

Let $A = \begin{pmatrix} 2 & 1 & 1 \\ 1 & 2 & 1 \\ 1 & 1 & 2 \end{pmatrix}$

Let λ and \vec{v} be an eigenvalue and an eigenvector of A . By definition, $A\vec{v} = \lambda\vec{v}$.

~~$(A - \lambda I)\vec{v} = \vec{0} \Rightarrow \det(A - \lambda I) = 0$~~
 $\Rightarrow \det(A - \lambda I) = 0$

$\det(A - 4I) = \det \begin{pmatrix} -2 & 1 & 1 \\ 1 & -2 & 1 \\ 1 & 1 & -2 \end{pmatrix} \Rightarrow \det$

$= -2 \det \begin{pmatrix} 1 & 1 \\ 1 & -2 \end{pmatrix} - 1 \det \begin{pmatrix} 1 & 1 \\ 1 & -2 \end{pmatrix} + 1 \det \begin{pmatrix} 1 & -2 \\ 1 & 1 \end{pmatrix}$

$= -2(3) - 1(-3) + 1(3) = 0$

So $\lambda_1 = 4$ is an eigenvalue of A

$\det(A - I) = \det \begin{pmatrix} 1 & 1 & 1 \\ 1 & 1 & 1 \\ 1 & 1 & 1 \end{pmatrix} \Rightarrow \det$

$= \det \begin{pmatrix} 1 & 1 \\ 1 & 1 \end{pmatrix} - \det \begin{pmatrix} 1 & 1 \\ 1 & 1 \end{pmatrix} + \det \begin{pmatrix} 1 & 1 \\ 1 & 1 \end{pmatrix}$

$= 0 - 0 + 0 = 0$

So $\lambda_2 = 1$ is an eigenvalue of A .

$A\vec{v}_1 = \lambda_1 \vec{v}_1 \Leftrightarrow \begin{pmatrix} 2 & 1 & 1 \\ 1 & 2 & 1 \\ 1 & 1 & 2 \end{pmatrix} \begin{pmatrix} v_1^1 \\ v_1^2 \\ v_1^3 \end{pmatrix} = 4 \begin{pmatrix} v_1^1 \\ v_1^2 \\ v_1^3 \end{pmatrix} \Leftrightarrow$

$2v_1^1 + v_1^2 + v_1^3 = 4v_1^1, v_1^1 + 2v_1^2 + v_1^3 = 4v_1^2, v_1^1 + v_1^2 + 2v_1^3 = 4v_1^3 \Leftrightarrow$
 $v_1^1 = v_1^2 = v_1^3 \Rightarrow$

Any \vec{v}_1 with $v_1^1 = v_1^2 = v_1^3$ is an eigenvector with $\lambda_1 = 4$.

$A\vec{v}_2 = \lambda_2 \vec{v}_2 \Leftrightarrow \begin{pmatrix} 2 & 1 & 1 \\ 1 & 2 & 1 \\ 1 & 1 & 2 \end{pmatrix} \begin{pmatrix} v_2^1 \\ v_2^2 \\ v_2^3 \end{pmatrix} = 1 \begin{pmatrix} v_2^1 \\ v_2^2 \\ v_2^3 \end{pmatrix} \Leftrightarrow$

$2v_2^1 + v_2^2 + v_2^3 = v_2^1, v_2^1 + 2v_2^2 + v_2^3 = v_2^2, v_2^1 + v_2^2 + 2v_2^3 = v_2^3 \Leftrightarrow$
 $v_2^1 + v_2^3 + v_2^3 = 0$

Any \vec{v}_2 such that $v_2^1 + v_2^3 + v_2^3 = 0$ is an eigenvector with eigenvalue $\lambda_2 = 1$

ii $A = VDV^{-1}$, where $V =$

consider the following eigenvalues and eigenvectors.

