

# MBA Business Foundations, Quantitative Methods: Session Three

Boris Babic,  
Assistant Professor of Decision Sciences



# Today

Basics	Functions Linear Inverse Two equations Quadratic
Exponents	Exponents Application: interest rates Exponential functions Logarithmic functions
Logarithms	Logarithmic functions Logarithmic and exponential equations Case: pricing Derivatives
Derivatives	Optimal decisions Case: production Statistics
Uncertainty	Probability & statistics Normal distribution

A hypothetical: the infinitely evil loan shark...



Suppose you borrow one dollar from an **ordinary loan shark** that charges 100% interest,  $n$  times per year. Then after the year, you will owe:

$$\left(1 + \frac{1}{n}\right)^n$$

- In particular, after 1 year:

For  $n = 1$ , you will owe 2.

For  $n = 2$ , you will owe 2.25

For  $n = 3$ , you will owe 2.37.

For  $n = 100$ , you will owe 2.704.

- The **infinitely evil loan shark**:  $n = \infty$ , owe  $e$ .
- That is,  $\lim_{n \rightarrow \infty} \left(1 + \frac{1}{n}\right)^n = e \approx 2.7182818...!!$
- Your debt to the infinitely evil loan shark is finitely bounded by  $e$ !
- Thanks Euler!

- If you borrow  $A_0$ , after  $t$  years, you will owe,

$$A = \lim_{n \rightarrow \infty} A_0 \left[ \left( 1 + \frac{1}{n} \right)^n \right]^t = A_0 e^t$$

- We have now recovered the growth model for bacteria and populations that we saw last class (with  $k$ , the growth rate, equal to 1)!
- Now suppose the loan shark charges  $(k \cdot 100)\%$  interest continuously.
- Reminder:  $A_0$  is your starting point,  $(k \cdot 100)\%$  is the growth rate,  $t$  is the number of periods, and  $e = (1 + 1/n)^n$  as  $n$  gets arbitrarily large.
- Then in general you will owe

$$A = A_0 e^{kt}$$

- The growth model involving  $e$  appears naturally as the continuous generalization of the compounding interest formula.

The parents of a newborn child want to have \$25,000 for the child's college education when she is 18.

At what rate of interest, compounded continuously, must \$10,000 be invested now to achieve this goal?

$$A = A_0 e^{rt}$$

$$25000 = 10000 e^{r18}$$

$$\ln(25000) = \ln(10000 \cdot e^{r18})$$

$$\ln(25000) = \ln(10000) + \ln e^{r18}$$

$$\ln(25000) = \ln(10000) + r18$$

$$\ln(25000) - \ln(10000) = r18$$

$$\ln\left(\frac{25000}{10000}\right) = r18$$

$$r = 0.05 = 5\%$$

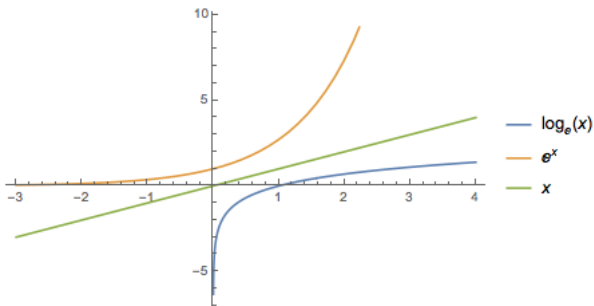
- A logarithmic function is the inverse of an exponential function:

If  $\log_b x = c$  then  $b^c = x$  and  $\log_b b^x = x$ .

- Special case where the base  $b$  of the exponential is  $e$ .
- We call it the natural logarithm (**natural log**) and it has its own notation:  $\log_e x = \ln x$ .



Natural log is the inverse of the exponential function of base  $e$ :  
 $e^x = c \leftrightarrow \ln c = x$  or  $\ln e^x = x$ .



# Logarithmic applications

Boris Babic,  
INSEAD

Logarithmic  
functions

Exponential  
and  
Logarithmic  
Equations

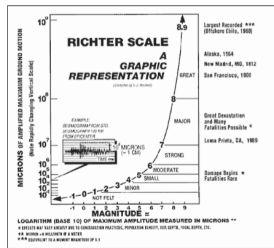
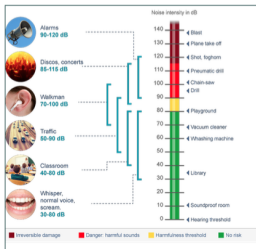
Case: pricing

Derivatives

- Logarithms are often used for measurement scales, where we need to compare orders of magnitude.
- Magnitude 6 earthquake is 10 times stronger than magnitude 5 earthquake. Magnitude 7 earthquake is  $10 \times 10 = 100$  times strong than magnitude 5 earthquake.



