

## Robust Bounds for Welfare Analysis

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*Stanford GSB*

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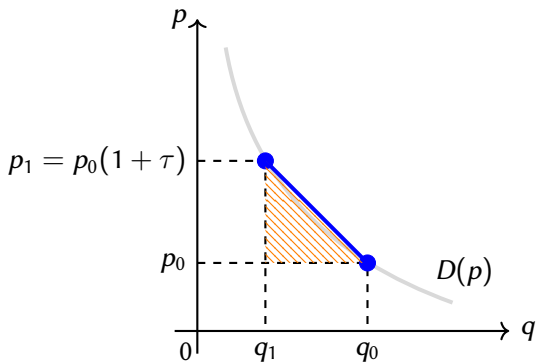
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- ▶ Many papers in economics have the following structure:
  1. A policy (*e.g.*, tax/subsidy) was implemented.
  2. Using prices and quantities before and after, estimate demand.
  3. Impute the change in welfare + compare to costs/revenues.

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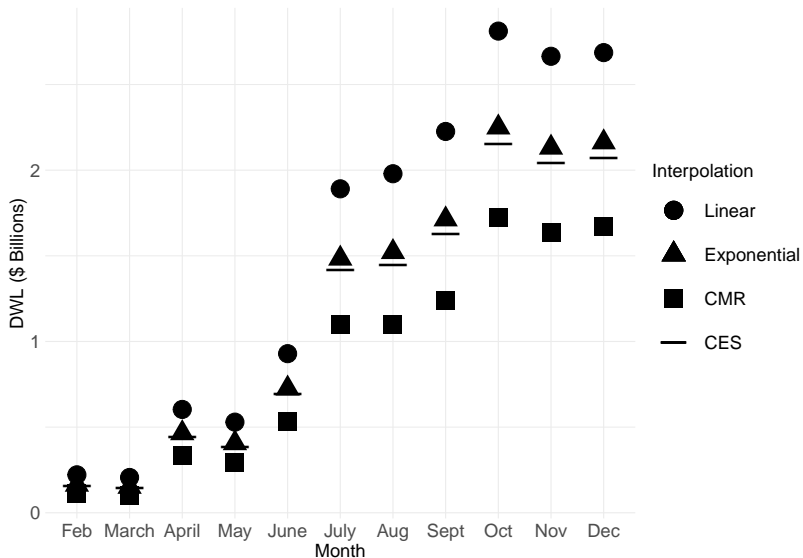
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  - Functional forms (*e.g.*, CES or linear demand) are often assumed for convenience.

## Example: evaluating the deadweight loss of the Trump tariffs



- ▶ **Amiti, Redding and Weinstein (2019)**
- ▶ **Setting:** 2018 trade war involved tariffs as high as 30–50%.
- ▶ **Question:** What was the DWL?
- ▶ **Approach:** Compare monthly prices & quantities by item in 2017 vs. 2018.
- ▶ **Method:** Approximate  $D(p)$  with a linear curve; integrate under the curve.

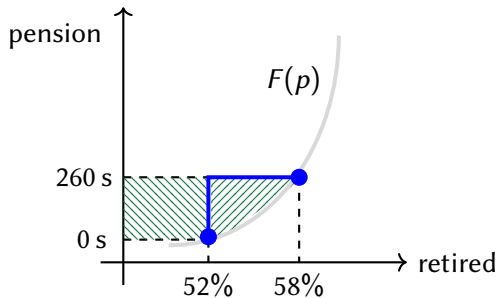
# Bounding the DWL across countries and products



## Motivation

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  - Conservative bounds in lieu of assumptions are often extreme.

## Example: WTP of 1911 UK pension recipients



- ▶ Giesecke and Jäger (2021)
- ▶ **Setting:** Pensions created for poor 70+ year olds in 1911.
- ▶ **Question:** What is the MVPF of the pension policy?
- ▶ **Approach:**  $MVPF = (\text{WTP for not working}) / (\text{cost of pension})$ .
- ▶ **Method:** Compute % marginal workers via RD; assume marginal workers'  $WTP = 0$ .



## Motivation

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    - Functional forms (*e.g.*, CES or linear demand) are often assumed for convenience.
    - Conservative bounds in lieu of assumptions are often extreme.
- ↪ Is there a more principled way to engage with assumptions and evaluate welfare?

# This paper

- ▶ Instead of interpolating to get a welfare estimate, we establish **welfare bounds**.
  - These bounds are **robust**: they give the *best-case* and *worst-case* welfare estimates that are consistent with a set of pre-specified economic assumptions.
  - These bounds are also **simple**: we can compute them in closed form.

## This is a tool for empirical microeconomists

- ▶ Our bounds apply directly to settings with:
  - (i) exogenous policy shocks/experiments/quasi-experiments;
  - (ii) measurements of “price” and “quantity,” before and after the policy shock; and
  - (iii) interest in effects on consumer surplus (or other welfare measures).

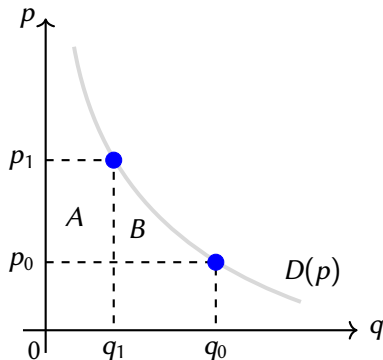
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  - (iii) interest in effects on consumer surplus (or other welfare measures).
  
- ▶ We show how our bounds can be applied to a variety of settings across literatures:
  - #1. deadweight loss of import tariffs (Amiti, Redding and Weinstein, 2019)
  - #2. welfare impact of energy subsidies (Hahn and Metcalfe, 2021)
  - #3. willingness to pay for the Old-Age Pension Act (Giesecke and Jäger, 2021)
  - #4. marginal excess burden of income taxation (Feldstein, 1999)

## Basic model

An analyst observes 2 points on a demand curve:  $(p_0, q_0)$  and  $(p_1, q_1)$ .

**Question.** What is the change in consumer surplus from  $(p_0, q_0)$  to  $(p_1, q_1)$ ?



► **Main challenge:**  $D(p)$  isn't observed.

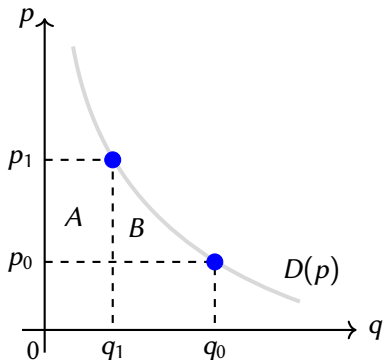
► With  $D(p)$ , change in CS is equal to

$$\underbrace{\text{area A}}_{=(p_1 - p_0)q_1} + \text{area B} = \int_{p_0}^{p_1} D(p) dp.$$

► Equivalently, we want to *bound* area B.

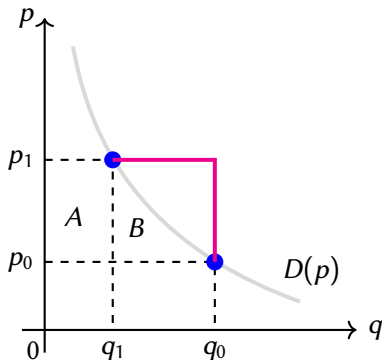
## Bounds without additional assumptions

- ▶ Using only the fact that the demand curve is decreasing, the analyst can establish bounds on the change in welfare (Fogel, 1964; Varian, 1985).



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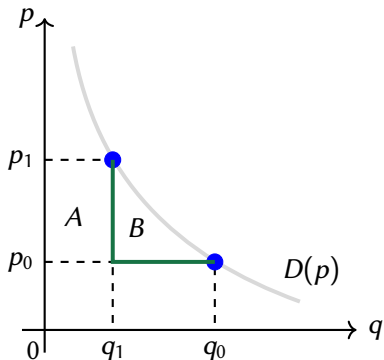


- ▶ An upper bound on area  $B$  is

$$\text{area } B \leq (p_1 - p_0) \times (q_0 - q_1).$$

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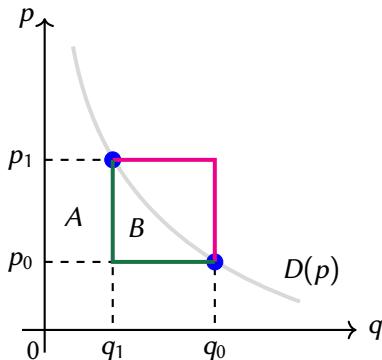
- ▶ A lower bound on area  $B$  is

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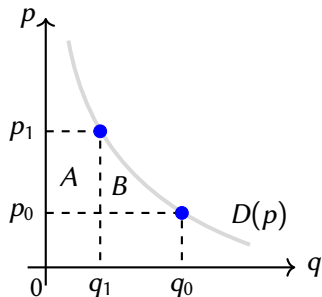
- ▶ These bounds are attained only when **elasticities are equal to 0 or  $-\infty$** .

## Basic model

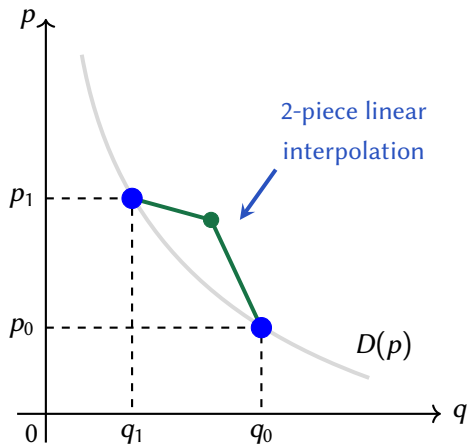
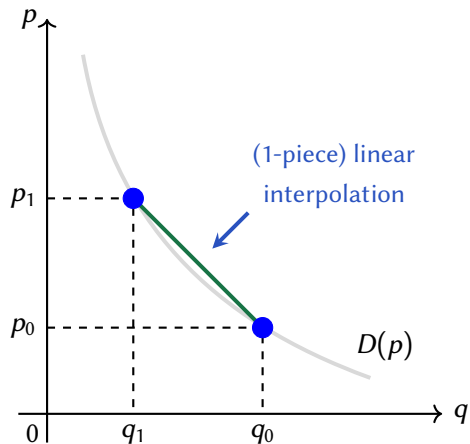
An analyst observes 2 points on a demand curve:  $(p_0, q_0)$  and  $(p_1, q_1)$ .

We assume that elasticities between  $(p_0, q_0)$  and  $(p_1, q_1)$  lie in the interval  $[\underline{\varepsilon}, \bar{\varepsilon}] \subset \mathbb{R}_{\leq 0}$ .

