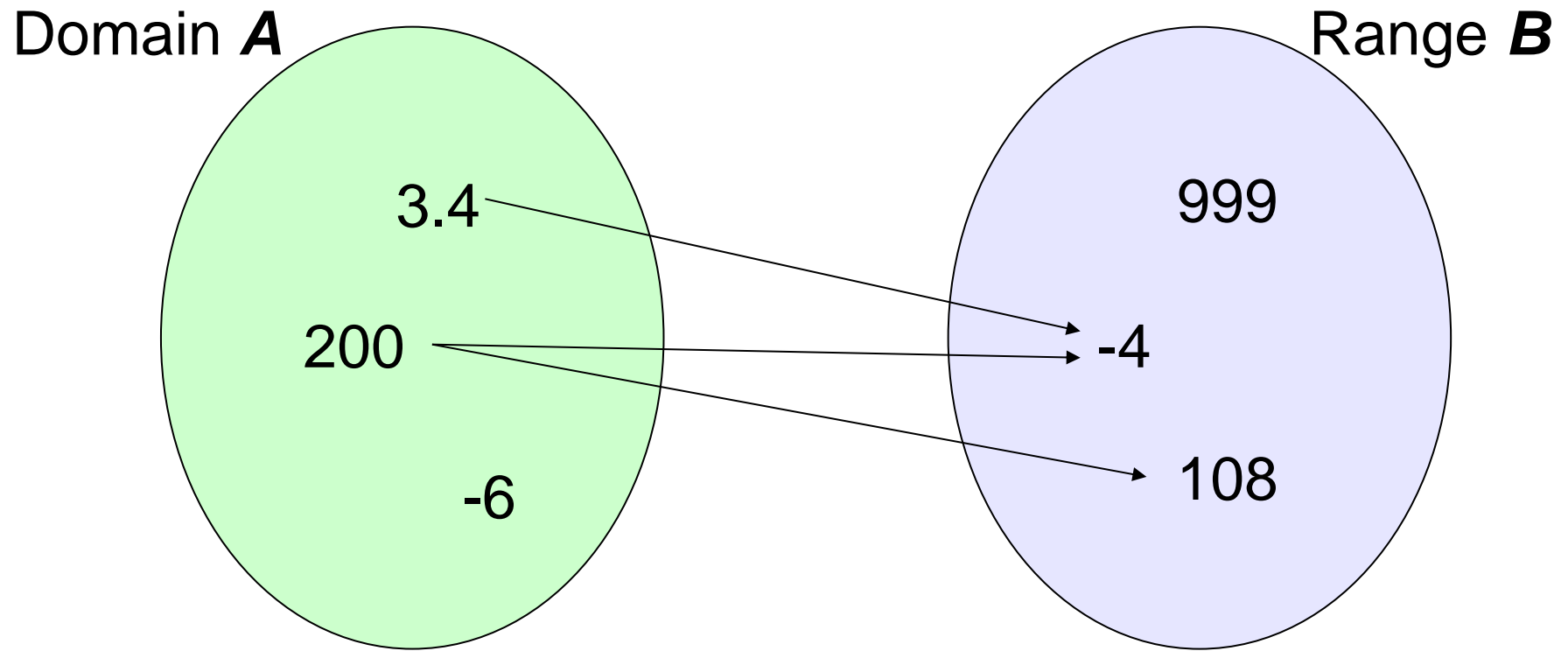


Range ***B***



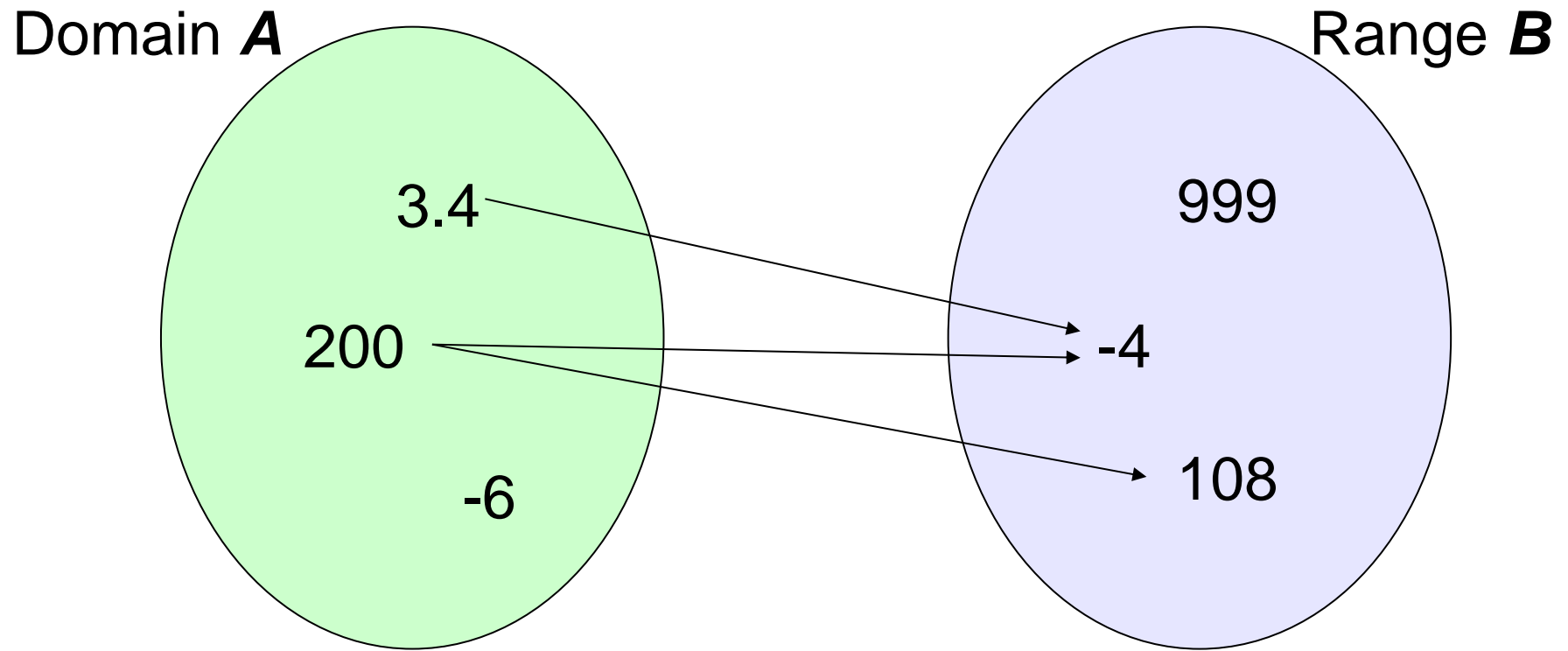
A relation  $R$  is a set of ordered pairs

# Reminder: relation



$$R \subseteq A \times B = \{(a,b) \mid a \in A \wedge b \in B\}$$

# Reminder: relation



$$R = \{(3.4, -4), (200, -4), (200, 108)\}$$

# Questionnaire R

- We identify a response to this questionnaire with the **binary relation**  $\succsim$  on the set  $X$  defined by  $x \succsim y$  if the answer to the question  $R(x, y)$  is **Yes**
- Ex: If  $x$  is at least as preferred as  $y$ , then  $x \succsim y$

# Reminder

- An  $n$ -ary relation on  $X$  is a subset of  $X^n$
- Examples:
  - “Being a parent of” is a binary relation on the set of human beings
  - “being a hat” is an unary relation on the set of objects
  - “ $\mathbf{x} + \mathbf{y} = \mathbf{z}$ ” is a 3-ary relation on the set of numbers
  - “ $\mathbf{x}$  is better than  $\mathbf{y}$  more than  $\mathbf{x}'$  is better than  $\mathbf{y}'$ ” is 4-ary relation on a set of alternatives

