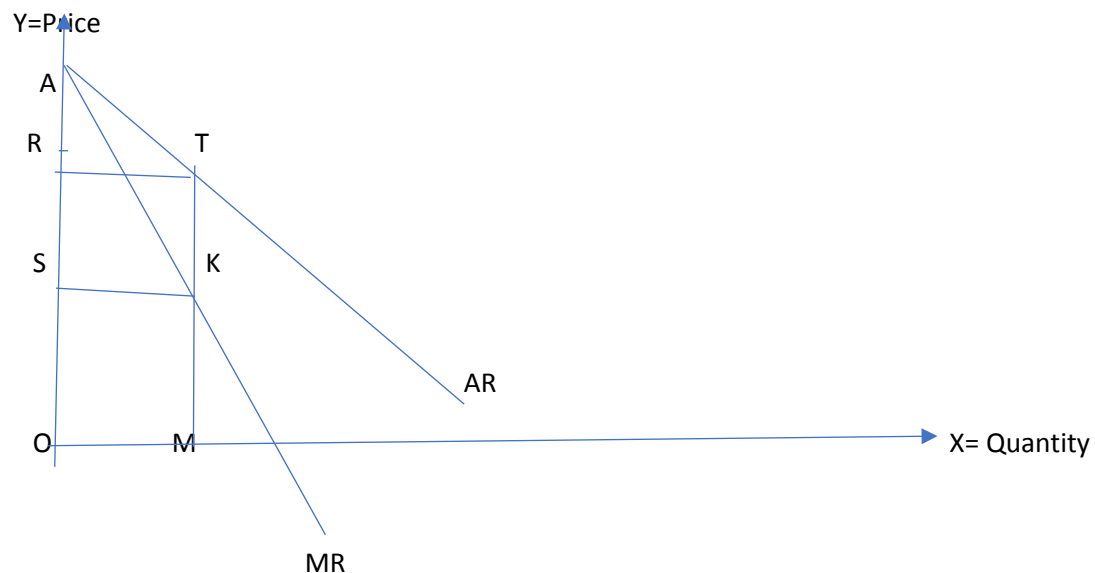


I. RATE OF CHANGE IN MR IS TWICE THE RATE OF CHANGE IN AR:

If any demand function  $P = f(X)$

Total revenue (TR) =  $P \cdot X$  [price multiplied by quantity]

$$\text{Or, } d(TR)/dX = P + X \cdot dP/dX$$



At point, T,  $TM = P$  and  $OM = X$

$$KM = MR = d(TR)/dX$$

$$\text{Or, } KM = P + X \cdot dP/dX$$

$$\text{Or, } KM = TM + OM \cdot (dP/dX) \quad [dP/dX \text{ is the slope of average revenue at point T}]$$

$$dP/dX = -AR/RT$$

$$\text{Or, } KM = TM + OM(-AR/RT) \quad [\text{But } OM = RT]$$

$$\text{or, } KM = TM - AR$$

$$\text{or, } KM = TM - TK$$

$$\text{or, } TM - AR = TM - TK$$

$$\text{or, } AR = TK = RS$$

$$\text{or, } AR = RS$$

$$\text{or, } AS = 2AR$$

## II. AR AND MR ARE RELATED THROUGH ELASTICITY

Total revenue (TR) =  $P \cdot X$  [price multiplied by quantity]

$$\text{Or, } d(TR)/dX = P + X \cdot dP/dX$$

$$= P(1 + X/P \cdot dP/dX)$$

{Since,  $e_d = - dX/dP \cdot P/X$  }

$$\text{Or, } MR = AR (1 - 1/|e_d|)$$

$$\text{Or, } MR = AR(1 - 1/e_d) \text{ [} e_d \text{ is always taken as positive)}$$