**Question.** What is the change in consumer surplus from  $(p_0, q_0)$  to  $(p_1, q_1)$ ?



# Defining 1-piece and 2-piece interpolations

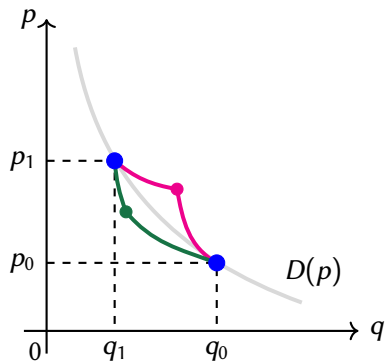


## Welfare bounds for basic model

### Theorem 1 (welfare bounds).

The upper and lower bounds for the change in consumer surplus are attained by

**2-piece CES interpolations.** [▶ Give proof](#) [▶ Skip proof](#)

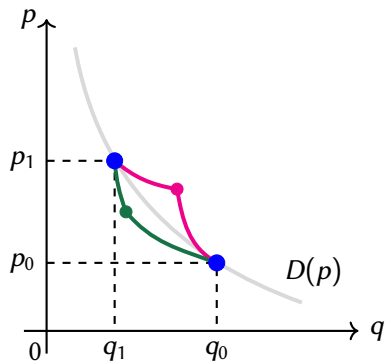


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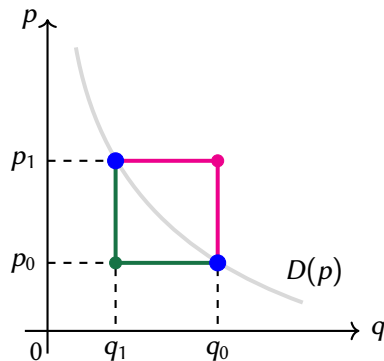
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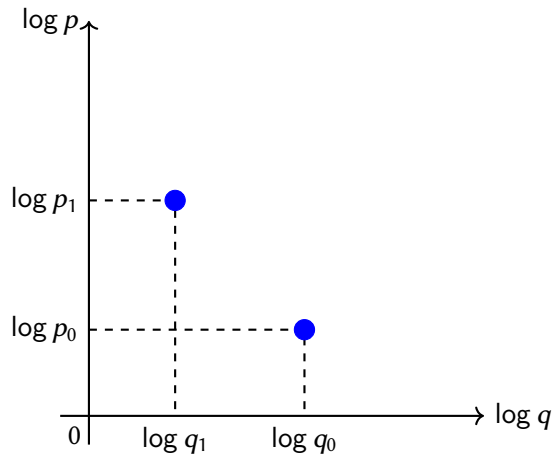
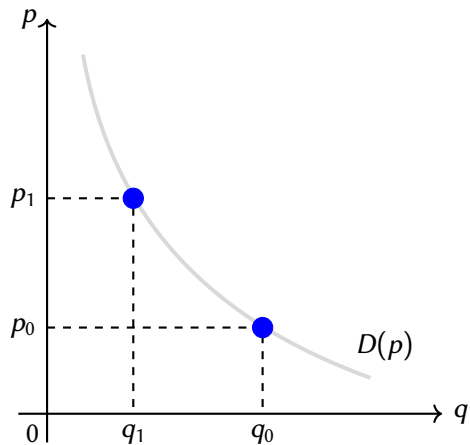
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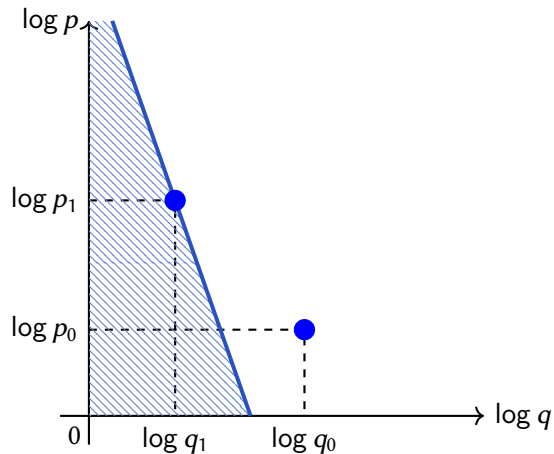
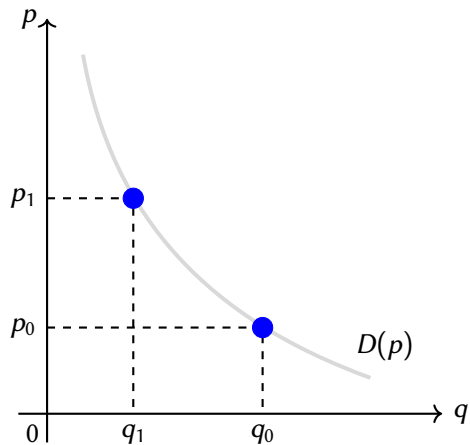
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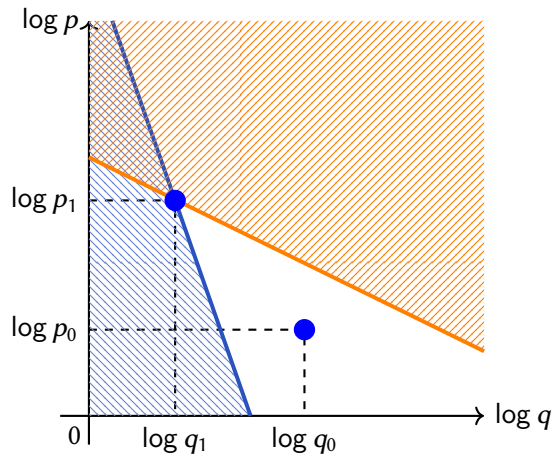
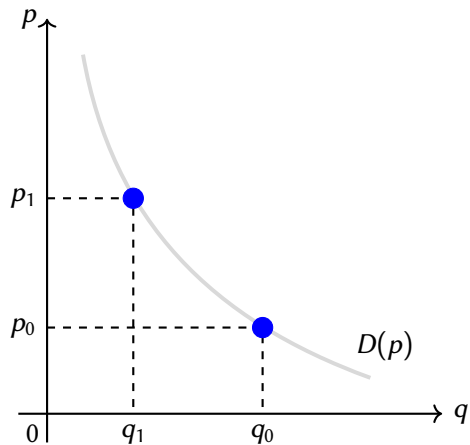


$$\bar{\varepsilon} \rightarrow 0, \\ \underline{\varepsilon} \rightarrow -\infty$$

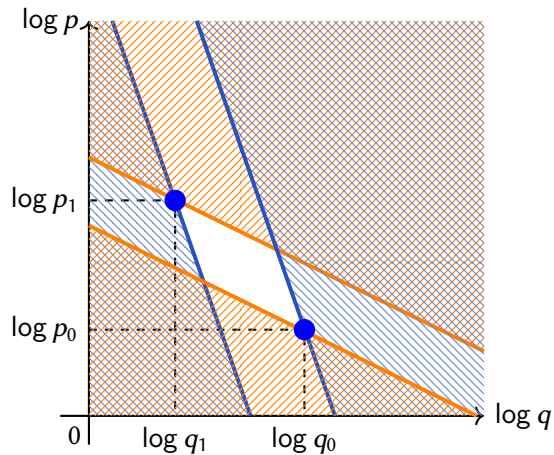
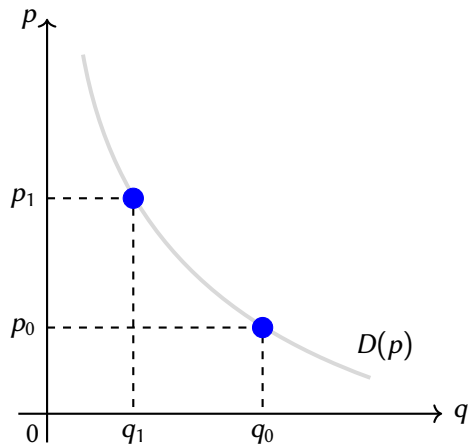


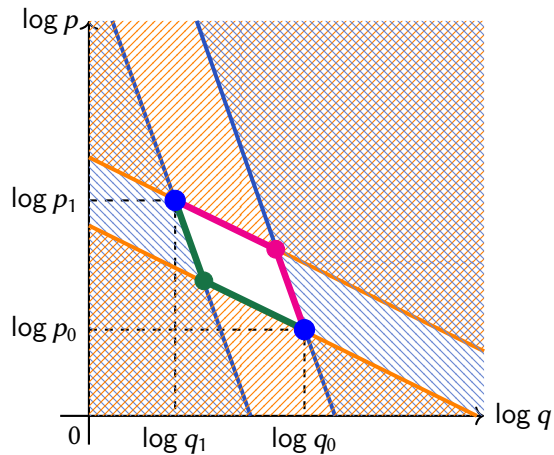
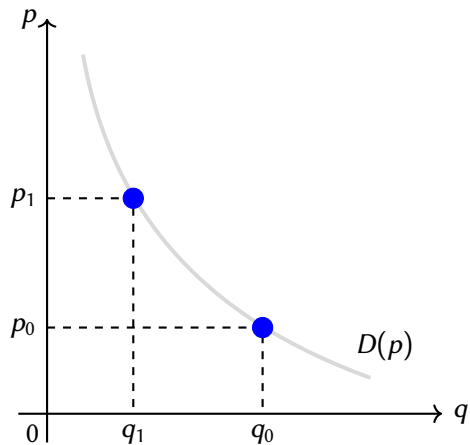


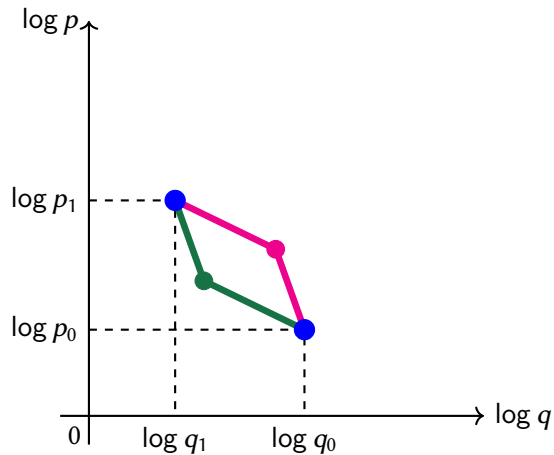
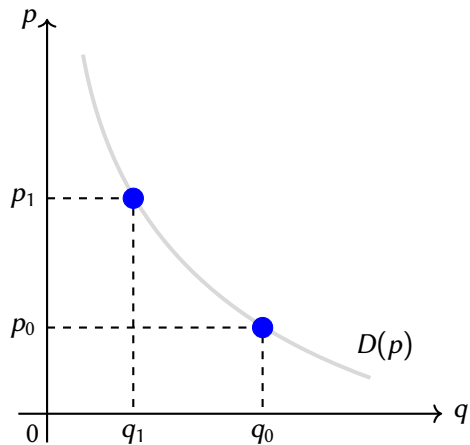