Order in which websites are presented  
to you when you search on Google



Richter scale for earthquakes

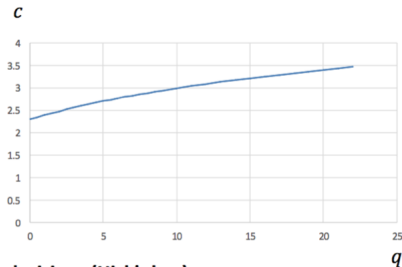
Decibels for sound

Logarithms are also present in many “laws” in economics, statistics, finance, psychology, etc.

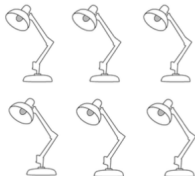
## Economics: economies of scale

Total cost as a function of quantity:

$$c = \ln(10 + q)$$



## Psychology: how human beings make decisions (Hick's law)



$$T = b \log_2(n + 1)$$

$T$ : time to react

$n$ : number of choices

- How to solve equations that involve exponentials and logarithms?
- Formulas at our disposal:

$$e^x = e^y \leftrightarrow x = y$$

$$\ln x = \ln y \leftrightarrow x = y$$

$$e^{\ln x} = x$$

$$\ln(e^y) = y$$

Solve for  $x$ :

①  $e^x = p$

②  $e^{3x} = 403.43$

③  $\ln(x + 1) = 2$

④  $\ln(3x - 2) = 5$

– more challenging –

⑤  $\ln(x) + \ln(x + 6) = \ln(5x + 12)$

⑥  $\ln(10) - \ln(7 - x) = \ln(x)$

Solve for  $x$ :

- $e^x = p \rightarrow x = \ln p$
- $e^{3x} = 403.43 \rightarrow x = 2$
- $\ln(x + 1) = 2 \rightarrow x = e^2 - 1$
- $\ln(3x - 2) = 5 \rightarrow x = \frac{1}{3}(e^5 + 2) \approx 50.138$

$$\ln(x) + \ln(x + 6) = \ln(5x + 12)$$

$$\ln(x(x + 6)) = \ln(5x + 12)$$

$$x(x + 6) = 5x + 12$$

$$x^2 + 6x = 5x + 12$$

$$x^2 + x - 12 = 0$$

$$(x - 3)(x + 4) = 0 \rightarrow x = 3$$

$$\ln(10) - \ln(7 - x) = \ln(x)$$

$$\ln\left(\frac{10}{7 - x}\right) = \ln x$$

$$\left(\frac{10}{7 - x}\right) = x$$

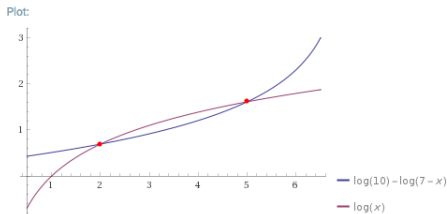
$$10 = x(7 - x)$$

$$10 = 7x - x^2$$

$$x^2 - 7x + 10 = 0$$

$$(x - 5)(x - 2) = 0$$

$$\rightarrow x = 2, x = 5$$





- How does one go from  $a^x$  to  $e^x$ ?

$$a^x = (e^{\ln a})^x = e^{x \ln a} = (e^x)^{\ln a}$$

- How does one go from  $\log_a y$  to  $\ln y$ ?

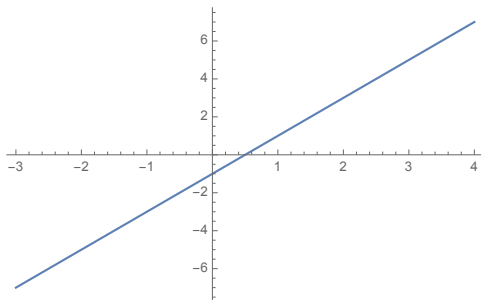
$$\log_a y = \frac{\ln y}{\ln a}$$

- Exponential function is a function of the type  $f(x) = b^x$
- Logarithmic function is the inverse of this function,  
 $\log_b(b^x) = x$
- Applications: for exponents, compounded growth (GDP, population growth, interest); for logarithms, order of magnitude scales, statistics, utility functions.
- Solving exponential and logarithmic equations.
- Special case of  $b = e \approx 2.71828$ :  $f(x) = e^x$ , and  
 $f(x) = \ln x$ .