$\lambda_1 = 4, \vec{v}_1 = \begin{pmatrix} 1 \\ 1 \\ 1 \end{pmatrix}, \lambda_2 = 1, \vec{v}_2 = \begin{pmatrix} 1 \\ 0 \\ -1 \end{pmatrix}, \lambda_3 = 1, \vec{v}_3 = \begin{pmatrix} 1 \\ -1 \\ 0 \end{pmatrix}$

Let V be an "eigenbasis" of A . $V = \begin{pmatrix} 1 & 1 & 1 \\ 1 & 0 & -1 \\ 1 & -1 & 0 \end{pmatrix}$

Get

Let $D = \begin{pmatrix} 4 & 0 & 0 \\ 0 & 1 & 0 \\ 0 & 0 & 1 \end{pmatrix}$

Then $A = VDV^{-1}, D = V^{-1}AV, A^6 = V D^6 V^{-1}$.

Compute V^{-1} by Gauss-Jordan elimination.

$\left(\begin{array}{ccc|ccc} 1 & 1 & 1 & 1 & 0 & 0 \\ 1 & 0 & -1 & 0 & 1 & 0 \\ 1 & -1 & 0 & 0 & 0 & 1 \end{array} \right) \begin{array}{l} \rightarrow \\ R_2 \leftarrow R_2 - R_1 \\ R_3 \leftarrow R_3 - R_1 \end{array}$

$\left(\begin{array}{ccc|ccc} 1 & 1 & 1 & 1 & 0 & 0 \\ 0 & -1 & -2 & -1 & 1 & 0 \\ 0 & -2 & -1 & -1 & 0 & 1 \end{array} \right) \begin{array}{l} \rightarrow \\ R_2 \leftarrow R_2 - 2R_3 \\ R_3 \leftarrow R_3 - 2R_2 \end{array}$

$\left(\begin{array}{ccc|ccc} 1 & 1 & 1 & 1 & 0 & 0 \\ 0 & 3 & 0 & 1 & 1 & -2 \\ 0 & 0 & 3 & 1 & -2 & 1 \end{array} \right) \begin{array}{l} \rightarrow \\ R_2 \leftarrow \frac{1}{3}R_2 \\ R_3 \leftarrow \frac{1}{3}R_3 \end{array}$

$\left(\begin{array}{ccc|ccc} 1 & 1 & 1 & 1 & 0 & 0 \\ 0 & 1 & 0 & \frac{1}{3} & \frac{1}{3} & -\frac{2}{3} \\ 0 & 0 & 1 & \frac{1}{3} & -\frac{2}{3} & \frac{1}{3} \end{array} \right) \begin{array}{l} \rightarrow \\ R_1 \leftarrow R_1 - R_2 - R_3 \end{array}$

$\left(\begin{array}{ccc|ccc} 1 & 0 & 0 & \frac{1}{3} & \frac{1}{3} & \frac{1}{3} \\ 0 & 1 & 0 & \frac{1}{3} & \frac{1}{3} & -\frac{2}{3} \\ 0 & 0 & 1 & \frac{1}{3} & -\frac{2}{3} & \frac{1}{3} \end{array} \right)$

$V^{-1} = \frac{1}{3} \begin{pmatrix} 1 & 1 & 1 \\ 1 & 1 & -2 \\ 1 & -2 & 1 \end{pmatrix}$

$A^6 = V D^6 V^{-1}$

$= \begin{pmatrix} 1 & 1 & 1 \\ 1 & 0 & -1 \\ 1 & -1 & 0 \end{pmatrix} \begin{pmatrix} 4 & 0 & 0 \\ 0 & 1 & 0 \\ 0 & 0 & 1 \end{pmatrix} \frac{1}{3} \begin{pmatrix} 1 & 1 & 1 \\ 1 & 1 & -2 \\ 1 & -2 & 1 \end{pmatrix}$

$= \frac{1}{3} \begin{pmatrix} 1 & 1 & 1 \\ 1 & 0 & -1 \\ 1 & -1 & 0 \end{pmatrix} \begin{pmatrix} 4096 & 0 & 0 \\ 0 & 1 & 0 \\ 0 & 0 & 1 \end{pmatrix} \begin{pmatrix} 1 & 1 & 1 \\ 1 & 1 & -2 \\ 1 & -2 & 1 \end{pmatrix}$