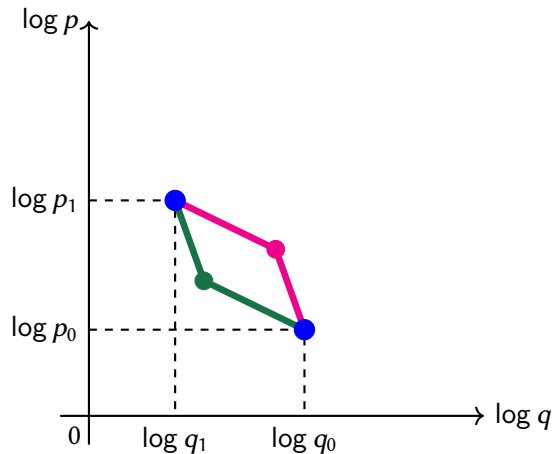
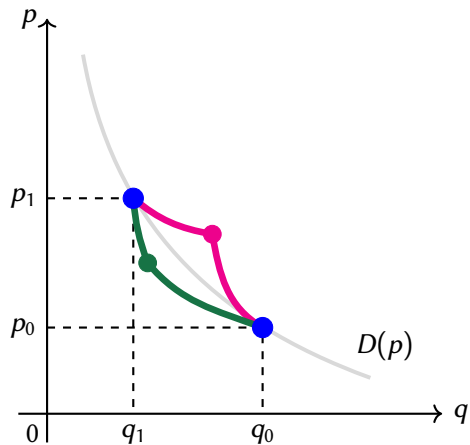












## Choosing elasticity bands

► **Question.** What is a reasonable elasticity band?

(a) Combine estimates from the literature.

~> E.g., “*estimates of short run gasoline elasticities are between -0.2 and -0.4.*”

(b) Draw upon institutional knowledge.

~> E.g., “*at the extreme, elasticities can't possibly be lower than -5.*”

(c) Draw a (symmetric) band around the *average* elasticity.

$$\underline{\epsilon} \leq \frac{\log q_1 - \log q_0}{\log p_1 - \log p_0} \leq \bar{\epsilon}.$$

## Discussion of basic model

Our welfare bounds for the basic model rely on a number of modeling choices:

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*In practice (e.g. counterfactuals), the analyst might observe  $p_0$ ,  $p_1$ , and  $q_1$ , but not  $q_0$ .*

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- 3 Only two points  $(p_0, q_0)$  and  $(p_1, q_1)$  on the demand curve are observed.

*In practice, the analyst might observe more points on the demand curve.*

- 4 The points  $(p_0, q_0)$  and  $(p_1, q_1)$  on the demand curve are observed **precisely**.

*In practice, the analyst might be limited by sampling error.*

## Extensions to basic model

Our welfare bounds for the basic model rely on a number of modeling choices:

- ① *In practice, the analyst might make assumptions about demand curvature.*  
⇒ We show how **demand curvature** assumptions lead to tighter bounds.
- ② *In practice (e.g., counterfactuals), the analyst might observe  $p_0$ ,  $p_1$ , and  $q_1$ , but not  $q_0$ .*  
⇒ We show how to **extrapolate** from fewer observations.
- ③ *In practice, the analyst might observe more points on the demand curve.*  
⇒ We show how to **interpolate** with more observations.
- ④ *In practice, the analyst might be limited by sampling error.*  
⇒ We show how to incorporate **sampling error** into welfare bounds.

## ① Assumptions on demand curvature

“Notice that **these results depend on the fact** that the  $PP$  curve slopes upward, which in turn depends on the assumption that the **elasticity of demand falls with  $c$** .

This assumption, which might alternatively be stated as an assumption that the elasticity of demand rises when the price of a good is increased, **seems plausible**.

In any case, it seems to be **necessary** if this model is to yield reasonable results, and I make the assumption without apology.”

—Krugman (1979)

## ① Assumptions on demand curvature

Many models across different fields impose additional assumptions on demand:

**(A1) Decreasing elasticity**, or “Marshall’s second law.” (Marshall, 1890; Krugman, 1979)

**(A2) Decreasing marginal revenue.** (Myerson, 1981; Bulow and Roberts, 1989)

**(A3) Log-concave demand.** (Caplin and Nalebuff, 1991a; Bagnoli and Bergstrom, 2005)

**(A4) Concave demand.** (Rosen, 1965; Szidarovszky and Yakowitz, 1977; Caplin and Nalebuff, 1991a)

**(A5)  $\rho$ -concave demand** that generalizes **(A3)** and **(A4)**. (Caplin and Nalebuff, 1991a,b)

We call these “**concave-like** assumptions” on demand.

## ① Assumptions on demand curvature

Many models across different fields impose additional assumptions on demand:

**(A6) Convex demand.** (Svizzero, 1997; Aguirre, Cowan and Vickers, 2010; Tsitsiklis and Xu, 2014)

**(A7) Log-convex demand.** (Caplin and Nalebuff, 1991b; Aguirre, Cowan and Vickers, 2010)

**(A8)  $\rho$ -convex demand** that generalizes **(A6)** and **(A7)**. (Caplin and Nalebuff, 1991a,b)

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## Relationships between curvature assumptions

### Concave-like assumptions

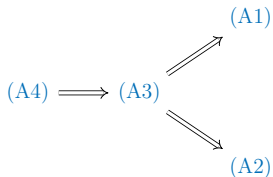
(A1) Decreasing elasticity

(A2) Decreasing MR

(A3) Log-concave demand

(A4) Concave demand

(A5)  $\rho$ -concave demand



### Convex-like assumptions

(A6) Convex demand

(A7) Log-convex demand

(A8)  $\rho$ -convex demand

(A7)  $\implies$  (A6).

## ① Assumptions on demand curvature: welfare bounds

### Theorem 2a. (concave-like assumptions).

The **lower** bound for the change in consumer surplus are attained by:

- (A1) **decreasing elasticity:** a *CES* interpolation;  $D(p) = \theta_1 p^{-\theta_2}$
- (A2) **decreasing MR:** a *constant MR* interpolation;  $D(p) = \theta_1 (p - \theta_2)^{-1}$
- (A3) **log-concave demand:** an *exponential* interpolation;  $D(p) = \theta_1 e^{-\theta_2 p}$
- (A4) **concave demand:** a *linear* interpolation;  $D(p) = \theta_1 - \theta_2 p$
- (A5)  **$\rho$ -concave demand:** a  *$\rho$ -linear* interpolation.  $D(p) = [1 + \rho (\theta_1 - \theta_2 p)]^{1/\rho}$

## ① Assumptions on demand curvature: welfare bounds

### Theorem 2b. (convex-like assumptions).

The **upper** bound for the change in consumer surplus are attained by:

(A6) **convex demand:** a *linear* interpolation;  $D(p) = \theta_1 - \theta_2 p$

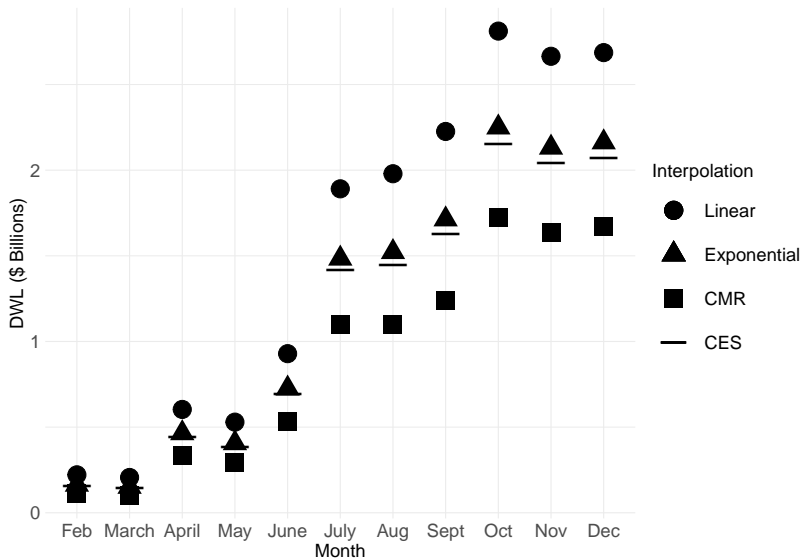
(A7) **log-convex demand:** an *exponential* interpolation;  $D(p) = \theta_1 e^{-\theta_2 p}$

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► Geometric intuition



# Bounding the tariff DWL across countries and products



## Extensions to basic model

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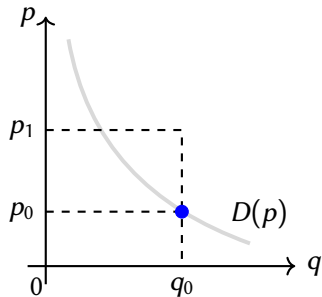
- ① *In practice, the analyst might make assumptions about demand curvature.*  
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## ② Extrapolating from less data: model

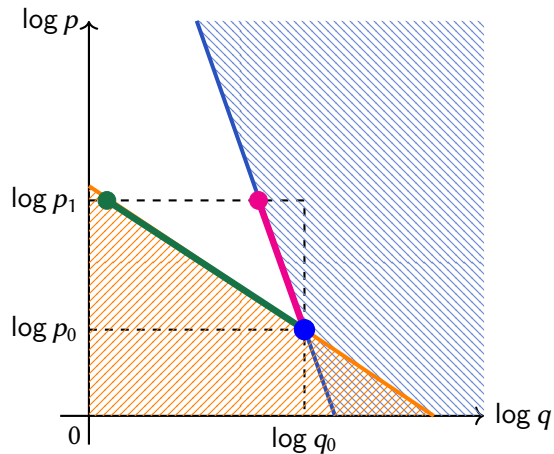
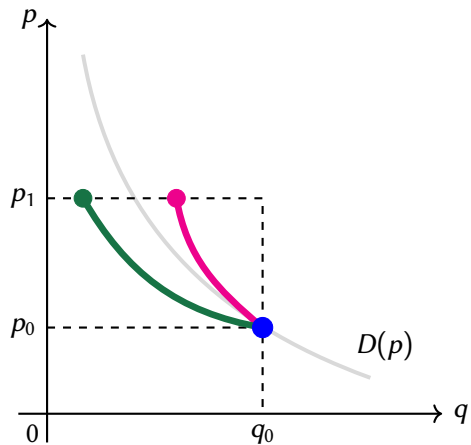
An analyst observes **1 point** on a demand curve:  $(p_0, q_0)$ ;  $p_1$  is given.

We assume that elasticities between  $p_0$  and  $p_1$  lie in the interval  $[\underline{\varepsilon}, \bar{\varepsilon}] \subset \mathbb{R}_{\leq 0}$ .

