## Microeconomics 2, 18.12 2017/Kultti

Answer at most three (3) of the following problems.

- 1. Construct a two-player extensive form game with and infinite number of subgame perfect equilibria, such that there is also at least one Nash-equilibrium that is not subgame perfect. Specify the requested equilibria.
- 2. There is a risk neutral principal with a project which s/he has no time to take care of. Thus, s/he wants to employ an agent for the job. The agent's utility is given by  $u(w,e) = \sqrt{w} e^2$  where w is wage and  $e \in \{e_l, e_h\}$  is the effort level. The agent's outside option is worth  $\underline{u} = 2$ . There are two monetary outcomes  $x_1$  and  $x_2$ ,  $x_2 > x_1$ . The probability that  $x_2$  is realised is given by  $p_L = \frac{1}{4}$  if the agent chooses  $e_l = 1$ , and by  $p_H = \frac{1}{2}$  if the agent chooses  $e_h = 2$ .
- i) Assuming that the principal wants the agent to choose low effort determine the optimal contract that the principal offers the agent.
- ii) Determine the maximum that the agent is willing to pay to buy the project from the principal when  $x_l = 0$ ,  $x_h = 64$ .
  - 3. Two players play an infinitely repeated version of prisoners dilemma

$$\begin{array}{ccc} & c & d \\ c & 5, 5 & 0, 11 \\ d & 7, 2 & 4, 3 \end{array}$$

Each player discounts future with factor  $0 < \delta < 1$ . Determine equilibrium strategies such that the players play (c, c) in each period. What is required of the discount factor?

4. Consider a signalling model where workers can acquire education. There are two types of workers: High-productivity workers are worth  $\theta_h$  to the firms, and low-productivity workers worth  $\theta_l$ . The cost of education, e, is given by

$$c_i(e) = \frac{2e}{2 + \theta_i}$$

where  $i \in \{l,h\}$ . The proportion of high-productivity and low-productivity workers are equal in the population. The workers are paid their expected productivity. Determine a separating equilibrium when  $\theta_h = 5.5$ ,  $\theta_l = 2$ , and the reservation utilities of the workers are  $\underline{u}_h = 3$  and  $\underline{u}_l = 0$ .

1