$= \frac{1}{3} \begin{pmatrix} 1 & 1 & 1 \\ 1 & 0 & -1 \\ 1 & -1 & 0 \end{pmatrix} \begin{pmatrix} 4096 & 4096 & 4096 \\ 1 & 1 & -2 \\ 1 & -2 & 1 \end{pmatrix}$

$= \frac{1}{3} \begin{pmatrix} 4098 & 4095 & 4095 \\ 4095 & 4098 & 4093 \\ 4095 & 4095 & 4092 \end{pmatrix}$

$= \begin{pmatrix} 1366 & 1365 & 1365 \\ 1365 & 1366 & 1365 \\ 1365 & 1365 & 1366 \end{pmatrix}$

b the four vectors form a basis of \mathbb{R}^4 iff they span \mathbb{R}^4 . 4 linearly independent vectors are necessary and sufficient to span \mathbb{R}^4 . Suppose that some non-null vector is in the intersection of $\text{span}[\vec{u}_1, \vec{u}_3]$ and $\text{span}[\vec{v}_1, \vec{v}_3]$. Denote this vector \vec{w} . Then, supposing that $\vec{v}_1, \vec{v}_3 \notin \text{span}[\vec{u}_1, \vec{u}_3]$, then by definition \vec{w} is a linear combination of \vec{v}_1 and \vec{v}_3 , so \vec{v}_2 is a linear combination of \vec{w} and \vec{v}_3 , so \vec{v}_2 is a linear combination of $\vec{v}_1, \vec{u}_1, \vec{u}_3$, and the four vectors are not independent. If $\vec{v}_1 \in \text{span}[\vec{u}_1, \vec{u}_3]$ then the four are

also not linearly independent. Likewise for \vec{v}_2 .
so if the spans intersect, ^(except $\vec{0}$) the four are not linearly independent and do not form a basis.

If the spans do not intersect (except $\vec{0}$), then no linear combination of \vec{v}_1, \vec{v}_2 is a linear combination of \vec{v}_1, \vec{v}_2 , so \vec{v}_1 is not a linear combination of $\vec{v}_1, \vec{v}_2, \vec{v}_3$, likewise for the rest, they are linearly independent, so they are a basis of \mathbb{R}^4 .

$$c: f(x,y) = \begin{cases} xy(x^2-y^2)/x^2+y^2 & \text{if } (x,y) \neq (0,0) \\ 0 & \text{otherwise} \end{cases}$$

$$\begin{aligned} f_x(0,y) &= \lim_{h \rightarrow 0} \frac{f(h,y) - f(0,y)}{h} \\ &= \lim_{h \rightarrow 0} \frac{(hy(h^2-y^2)/h^2+y^2 - 0)/h}{h} \\ &= \lim_{h \rightarrow 0} \frac{y(h^2-y^2)/h^2+y^2}{h^2+y^2} \\ &= -y \end{aligned}$$

$$\begin{aligned} f_y(x,0) &= \lim_{h \rightarrow 0} \frac{f(x,h) - f(x,0)}{h} \\ &= \lim_{h \rightarrow 0} \frac{(xh(x^2-h^2)/x^2+h^2 - 0)/h}{h} \\ &= \lim_{h \rightarrow 0} \frac{x(x^2-h^2)/x^2+h^2}{x^2+h^2} \\ &= x \end{aligned}$$

$$\begin{aligned} f_x(0,0) &= \lim_{h \rightarrow 0} \frac{f(h,0) - f(0,0)}{h} \\ &= \lim_{h \rightarrow 0} \frac{0/h}{h} \\ &= 0 \end{aligned}$$

$$\begin{aligned} f_y(0,0) &= \lim_{h \rightarrow 0} \frac{f(0,h) - f(0,0)}{h} \\ &= \lim_{h \rightarrow 0} \frac{0/h}{h} \\ &= 0 \end{aligned}$$