**Question.** What is the change in consumer surplus from  $p_0$  to  $p_1$ ?



## ② Extrapolating from less data: geometric intuition



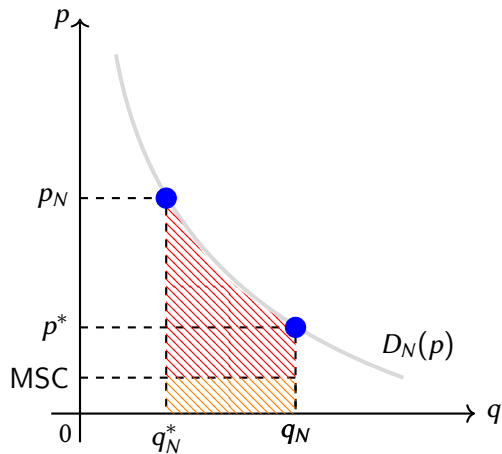
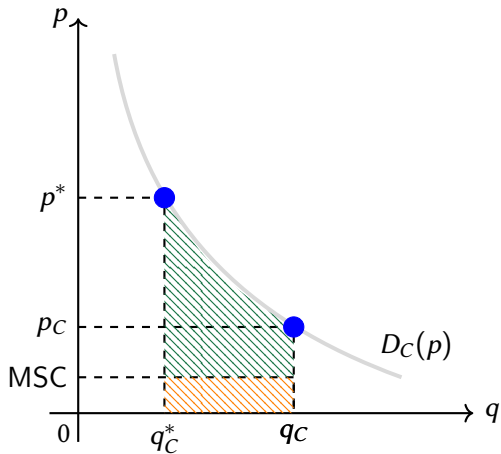
# What is the welfare impact of CARE gas subsidies?



## CARE Program:

- **Low income:** 20% discount on gas
  - ~ Gas usage  $\uparrow$
  - ~ Consumer surplus  $\uparrow$
  - ~ Climate impact  $\downarrow$
- **Other households:** Gas price  $\uparrow$  (given a fixed budget)
  - ~ Gas usage  $\downarrow$
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- **Administrative Cost:** \$7M

# Bounding counterfactual welfare from uniform pricing



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**Question:** Is CARE net welfare improving?

### ► Empirical strategy:

- Randomly nudge eligible households to sign up for CARE.
  - Compute LATE based on gas usage with and without CARE (using nudges as an IV).
  - Interpret the LATE as an elasticity:
- ↪ *How much does gas usage change given a 20% discount in unit price?*



# Welfare impact of energy subsidies (Hahn and Metcalfe, 2021)

## ► Empirical strategy:

- Randomly nudge eligible households to sign up for CARE.
- Compute LATE based on gas usage with and without CARE (using nudges as an IV).
- Interpret the LATE as an elasticity:  
~> *How much does gas usage change given a 20% discount in unit price?*

## ► Modeling assumptions:

- The CARE program operates under a fixed budget  
~> The **counterfactual** “uniform” **price** is pinned down by observed quantities

$$N_n (P_n - P^*) Q_n = N_c (P^* - P_c) Q_c + A.$$

- Consumer demand is linear

# Welfare impact of energy subsidies (Hahn and Metcalfe, 2021)

## ▶ Elasticity estimates:

↪ Estimated CARE elasticity of  $-0.35$ .

– Assume non-CARE elasticity is  $-0.14$  (Auffhammer and Rubin, 2018).

## ▶ Welfare estimates:

**CARE:** + \$5.3M

**Non-CARE:** – \$3.1M

**Admin Costs:** – \$7.0M

---

**Net:** – \$4.8M

# Welfare impact of energy subsidies (Hahn and Metcalfe, 2021)

## ► Elasticity estimates:

↪ Estimated CARE elasticity of  $-0.35$ .

– Assume non-CARE elasticity is  $-0.14$  (Auffhammer and Rubin, 2018).

## ► Welfare estimates:

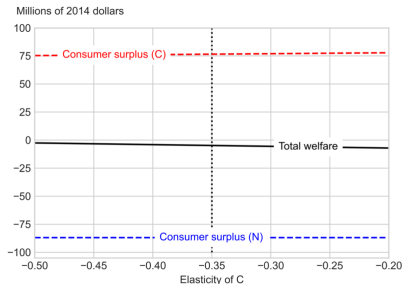
**CARE:** + \$5.3M

**Non-CARE:** – \$3.1M

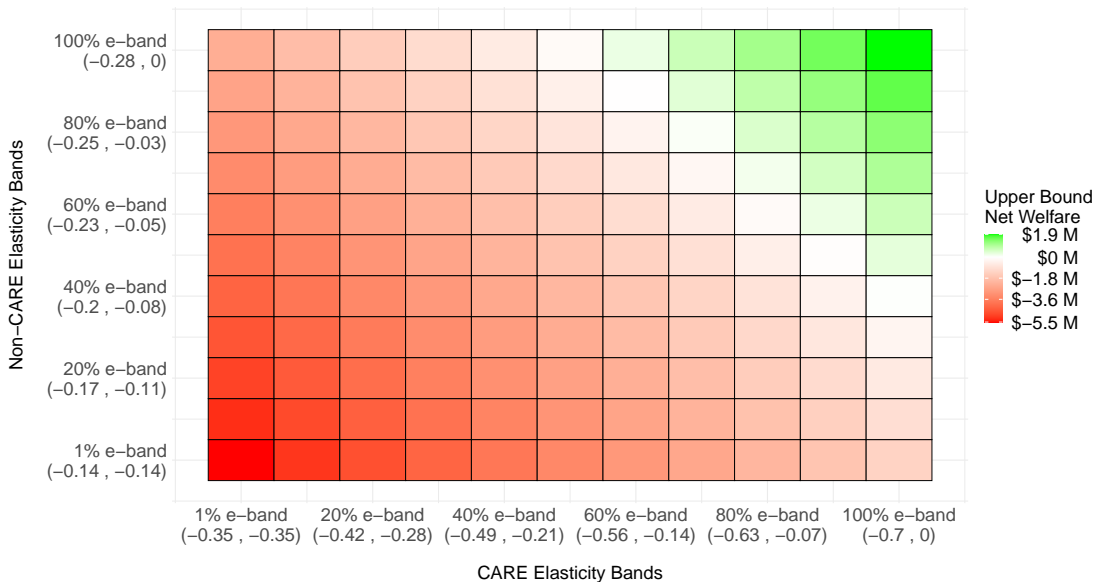
**Admin Costs:** – \$7.0M

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**Net:** – \$4.8M



## How robust is the negative welfare result?



### ► Why might we expect the welfare results to flip?

- #1. Before imposing any assumptions, we can test the conservative (box) bounds.
- #2. We “observe”  $p_1, q_1, \varepsilon_1$  and  $p_0$  but not  $q_0$  or  $\varepsilon_0$ .
- #3. Our bounds are “adversarial.”

### ► So, how do we interpret these results?

- ↪ The **Hahn and Metcalfe** conclusion is pretty robust.
- ↪ In fact, uncertainty in the non-CARE elasticity is not enough to break their result.

## Extensions to the basic model

Our welfare bounds for the basic model rely on a number of modeling choices:

- ① *In practice, the analyst might make assumptions about demand curvature.*  
⇒ We show how **demand curvature** assumptions lead to tighter bounds.
- ② *In practice (e.g., counterfactuals), the analyst might observe  $p_0$ ,  $p_1$ , and  $q_1$ , but not  $q_0$ .*  
⇒ We show how to **extrapolate** from fewer observations.
- ③ *In practice, the analyst might observe more points on the demand curve.*  
⇒ We show how to **interpolate** with more observations. [▶ Details](#)
- ④ *In practice, the analyst might be limited by sampling error.*  
⇒ We show how to incorporate **sampling error** into welfare bounds. [▶ Details](#)

## Further extensions: welfare beyond $\Delta CS$

- #1. Producer surplus works just as well as CS.
- #2. Can handle heterogeneity + distributional questions.
- #3. Can handle alternative welfare measures like EV and CV.
- #4. Can handle multiple objectives at once.
  - ↪ E.g., Pareto-weighted consumer surplus + DWL.

▶ Skip to the end

## Summing up

- ▶ **This paper.** Develops a framework to bound welfare based on economic reasoning.
- ▶ **Building on previous work.** Hope to make the case that everyone should use this.
- ▶ **Use cases.** Draw/assess conclusions from empirical objects commonly estimated.
- ▶ **Future work.** We're excited about this.
  - Robustness for structural IO-style problems (e.g., inference with endogenous pricing, merger screens, welfare in horizontally differentiated good markets).
  - Robustness for new goods and price indices (e.g., the CPI).
  - Robustness for larger macro models (e.g., extending ACR, ACDR).



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# ① Assumptions on demand curvature: geometric intuition

## Theorem 2a. (concave-like assumptions).

The **lower** bound for the change in consumer surplus are attained by:

(A1) **decreasing elasticity**: a *CES* interpolation.

$$D(p) = \theta_1 p^{-\theta_2}$$

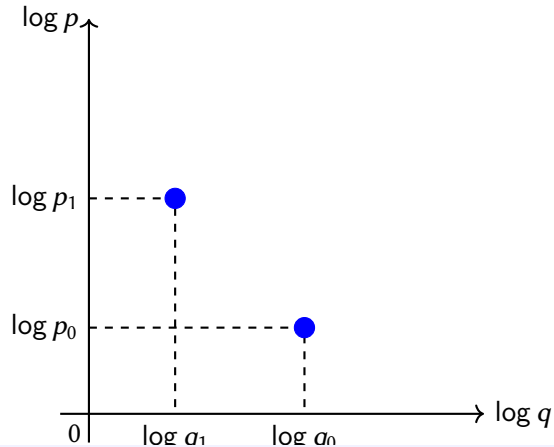
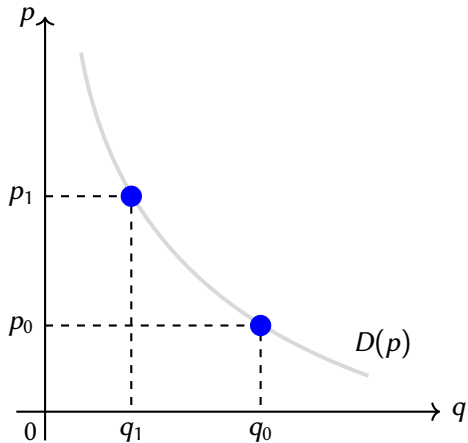
▶ Geometric Intuition

▶ Fancy Proof

▶ Skip Proof

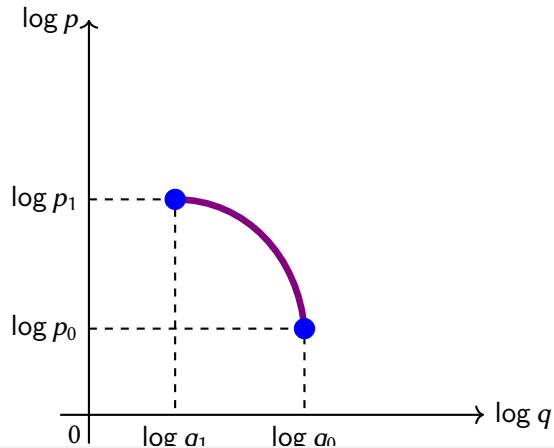
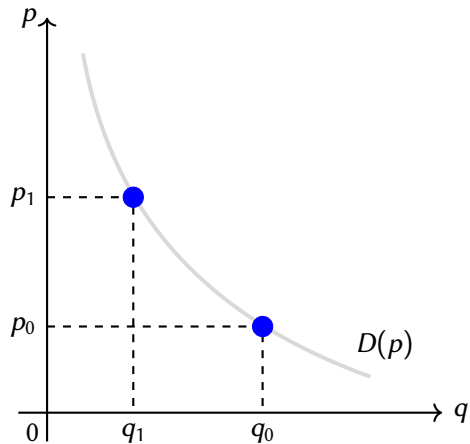
# 1 Assumptions on demand curvature: geometric intuition ◀ Back

Marshall's second law (decreasing elasticity)  $\iff \log q$  is concave in  $\log p$ .