# Reminder

- An n-ary relation on  $X$  can be thought of as a response to a questionnaire regarding all n-tuples of elements of  $X$  where each question can get only a **Yes** answer
- Ex: is  $a_1 \succeq a_2 \succeq a_3 \succeq \dots \succeq a_n$  ? (Yes)



# Preferences

- Definition 2
  - Preferences on a set  $X$  is a binary relation  $\succsim$  on  $X$  satisfying:
    - **Completeness**: For any  $x, y \in X$ ,  $x \succsim y$ , or  $y \succsim x$
    - **Transitivity**: For any  $x, y, z \in X$ , if  $x \succsim y$  and  $y \succsim z$ , then  $x \succsim z$

# The equivalence of the two definitions

- If I get a questionnaire  $Q$  from “Smith”, can I fill questionnaire  $R$  for “Smith”?
- 

$Q(x,y)$  (for all distinct  $x$  and  $y$  in  $X$ ):

How do you compare  $x$  and  $y$ ? Tick one and only one of the following three options:

- ☐ I prefer  $x$  to  $y$  (this answer is denoted as  $x \succ y$ ).
  - ☐ I prefer  $y$  to  $x$  (this answer is denoted by  $y \succ x$ ).
  - ☐ I am indifferent (this answer is denoted by  $I$ ).
- 

$R(x,y)$  (for all  $x, y \in X$ , not necessarily distinct):

