Summary Demand Response curve · Latent demand and consumer surplus Demand response curve Relationship between Price and Demand Demand response curve: what is the realized demand at a given price for a particular product or • How do we estimate the demand response curve? • Interpret the given curve **Basic economics** · What is latent demand? · What is consumer surplus? How is optimal price Quantity decided? Demand Q_1 Q* Q_3 P_1 P* P_3 Price • The blue curve shown is the demand response curve. • P*: Optimal price Q*: Optimal demand • As $P \uparrow \Rightarrow Q \downarrow$ • Latent Demand: By reducing the price, we can capture more demand. · Consumer Surplus: happens when the price that consumers pay for a product is less than the price they're willing to pay. It's a measure of the additional benefit that consumers receive because they're paying less for something than what they were willing to pay. • So if we increase the price from P* to P3, the consumer surplus is going to be eaten away by that much (the light blue region). • (Similar analogy goes for producer surplus) How is optimal price decided? There are a few ways to go about this: 1. Revenue Maximizing Price 2. Profit maximizing Price Note: Both of the above prices are different. What is Demand Response Demand response curve Curve? State the properties of • A Function that describes how demand for a product D(p) varies as a function of demand response curve. What does it mean for the • Similar to the Demand curve in Economics, but for a single seller, in a single curve to be downward sloping? Four properties 1. Non-negative 2. Continuous 3. Differentiable 4. Downward sloping • Downward sloping: As $P^{\uparrow} \Rightarrow Q^{\downarrow}$ o This property sometimes may not hold. For example take an example for rolex watch, a luxury item. Its increase in price sometimes lead to increased demand due to the exclusivity appeal for the product. o But these are exception cases, so we will not be considering them.