$$\begin{aligned} ii: f_{xx}(0,0) &= \lim_{h \rightarrow 0} \frac{f_x(h,0) - f_x(0,0)}{h} \\ &= \lim_{h \rightarrow 0} \frac{0-0/h}{h} \\ &= 0 \end{aligned}$$

$$\begin{aligned} f_{yy}(0,0) &= \lim_{h \rightarrow 0} \frac{f_y(0,h) - f_y(0,0)}{h} \\ &= \lim_{h \rightarrow 0} \frac{0-0/h}{h} \\ &= 0 \end{aligned}$$

$$\begin{aligned} f_{xy}(0,0) &= \lim_{h \rightarrow 0} \frac{f_y(h,0) - f_y(0,0)}{h} \\ &= \lim_{h \rightarrow 0} \frac{h-0/h}{h} \\ &= 1 \end{aligned}$$

$$\begin{aligned} f_{yx}(0,0) &= \lim_{h \rightarrow 0} \frac{f_x(0,h) - f_x(0,0)}{h} \\ &= \lim_{h \rightarrow 0} \frac{-h/h}{h} \\ &= -1 \end{aligned}$$

$$D^2f(0,0) = \begin{pmatrix} 0 & 1 \\ -1 & 0 \end{pmatrix}$$

The Hessian is asymmetric iff f is not C^2 at the origin, the second-order partial derivatives are not continuous at the origin.

2. An optimisation problem is concave iff it has the following form.

$$\max_{\vec{x}} f(\vec{x}) \text{ s.t. } \vec{g}(\vec{x}) \leq \vec{b}, \text{ where}$$

$\vec{g}(\vec{x}) = (g_1(\vec{x}), \dots, g_m(\vec{x}))$, f is concave, and each of g_1, \dots, g_m is convex.

Then, the KKT conditions for an optimisation problem is convex iff it has the following form.

$$\min_{\vec{x}} f(\vec{x}) \text{ s.t. } \vec{g}(\vec{x}) \geq \vec{b}, \text{ where}$$

f is convex and each of g_1, \dots, g_m is concave.

If an optimisation problem is concave (convex), then the KKT-FOCs are sufficient for a maximum (minimum). If ~~the~~ in addition, the constraint set is non-empty, then the KKT-FOCs are also necessary.

The above does not apply if f is not differentiable, then the KKT-FOCs are neither necessary nor sufficient.

b $f(x,y) = x^2 + y^2 - cxy$

$$Df(x,y) = (2x - cy, 2y - cx)$$

$$D^2f(x,y) = \begin{pmatrix} 2 & -c \\ -c & 2 \end{pmatrix}$$

$$\text{tr } D^2f(x,y) = 4 > 0$$

$$\det D^2f(x,y) = 4 - c^2$$

$\text{tr } D^2f(x,y) > 0 \Rightarrow$ at least one eigenvalue is strictly positive $\Rightarrow D^2f(x,y)$ is not negative definite or negative semi-definite $\Rightarrow D^2f(x,y)$ is not (even weakly) concave.

If $\det D^2f(x,y) \geq 0 \Leftrightarrow c \in [-2, 2]$, then both eigenvalues of the Hessian are weakly positive, the Hessian is positive definite or positive semi-definite, then f is convex.

Otherwise, $c \notin [-2, 2]$, $\det D^2f(x,y) < 0$, one eigenvalue is positive the other is negative, so the Hessian is indefinite, f is neither concave nor convex.

c $c=1$, f is strictly convex, the FOCs are sufficient for a minimum. necessary and

$$FOC_x: 2x - y = 0$$

$$FOC_y: 2y - x = 0$$

$$\Rightarrow x = y = 0$$

The unique global minimum is at $(x,y) = (0,0)$.

f remains strictly convex and the ~~unique~~ solution to the FOCs is in the constraint set, so there is no other local

minimum.