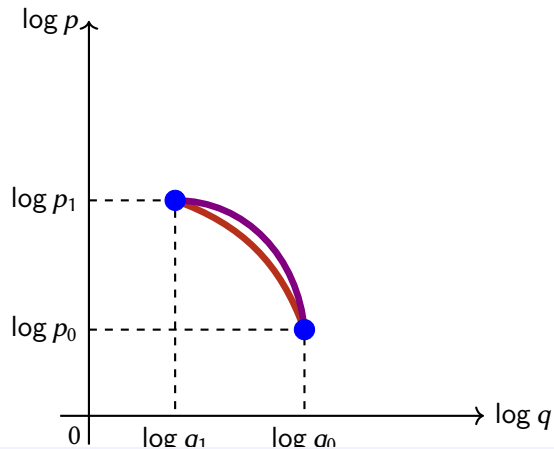
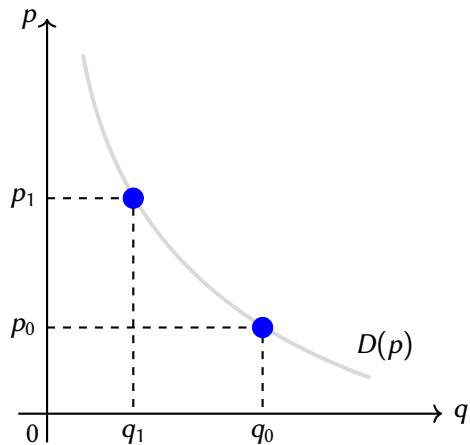
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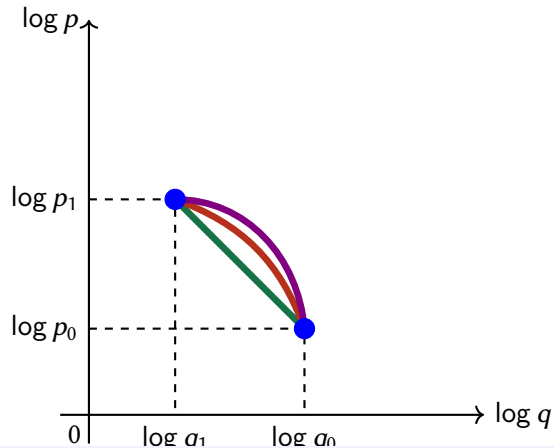
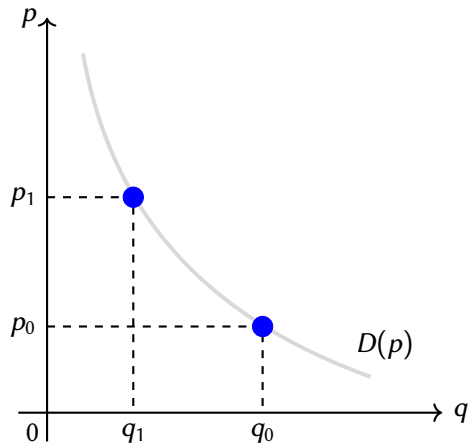
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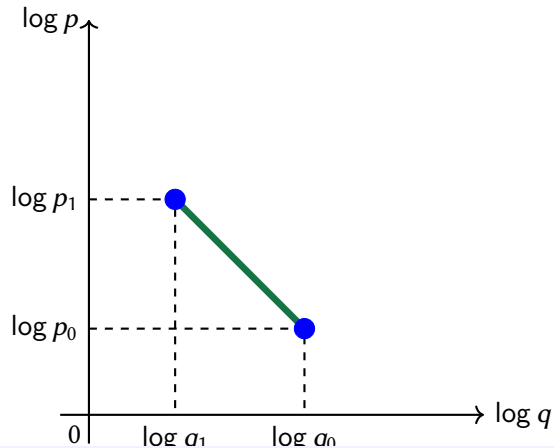
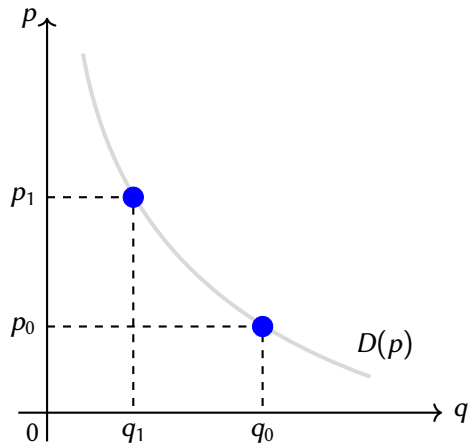
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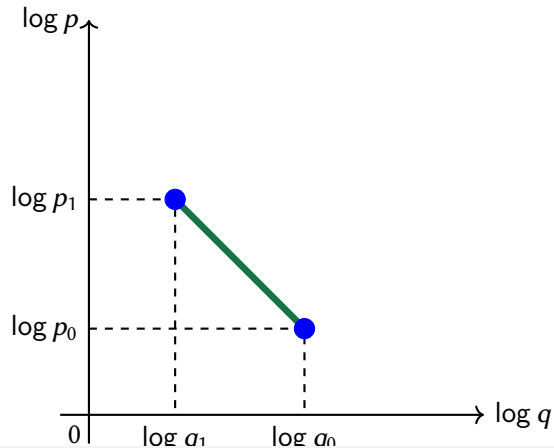
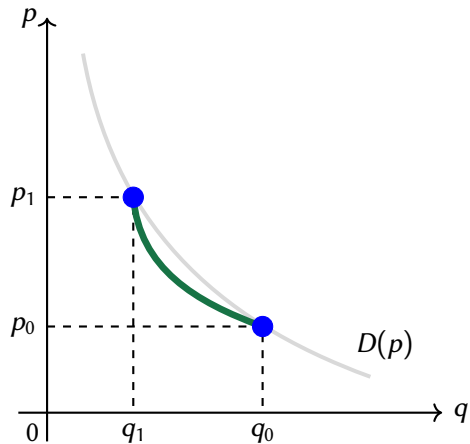
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# 1 Assumptions on demand curvature: geometric intuition [◀ Back](#)

Marshall's second law (decreasing elasticity)  $\iff \log q$  is concave in  $\log p$ .



- ▶ **Step #1.** Transform the problem.

*For each  $A_i$ , map  $D(p)$  to a measure  $h(p)$  in the appropriate functional space.*

- ▶ **Step #2.** Show that welfare is “monotone” with respect to  $h(p)$  under a partial order.

*Mean-preserving spreads of  $h(p)$  increase welfare.*

- ▶ **Step #3.** Derive the upper and lower bounds in terms of  $h(p)$  and map back to  $D(p)$ .

*Lower bound is attained when  $h(p)$  is a step function (i.e., has 2 constant pieces).*

*Upper bound is attained when  $h(p)$  is constant (i.e., has 1 constant piece).*

## Alternative Proof: Step #1 – Change of Variables

### (A1) Decreasing Elasticity

**Variable change:**

$$h(\pi) := \varepsilon(e^\pi), \quad \text{where } \pi = \log p.$$

**Mapping:**

$$D(p) = q_0 \exp \left[ \int_{\log p_0}^{\log p} h(\pi) d\pi \right].$$

**Transformation:**

$$\begin{cases} \overline{\Delta CS} = q_0 \cdot \max_{h \in \mathcal{E}} \int_{p_0}^{p_1} \exp \left[ \int_{\log p_0}^{\log p} h(\pi) d\pi \right] dp, \\ \underline{\Delta CS} = q_0 \cdot \min_{h \in \mathcal{E}} \int_{p_0}^{p_1} \exp \left[ \int_{\log p_0}^{\log p} h(\pi) d\pi \right] dp. \end{cases}$$

### (A6) Convex Demand

**Variable change:**

$$h(p) := D'(p).$$

**Mapping:**  $D(p) = D(p_0) + \int_{p_0}^p h(s) ds.$

**Transformation:**

$$\begin{cases} \overline{\Delta CS} = \max_{h \in \mathcal{E}} \int_{p_0}^{p_1} (p_1 - p) h(p) dp, \\ \underline{\Delta CS} = \min_{h \in \mathcal{E}} \int_{p_0}^{p_1} (p_1 - p) h(p) dp. \end{cases}$$

## Alternative Proof: Step #2 – Establishing a Partial Order

### Example: (A6) Convex Demand

**Definition:**  $h_2 \succeq h_1$  if  $h_2$  is a mean-preserving spread of  $h_1$

$$h_2 \succeq h_1 \iff \int_{p_0}^p h_2(s) ds \geq \int_{p_0}^p h_1(s) ds \quad \forall p \in [p_0, p_1].$$

- ▶ This defines a *partial order* on the family of  $h(p)$ 
  - ⇒ Can think of this as second-order stochastic dominance
  - ⇒ For (A6), think of  $h(p)$  as a CDF: increasing with a mean constraint:

$$D(p_0) = q_0 \quad \text{and} \quad D(p_1) = q_1 \implies \int_{p_0}^{p_1} h(p) dp = q_0 - q_1.$$

### Example: (A6) Convex Demand

**Lemma.** The welfare objective is monotone in the partial order  $\succeq$ :

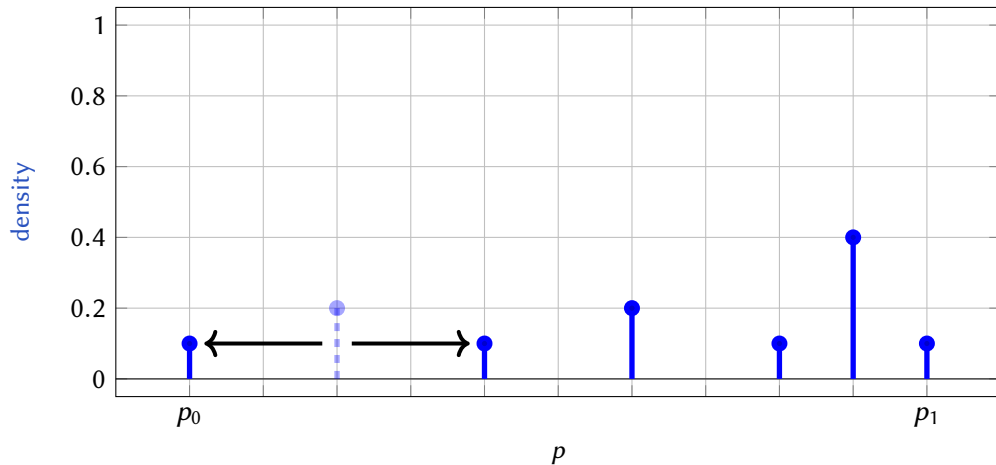
$$h_2 \succeq h_1 \implies \int_{p_0}^{p_1} (p_1 - p) h_2(p) dp \geq \int_{p_0}^{p_1} (p_1 - p) h_1(p) dp.$$

**Intuition: Risk-averse gamblers prefer contractions of lotteries**

**Corollary.** The upper (*resp.*, lower) bound is attained by iteratively applying mean-preserving spreads (*resp.*, mean-preserving contractions) to  $h(p)$ .