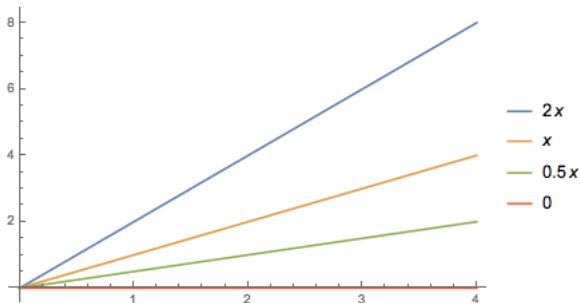
## Case 1: Motorcycle helmets with bluetooth (A): pricing bluetooth chips

# Rate of change of linear functions

Example of linear function:  $f(x) = 2x - 1$



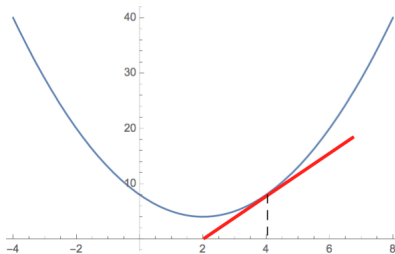
- Rate of change:  $\frac{\text{change in } f(x)}{\text{change in } x}$
- If  $x$  changes from 0 to 5 what values does  $f(x)$  take?
- What is the rate of change here?
- Does it depend on the points we pick? What does it correspond to?



- The steeper the curve, the larger the rate of change
- Slope = 0, horizontal line. Slope =  $\infty$ , vertical line.

# Rate of change of nonlinear functions

- Like linear functions, would like to find the slope of the curve.
- But the “slope” of the curve is changing along the curve.
- Thus, rate of change will be point specific (point??).
- Given by the slope of the tangent line at that “point.”



# Rate of change of nonlinear functions

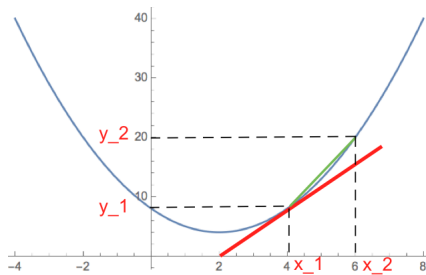
Boris Babic,  
INSEAD

Logarithmic  
functions

Exponential  
and  
Logarithmic  
Equations

Case: pricing

Derivatives



- The slope of the tangent can be viewed as the slope of a (shrinking) chord (green) – secant line.

$$\frac{y_2 - y_1}{x_2 - x_1} = \frac{\Delta y}{\Delta x}$$

- This gives us average rate of change over a (small) interval.
- Ex: average speed (per minute).

- What if we want **instantaneous speed** (huh?)
- Find the value as the chord shrinks to 0.
- That is, as  $\Delta x \rightarrow 0$  and  $\Delta y \rightarrow 0$ .
- Derivative of  $f$  at  $x$ :

$$f'(x) = \frac{d}{dx} f(x) = \lim_{h \rightarrow 0} \frac{f(x+h) - f(x)}{h}$$

where  $h = \Delta x$  and  $[f(x+h) - f(x)] = \Delta y$ .

- Ex: use this definition to find  $\frac{d}{dx} x^2$ .
- Ex: use it to find  $\frac{d}{dx} \log x$ . Hint:  $\lim_{k \rightarrow 0} \frac{\log(1+k)}{k} = 1$ .



$$\begin{aligned} f'(x) &= \lim_{h \rightarrow 0} \frac{f(x+h) - f(x)}{h} \\ &= \lim_{h \rightarrow 0} \frac{(x+h)^2 - x^2}{h} \\ &= \lim_{h \rightarrow 0} \frac{x^2 + 2hx + h^2 - x^2}{h} \\ &= \lim_{h \rightarrow 0} \frac{2hx + h^2}{h} \\ &= \lim_{h \rightarrow 0} \frac{h(2x + h)}{h} \\ &= \lim_{h \rightarrow 0} 2x + h \\ &= 2x \end{aligned}$$