The new constraint set is the perimeter of a square. ~~this~~

constraint set

$$\{ (x,y) : x=4, y \in [-4,4] \} \cup \{ (x,y) : x=-4, y \in [-4,4] \} \cup \{ (x,y) : y=4, x \in [-4,4] \} \cup \{ (x,y) : y=-4, x \in [-4,4] \}$$

Along the first edge, $f(4,y) = 16 + y^2 - 4y$, which has a minimum at $y=2$.

Along the second edge, $f(-4,y) = 16 + y^2 + 4y$, which has a minimum at $y=-2$.

Along the third edge, $f(x,4) = x^2 + 16 - 4x$ which has a minimum at $x=2$.

Along the fourth edge, $f(x,-4) = x^2 + 16 + 4x$ which has a minimum at $x=-2$.

the local minima are $(4,2), (-4,-2), (2,4), (-2,-4)$.

d $\max_{x,y} f(x,y) = x^2 + y^2 - xy \text{ s.t.}$

$$C_x: x^2 \leq 16$$

$$C_y: y^2 \leq 16$$

$$L = x^2 + y^2 - xy - \lambda_x(x^2 - 16) - \lambda_y(y^2 - 16)$$

$$FOC_x: 2x - y - 2\lambda_x x = 0$$

$$FOC_y: 2y - x - 2\lambda_y y = 0$$

$$CS_x: \lambda_x \geq 0, x^2 \leq 16, \lambda_x(x^2 - 16) = 0$$

$$CS_y: \lambda_y \geq 0, y^2 \leq 16, \lambda_y(y^2 - 16) = 0$$

Suppose $\lambda_x, \lambda_y = 0$, then by FOC_x, FOC_y , $x=y=0$, then the remaining FOC are satisfied so $(x,y) = (0,0)$ is a candidate ~~max~~ maximum.

Suppose $\lambda_x > 0, \lambda_y = 0$, then by CS_x , $x^2 = 16$, $x = \pm 4$. Suppose $x=4$. Then by FOC_y , $y=2$, and the remaining FOCs are satisfied. Suppose $x=-4$. Then by FOC_y , $y=-2$ and the remaining FOCs are satisfied. So $(x,y) = (4,2), (-4,-2)$ are candidate maxima.

By symmetry, the two candidate maxima supposing that $\lambda_x=0, \lambda_y>0$ are $(x,y) = (2,4)$ and $(-2,-4)$.

by CS_x, CS_y suppose that $\lambda_x, \lambda_y > 0$, then $x = \pm 4, y = \pm 4$. If $x=y=4$, then by FOC_x, FOC_y , $\lambda_x = \lambda_y = 1/2$. If $x=y=-4$, then by FOC_x, FOC_y , $\lambda_x = \lambda_y = 1/2$.

If $x=4, y=-4, \lambda_x=\lambda_y=\frac{3}{2}$

If $x=-4, y=4, \lambda_x=\lambda_y=\frac{3}{2}$

Each of ~~the~~ $(4,4), (4,-4), (-4,4), (-4,-4)$

satisfies the FOCs and is a candidate maximum.

The candidate maxima are $(0,0), (2,4),$

$(-2,-4), (4,2), (-4,-2), (4,4), (4,-4),$

$(-4,4), (-4,-4)$. The first five of these are

local minima (from earlier) so are not maxima.

The remaining four are local maxima. Both constraints bind so there is zero degrees of freedom, the SOC for a maximum at each point is vacuously satisfied.

a The lottery faced by the agent A given coverage amount β is $L(\beta)$.

$$L(\beta) = [\pi, 1-\pi; Y-\beta M-L+\beta L, Y-\beta M]$$

$$= [\pi, 1-\pi; (Y-M)+M-\beta M-L+\beta L, (Y-M)+M-\beta M]$$

$$= [\pi, 1-\pi; (Y-M)+(1-\beta)(M-L), (Y-M)+(1-\beta)M]$$

$$= [\pi, 1-\pi; w+\alpha(M-L), w+\alpha M]$$

So A has final wealth $w+\alpha\tilde{x}$, where \tilde{x} takes value $M-L$ w.p. π and value M w.p. $1-\pi$.