### Step #3: deriving the *upper bound*

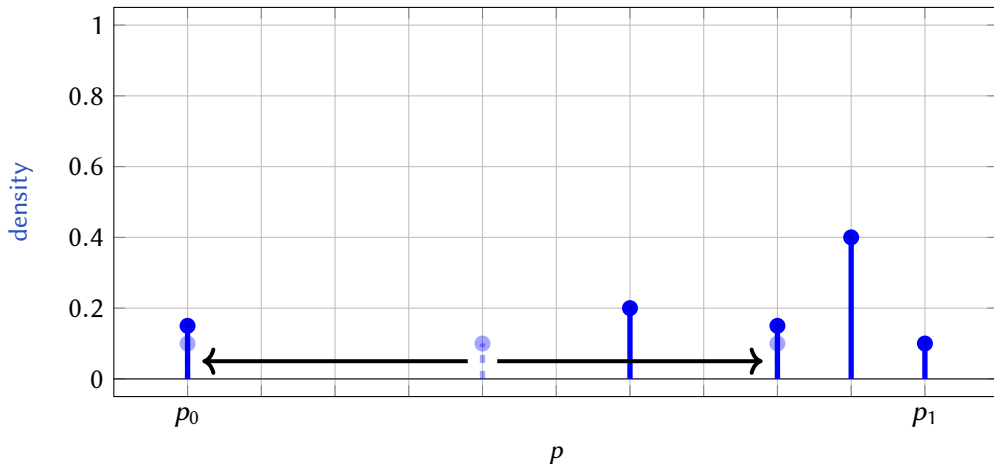
Consider the density that generates  $h(p)$ , where  $h(p)$  is viewed as a CDF:





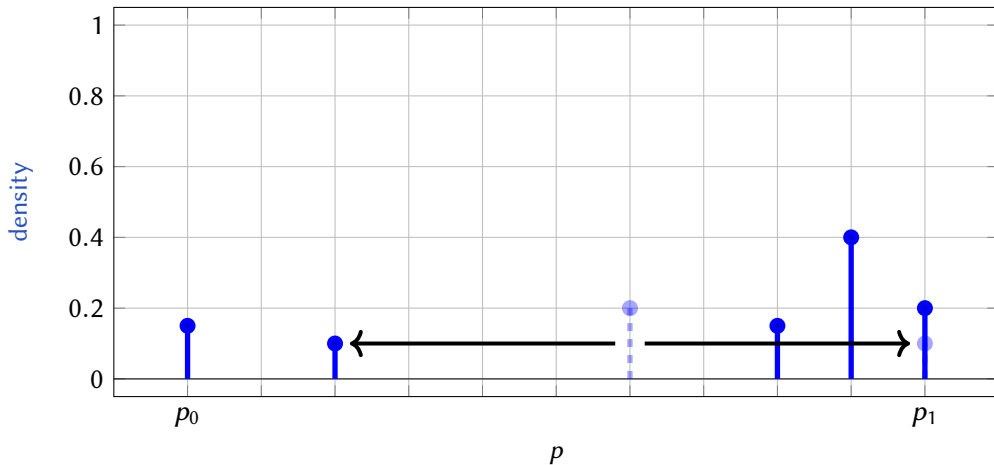
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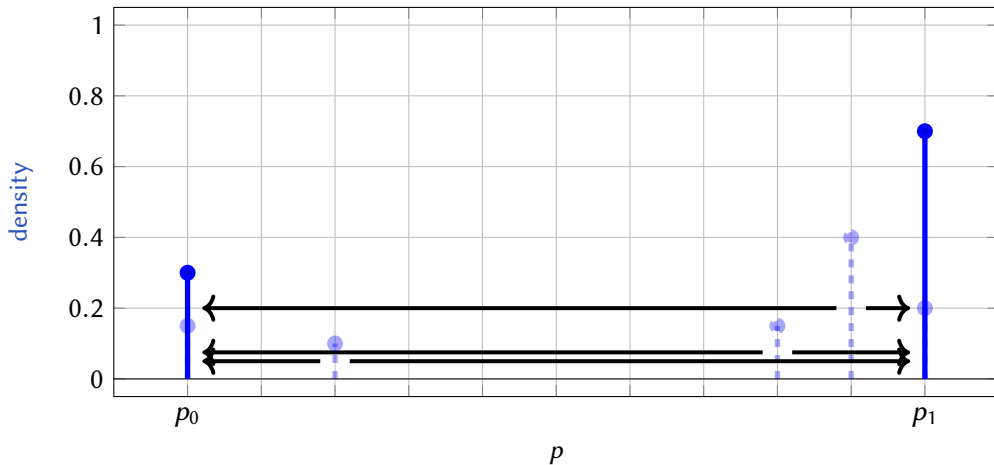
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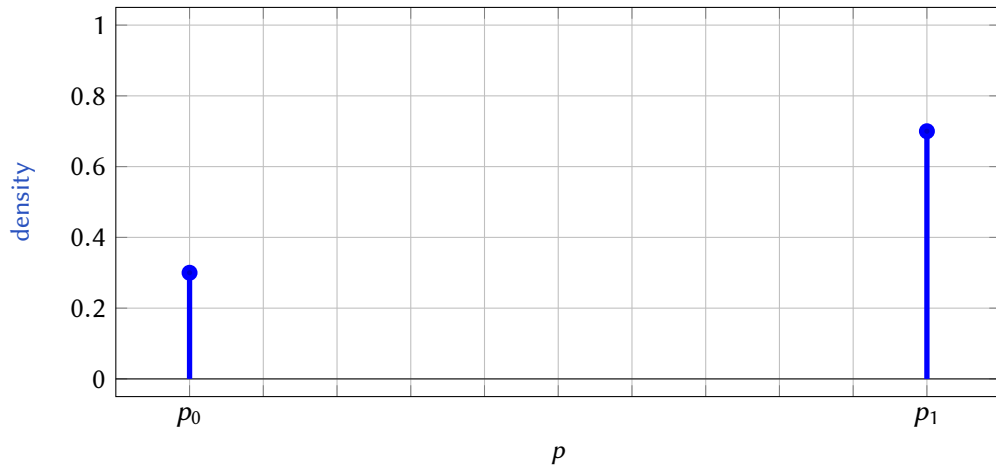
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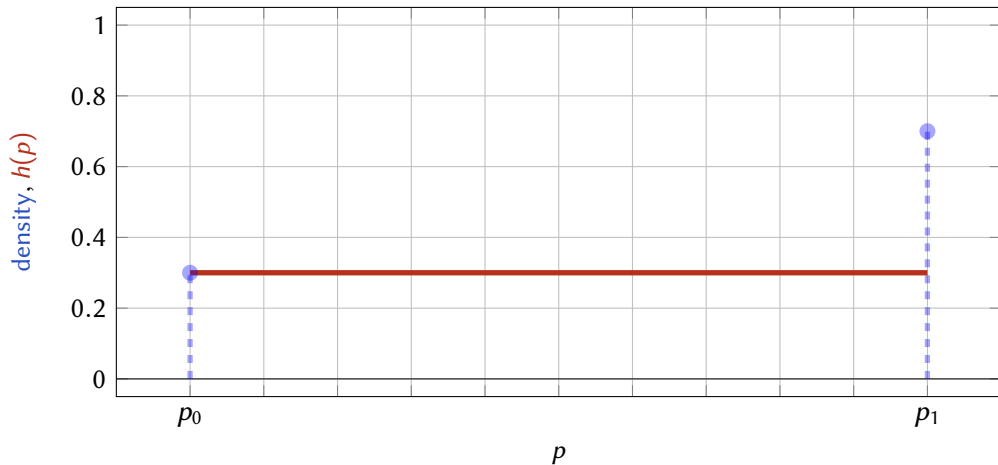
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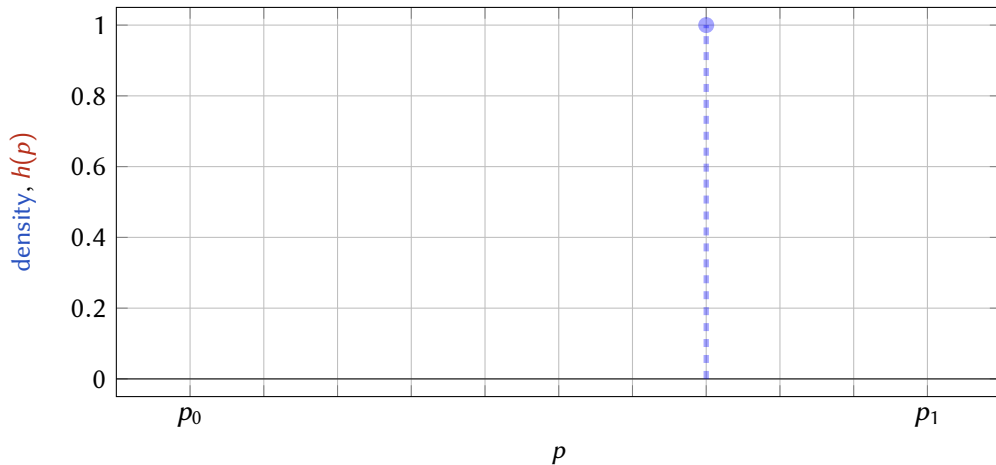
### Step #3: deriving the *upper bound*