# Ex $f(x) = \log x$

$$\begin{aligned}f'(x) &= \lim_{h \rightarrow 0} \frac{f(x+h) - f(x)}{h} \\&= \lim_{h \rightarrow 0} \frac{\log(x+h) - \log(x)}{h} \\&= \lim_{h \rightarrow 0} \frac{\log\left(\frac{x+h}{x}\right)}{h} \\&= \lim_{h \rightarrow 0} \frac{\log\left(1 + \frac{h}{x}\right)}{h} \\&= \lim_{h \rightarrow 0} \frac{\log\left(1 + \frac{h}{x}\right)}{\frac{h}{x}} \cdot \frac{1}{x} \\&= 1 \cdot \frac{1}{x} = \frac{1}{x}\end{aligned}$$

- $f(x) = a \rightarrow f'(x) = 0$ , and  $f(x) = x \rightarrow f'(x) = 1$
- $f(x) = bx \rightarrow f'(x) = b$
- $f(x) = x^n \rightarrow f'(x) = nx^{n-1}$
- $f(x) = bx^n \rightarrow f'(x) = bnx^{n-1}$
- $f(x) = x \rightarrow f'(x) = 1$
- $(f(x) + g(x))' = f'(x) + g'(x)$
- $[f(x)g(x)]' = f'(x)g(x) + f(x)g'(x)$
- $f(g(x)) = f'(g(x))g'(x)$
- $[\log(x)]' = 1/x$ , and  $(e^x)' = e^x$

Differentiate the following functions:

- $f(x) = 7x + 5$
- $f(x) = x^2 + 3x + 4$
- $f(x) = 5x^7 + 3x^4 + x^2 + 4x + 100$
- $f(x) = e^{3x^2}$

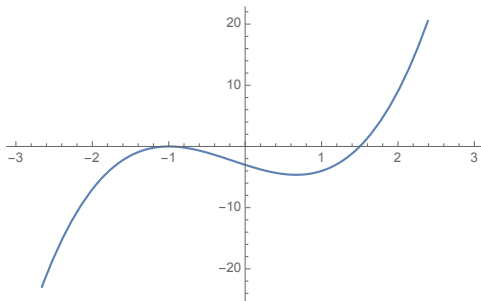
Differentiate the following functions:

- $f(x) = 7x + 5 \rightarrow f'(x) = 7$
  - $f(x) = x^2 + 3x + 4 \rightarrow f'(x) = 2x + 3$
  - $f(x) = 5x^7 + 3x^4 + x^2 + 4x + 100 \rightarrow f'(x) = 35x^6 + 12x^3 + 2x + 4$
  - $f(x) = e^{3x^2}$
- $$f(x) = e^x, g(x) = 3x^2 \rightarrow f'(g(x))g'(x) = e^{3x^2} \cdot 6x = 6xe^{3x^2}$$

- We are given some function  $f(x)$  and want to know something about its behavior at  $x_1$ .
- Find  $f'(x)$ .
- Find  $f'(x_1)$ .
- If  $f'(x_1) > 0$  the function is increasing “at that point”.
- $f'(x_1) < 0$  the function is decreasing “at that point”.
- if for all  $x$ ,  $f'(x) > 0$  the function is increasing.
- if for all  $x$ ,  $f'(x) < 0$  the function is decreasing.
- $f'(x_1) = 0$  the function is at a maximum or minimum (most likely).

# Example

Consider the function  $f(x) = 2x^3 + x^2 - 4x - 3$



- Find  $f'(x)$ .
- Evaluate  $x$  at  $(-2, -1, 0, 1, 1.5)$ .

- $f'(x) = 6x^2 + 2x - 4$
- $f'(-2) = 16$
- $f'(-1) = 0$
- $f'(0) = -4$
- $f'(1) = 4$
- $f'(1.5) = 12.5$



Boris Babic,  
INSEAD

Logarithmic  
functions

Exponential  
and  
Logarithmic  
Equations

Case: pricing

Derivatives

Basics

Functions  
Linear  
Inverse  
Two equations  
Quadratic

---

Exponents

Exponents  
Application: interest rates  
Exponential functions  
Logarithmic functions

---

Logarithms

Logarithmic functions  
Logarithmic and exponential equations  
Case: pricing  
Derivatives

---

Derivatives

Optimal decisions  
Case: production  
Statistics

---

Uncertainty

Probability & statistics  
Normal distribution



The Business School  
for the World®

Europe



Asia



Middle East