A has expected utility $V(\alpha) = E[u(w+\alpha\tilde{x})]$

A maximises expected utility. A has the following expected utility maximisation problem.
 $\max_{\alpha} V(\alpha)$

b FOC: $V'(\alpha) = 0 \Leftrightarrow$

$$E[u'(w+\alpha\tilde{x})\tilde{x}] = 0$$

SOC: $V''(\alpha) < 0 \Leftrightarrow$

$$E[u''(w+\alpha\tilde{x})\tilde{x}^2] < 0$$

Given that A is risk averse, Bernoulli utility function u is concave, so $u''(y) < 0$ for all y . Hence $E[u''(w+\alpha\tilde{x})\tilde{x}^2] < 0$ and the SOC is satisfied for all α .

$$V'(0) = E[u'(w)\tilde{x}] = u'(w)E[\tilde{x}]$$

$$E[\tilde{x}] = \pi(M-L) + (1-\pi)M = M - \pi L > 0 \text{ (given } M > \pi L)$$

~~$V'(0) > 0$~~ Given that u is strictly increasing,

$$u'(y) > 0 \text{ for all } y.$$

$$V'(0) = u'(w)E[\tilde{x}] > 0$$

~~So at the optimum, $\alpha \neq 0$~~ At the optimum, $\alpha \neq 0$ because deviation to marginally lower α is always strictly profitable. So at the optimum, $\beta \neq 1$. Then, given $0 \leq \beta \leq 1$, $\beta^* < 1$.

Intuitively, $\beta^* < 1$ ~~for~~, i.e. a risk-averse agent expected utility maximiser always under insures because a risk-averse expected utility maximiser always takes a positive share of a favourable gamble. Where insurance is actuarially unfair, under insurance is a favourable gamble. Expected value of this gamble is increasing in direct proportion to the share α . Risk premium for a small gamble is approximately proportionate to the variance which in turn is directly proportionate to the square of the share α^2 . So for small α , EV initially increases more rapidly than for large α . RP, so CE increases and ~~taking some~~ EU increases, so some positive α is optimal.

c $E[u'(w+\alpha^*\tilde{x})\tilde{x}] = 0$

Differentiate wrt α

$$E[u''(w+\alpha^*\tilde{x})\tilde{x}(1+\frac{\partial \alpha^*}{\partial w}\tilde{x})] = 0 \Leftrightarrow$$

$$E[u''(w+\alpha^*\tilde{x})\tilde{x}] + u''(w+\alpha^*\tilde{x})\tilde{x}^2 \frac{\partial \alpha^*}{\partial w} = 0 \Leftrightarrow$$

$$E[u''(w+\alpha\tilde{x})\tilde{x}] + \frac{\partial \alpha^*}{\partial w} E[u''(w+\alpha\tilde{x})\tilde{x}^2] = 0 \Leftrightarrow$$

$$\frac{\partial \alpha^*}{\partial w} = - \frac{E[u''(w+\alpha\tilde{x})\tilde{x}]}{E[u''(w+\alpha\tilde{x})\tilde{x}^2]}$$

$$\frac{\partial \beta^*}{\partial Y} = \frac{E[u''(w+\alpha\tilde{x})\tilde{x}]}{E[u''(w+\alpha\tilde{x})\tilde{x}^2]}$$

Given concave u , the denominator is always negative.

$$\text{sign}(\frac{\partial \beta^*}{\partial Y}) = -\text{sign}(E[u''(w+\alpha\tilde{x})\tilde{x}])$$

Assume decreasing absolute risk aversion, i.e.

$A(y) = -u''(y)/u'(y)$ is decreasing in y . Then, $A(w+\alpha\tilde{x})$ presumably, the denominator will be positive, so optimal coverage is decreasing in Y .

Experimental and empirical evidence is mostly consistent with DARA.