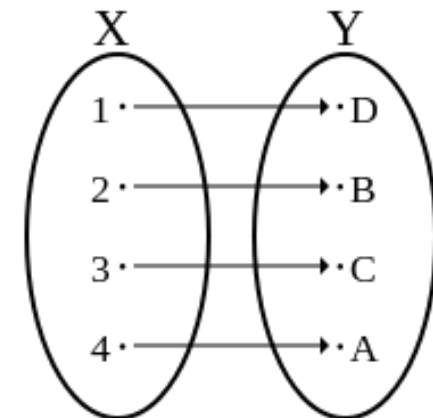
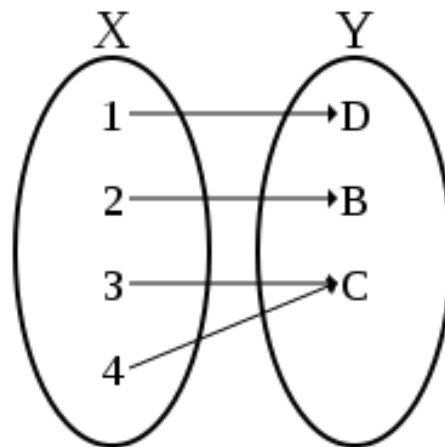
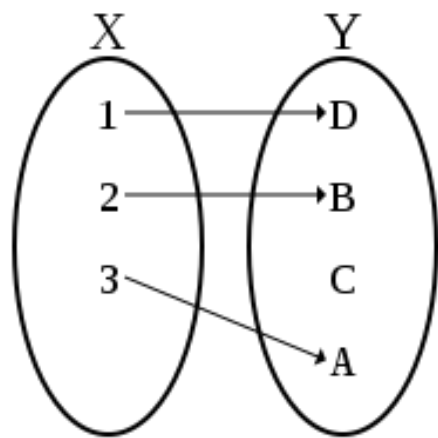
Is  $x$  at least as preferred as  $y$ ? Tick one and only one of the following two options:

- ☐ Yes
- ☐ No

# Reminder

- The function  $f : X \rightarrow Y$  is a **one-to-one** function (or injection) if  $f(x) = f(y)$  implies that  $x = y$ 
  - Ex: Brazilians  $\rightarrow$  CPF number
- The function  $f : X \rightarrow Y$  is an **onto** function (or surjection) if for every  $y \in Y$  there is an  $x \in X$  such that  $f(x) = y$ 
  - Ex: people  $\rightarrow$  country of birth
- The function  $f : X \rightarrow Y$  is a **one-to-one and onto** function (or bijection, or one-to-one correspondence) if for every  $y \in Y$  there is a unique  $x \in X$  such that  $f(x) = y$ 
  - Ex: Brazilians  $\rightarrow$  Passport

# Reminder



# The equivalence of the two definitions

- If I get a questionnaire Q from “Smith”, can I fill questionnaire R for “Smith”?
- We need to construct a **one-to-one and onto** function answers to Q and answers to R, such that the correspondence preserves the meaning of the responses to the two questionnaires

# The equivalence of the two definitions

A response to:		A response to:	
$Q(x, y)$ and $Q(y, x)$		$R(x, y)$ and $R(y, x)$	
$x \succ y$	Yes	No	
$I$	Yes	Yes	
$y \succ x$	No	Yes	

# Summary

- Preferences on  $X$  are a binary relation  $\succeq$  on a set  $X$  satisfying completeness and transitivity
- Notate  $x \succ y$  when both  $x \succeq y$  and not  $y \succeq x$ , and  $x \sim y$  when  $x \succeq y$  and  $y \succeq x$

# Summary

- Now, with one single relation ( $\succsim$ ), we can describe the full preference relation towards the items in  $X$ 
  - With questionnaire  $Q$ , we needed two relations:  $\succ$  and  $I$



# Fun problem

- Let's listen to the Shepard tone
  - <https://www.youtube.com/watch?v=BzNzgsAE4F0>
- Can you think of any economic analogies?

# Fun problem

- Roll a die and get a prize! Which lottery do you prefer?

	1	2	3	4	5	6
L1	\$1000	\$500	\$600	\$700	\$800	\$900
L2	\$900	\$1000	\$500	\$600	\$700	\$800

# Fun problem

- Roll a die and get a prize! Which lottery do you prefer?

	1	2	3	4	5	6
L1	\$1000	\$500	\$600	\$700	\$800	\$900
L2	\$900	\$1000	\$500	\$600	\$700	\$800
L3	\$800	\$900	\$1000	\$500	\$600	\$700

# Fun problem

- Roll a die and get a prize! Which lottery do you prefer?

	1	2	3	4	5	6
L1	\$1000	\$500	\$600	\$700	\$800	\$900
L2	\$900	\$1000	\$500	\$600	\$700	\$800
L3	\$800	\$900	\$1000	\$500	\$600	\$700
L4	\$700	\$800	\$900	\$1000	\$500	\$600
L5	\$600	\$700	\$800	\$900	\$1000	\$500
L6	\$500	\$600	\$700	\$800	\$900	\$1000