So the  $h(p)$  that attains the **upper bound on welfare** is **constant** between  $p_0$  and  $p_1$ :



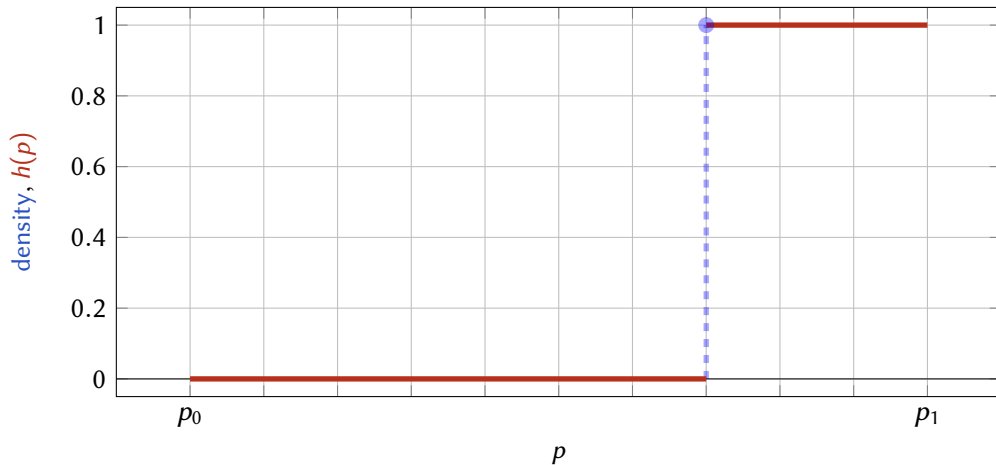
### Step #3: deriving the *lower bound*

Similarly, the  $h(p)$  that attains the **lower bound on welfare** is a **step function**.



### Step #3: deriving the *lower bound*

Similarly, the  $h(p)$  that attains the **lower bound on welfare** is a **step function**.



- ▶ Mapping back from  $h(p)$  into demand curves  $D(p)$ :

$h(p)$  is constant  $\iff D'(p)$  is constant  $\iff D(p)$  is linear.



- ▶ Mapping back from  $h(p)$  into demand curves  $D(p)$ :

$$h(p) \text{ is constant} \iff D'(p) \text{ is constant} \iff D(p) \text{ is linear.}$$

- ▶ This proves the bounds for assumption (A6) (convexity of demand):
  - The **upper bound** is attained by a 1-piece linear interpolation.
  - The **lower bound** is attained by a 2-piece linear interpolation.

- ▶ Mapping back from  $h(p)$  into demand curves  $D(p)$ :

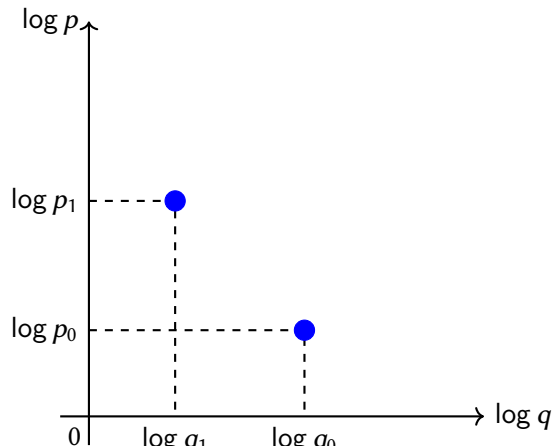
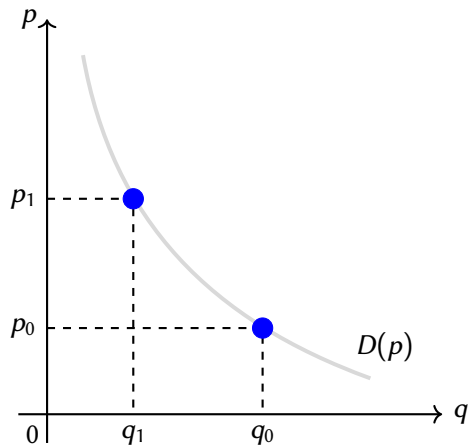
$$h(p) \text{ is constant} \iff D'(p) \text{ is constant} \iff D(p) \text{ is linear.}$$

- ▶ This proves the bounds for assumption (A6) (convexity of demand):
  - The **upper bound** is attained by a 1-piece linear interpolation.
  - The **lower bound** is attained by a 2-piece linear interpolation.
- ▶ The same proof strategy works for all the other assumptions (with different  $h(p)$ ).

# 1 Assumptions on demand curvature: combining assumptions

◀ Back

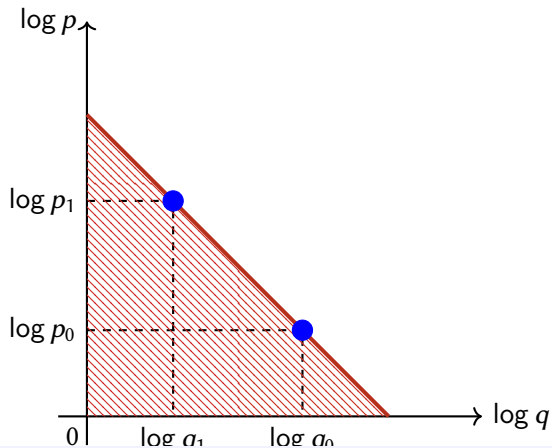
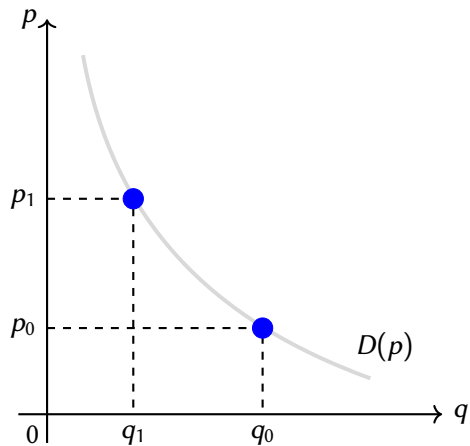
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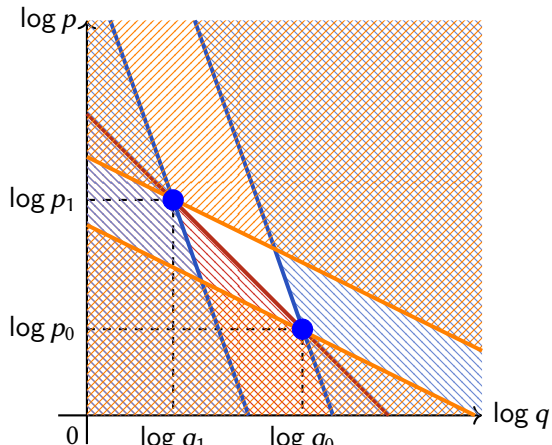
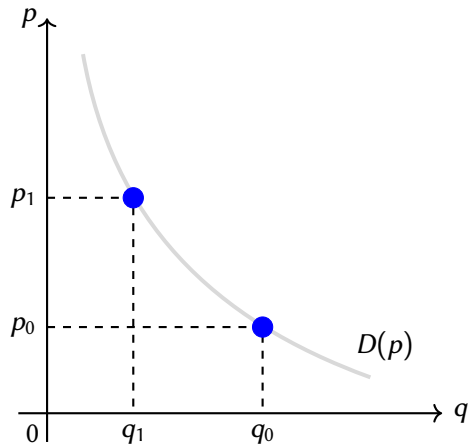
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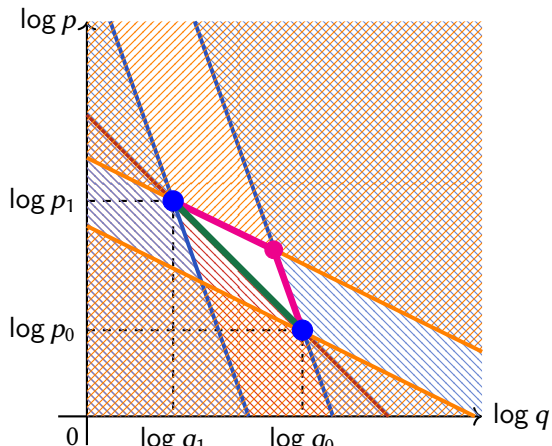
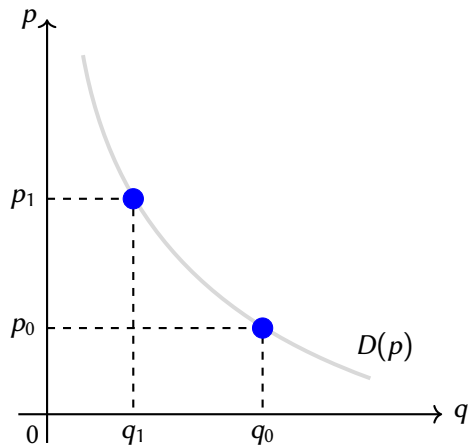
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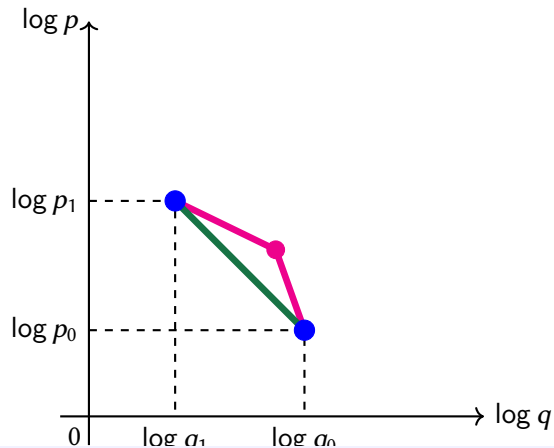
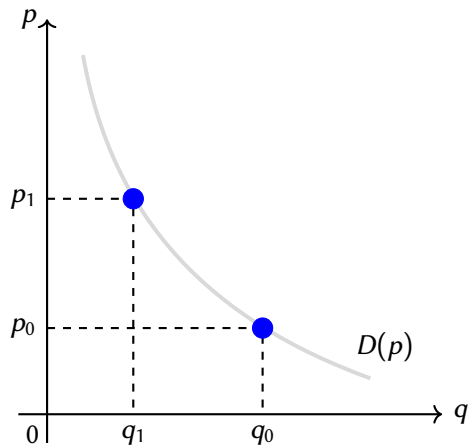
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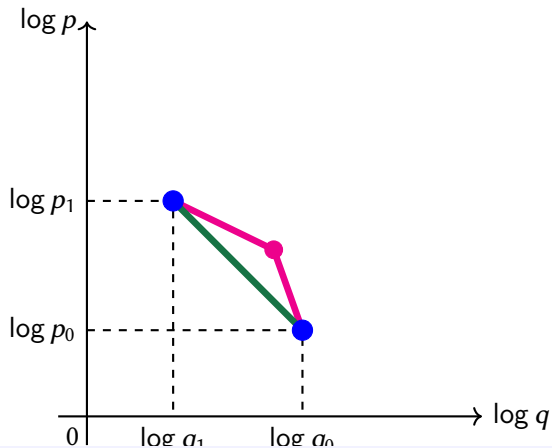
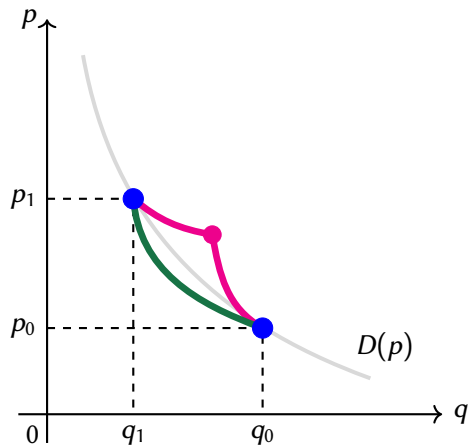
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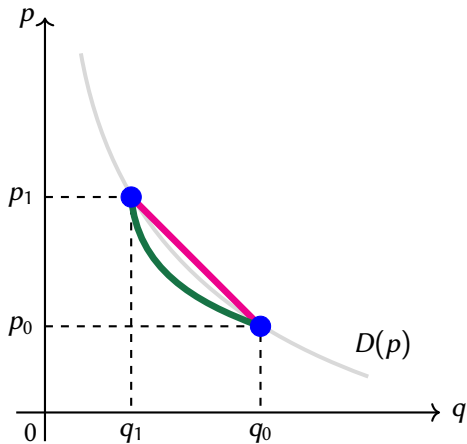
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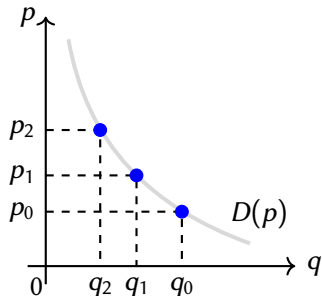
Marshall's second law (decreasing elasticity) + convex demand