5a. For given known θ , the firm optimally chooses some wage effort pair w, e to maximise net profit $\pi(e) - w$ subject to the worker's participation constraint $P_C: g(e, \theta) \geq \bar{u} = 0$. At any optimum $u - g(e, \theta) \geq \bar{u} = 0$. At any optimum, the participation constraint binds. Any candidate optimum such that P_C does not bind fails to deviation by reducing w by small amount ϵ (such that P_C remains satisfied), which increases net profit. Then at any optimum, $w = g(e, \theta)$, F maximises $\pi(e) - g(e, \theta)$.

$$FOC: \pi'(e) - g_e(e, \theta) = 0 \Rightarrow \pi'(e) = g_e(e, \theta).$$

SOC: $\pi''(e) < 0$

And P_C binds: $w = g(e, \theta)$.

$$\pi'(e_H) = g_e(e_H, \theta_H), \quad w_H = g(e_H, \theta_H)$$

$$\pi'(e_L) = g_e(e_L, \theta_L), \quad w_L = g(e_L, \theta_L)$$

$$\frac{e_H^{*-1/2}}{e_L^{*-1/2}} = \frac{1/\theta_H}{1/\theta_L}, \quad w_H^* = e_H^* / \theta_H$$

$$e_L^{*-1/2} = 1/\theta_L, \quad w_L^* = e_L^* / \theta_L$$

$$e_H^* = \theta_H^2, \quad w_H^* = \theta_H$$

$$e_L^* = \theta_L^2, \quad w_L^* = \theta_L$$

bi. According to the revelation principle, F can restrict attention to contracts of the form $(w_H, e_H), (w_L, e_L)$ that satisfy P_C for each type and incentive compatibility constraint (IC) for each type. Any contract, however complex, can be replicated by a contract with the above simple structure. This is because w of each type ultimately chooses the effort level that satisfies P_C and IC.

$$\max E[\pi(e) - w] = \lambda(\pi(e_H) - w_H) + (1-\lambda)(\pi(e_L) - w_L)$$

$$FOC: \lambda(\pi'(e_H) - 1/\theta_H) + (1-\lambda)(\pi'(e_L) - 1/\theta_L) = 0$$

$$P_C: w_L - g(e_L, \theta_L) \geq \bar{u} = 0$$

$$P_H: w_H - g(e_H, \theta_H) \geq \bar{u} = 0$$

$$IC_L: w_L - g(e_L, \theta_L) \geq w_H - g(e_H, \theta_H)$$

$$IC_H: w_H - g(e_H, \theta_H) \geq w_L - g(e_L, \theta_L)$$

" $\bar{u} \leq w_L - g(e_L, \theta_L) < w_L - g(e_L, \theta_H) \leq w_H - g(e_H, \theta_H)$
 ≤ 1 holds iff P_C is satisfied, ≤ 2 holds by the single-crossing property, i.e. given that $\theta_H > \theta_L$ and ≤ 3 holds iff IC_H is satisfied. So P_H ($w_H - g(e_H, \theta_H) \geq \bar{u}$) is redundant when P_C and IC_H are satisfied.

At any optimum, P_C binds. Any candidate optimum such that P_C does not bind fails to deviation by decreasing w by small amount ϵ (such that P_C remains satisfied). IC_L remains satisfied. IC_H and IC_H remain

satisfied because the change on the RHS and LHS are equal for each. P_H remains satisfied because P_C and IC_H remain satisfied. And expected wage decreases hence expected net profit increases.

At any optimum IC_H binds. Any candidate optimum such that IC_H does not bind fails to deviation by decreasing w_H by small amount ϵ such that IC_H remains satisfied. P_C is unaffected, IC_L is "loosened". P_H remains satisfied because P_C and IC_H remain satisfied. Expected wage decreases hence expected net profit increases.

$$\begin{aligned} P_C &\Rightarrow w_L = g(e_L, \theta_L) = e_L / \theta_L \\ IC_H &\Rightarrow w_H - g(e_H, \theta_H) = w_L - g(e_L, \theta_L) \Leftrightarrow \\ &w_H = w_L - g(e_L, \theta_L) + g(e_H, \theta_H) \Leftrightarrow \\ &w_H = e_L / \theta_L - e_L / \theta_H + e_H / \theta_H \Leftrightarrow \\ &w_H = e_L / \theta_L + e_H - e_L / \theta_H \end{aligned}$$

