

Expected utility for individual i choosing the best alternative:

$$V_i = \mathbb{E} \max_j (u_{ij} + \epsilon_{ij})$$

Expected utility for individual i choosing the best alternative:

$$V_i = \mathbb{E} \max_j (u_{ij} + \epsilon_{ij})$$

For multinomial logit, this has a closed form:

$$V_i = \log \left(\sum_{j=1}^J \exp(u_{ij}) \right) + C$$

where C is Euler's constant (≈ 0.57721)

Alternative expression for expected utility:

$$V_i = \log \left(\sum_{j=1}^J \frac{\exp(u_{iJ}) \exp(u_{ij})}{\exp(u_{iJ})} \right) + C$$

Alternative expression for expected utility:

$$\begin{aligned} V_i &= \log \left(\sum_{j=1}^J \frac{\exp(u_{iJ}) \exp(u_{ij})}{\exp(u_{iJ})} \right) + C \\ &= \log \left(\sum_{j=1}^J \exp(u_{ij} - u_{iJ}) \right) + u_{iJ} + C \end{aligned}$$

Alternative expression for expected utility:

$$\begin{aligned} V_i &= \log \left(\sum_{j=1}^J \frac{\exp(u_{iJ}) \exp(u_{ij})}{\exp(u_{iJ})} \right) + C \\ &= \log \left(\sum_{j=1}^J \exp(u_{ij} - u_{iJ}) \right) + u_{iJ} + C \\ &= \log \left(1 + \sum_{j=1}^{J-1} \exp(u_{ij} - u_{iJ}) \right) + u_{iJ} + C \end{aligned}$$

Alternative expression for expected utility:

$$\begin{aligned} V_i &= \log \left(\sum_{j=1}^J \frac{\exp(u_{iJ}) \exp(u_{ij})}{\exp(u_{iJ})} \right) + C \\ &= \log \left(\sum_{j=1}^J \exp(u_{ij} - u_{iJ}) \right) + u_{iJ} + C \\ &= \log \left(1 + \sum_{j=1}^{J-1} \exp(u_{ij} - u_{iJ}) \right) + u_{iJ} + C \end{aligned}$$

This representation becomes useful for dynamic discrete choice models

Consumer surplus measures utility in dollar terms

Suppose utility is: $u_{ij} = \beta_j X_i + \gamma Z_j - \delta p_j$

The price coefficient δ provides utils-to-dollars conversion

Consumer surplus measures utility in dollar terms

Suppose utility is: $u_{ij} = \beta_j X_i + \gamma Z_j - \delta p_j$

The price coefficient δ provides utils-to-dollars conversion

Expected consumer surplus becomes:

$$E(CS_i) = \frac{1}{\delta} \mathbb{E} \max_j (u_{ij} + \epsilon_{ij})$$

Consumer surplus measures utility in dollar terms

Suppose utility is: $u_{ij} = \beta_j X_i + \gamma Z_j - \delta p_j$

The price coefficient δ provides utils-to-dollars conversion

Expected consumer surplus becomes:

$$E(CS_i) = \frac{1}{\delta} \mathbb{E} \max_j (u_{ij} + \epsilon_{ij})$$

Under logit assumptions:

$$E(CS_i) = \frac{1}{\delta} \log \left(\sum_{j=1}^J \exp(u_{ij}) \right) + C$$

How to compute the change in consumer surplus from policy analysis?

Calculate $E(CS_i)$ before and after the change:

How to compute the change in consumer surplus from policy analysis?

Calculate $E(CS_i)$ before and after the change:

$$\Delta E(CS_i) = \frac{1}{\delta} \left[\log \left(\sum_{j=1}^{J_1} \exp(u_{ij}^1) \right) - \log \left(\sum_{j=1}^{J_0} \exp(u_{ij}^0) \right) \right]$$

where superscripts 0 and 1 refer to before and after

How to compute the change in consumer surplus from policy analysis?

Calculate $E(CS_i)$ before and after the change:

$$\Delta E(CS_i) = \frac{1}{\delta} \left[\log \left(\sum_{j=1}^{J_1} \exp(u_{ij}^1) \right) - \log \left(\sum_{j=1}^{J_0} \exp(u_{ij}^0) \right) \right]$$

where superscripts 0 and 1 refer to before and after

- Euler's constant C cancels out in the difference
- Number of alternatives J can change (e.g., new transport mode added)