An analyst observes **3 points** on a demand curve:  $(p_0, q_0)$ ,  $(p_1, q_1)$ , and  $(p_2, q_2)$ .

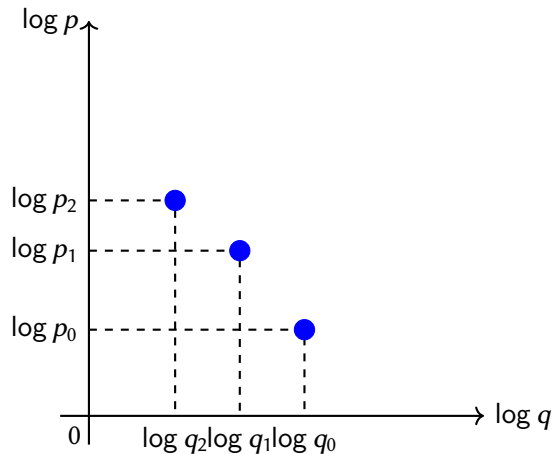
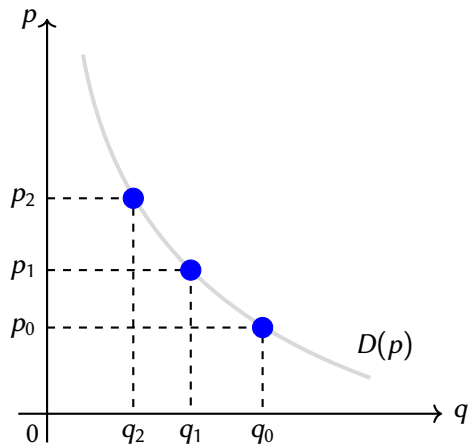
We assume that elasticity between  $p_0$  and  $p_2$  lie in the interval  $[\underline{\varepsilon}, \bar{\varepsilon}] \subset \mathbb{R}_{\leq 0}$ .

**Question.** What is the change in consumer surplus from  $p_0$  to  $p_2$ ?



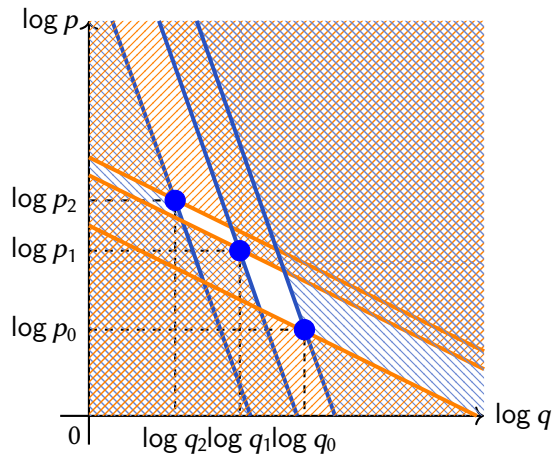
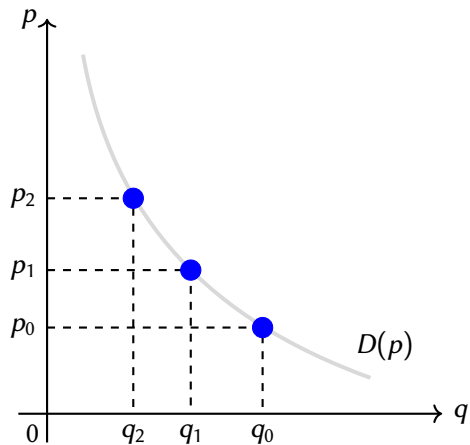
### 3 Interpolating with more data: geometric intuition

◀ Back



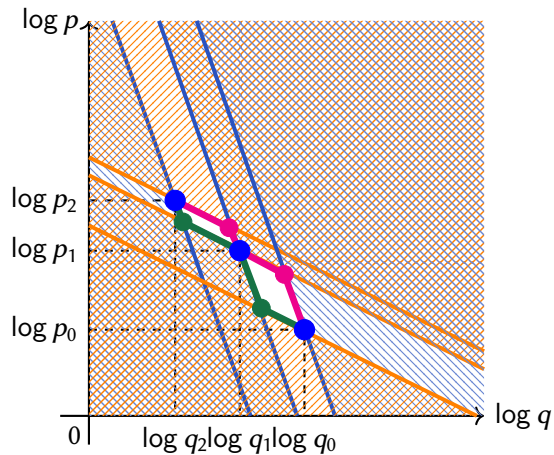
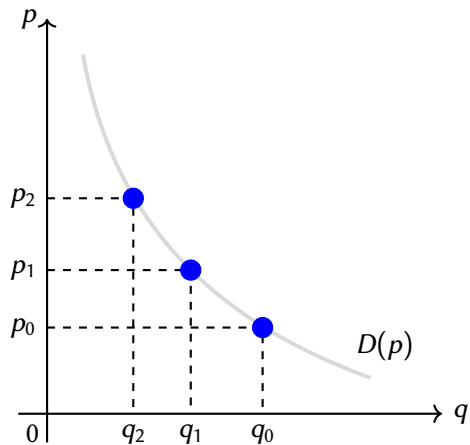
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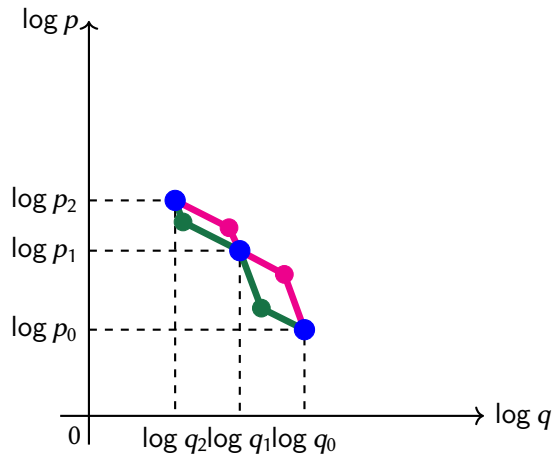
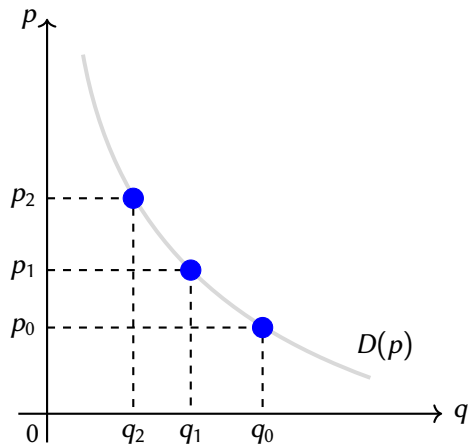
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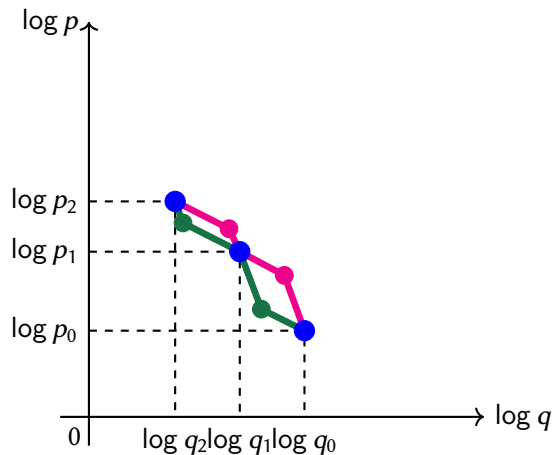
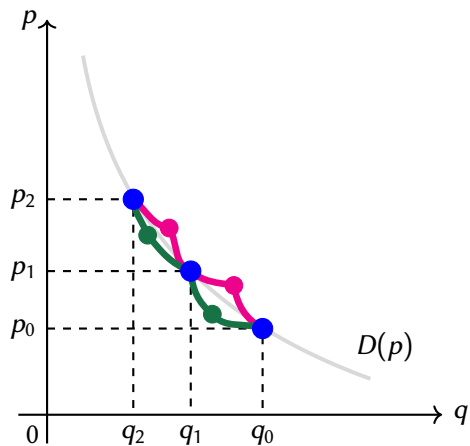
### 3 Interpolating with more data: geometric intuition

◀ Back



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◀ Back



Quantities demanded might be noisily observed:

$$q_1 = D(p_1) + e \quad \text{where} \quad e \sim \mathcal{N}(0, \sigma^2/N_1) \quad (1)$$

**Question.** What is the 95% CI on the change in consumer surplus from  $p_0$  to  $p_1$ ?

⇒ The bounds  $\overline{\Delta CS}(q_0, q_1)$  and  $\underline{\Delta CS}(q_0, q_1)$  are monotonic in  $q_1$

⇒ Obtain CIs by plugging in the CIs of  $q_1$