Neglect IC_L

Objective function F 's objective function reduces as follows

$$\begin{aligned} E[\pi(e) - w] &= \lambda(\pi(e_H) - (e_L / \theta_L + e_H - e_L / \theta_H)) + (1-\lambda)(\pi(e_L) - e_L / \theta_L) \\ &= \lambda\pi(e_H) - \lambda(e_H - e_L / \theta_H) + (1-\lambda)\pi(e_L) - (1-\lambda)e_L / \theta_L \end{aligned}$$

$$FOC_{e_H}: \lambda\pi'(e_H) - \lambda/\theta_H = 0$$

$$FOC_{e_L}: \lambda\pi'(e_L) + (1-\lambda)\pi'(e_L) - 1/\theta_L = 0$$

$FOC_{e_H} \Rightarrow \pi'(e_H) = 1/\theta_H = g_e(e_H, \theta_H) \Rightarrow$ (from (a)) $e_H^* = \theta_H^2$. The optimal effort level to require of H types is unchanged.

$$FOC_{e_L} \Rightarrow (1-\lambda)\pi'(e_L) = 1/\theta_L - \lambda/\theta_H \Leftrightarrow$$

$$\begin{aligned} \pi'(e_L) &= \frac{1}{1-\lambda} \left[\frac{1}{\theta_L} - \frac{\lambda}{1-\lambda} \frac{1}{\theta_H} \right] \\ &= \frac{1}{\theta_L} + \frac{\lambda}{1-\lambda} \left[\frac{1}{\theta_L} - \frac{1}{\theta_H} \right] \\ &= g_e(e_L, \theta_L) + \frac{\lambda}{1-\lambda} [g_e(e_L, \theta_L) - g_e(e_L, \theta_H)] \end{aligned}$$

$e_L^{1/2} = 1/\theta_L + \frac{\lambda}{1-\lambda} [1/\theta_L - 1/\theta_H]$
 Given $\lambda \in (0, 1)$, $\theta_H > \theta_L$, we have that $\frac{\lambda}{1-\lambda} [1/\theta_L - 1/\theta_H] > 0$, hence $e_L^{1/2} > \theta_L^2 \Rightarrow e_L^* < \theta_L^2 = e_L^*$. Optimal effort to require from L types is lower than before.

$$\begin{aligned} \bar{w}_H &= e_H / \theta_H - e_L / \theta_H + e_L / \theta_L = \frac{e_H}{\theta_H} \\ &= e_H^* / \theta_H + \bar{e}_L (1/\theta_L - 1/\theta_H) \\ &= w_H^* + \bar{e}_L (1/\theta_L - 1/\theta_H) > w_H^* \end{aligned}$$

Optimal wage for H types is higher than before.

$$\bar{w}_L = \bar{e}_L / \bar{\alpha} < e^* / \alpha \equiv w_L^*$$

Optimal wage for L types is lower than before.

$$\text{iv IC}_L: \bar{e}_H / \bar{\alpha} - \bar{e}_L / \bar{\alpha} \geq \bar{e}_H / \bar{\alpha}_H - \bar{e}_L / \bar{\alpha}_H \text{ (given).} \Leftrightarrow$$

~~Given that~~

$$1/\bar{\alpha} (\bar{e}_H - \bar{e}_L) \geq 1/\bar{\alpha}_H (\bar{e}_H - \bar{e}_L)$$

Given that $\bar{\alpha} > \bar{\alpha}_H$, ~~it is~~ it trivially follows that this is satisfied with strict equality.

When types are unobservable, it is optimal to demand undistorted "first-best" effort from H types and distort the effort demanded of L types (adjusting wage for L types accordingly so their PC remains satisfied) so high effort remains optimal for H types. H types are also offered higher wage to preserve incentive compatibility, so H types have positive surplus, L types have zero surplus.